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Recycling Warks

Volume 6, Number I Winter 1999-2000

Trailblazing with food waste diversion

By Craig Coker, Environmental Specialist/Organics Recycling Coordinator

Judy and Dean Brooks have carved out a unique niche in North Carolina's recycling industry. Their composting company, Brooks Contractor, located in Goldston, Chatham County, has started accepting food waste from restaurants, cafeterias, and grocery stores.

In operation since 1992, Brooks Contractor is a leader in North Carolina organics recycling. In 1999, this composting facility accepted more than 9,000 tons of eggshells, 120 tons of animal bedding, 344 tons of wood waste from furniture manufacturing, and 63 tons of waxed-coated corrugated cardboard, in addition to hundreds of cubic yards of yard waste. These wastes were turned into 31,900 cubic yards of compost, which was sold to landscapers and gardeners throughout central North Carolina.

Earlier this year, Dean Brooks, assisted by the company's Project Manager John Craig, built a unique solid waste collection truck to collect source-separated food wastes that would enhance their composting facility. This truck, a 1988 Freightliner flatbed dump truck, is equipped with a stainless steel container, has a hauling capacity of 10 tons, and is fitted with a high lifter [manufactured by Toter Inc.] for picking up and emptying food waste containers. It also has a scale for weighing containers that prints load tickets and has a 300-gallon wash tank for cleaning containers.

Currently, Brooks Contractor collects source-separated food waste (both pre- and post-consumer) from 10 restaurants, two

(See Waste diversion, Page 8)



Dean Brooks' uniquely designed Freightliner flatbed dump truck collects food wastes from restaurants in Chapel Hill.

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Meet two faces behind N.C. recycler-friendly lenders

The Sustainable Jobs Fund (SJF) and Self-Help are two lending organizations that are sensitive to the needs of North Carolina recycling businesses. Two individuals instrumental in the operations of these organizations are introduced below.



Anne Claire Broughton is an associate of SJF, a community development venture capital fund. SJF makes equity and subordinated debt investments from \$100,000 to \$1,000,000 to businesses with rapid sales growth and quality employment potential. Her activities with SJF include outreach, due

diligence, and technical assistance for SJF portfolio companies as well as public relations and fundraising. Previous to SJF, Broughton was editor-in-chief of *Recycling Today*, a monthly national business magazine covering the industrial and municipal recycling sectors. She has also served as recycling coordinator for Richmond Heights, Ohio, and as a recycling analyst for the Institute for Local Self-Reliance. She received a B.A. in English from Oberlin College in 1989, with substantial course work in environmental studies.



Fred Broadwell, a commercial loan officer at Self-Help, is coordinating the N.C. Recycling Business Loan Fund, established in 1999. Broadwell also oversees the Sustainable Development programs at Self-Help, the state's nonprofit development bank. He has worked two years with Self-Help.

Broadwell previously managed the Alameda County (Calif.) Recycling Loan Fund, which makes loans to recycling companies throughout the San Francisco Bay Area, and was economic development manager for Materials for the Future Foundation. Broadwell is a graduate of Davidson College and has a graduate degree from UCLA in economic development planning.

Sustainable Jobs Fund



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- require equity or subordinated debt capital to fuel profitable growth
- create quality jobs for low-income citizens or locate in economically distressed regions of the eastern United States

For more information, call **919.530.1177** or visit **www.sjfund.com**

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N.C. Environmental Loan Fund: Self-Help established the N.C. Environmental Loan Fund to provide financing to small businesses and other organizations that preserve our natural resources. Projects that are targeted for financing include recycling firms, land conservancies, environmental consulting and services, environmental equipment firms, and sustainable development products and services. Self-Help has extended more than \$6 million in financing to this growing and important segment of our economy.

New documents now available

Directory of Markets for Recyclable Materials (September 1999 Update)

DPPEA has released its latest edition of the *Directory of Markets for Recyclable Materials*. The September 1999 edition includes more than 100 new recycling businesses and lists a broad spectrum of recycling companies working in all realms of the industry. It includes a comprehensive list of recyclable material brokers, collectors, processors, and end users that service North Carolina. The directory is accessible online at http://www.p2pays.org/dmrm and is available in hard copy. For more information or to receive a copy, contact RBAC Market Development Specialist John Blaisdell at (919) 715-6522 or (800) 763-0136.

