

Oilfields Recycle Center

March 2

2011

The following document looks at the past achievements, growth and tribulations throughout the years 2004 to 2010. Included is an in depth picture of the working aspects and product flow through the facility.

Tour of the Recycle center

Recycle Update

March 03, 2011

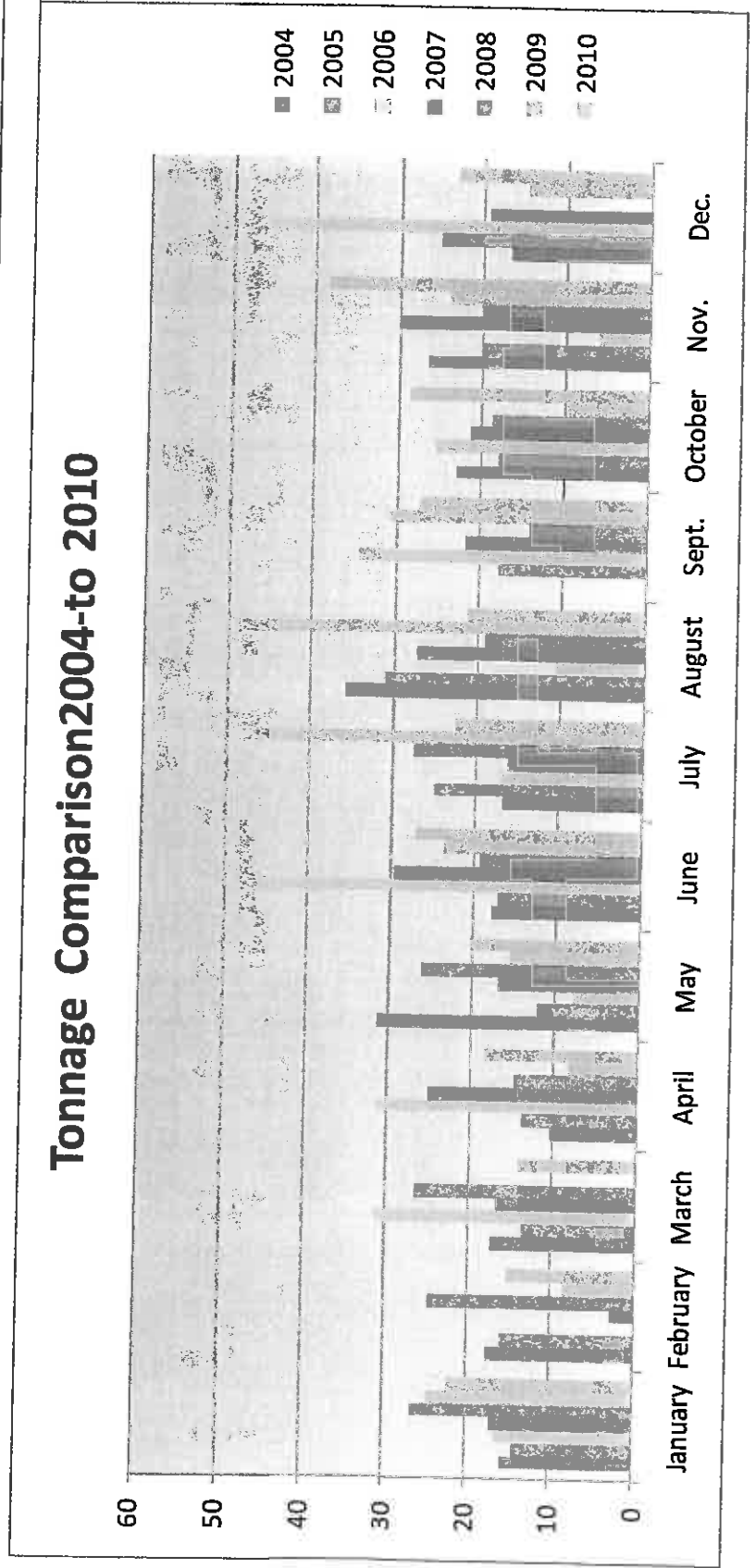
The Recycle Center has experienced a number of gains, setbacks and positive changes in the day to day operations of the Depot. During the year of 2005 the open slots in the building were covered over and the door to the facility opened to better service the public's recycling needs. A warmer, safer environment for the public and much better quality product were very positive results. The facility added three new balers in 2007, to better process the incoming product. A new larger forklift was also purchased to handle the increasing volumes flowing into the facility. The year 2009 brought us another new shredder for processing corrugated cardboard, which will be sold as mulch and animal bedding. Also in 2009 we built a jig for loading the balers, with the goal of reducing some of the labour. Earlier this year we built the second half of the jig, which will allow us to tip the bins of product into the balers, thereby enabling the labour savings. Pictures of the equipment are on the following three pages.

With this update we will visit some of the information from the past 6 years, touching on circumstances, pricing ups and downs, volumes etc that we have experienced. Over the past 7 years tonnage has been steady with a slight increase in volume, culminating with our best year 2010 showing 278 tons of products. Revenues have been up and down over the same time span with 2007 and 2010 being our best two years. The year of 2009 was the slimmest year, due to the crash in the recycle market. Product had to be stored outside as brokers were not buying any of our products; nothing was moving in the market. At one time we had 428 bundles on hand. The brokers we deal with have always been confident in the consistency of our products so we were able to sell our stored product, though Plastic was something of a major challenge. Other facilities were not quite as lucky and had to temporarily bury some of the product. We were very lucky and received a dollar value for everything we had.

The next few pages will show a comparison breakdown for the years of 2004 to 2010. Every effort was taken for accuracy; though in a warehouse setting the odd shipping tag can be misplaced in the shuffle, giving an inaccurate reading.

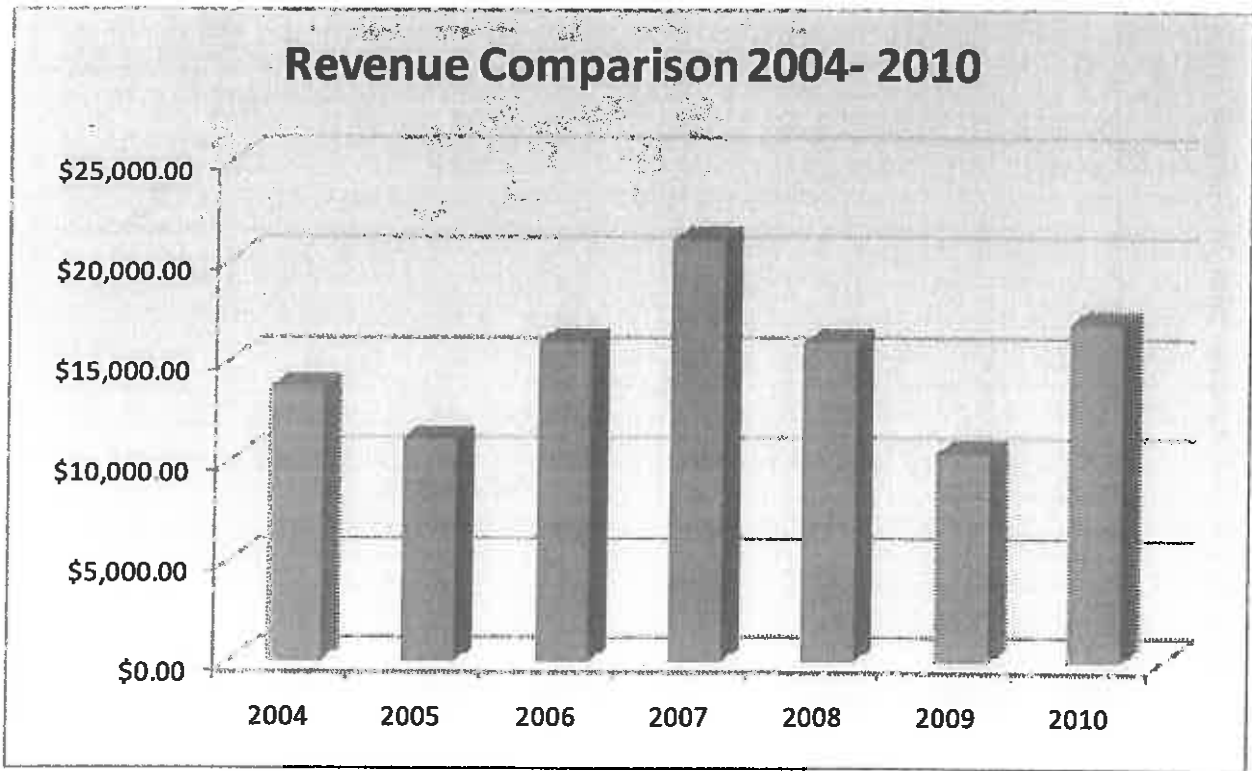
Oilfields Recycling Depot- Tonnage Comparison 2004 to 2010

