



Glass Recycling Overview

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Outline

- Who We Are
- What We Do
- Divisions
- Glass Recycling Today
- Where We Are Headed

Who We Are

- Largest glass recycler in the world
- A top ten plastics processor
- One of the three largest operators of redemption centers in California
- Established in 1896, SMI has experienced over a century of market changes and has been proven and tested with each passing decade



SMI Glass

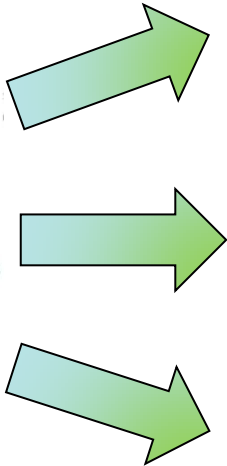


- The premier North American supplier of recycled glass cullet and specialty powders
- Operates over 40 glass recycling plants across North America
- Recycling over 3.0 million tons of glass each year
 - Largest cullet supplier to the container, fiberglass and specialty markets
- Provide both pre-consumer and post-consumer glass cullet and specialty powders for all types of industry
- Owner and operator of American Specialty glass, producer of specialty glass for:
 - landscapes, terrazzo, swimming pools, fire pits, aquariums, and more

What We Do

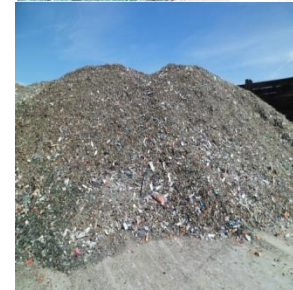
- Strategic Materials, Inc. (SMI) improves industrial performance by recycling earth's resources
- We achieve this by sourcing, recycling, and processing recycled glass products to industrial clients
- We have pioneered the most advanced processing and sorting techniques in the industry
- Our recycled products are used in the manufacturing of fiberglass insulation, food & beverage containers, reflective materials, and other consumer and industrial products