Buy Recycled Resources

DPPEA has a new Web site — www.p2pays.org/br — dedicated to recycled and environmentally preferable purchasing. The site features general information, product lists, and helpful links. Several new publications, including the Government and Business Guide to Buying Recycled Products and a report entitled The Availability, Cost, and Performance, of Recycled Paper can be downloaded.

The N.C. Manufacturers of Recycled Products Directory (updated June 1999) also is available on this Web site and in hard copy. This directory contains a list of the state's manufacturers that produce recycled content products. Each product listing includes a general description and purchasing information. The products listing includes office products, building and construction products, transportation products, and agricultural/animal products. To receive a hard copy of the directory, call DPPEA at (919) 715-6500 or (800) 763-0136.

The Carolina Recycling Association (CRA) recently compiled the *North Carolina Recycled Products Directory*, a database ranging from agricultural, household, and office products, to building and construction materials. The database can be searched from the CRA Web site: www.crarecycle.org/search.html.

N.C. RBAC Web pages a big hit

Web pages maintained by the N.C. Recycling Business Assistance Center (RBAC) experienced a flurry of activity in recent months, having well over 4,000 visitors from July I through Oct. 31. RBAC staff views this level of interest in its services as a positive sign for the State's recycling market development efforts and is pleased to provide the data

"We believe the attention our online resources have received in the recent past sends the signal that recycling markets are maturing," said RBAC Manager Matt Ewadinger. "RBAC will continue to provide all resources at its disposal to facilitate this maturing, giving special attention to job creation, recycling capacity creation, and capital investment."

Leading the most popular pages is the Directory of Markets for Recyclable Materials, with 1,448 visitors during the four-month period. Other frequently visited pages include RBAC's introduction page (608 visitors), markets links (363), the 1998 Markets Assessment of the Recycling Industry and Recyclable Materials (283), Recycling Works newsletter (242), the Business Development Assistance page (192), and RBAC Links (159). All of these pages can be found at www.p2pays.org.

If you have any suggestions for additional information for this Web site, please contact Market Development Specialist Jason Hale at (800) 763-0136 or (919) 715-6542.

Recycling Works is published by the N.C. Recycling Business Assistance Center (RBAC), a program of the Division of Pollution Prevention and Environmental Assistance of the N.C. Department of Environment and Natural Resources (DENR). For more information call (919) 715-6500 or (800) 763-0136, or write to DPPEA, 1639 Mail Service Center, Raleigh, NC 27699-1639.

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NORTH CAROLINA Markets Assessment

of the Recycling Industry and Recyclable Materials

Construction and Demolition Debris

By John Blaisdell, Market Development Specialist

This article highlights information contained in the "1998 Markets Assessment: Construction and Demolition Debris." The commodity profile may be downloaded in its entirety at http://www.p2pays.org/ref/02/01622.htm/index.htm.

Construction and demolition (C&D) debris is waste or debris resulting solely from construction, remodeling, repair, or demolition operations on pavement, buildings, or other structures. Construction, renovation, and demolition jobs produce varying quantities of these materials:

Wood (clean scrap lumber)

Brick and block (aggregates)

Wood (painted or treated)

Gypsum wallboard

Manufactured wood (plywood, etc.)

Cardboard

Miscellaneous fines

Asphalt shingles (scrap or tear-off)

Metals (pipes, wire, conduits, structural beams, etc.)

Asphalt pavement

Miscellaneous plastics (PVC, HDPE, etc.)

Land clearing debris

Concrete (with and without re-bar)

Salvageable materials (i.e., windows, doors, fixtures, etc.)

See Markets Assessment, next page.

Markets Assessment, from previous page

Total Estimated Generation of C&D Debris in North Carolina in 1997 and 2002 (tons)

	1997	2002
Residential		
Construction	304,203	322,797
Renovation	704,053 747,086	
Demolition	637,986	676,981
Non-Residential		
Construction	163,176	173,140
Renovation	392,496	416,486
Demolition	317,095	336,476
Total	2,519,000	2,672,967

Supply

Approximately 2.5 million tons of building-related C&D debris were generated in North Carolina during 1997. This represents approximately 25 to 30 percent of the total waste stream. A majority of that material was disposed in municipal solid waste landfills (MSWLFs), construction and demolition landfills (C&DLFs), and land clearing and inert debris landfills (LCIDLFs).