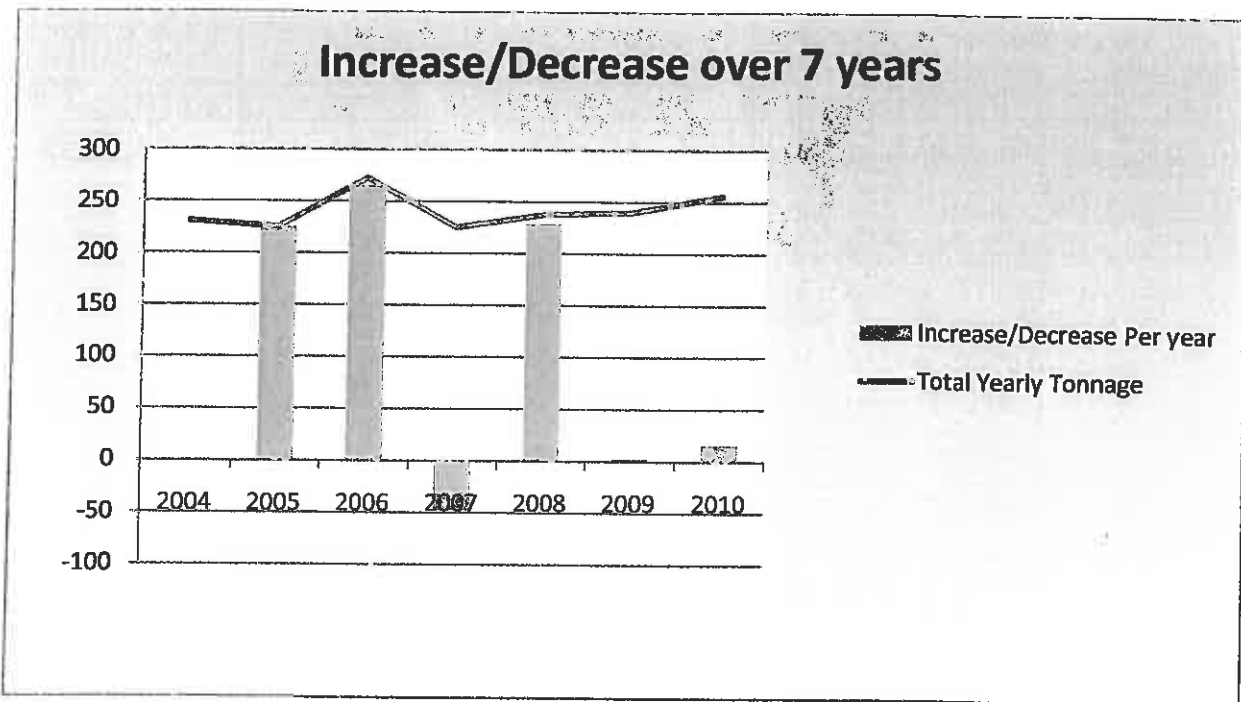
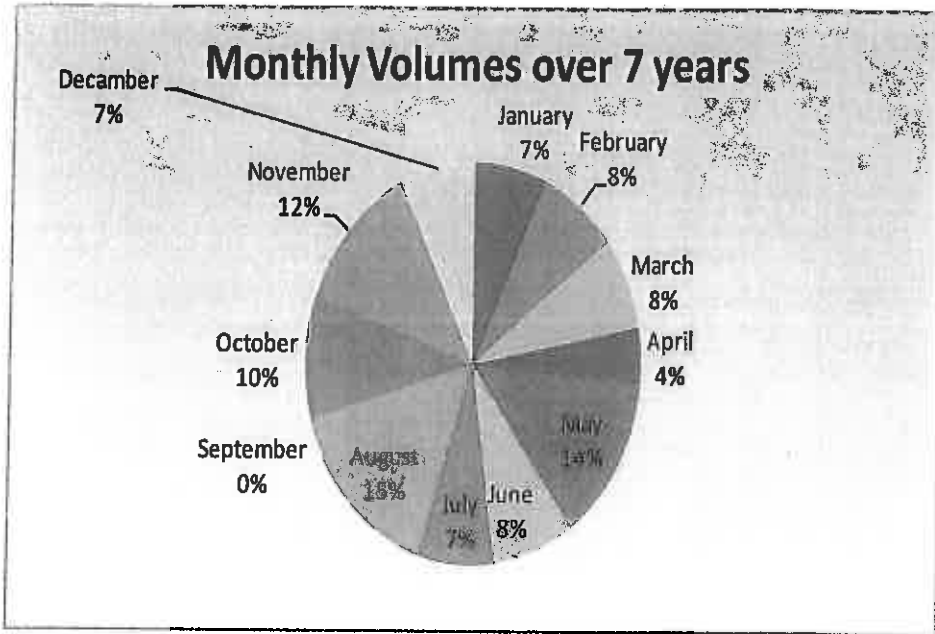
Year	January	February	March	April	May	June	July	August	Sept.	October	Nov.	Dec.	Totals	Increase / Year
2004	15.751	17.631	17.300	10.325	31.274	17.970	16.710	35.760	0.000	22.980	28.470	16.695	230.866	0
2005	14.385	16.025	13.625	13.780	12.223	17.130	24.920	30.830	17.820	17.910	20.100	25.188	225.302	225.302
2006	16.624	0.000	31.324	31.142	8.048	46.473	16.848	10.676	34.318	25.596	6.190	45.195	272.434	265.434
2007	17.040	2.990	16.640	25.166	17.010	29.661	16.142	27.366	21.737	21.355	29.976	19.294	225.083	-47.351
2008	26.660	24.805	26.454	14.644	26.149	19.308	27.595	19.055	14.209	18.642	20.094	0.000	237.615	228.615
2009	24.621	8.592	0.000	8.380	15.451	23.740	46.220	48.610	30.705	9.726	23.983	14.861	240.028	2.413
2010	22.393	15.363	14.182	18.397	20.395	27.090	22.451	21.236	27.233	28.700	38.424	23.130	255.864	15.836
Totals	85.406	137.474	119.525	121.834	130.550	181.372		193.533	146.022	144.909	167.237	144.363	1456.326	690.249



Revenue Comparison 2004 to 2010

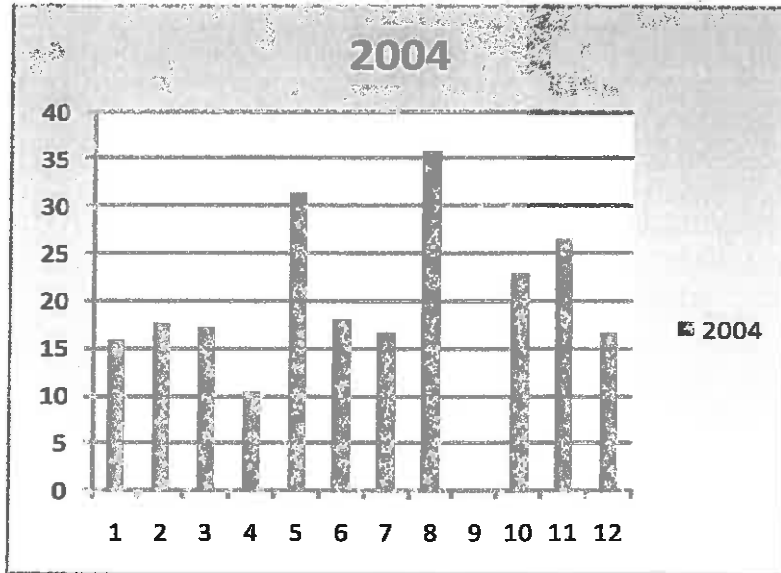
2004 \$13,723.60
2005.000 11,101.80
2006 \$15,955.75
2007 \$21,030.84
2008 \$15,923.80
2009 \$10,433.02
2010 \$16,872.28



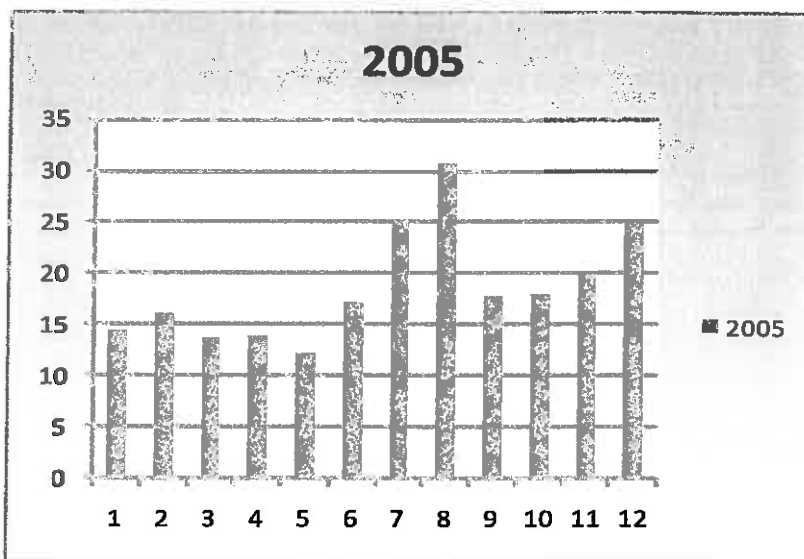


The next few graphs and charts indicate the flow of product throughout the each year. The charts show the typical yearly patterns or cycles of product through the facility.

Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
15.751	17.631	17.3	10.325	31.274	17.97	16.71	35.76		22.98	26.47	16.695

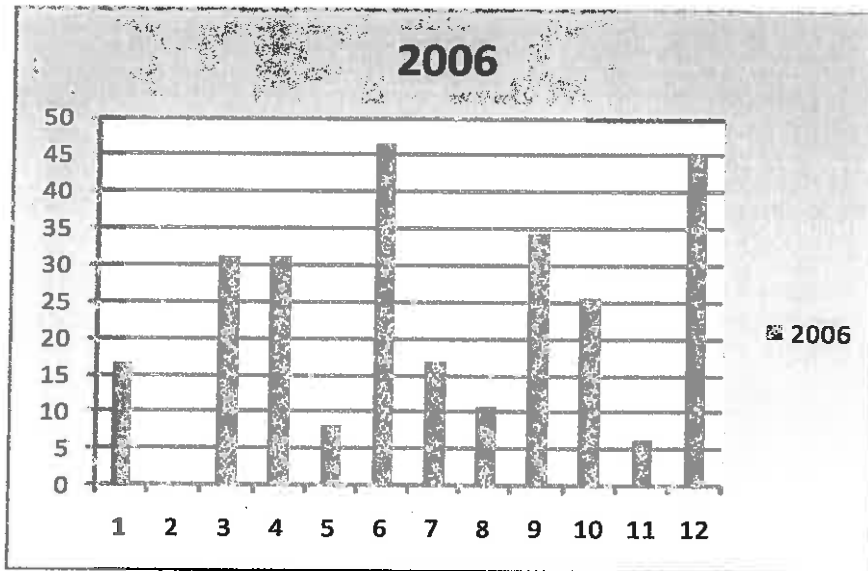


Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
14.385	16.025	13.625	13.78	12.223	17.13	24.92	30.83	17.8	17.91	20.1	25.188