What We Do – Products Using Recycled Glass



Sourcing of glass

- Container Deposit
- Plate Glass
- Curbside Collection

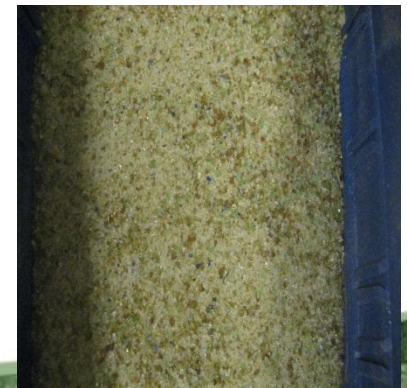


Recycled 3-Mix Cullet



Before



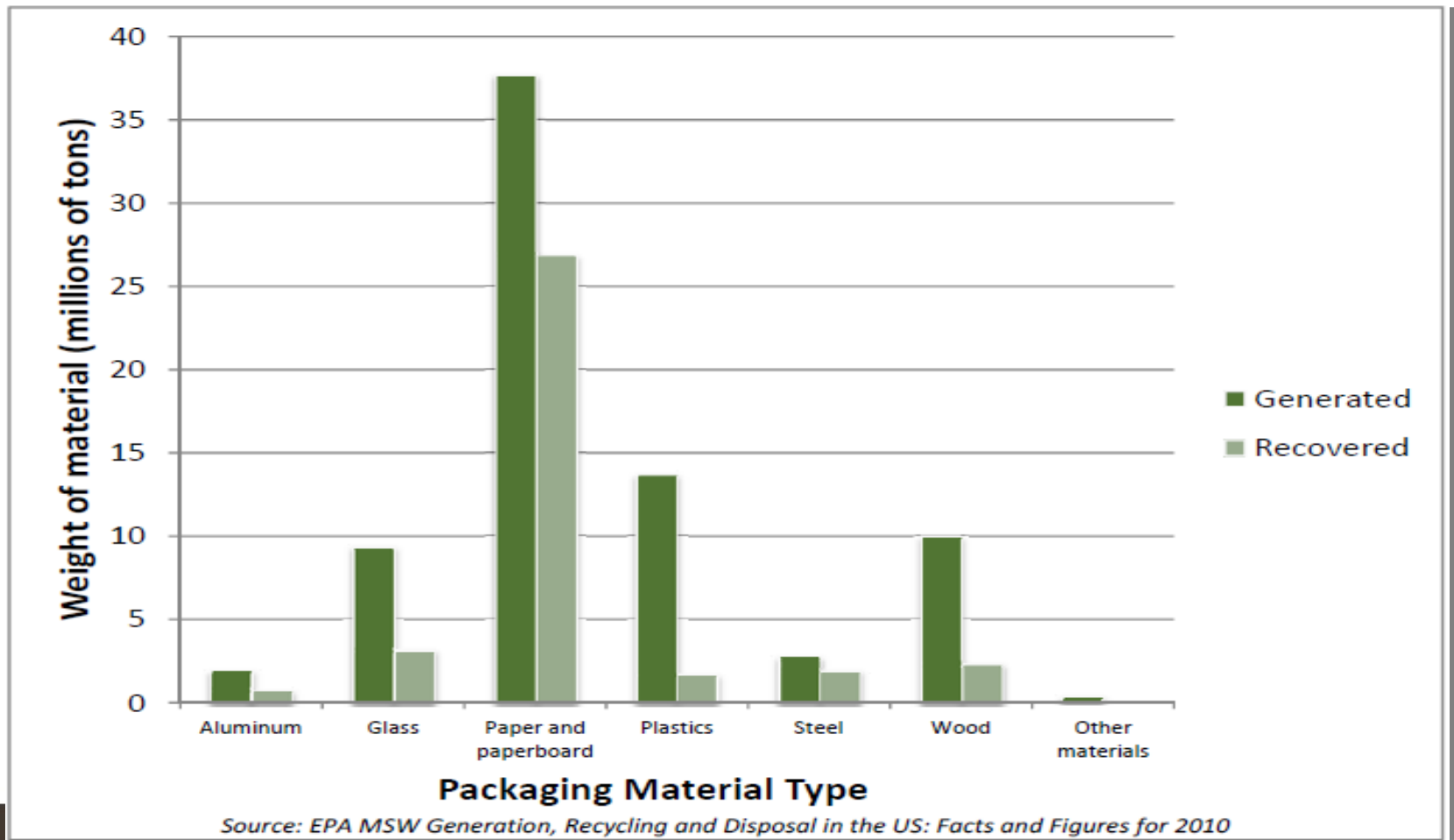
After



Where Glass Is Headed

- Demand Remains Strong
 - Demand exceeds supply by a factor of 2.5:1
- Pricing
 - Incoming Supply Pricing On the Rise
 - Processed Glass Pricing Remains Steady
- More tons shifting from dual/triple-stream to single-stream recycling
 - Overall quality is on the decline
 - Recycling  Recovery 

Generation and Recovery of Packaging and Printed Material in the U.S. Solid Waste Stream



Why Such Demand?

- Industry Set Goals are High
 - Glass – 50%, Plastic – 50%, Aluminum – 75%
- Consumers Demand Sustainable Packaging
- Using Recyclables:
 - Saves Energy
 - Creates Jobs
 - Reduces reliance on foreign-sourced materials & energy
 - Prolongs equipment life
 - Reduces emissions

How to Solve

- Continued education around the benefits of recycling
 - Schools
 - Public Space / Awareness Campaigns
- Policy solutions to increase recycling
 - Extended Producer Responsibility Programs
 - Container Deposits
 - Stewardship Programs – industry-funded curbside
 - Landfill/Disposal Bans
 - Expansion of Single-Stream Programs
 - PAYT Systems
 - Required Public Space/Event Recycling

How to Solve

- Improved MRF/Processor Technology
 - Improved Separation of Materials at MRF's
 - Ability to Sort “The Rough Stuff”
- Industry solutions to increase recycling
 - Collaborative industry-centric programs
 - New Focus on untapped markets
 - Bar/Restaurant/On-Premise
 - Commercial Recycling
 - Windshields



STRATEGIC MATERIALS

Recycling Earth's Resources

THANK YOU

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