Demand

Estimated recovery for 1997 was approximately 153,000 tons, about six percent of the C&D waste stream. Salvage and reuse activities at demolition/deconstruction job sites comprised a majority of recov-

ered tonnage. Additional recovery was recorded by several mixed C&D debris processing facilities. The supply of C&D debris is considerably greater than the current demand from C&D recyclers in North Carolina.

Generally, C&D debris recycling is motivated more by costavoidance (i.e., a reduced tipping fee) than by revenue generation. Thus, the quantity of C&D debris recovered is directly related to the cost of disposal. In areas of the country where landfill tipping fees are significantly higher, more material is being diverted. However, in North Carolina where tipping fees average \$24 per ton for C&D landfills, there is less incentive for C&D recycling. A majority of C&D debris continues to be disposed in North Carolina's abundant and relatively inexpensive landfills.



To improve C&D debris recycling in North Carolina, a greater recycling infrastructure needs to be developed. In doing so, cost-effective means for diverting more materials should be emphasized so that recovery operations are competitive with landfill disposal costs. The Division of Pollution Prevention and Environmental Assistance is supporting the growth of the infrastructure through a C&D debris recycling grant round for the year 2000. The grant will fund 17 projects, ranging from smaller scale source separated recovery to mixed materials processing. (See related article on page 6 describing projects to receive funding).

The development of higher value end products is also essential to increasing C&D recycling. Processed C&D materials are typically lower end commodities. The major markets for C&D debris are wood and aggregates. Wood materials are typically ground and used as a boiler fuel or bark mulch substitute. Aggregates such as brick, block, and concrete are typically ground and used as a road base or solid fill material. The development of higher value end products would allow C&D recyclers to rely less on revenues from tipping fees.

To receive the 1998 Markets Assessment, call (919) 715-6500 or visit this Web site: http://www.p2pays.org/ref/02/01622.htm.

State awards grants for construction and demolition debris recycling

The N.C. Department of Environment and Natural Resources' (DENR), Division of Pollution Prevention and Environmental Assistance (DPPEA) will award \$272,900 in grant funding to support 17 public and private sector projects to reduce the amount of construction and demolition (C&D) debris disposed in North Carolina landfills.

Grant funding was awarded in three different project categories: mixed C&D processing, source separated recovery, and market development. These projects will divert approximately 42,000 tons of C&D material per year from North Carolina landfills.

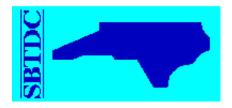
Projects selected for funding are:

- Lamination of Scrap Lumber expands the collection system for clean wood scraps and to establish the production of finger jointed and laminated stair treads and structural wall posts. Contact: William Juhas, R24 Lumber Company, (704) 587-0095.
- Accent Construction Recycling and Reuse Initiative reuses and resells salvaged building materials from construction projects. Contact: Amanda Eichel, Accent Construction, LLC (919)-833-3669.
- **Gypsum Drywall Processing** establishes a gypsum recycling facility in the Mecklenburg County area. Contact: Gerry Sutton, Waste Reduction Products Corporation, (919) 898-4105.
- Construction Waste Material Collection and Recycling expands a residential construction debris collection and recycling service in the Wake county area. Contact: Ozzie Gray, Construction Site Cleanup and Recycling Inc., (919) 779-4967.
- **C&D RRR [Reduce, Reuse, Recycle] Project** establishes a permanent structure for the storage of salvaged C&D materials in Pasquotank County. Contact: Michael Etheridge, Pasquotank County (252) 3354105.
- Paint Recycling Project establishes a waste paint collection and recycling service for contractors in North Carolina. Contact: P.D. Williams, Envirosafe Paints Inc., (919) 834-9700.
- **Gypsum Recycling** establishes a recycling facility to process gypsum for agricultural uses in the