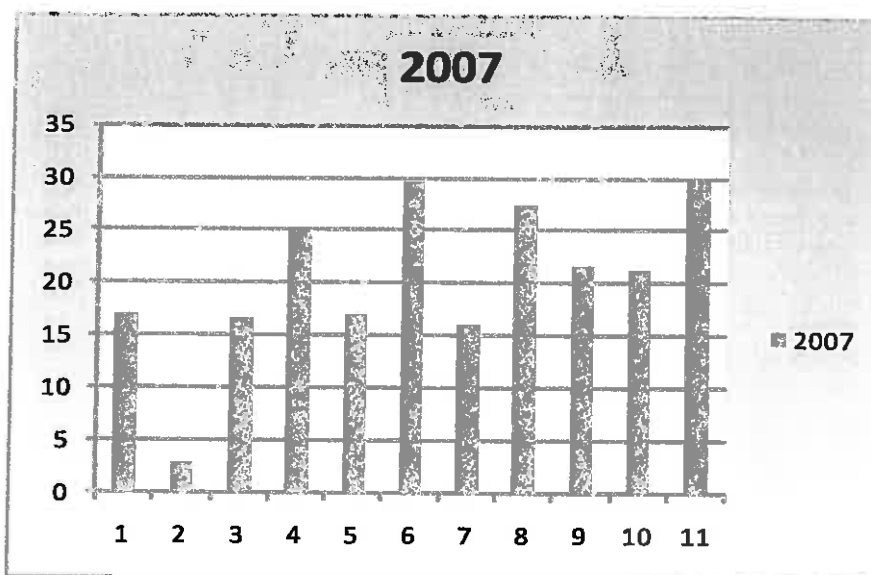


The

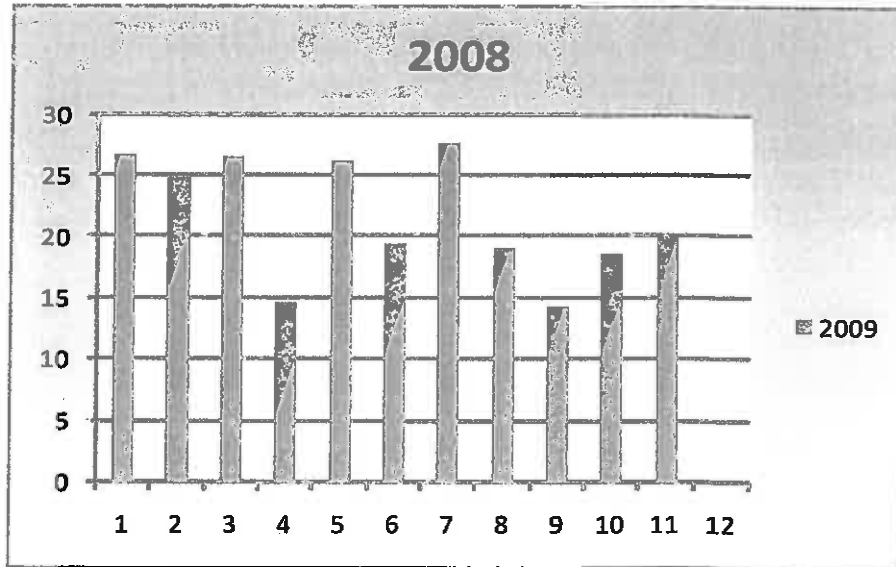
Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
16.624	0	31.324	31.142	8.048	46.473	16.848	10.676	34.318	25.596	6.19	45.195



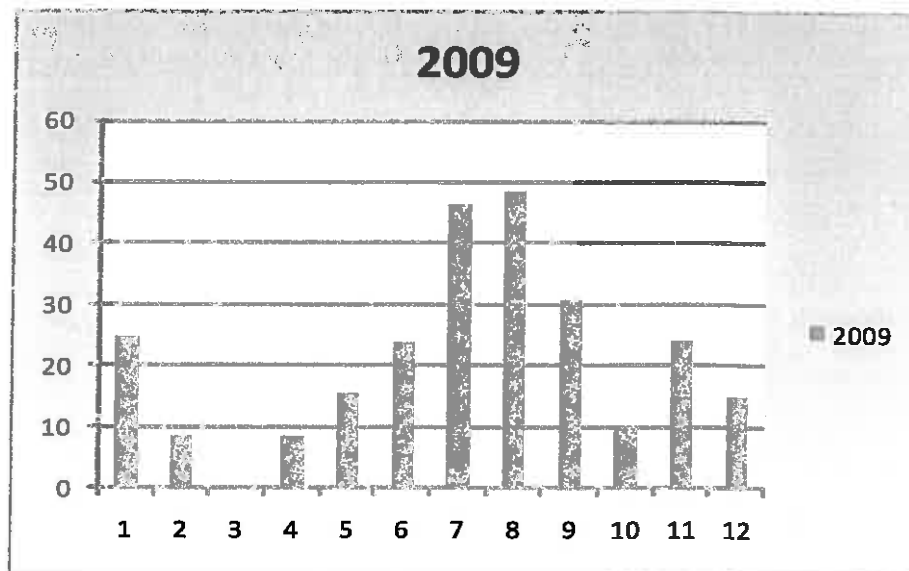
Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
17.04	2.99	16.64	25.166	17.01	29.661	16.142	27.366	21.737	21.355	29.976	19.294



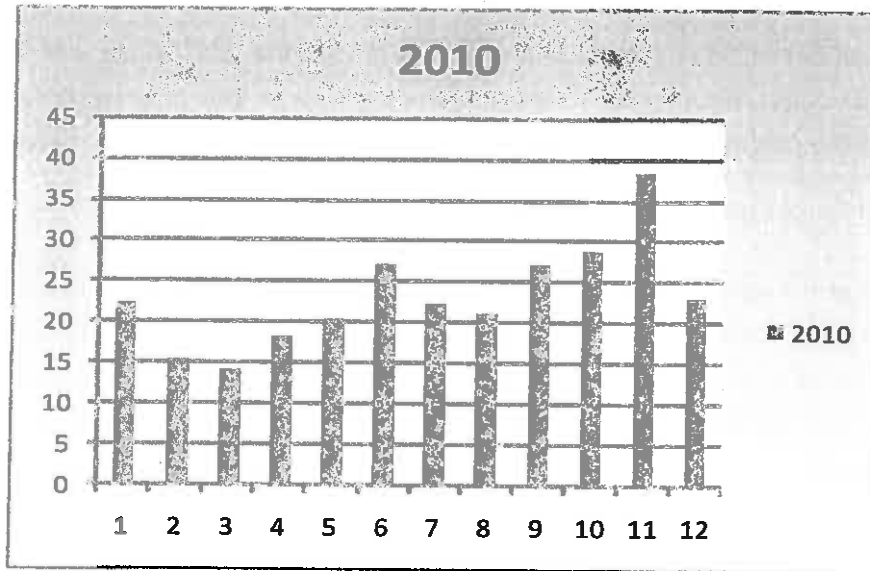
Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
26.66	24.805	26.454	14.644	26.149	19.308	27.595	19.055	14.209	18.642	20.094	0



Jan.	Feb.	March	April	May	June	July	August	Sept.	Oct.	Nov.	Dec.
24.62	8.592	0	8.38	15.451	23.74	46.22	48.61	30.705	9.726	23.983	14.861



Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
22.39	15.36	14.182	18.397	20.395	27.09	22.451	21.236	27.233	28.7	38.424	23.13



Volumes and Revenue for 2010

In the next section we will take a more in depth look at the year 2010 in regards to volumes and revenue. The next page shows a chart of both factors, giving an indication of the flow of product through the facility. The next page graphs the monthly breakdown of products.

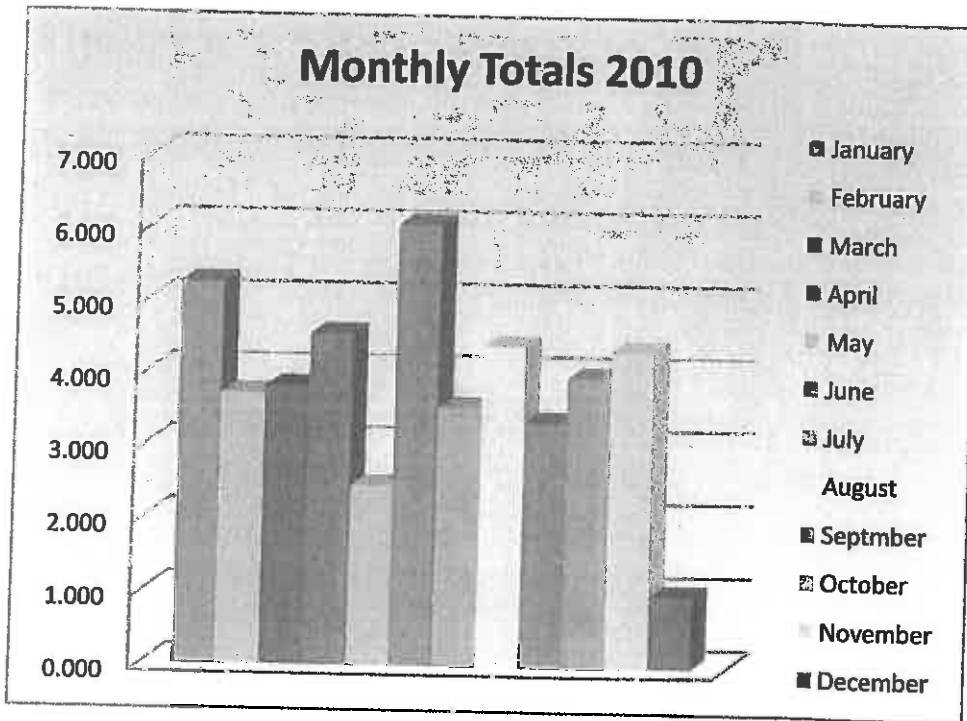
The following page shows two graphs that break down the numbers into revenue and tonnage. Notice the high cost of handling our Glass product, which indicates that we need to look at finding a market locally for this product also. The savings in trucking to the city would save approximately \$2400 per year. Focus on creating a market here will be something to pursue in the very near future.

