











## Waste Management Recycling Messaging

March 2019

- The recycling industry continues to experience depressed market pricing amid global market constrictions. Commodity pricing is at its lowest point in a decade - half the value of 18 months ago. At the same time, processing costs have skyrocketed as recyclers are working to clean inbound materials to the quality specifications required to sell products to end markets.
- Long term depressed markets combined with strict quality requirements are taking a toll on recycling programs in communities across North America.
- **As the largest recycler in North America, Waste Management's (WM) recycling team is moving material to sustainable end-markets and not landfilling recyclables, even while the processing and movement of these materials comes at higher costs.**
- With the prolonged market downturn, an increasing number of municipalities are confronted with difficult decisions about their recycling programs and look for ways to continue to recycle despite the challenging economics.
- **Most of our customers are choosing to save money by working on reducing contamination in their collection stream rather than cutting back on their recycling programs.**
- **Of Waste Management's more than 5,000 municipal contract customers, we have only identified 2 that have chosen to pause or stop their recycling programs to date.**
- In 2015, Waste Management introduced a recycling education campaign - Recycle Often. Recycle Right.™ (RORR). Through the years, WM has continually evolved and enhanced the educational tips and tools to help customers ensure they are recycling the right things correctly. Learn more at [www.RecycleOftenRecycleRight.com](http://www.RecycleOftenRecycleRight.com).
- **Working with our customers, we are seeing a slow, but consistent trend in reducing contamination in our inbound material stream.**
- **WM encourages customers to continue recycling as we expect to see an eventual return in the markets.**
- Focusing on improving material quality is one way that customers can reduce cost while ensuring the long-term viability of sustainable recycling in communities across the country.
- Waste Management supports consumer efforts to request products made from recycled materials, and for manufacturers to create more products from recycled content. This helps sustain recycling markets.
- In 2019, over 75% of all WM recyclables are handled by domestic mills. Some paper is still being exported to markets across the globe. WM no longer exports any residential plastics.
- **Waste Management remains committed to supporting and growing the recycling industry. Of note:**
  - **WM invested \$110 million in recycling infrastructure in 2018.** This includes facility investments, recycling collection vehicles and collection carts.
  - **WM is building a large new Material Recovery Facility (MRF) in Chicago which will deploy the latest recycling technology.**
  - **WM is investing in optical sorters at our MRFs to sort and extract additional plastics, including Polypropylene (PP).**
  - **WM continually explores and adopts new technology, including robotics, to ensure the future growth of the recycling industry.**
  - **There are multiple investments being made in paper recycling infrastructure in the U.S.** This new capacity should start coming online in the next 1-2 years and will provide additional domestic markets.

## Waste Management of Massachusetts MRF Material Marketing

| Yes  |  | Markets/Uses  |
|--|--|---|
|  <p><b>Cans</b></p>  <p><b>Aluminum and Tin Cans</b><br/>empty and rinse</p>   | <p>Aluminum Cans &amp; Bottles<br/>Tin Cans<br/>Aluminum Foil<br/>Foil Containers (trays, pie tins)</p>  | <p>Buyers – Aluminum, Georgia, Alabama, &amp; Kentucky; Tin, various Domestic Buyers</p> <p>Grades – Aluminum Baled &amp; Tin Baled</p> <p>Common Uses – Aluminum goes back into aluminum sheet used to manufacture cans. Tin is sent to densifiers and then on to steel mills where steel is repurposed into low-grade (non-construction/automotive) products like appliances and rebar.</p>   |
| Yes  |  | Markets/Uses  |
|  <p><b>Glass</b></p>  <p><b>Bottles and Jars</b><br/>empty and rinse</p>   | <p>Food &amp; Beverage Bottles &amp; Jars</p>  | <p>Buyers – 75% Massachusetts Recycler, 25% Internal Landfill (construction and alternate cover use)</p> <p>Grades – Three-mix Cullet, ½” minus fines</p> <p>Common Uses – Recycler cleans up paper and plastic from the glass, grinds down to a uniform size and mixes with recycled asphalt and concrete for road base material. Landfill application is beneficial used for making access roads, liner for pipe trenches and alternate to soil for cover material.</p> |
| Yes  |  | Markets/Uses  |
|  <p><b>Paper &amp; Cardboard</b></p>  <p><b>Mixed Paper, Newspaper, Magazines, Cardboard</b><br/>emptied and flattened</p> | <p>Office Paper &amp; File Folders<br/>Paper Bags<br/>Newspaper<br/>Phonebooks, Paperback Books<br/>Magazines &amp; Catalogues<br/>Corrugated Cardboard<br/>Boxboard (dry food boxes)<br/>Junk Mail &amp; Paper Envelopes<br/>Clean Pizza Boxes<br/>Paper Egg Cartons<br/>Paper Towel/Toilet Paper Rolls</p> | <p>Buyers – OCC, 80% Domestic Northeast cardboard mills (Rand Whitney/ Caraustar/ Sunoco); 20% export to India pulp mills. Mixed Paper, 90%+ export to India, Indonesia, and Vietnam.</p> <p>Grades – OCC #11, OCC #12, Mixed paper (54)</p> <p>Common Uses – OCC is converted into linerboard, medium for corrugated layer, boxboard, and cardboard cores. Mixed paper is converted into newsprint, medium, and duplex board.</p>  |
| Yes  |  | Markets/Uses  |
|  <p><b>Plastic Containers</b></p>  <p><b>Kitchen, Laundry, Bath</b><br/>empty and replace cap</p>                          | <p>Plastic bottles, jars, tubs and lids</p>  | <p>Buyers – Domestic Mills primarily in the Southeast</p> <p>Grades – PET, PP, &amp; HD</p> <p>Common Uses – Melt to make new beverage containers polyethylene and polypropylene post-consumer resins (PCR) for the personal care, automotive, agriculture, construction, pipe, paint &amp; coatings, recreation, and flexible packaging/sheet applications industries.</p>   |