- Union County area. Contact: Steve Davis, Union Gypsum, (704) 624-2077.
- **Site Clean Up and Recycling** source separates and recycles residential construction debris in the Mecklenburg County area. Contact: Wesley O'Brian Davis, Site Clean Up and Recycling, (704) 948-2743.
- **Carpet Recycling** purchases collection vehicles for the recycling of used carpet. Contact: Robert Gleaves (704) 821-4482.
- Recycled Enhancements establishes a mixed C&D processing facility in Dudley, N.C. Contact: Fred C. Jones Jr., Recycled Materials Inc., (919) 735-0004.
- **Mobile Home Recycling** establishes a mobile home recycling collection and deconstruction business in Staley, N.C. Contact: Stephen L. Brower, Salvage King Inc., (336) 622-1595.
- Recycling Gypsum from C&D Debris establishes the collection, transportation, and recycling of gypsum from contractors in Orange County. Contact: Robert J. Kessler, Recycling for Youth Inc., (919) 942-4830.
- Soundside Recycling & Materials Inc. establishes a mixed construction debris processing facility in Currituck County. Contact: Horatio D. Newbern IV, (252) 453-3032.
- Wood Waste Recovery at Orange Regional Landfill establishes the separation and processing of wood waste at the Orange Regional Landfill
- **Bagged Wood Waste Mulch** establishes the coloring and bagging of ground C&D derived wood for mulch. Contact: Roger Seale, Kamlar Corp., (252) 443-2576.
- Expanded Marketing and Outreach for the Habitat Reuse Center expands the marketing efforts to increase the amount of material being donated and resold through the new, larger reuse center. Contact: Ryan Jacoby, Habitat for Humanity of Wake County, (919) 833-6768.
- Mobile Home Recycling deconstructs and recycles mobile homes at the Brunswick County C&D Landfill. Contact: J. Leslie Bell, Brunswick County, (910) 253-2033.

Stepping up to the NxLeveL

By Tom Rhodes, Market Development Specialist





... courses like NxLeveL give entrepreneurs that competitive edge needed to increase the comfort level for banks and financial institutions.

red Broadwell

Environmental Business Loan Specialist

Self-Help, North Carolina's community development and lending institution

Business education is no longer a luxury – it is a necessity. In the world of business management, one of the best training programs available today is the NxLeveL Entrepreneurial Training Program. Developed by the Western Entrepreneurial Network (WEN) at the University of Colorado at Denver under a grant from the U.S. West Foundation, NxLeveL has been adopted as the leading entrepreneurial training program in nearly 30 states. The training materials and curricula are based on feedback from more than 5,000 entrepreneurs who have taken entrepreneurial training courses within the past two years.

NxLeveL is presented by the Small Business and Technology Development Center (SBTDC), a business and technology extension service operated as an inter-institutional program of the University of North Carolina, and sponsored statewide by Bell South and Wachovia Bank and Trust.

According to Fred Broadwell, environmental business loan fund specialist with Self-Help, North Carolina's community development lending institution and RBAC Recycling Business Loan Fund partner, "Management expertise is one of the most critical aspects of loan approval that lending institutions consider, and courses like NxLeveL give entrepreneurs that competitive edge needed to increase the comfort level for banks and financial institutions."

NxLeveL provides a practical, hands-on approach to growing a business. The course is taught by experienced business educators with prominent business leaders as guest speakers. It offers networking opportunities to share "best practices" with local business leaders and participants. The NxLeveL course provides comprehensive textbooks, business leaders are provided to the provided

ness plan workbooks, and resource guides with "handson" practical exercises. As an added benefit, participants can receive follow-on business counseling and technical assistance. NxLeveL is designed for businesspeople who want to expand an existing business and who need added skills and tools to make it grow.

Recycling scholarship awardees have been impressed with the wealth of information made available to them through the NxLeveL course. Comments such as, "Excellent handson learning experience," and, "The course has fantastic speakers," have been common among those who have taken the course.

NxLevel scholarships available

The Recycling Business Assistance Center (RBAC) would like more recycling business owners to enroll in the NxLeveL course presented by the Small Business and Technology Development Center. RBAC is offering a limited number of NxLeveL scholarships to recycling businesses to encourage them to take the course.