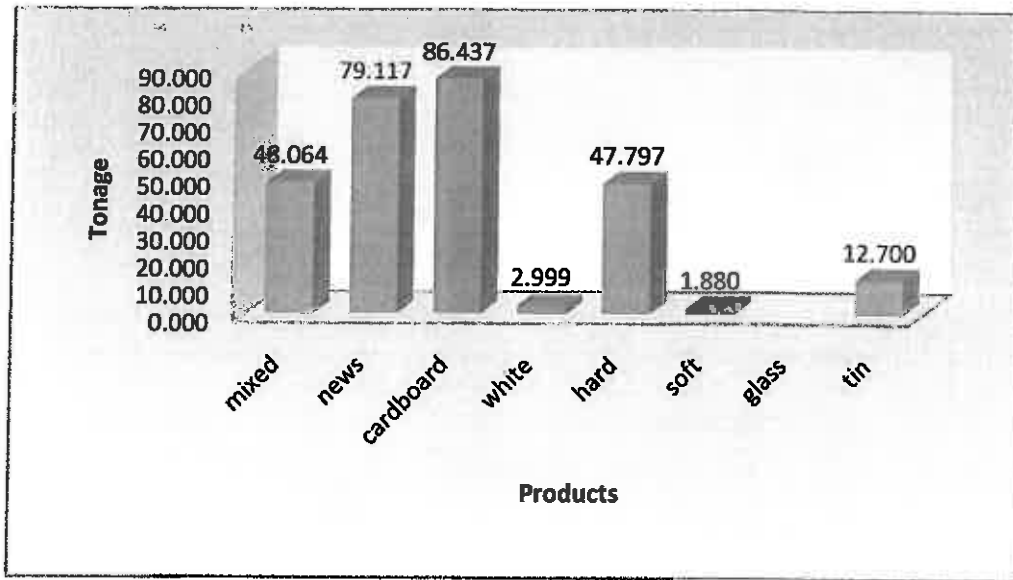
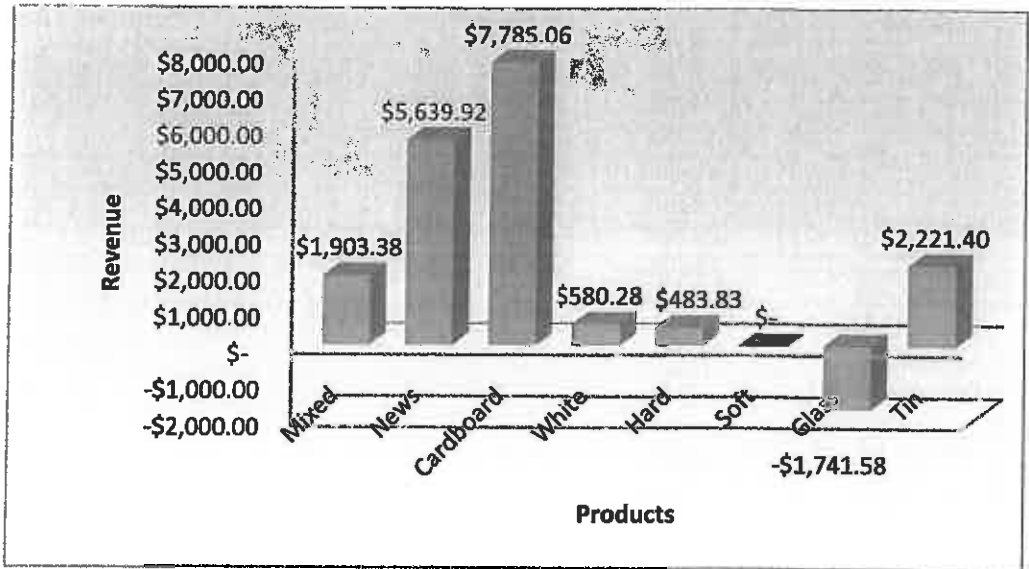
The next graph on the next on the next page, shows you the percentages of product through the system in a typical month. Some of these percentages remain somewhat constant throughout the year, such a corrugated cardboard and newsprint. The remaining graphs are in percentages, indicating the flow through each month of the year.

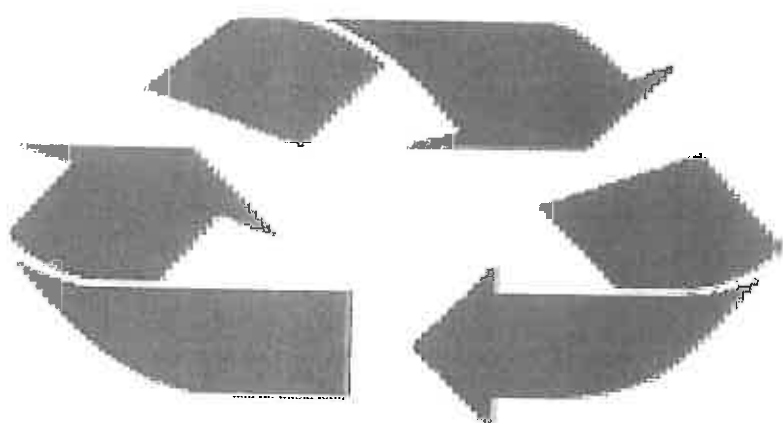
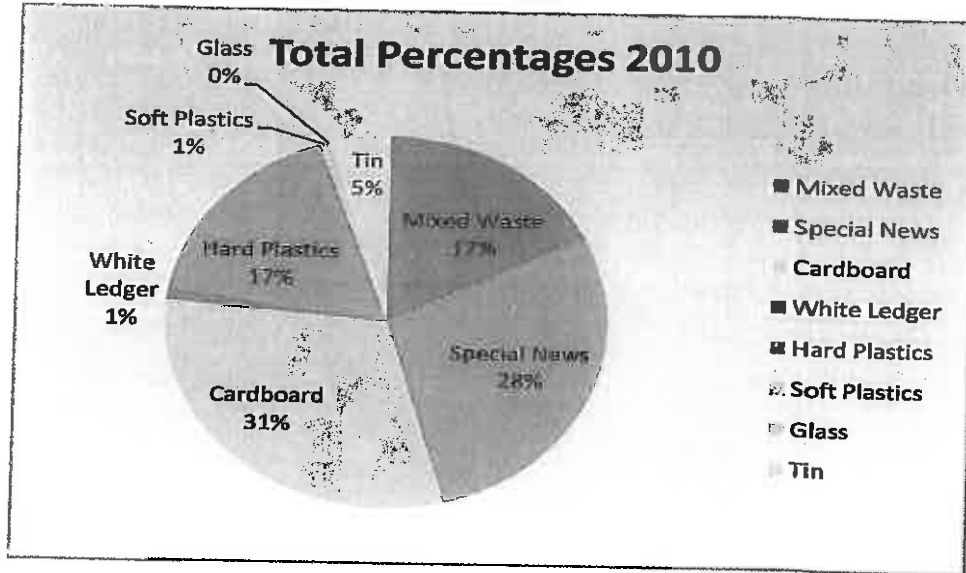
Finally for the year 2010 there are some charts indicating the daily processing of product in the facility. These charts give you a clear idea of what product and process is occurring at any one time in the building.

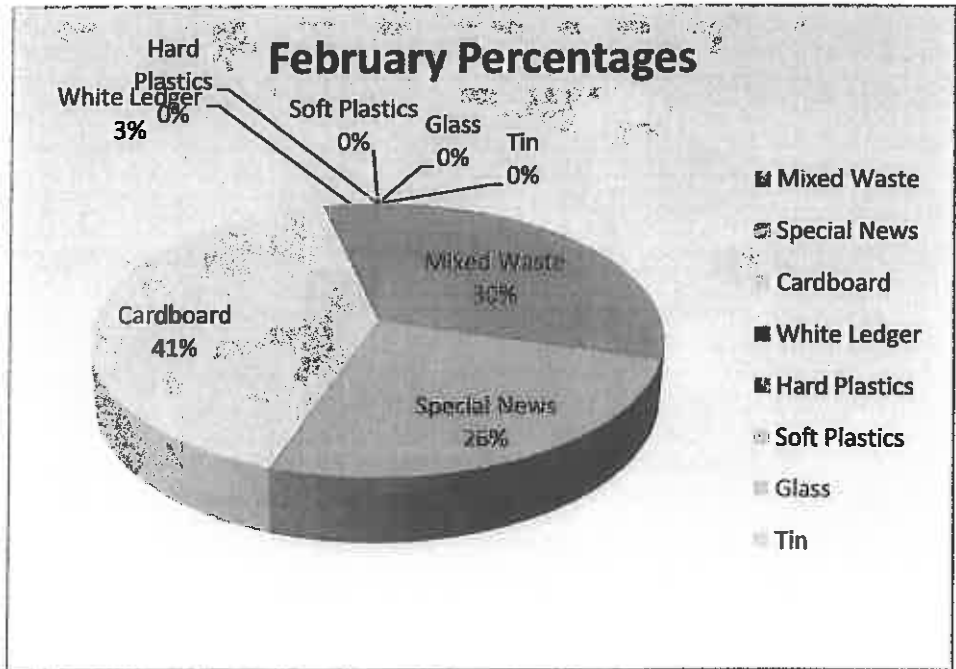
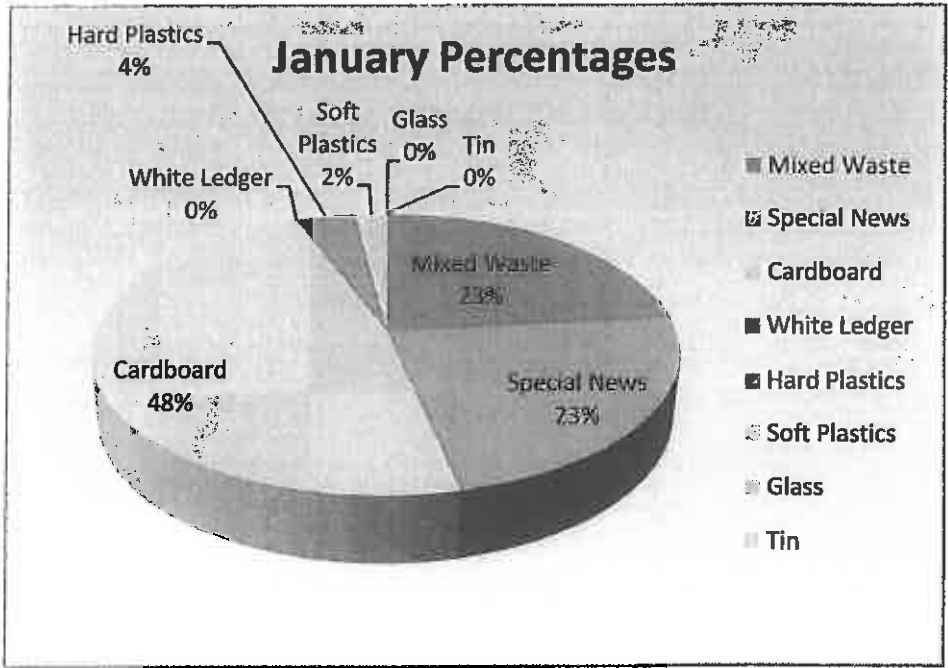
Jan	22.393
Feb	15.363
Mar	14.182
April	18.397
May	20.395
June	27.09
July	22.451
August	21.236
September	27.233
October	28.7
November	38.424
December	23.13

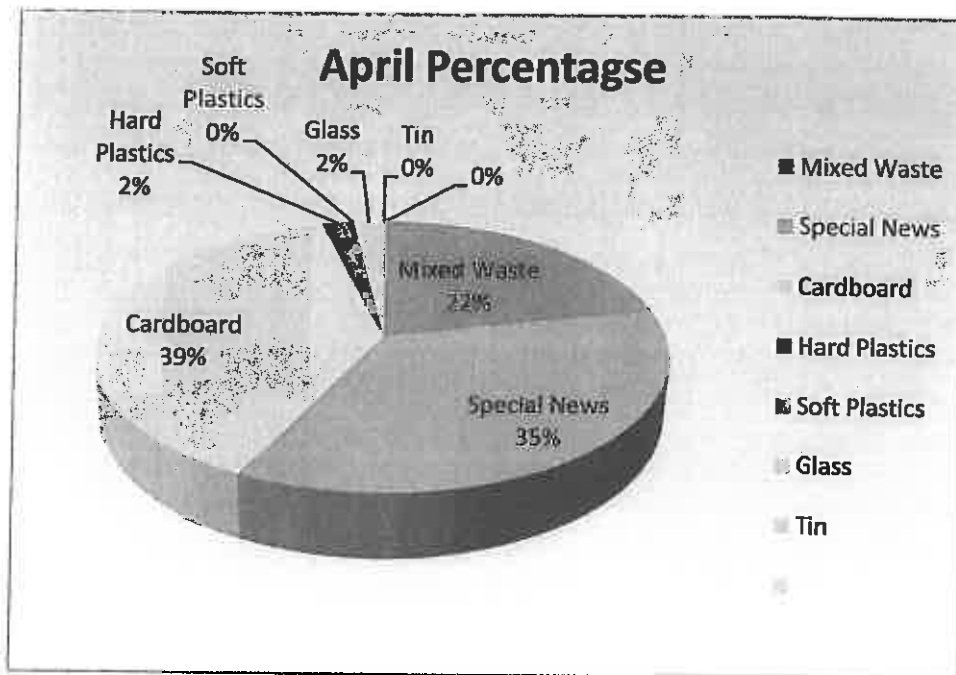
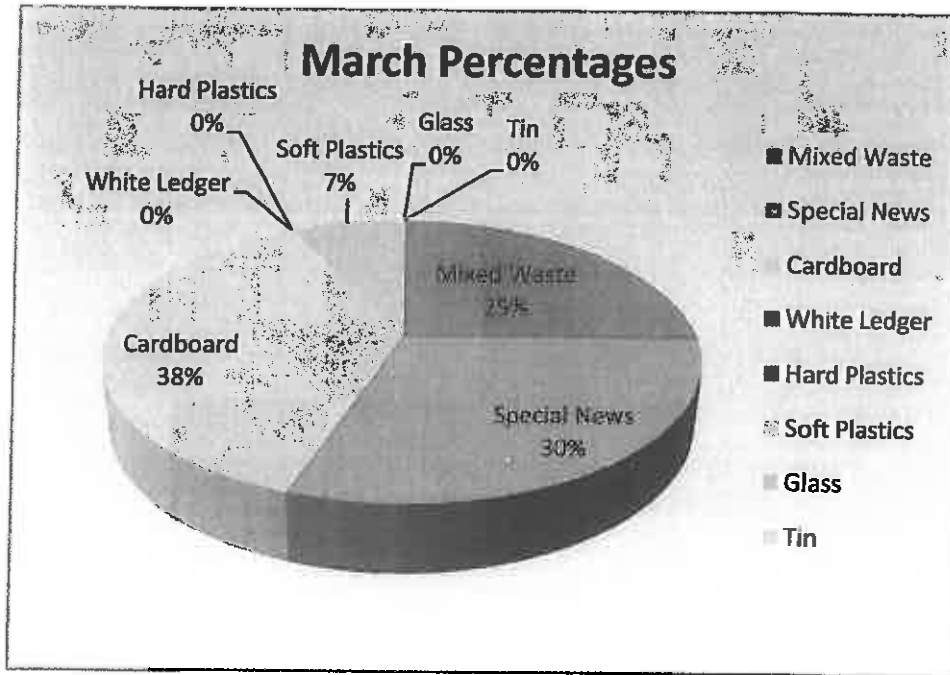
278.994

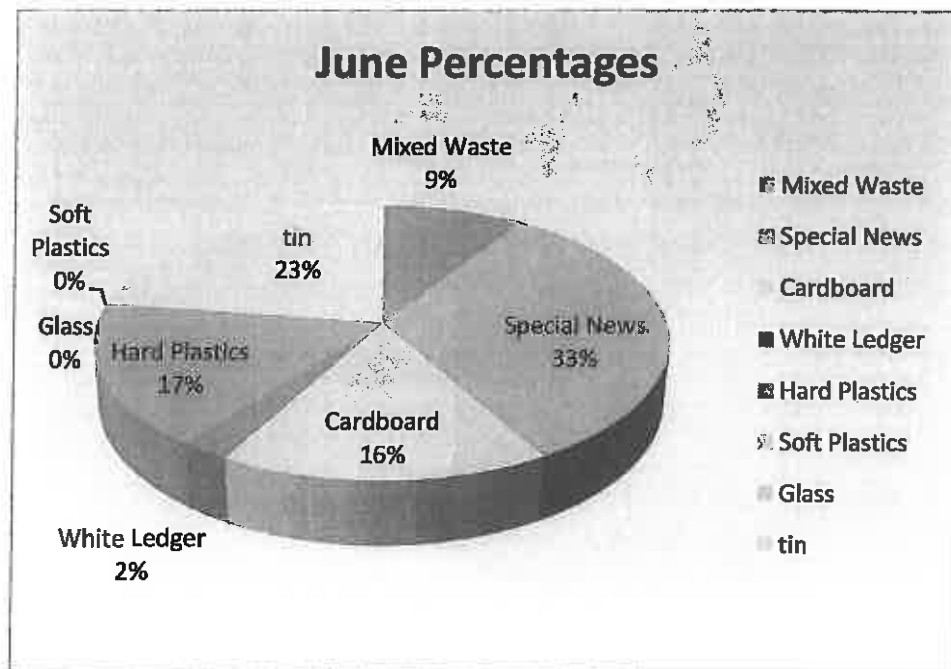
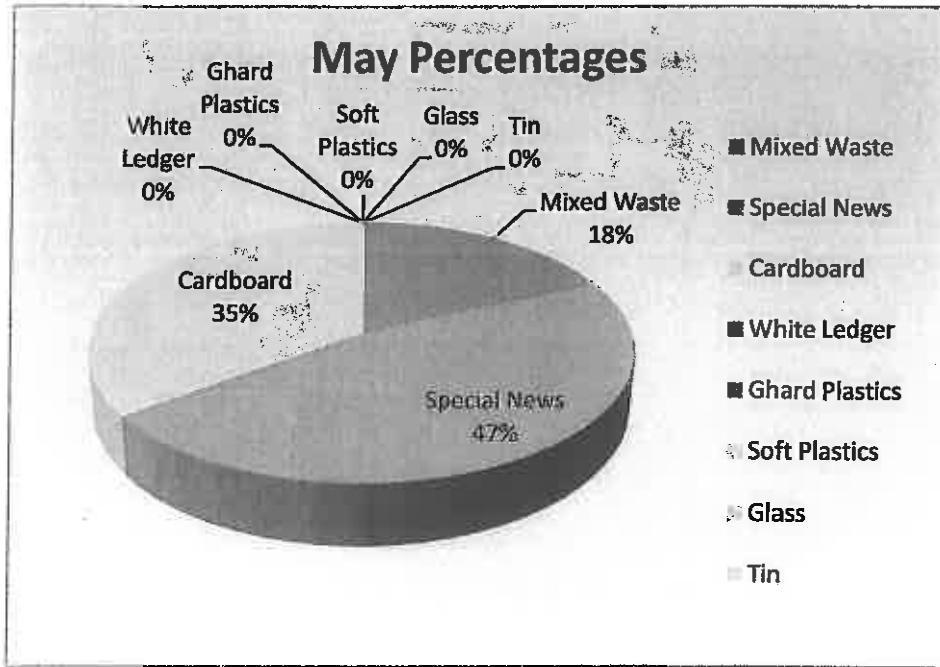


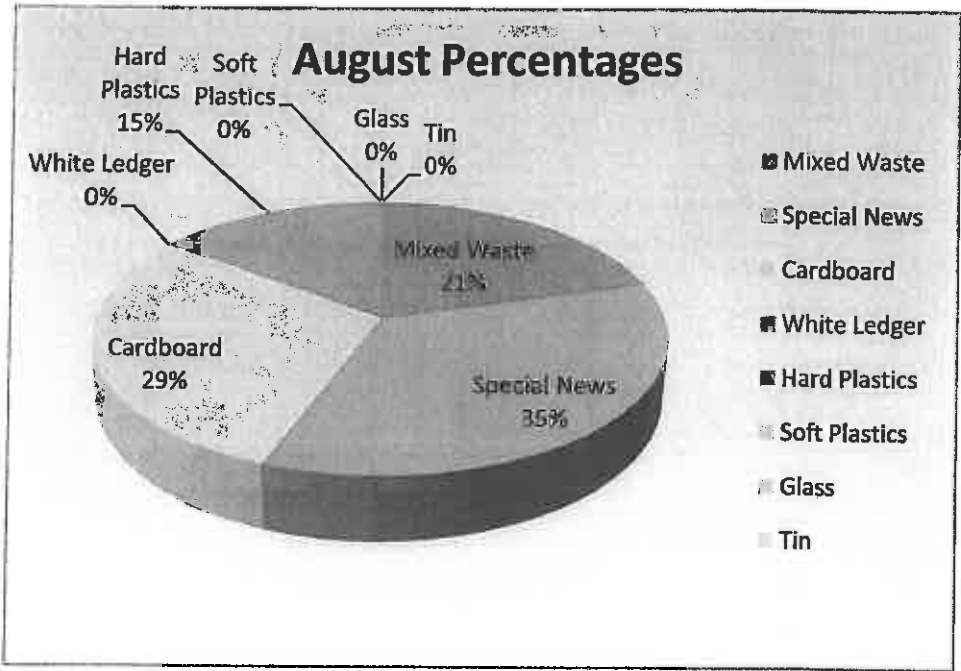
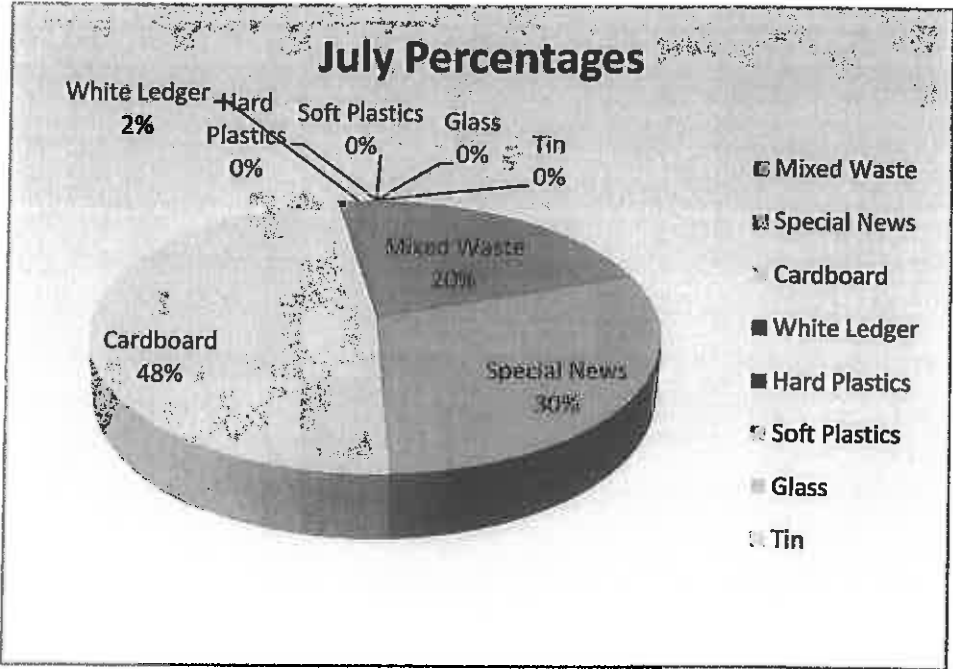