The Spring 2000 NxLeveL course will begin in early 2000 at a number of locations to be announced. For more information about NxLeveL and scholarship availability, call (919) 715-6516 or (919) 715-6504 or e-mail tom.rhodes@ncmail.net.

For a detailed description of NxLeveL, visit SBTDC's Web site at www.sbtdc.org.

State funds projects diverting organic waste from landfills

The N.C. Department of Environment and Natural Resources (DENR) will provide \$180,237 in grants to eight organic waste reduction projects. These projects will meet one or both of two goals: projects that result in a sustainable, well-documented diversion of organic wastes from the waste stream and projects that stimulate market demand for composts and other recycled organic wastes.

DENR funding for organic solid waste reduction projects totals \$363,780 since the program's inception in 1998. These projects will divert at least 23,000 tons of organic wastes from North Carolina landfills. Projects selected are:

- Food Waste Diversion for Central North Carolina continues development of the first source-separated commercial organics collection/composting effort in North Carolina. Contact: Dean Brooks, Brooks Contractor, (919) 837-5914.
- Institutional Food Waste Composting Pilot Project by the University of North Carolina at Charlotte (UNCC) diverts pre-consumer food wastes from a campus dining hall to an onsite invessel composting system. Contact: Gail Thomas, UNCC recycling coordinator, (704) 547-2137.
- Manufacturing High Value Products from Residential & Commercial Food Waste expands an existing on-farm composting system that will include source-separated grocery store food

- wastes in the Asheville area. Contact: Jon Nilsson, East Coast Compost, (828) 628-4340.
- An Assessment of the Economic Impact of Compost on Open Ground Vegetable Production examines the economics of compost use in large-scale conventional agriculture in Eastern North Carolina. Contact: Lynn Lucas, McGill Environmental Systems of North Carolina, (910) 532-2539.
- North Carolina Compost Promotional Initiative furthers statewide compost market development and educational activities that stimulate demand for compost products. Contact: Ron Alexander, R. Alexander & Associates, (919) 380-9939.
- Backyard Composting Demonstrations in Cherokee County constructs five composting demonstration sites in Cherokee County. Contact: Katherine O'Brien, N.C. Cooperative Extension Service, (828) 837-2210.
- Aerated Floor Development and Testing Project continues a previous grant-funded project aimed at developing an alternative aerated compost bin system design. Contact: Keith Warren, Mountain Organic Materials, (828) 665-9899.
- Evaluation of Commercial Food Waste as Raw Substrate for Co-Compost Products examines the feasibility of using thermophilic anaerobic digestion for source-separated food wastes. Contact: Lisa Matthews, Rondeli Corp., (919) 734-6107.

Waste diversion, from page 1

microbreweries, and the Weaver Street Market in downtown Chapel Hill; from 10 cafeterias at a major industrial company in Research Triangle Park; from the world-reknown Fearington House Restaurant and Market in Fearington Village; and from two Winn-Dixie grocery stores in Sanford. Five grocery stores in the Lowes Foods chain are expected to join the program in early 2000.

Brooks Contractor provides 65-gallon Toter collection containers for each of its food waste customers. These containers are used in a similar manner to existing solid waste disposal containers, thereby minimizing the extent of operational changes needed.

"We want to make sure our customers have the least disruption to their normal way of doing things," said Craig. "We believe it will be much easier for them to divert food wastes . . . if we make it as easy as possible on them."

To safeguard against potential contaminants in the organic material, Brooks Contractor provides in-depth training to its customers' employees. This training conveys information about diverting compostable organics, and demonstrates efficient methods for material separation.

Since the program's inception in November, Brooks Contractor has collected 50 tons of food waste that otherwise would have been sent to the landfill. The company usually picks up five to six tons per day. In the first full year of operation (year 2000), the company expects to divert more than 3,500 tons of food waste. A fee is charged based on the tonnage of food waste collected and the weight of each container before it is unloaded into the organics truck. This organics diversion program will save Brooks Contractor's customers money by reducing the number of trash dumpsters needed and/or reducing the frequency at which dumpsters need to be serviced.

Carolina Recycling Conference & Trade Show to feature market development sessions

The emergence of new and innovative businesses and industries, along with the application of new technologies and aggressive inhouse recovery efforts are the lifeblood that invigorates the growth of the recycling industry. Come and hear about a variety of recy-



cling market development success stories at the tenth annual Carolina Recycling Conference & Trade Show scheduled for March 13 through 15 at the Grove Park Inn in Asheville, N.C.

An entire conference track will be devoted to recycling market development activities in the Carolinas. This track will include exciting developments ranging from new market trends for curbside collection, organics, and commercial and industrial recovery programs to the financial tools available to help make these programs a reality and how to access them. For example, one session will cover the reuse and recovery of materials on recycling's cutting edge. Developers of recycling businesses in the fields of computer recovery and upgrading, fluorescent light bulbs and other lights containing mercury, and carpet and carpet padding will discuss their experiences and visions for their future operations. Another session will feature presentations from lenders and investors who will share their thoughts on how to finance a recycling business. In addition, the Conference Green Building Track will highlight recycling companies and activities in the areas of construction and demolition debris, wood waste, mobile home recovery, and recovery of materials such as gypsum wallboard and asphalt shingles.

Plan to attend as many of these sessions as possible to learn how recovery of these materials creates jobs and capital investment, in addition to contributing to both private and public sector waste reduction efforts. To learn more about the Carolina Recycling Conference & Trade Show, contact Kim Henley at (919) 851-8444.

What's new . . .

in business

In Business is a bi-monthly publication that conveys information about creating sustainable enterprises and communities. It frequently highlights innovative, environmentally-friendly businesses endeavors and concepts. Three such endeavors, which were featured in the Fall issue, are described below.

EnCompass Web site: Visit www.metrokc.gov/market/encompass for an online tour of buildings with recycled content materials. This site provides insight into the types of materials available and their typical level of recycled content.

Dream Works Furniture: Using materials from the demolition of century-old homes, Don Hancock constructs a variety of primitive furniture and other household items for retail sale. He buys old houses in the vicinity of his shop in Moultrie, Ga., carefully salvages nearly all of their components, and uses his vast carpentry experience to handcraft a variety of beautiful, functional items. Dream Works' Web site is www.tiginc.com.

Recycline Inc.: Taking advantage of the estimated 25,000 tons of plastic from toothbrushes disposed of in America each year, this toothbrush company collects its used product for recycling into plastic lumber. Recycline Inc. provides postage paid packaging for its Preserve toothbrushes and their plastic reusable holders, a practice that awarded them the Edison Best New Product award from the American Marketing Association. The company can be contacted at (617) 776-8401 or www.recycline.com.

To subscribe to *In Business* magazine, contact The JG Press Inc. at (610) 967-4135.



The Recycling Business
Assistance Center
(RBAC) is a program of the
North Carolina
Division of Pollution
Prevention and
Environmental Assistance.

Call (919) 715-6500 or 1-800-763-0136 for free technical assistance and information about preventing, reducing, and recycling waste.

North Carolina market prices for recyclables

Prices current as of Jan. 7

Item	Western Region	Central Region	Eastern Region
METALS	Western Region	Contrai region	Lustem region
Aluminum Cans, lb. loose	\$0.61	\$0.49	\$0.53
Steel cans, gross ton baled	\$30	\$39	\$45
PLASTICS			
PETE, lb. baled	\$0.09	\$0.04	\$0.08
HDPE, lb. baled	\$0.15	\$0.04	\$0.15
PAPER			
Newsprint, ton baled	\$60-\$72	\$60	\$62
Corrugated, ton baled	\$90	\$90	\$90
Office, ton baled	\$235	n/a	\$240
Magazines, ton baled	n/a	\$55	**
Mixed, ton baled	\$30	n/a	\$40
GLASS			
Clear, ton crushed	\$42	\$40	\$25
Brown, ton crushed	\$24	\$30	\$21
Green, ton crushed	\$15	\$0	\$2

^{**}Facility sells magazines with newsprint.

Note: Prices listed above are compiled by RBAC and are for reference only. These prices are not firm quotes. RBAC obtained pricing information from processors for each category and developed a pricing range.

Visit RBAC online at

http://www.p2pays.org/rbac1.htm



N.C. RECYCLING BUSINESS ASSISTANCE CENTER

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