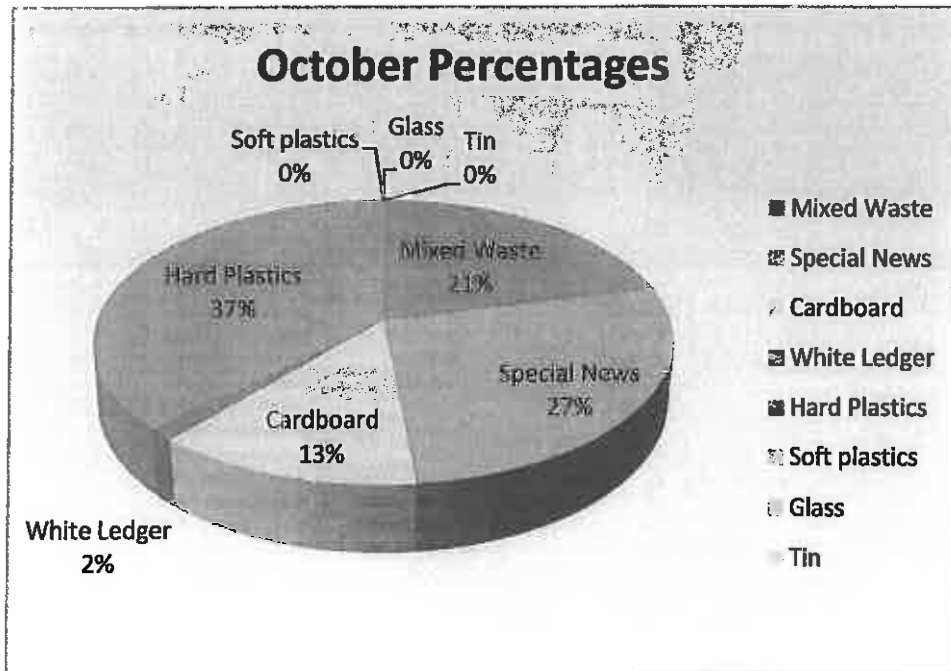
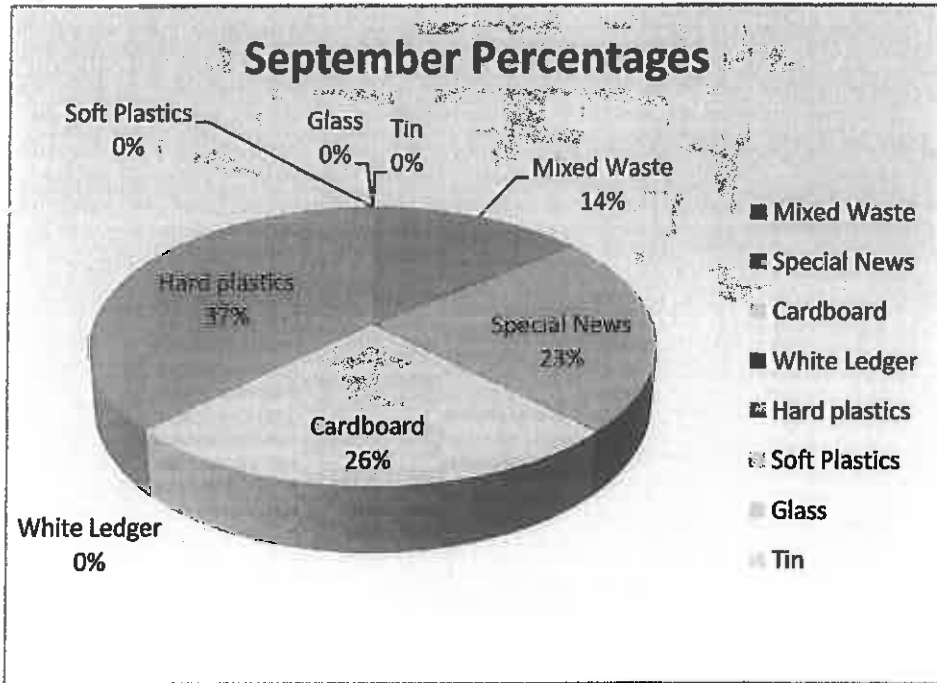


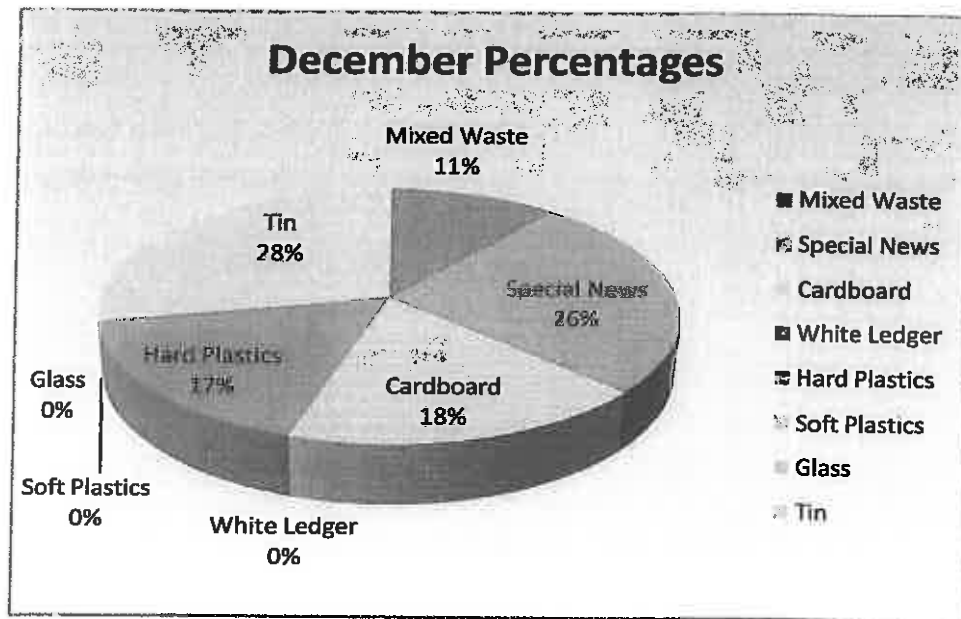
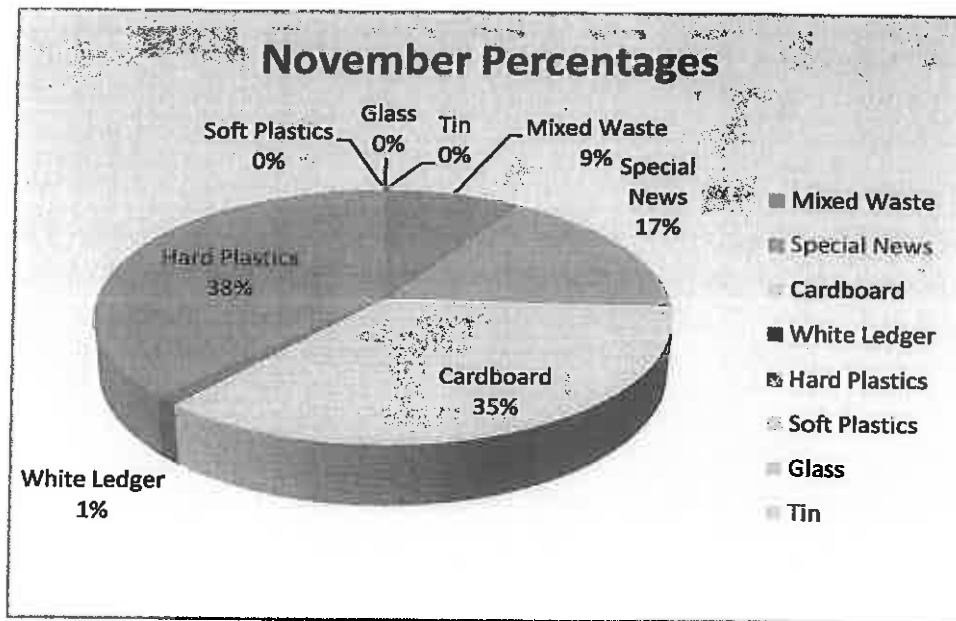












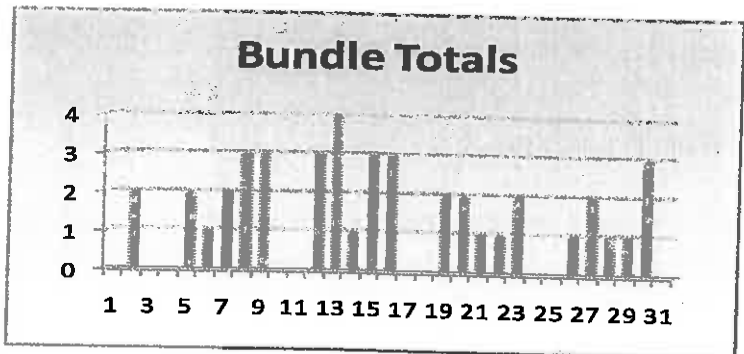
Daily Product flows

In the next few pages we have included the charted product flow daily since 2009. We have included only the information for the year of 2010 for sake of room. These charts give a very clear picture of the flow throughout the year, the busy seasons, such as spring cleaning, holidays (Christmas), and the back to school rush.

Month: January 2010

OILFIELDS RECYCLE CENTER- DAILY TOTALS

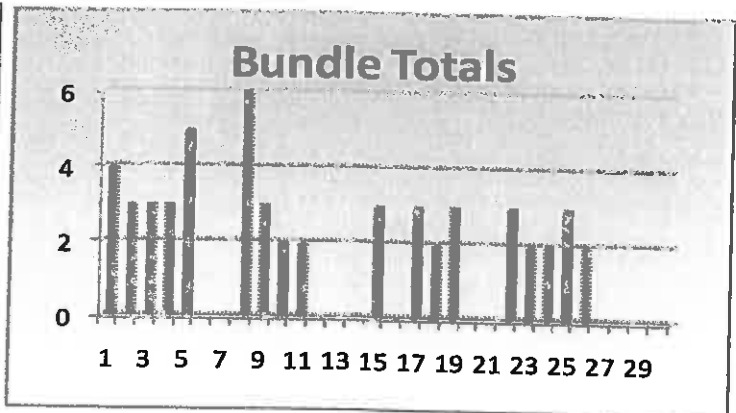
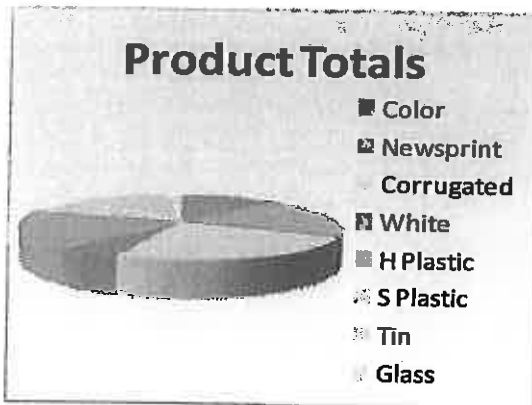
Day	Color	Newsprint	Corrugated	White	H Plastic	S Plastic	Tin	Glass	Totals
1									0
2	1					1			2
3									
4									
5			1	1					2
6				1					1
7	1								2
8		1	1	1		1		1	3
9	1	1	1	1					3
10									
11									
12	1	1	1	1					3
13		2				1		1	4
14		1							1
15		1	1	1			1		3
16	1		1	1		1			3
17									
18									
19	1	1							2
20				2					2
21		1							1
22	1								1
23		1	1						2
24									
25									
26	1								1
27				2					2
28		1							1
29				1					1
30	1					1		1	3
31									
Totals	9	12	13	0	5	1	3	0	43



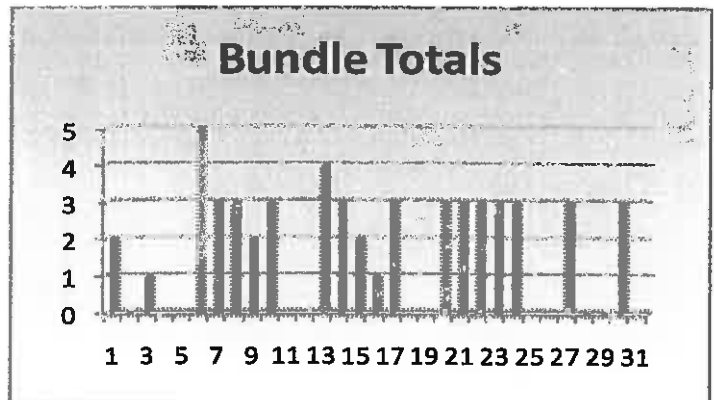
Month: February 2010

OILFIELDS RECYCLE CENTER- DAILY TOTALS

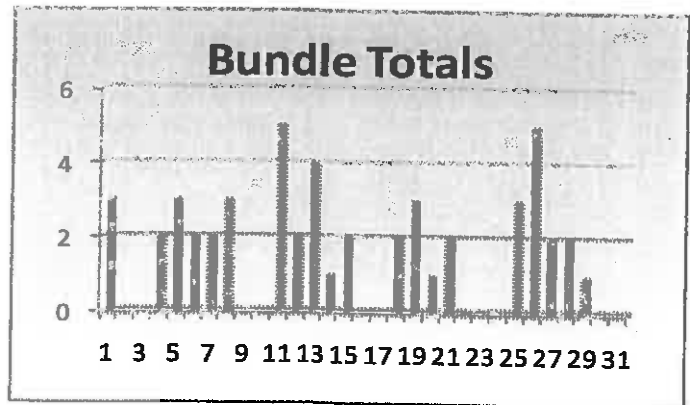
Day	Color	Newsprint	Corrugated	White	H Plastic	S Plastic	Tin	Glass	Total
1									
2			1	1		1		1	4
3	1			1			1		3
4			1			1	1		3
5			1			1	1		3
6	1			1		1			3
7								1	1
8									
9	1		1	2		1		1	6
10						1	1	1	3
11			1	1					2
12			1	1					2
13									0
14									
15									
16	1			1		1			3
17									0
18			1	1		1			3
19	1							1	2
20			1	1		1			3
21									
22									
23	1			1	1				3
24			1	1					2
25			1		1				2
26				1		1		1	3
27			1	1					2
28									
29									
30									
31									
Total	6	11	13	3	10	4	6	1	54



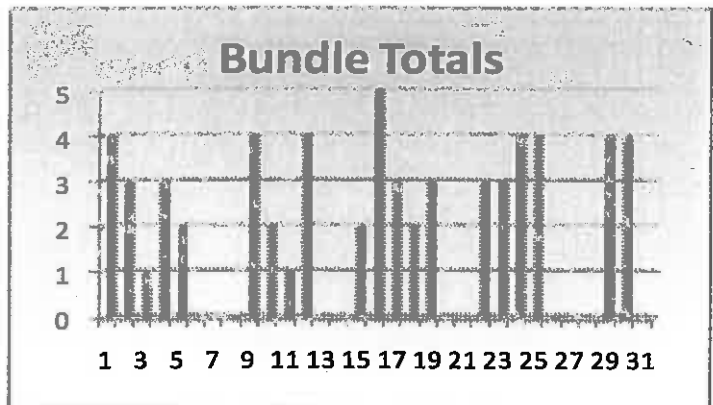
Monrth:April 2010				OILFIELDS RECYCLE CENTER- DAILY Totals					
Day	Color	Newsprint	Corrugated	White	H Plastic	S Plastic	Tin	Glass	Totals
1				1				1	2
2									0
3			1						1
4									
5									
6	1		1	1		1		1	5
7			1	1			1		3
8	1		1	1					3
9	1			1					2
10				1		1		1	3
11									
12									
13			3	1					4
14	1			1			1		3
15			1	1					2
16			1						1
17	1		1	1					3
18									
19									
20	1			1	1				3
21	1		1	1					3
22			1	2					3
23			1	1			1		3
24	1		1	1					3
25									
26									
27	1		1	1					3
28									0
29									0
30			1	1		1			3
31									
Totals	9	16	18	1	3	3	3	0	53



Month: May 2010				OILFIELDS RECYCLE CENTER- DAILY TOTALS					
Day	Color	Newsprint	Corrugated	White	H Plastic	S Plastic	Tin	Glass	Totals
1	1		1	1					3
2									
3									
4			1	1					2
5	1		1	1					3
6	1					1			2
7			1	1					2
8				1		1		1	3
9									
10									
11	1		1	2		1			5
12			1				1		2
13	1		1	1		1			4
14			1						1
15			1	1					2
16									
17									
18				1				1	2
19			1	1		1			3
20	1								1
21				1	1				2
22									0
23									
24									
25	1		1	1					3
26	1		1	1		1	1		5
27			1	1					2
28			1	1					2
29							1		1
30									
31									
Totals	8	14	16	1	6	2	3	0	50



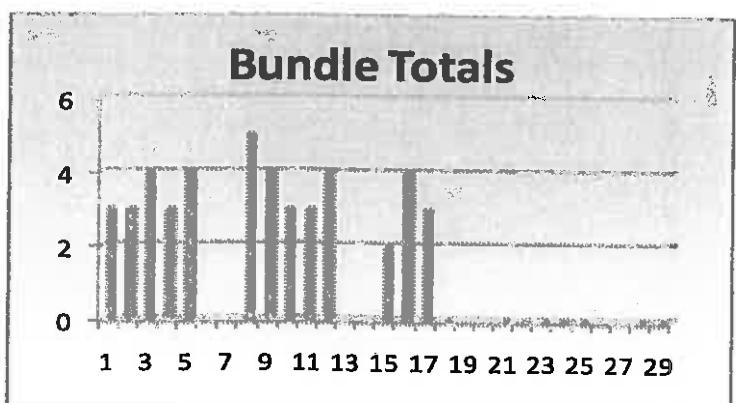
Month: June 2010		OILFIELDS RECYCLE CENTER- DAILY TOTALS							
Day	Color	Newsprint	Corrugated	White	H Plastic	S Plastic	Tin	Glass	Totals
1			1	2		1			4
2	1		1	1					3
3	1								1
4			1	1		1			3
5	1							1	2
6									
7									
8									0
9				2		1	1		4
10	1		1						2
11				1					1
12			1	1		1	1		4
13									
14									
15			1	1					2
16	1		1	1		1		1	5
17	1		1	1					3
18			1	1					2
19	1		1			1			3
20									
21									
22			1	1		1			3
23	1			1				1	3
24	1		1	1		1			4
25			2	2					4
26									0
27									
28									
29			1	1		1	1		4
30	1			2				1	4
31									
Totals	10	15	20	0	9	3	4	0	61



Month: August 2010

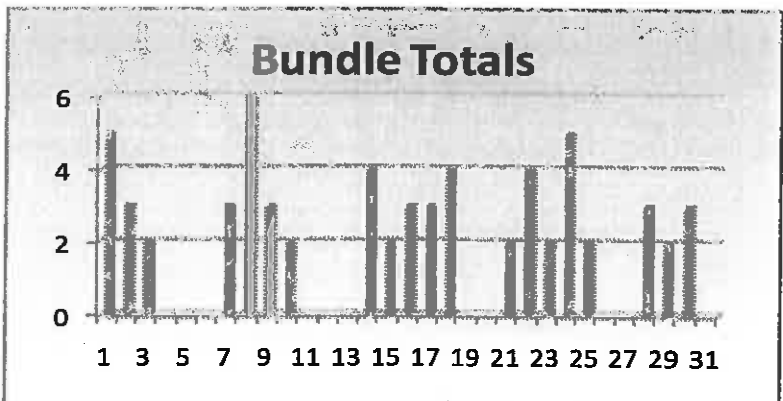
OILFIELDS RECYCLE CENTER- DAILY TOTALS

Day	Color	Newsprint	Corrugated	White	H Plastic	S Plastic	Tin	Glass	Totals
1									
2									
3	1			1			1		3
4			1	2					3
5	1	1		1		1			4
6			2	1					3
7	1	1		1			1		4
8									
9									
10			2	2			1		5
11	1	1		1		1			4
12			1	1			1		3
13			2	1					3
14	1	1		1			1		4
15									
16									
17			1	1					2
18			2	1		1			4
19	1	1		1					3
20									0
21									
22									
23									0
24									0
25									0
26									0
27									0
28									0
29									
30									0
31									0
Totals	6	16	15	0	3	3	2	0	45

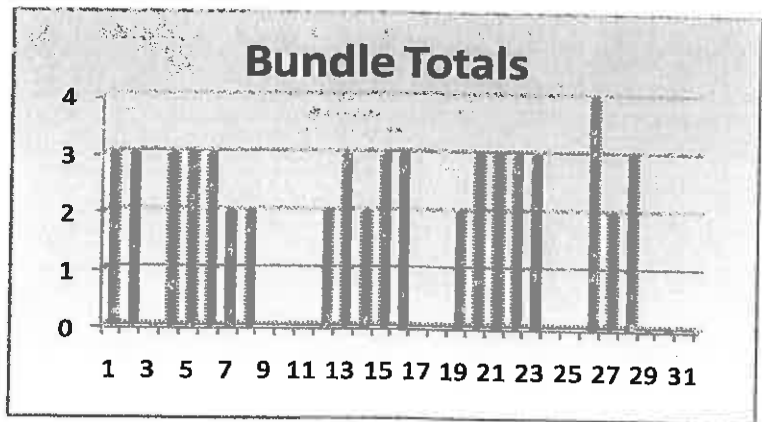


Month: September 2010 OILFIELDS RECYCLE CENTER- DAILY TOTALS

Day	Color	Newsprint	Corrugated	White	H Plastic	S Plastic	Tin	Glass	Totals
1			1	2		1		1	5
2	1		1	1					3
3			1	1					2
4									
5									
6									
7	1		1	1					3
8	1		1	2			1	1	6
9			1	1		1			3
10			1	1					2
11									
12									
13									
14	1		1	2					4
15			1	1					2
16	1		1			1			3
17	1		1	1					3
18			1	1		1		1	4
19									
20									
21			1	1					2
22	1		1		1	1			4
23	1			1					2
24	1		2	1			1		5
25			1			1			2
26									
27									
28	1		1	1					3
29				2					2
30	1		1	1					3
31									
Totals	11	19	21	1	6	2	3	0	63



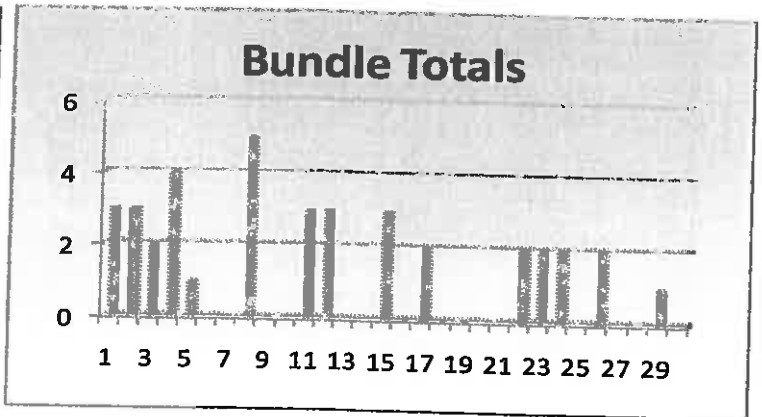
Month: October 2010			OILFIELDS RECYCLE CENTER- DAILY TOTALS						
Day	Color	Newsprint	Corrugated	White	H Plastic	S Plastic	Tin	Glass	Totals
1			1	1		1			3
2			2	1					3
3									0
4	1		1			1			3
5	1		1	1					3
6			1	1				1	3
7			1	1					2
8	1		1						2
9									
10									
11									
12				2					2
13	1		1	1					3
14				1		1			2
15			1	1				1	3
16	1		1	1					3
17									
18									
19			1			1			2
20	1		1	1					3
21				1	1	1			3
22			1	1				1	3
23	1		1	1					3
24									
25									
26			1	2		1			4
27	1		1						2
28			1	1				1	3
29									0
30									0
31									
Totals	8	18	18	1	6	1	3	0	55



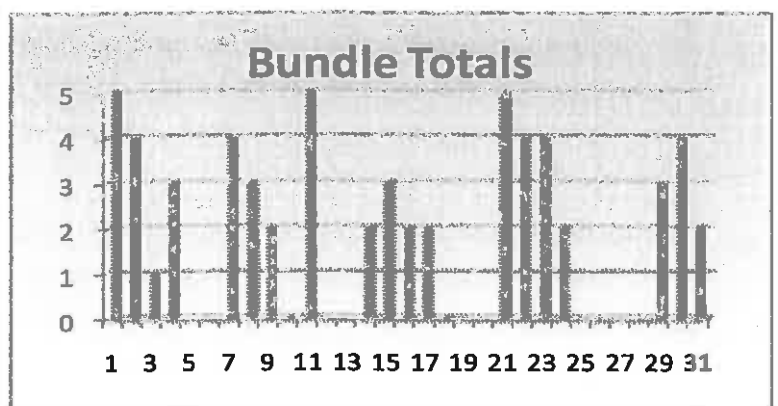
Month: November 2010

OILFIELDS RECYCLE CENTER- DAILY TOTALS

Day	Color	Newsprint	Corrugated	White	H Plastic	S Plastic	Tin	Glass	Totals
1									
2	1		1	1					3
3			1	1		1			3
4			1	1					2
5	1		1	1	1				4
6			1						1
7									
8									
9	1		1	2			1		5
10									
11									
12	1		1	1					3
13			1	1		1			3
14									
15									
16				2					3
17							1		0
18			1	1					2
19									0
20									0
21									
22									
23			1	1					2
24	1			1					2
25			1	1					2
26									
27			1			1			2
28									
29									
30						1			1
31									
Totals	5	12	14	1	4	1	1	0	38



Month: December 2010			OILFIELDS RECYCLE CENTER- DAILY TOTALS						
Day	Color	Newsprint	Corrugated	White	H Plastic	S Plastic	Tin	Glass	Totals
1	1		2	2					5
2			1	1		1		1	4
3				1					1
4	1		1	1					3
5									
6									
7			1	2		1			4
8	1		1	1					3
9			1	1					2
10									0
11	1		1	1		1		1	5
12									
13									
14				2					2
15			1			1		1	3
16	1			1					2
17			1	1					2
18									0
19									
20									
21	1		1	2		1			5
22			2	1		1			4
23	1		1	1		1			4
24	1			1					2
25									
26									
27									
28									
29			1	1				1	3
30	1		1	1		1			4
31						1		1	2
Totals	9	16	21	0	9	2	3	0	60



Equipment

The Recycle center has 4 upright balers that bale 4 separate products throughout the day. One

For the Hard Plastics, another for Soft Plastics, the third for Paper and Cardboard products and the fourth is for Tin. The pictures on the next two pages show the balers. The facility operated with only one baler until 2006, when two new balers and one pre-owned baler from Hinton were purchased. Everything in the facility was re-organized to accommodate the equipment and for smoother work flow within the building. We also purchased a new forklift, shown in the second picture, to handle the larger volumes of product more efficiently.

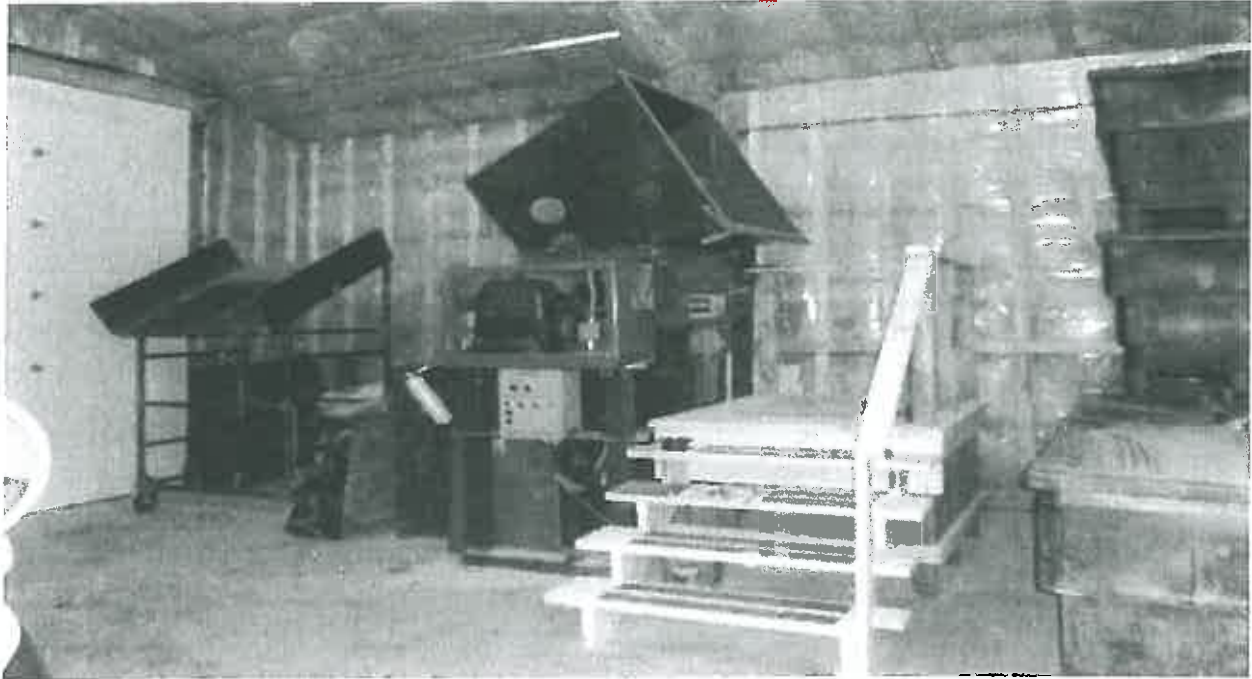
About this time a second full time staff member was brought in to help with the increasing work load. The 3 new balers, forklift and staff member have proven to help greatly with the operations of the facility. A system is in place to ensure daily maintenance and a weekly cleaning is performed on all the equipment. Any problems, hydraulic fluid leaks, etcetera is then easier to spot before anything serious occurs. On the next three pages you can see some of the equipment.

New Perspectives

Moving up to the year 2009, we saw the need to start looking at Recycling from a different perspective if we were to somehow increase the value of our product. The market is not paying enough for a small enterprise such as ours, to be competitive with the larger populations. They are in a position to earn on volume rather than on quality of sort. They are also capable of processing their product with fully automated conveyor systems and facilities. We thought that it might be time for a paradigm shift if the product value is to be increased.

During the tear of 2009 we were able, with the help of Dave Whitfield of Alberta Environment, to secure a Shredder for processing our Corrugated Cardboard into a mulch product we can sell out of the facility. This will assist in evening out the lows in the market as well as cutting back on shipping expenditures. At present we receive about \$110 for a ton of cardboard, though we have experienced as low as \$40 per ton. By processing in house we expect to sell the product for about \$150 a ton or more, depending on densities and quality of product.

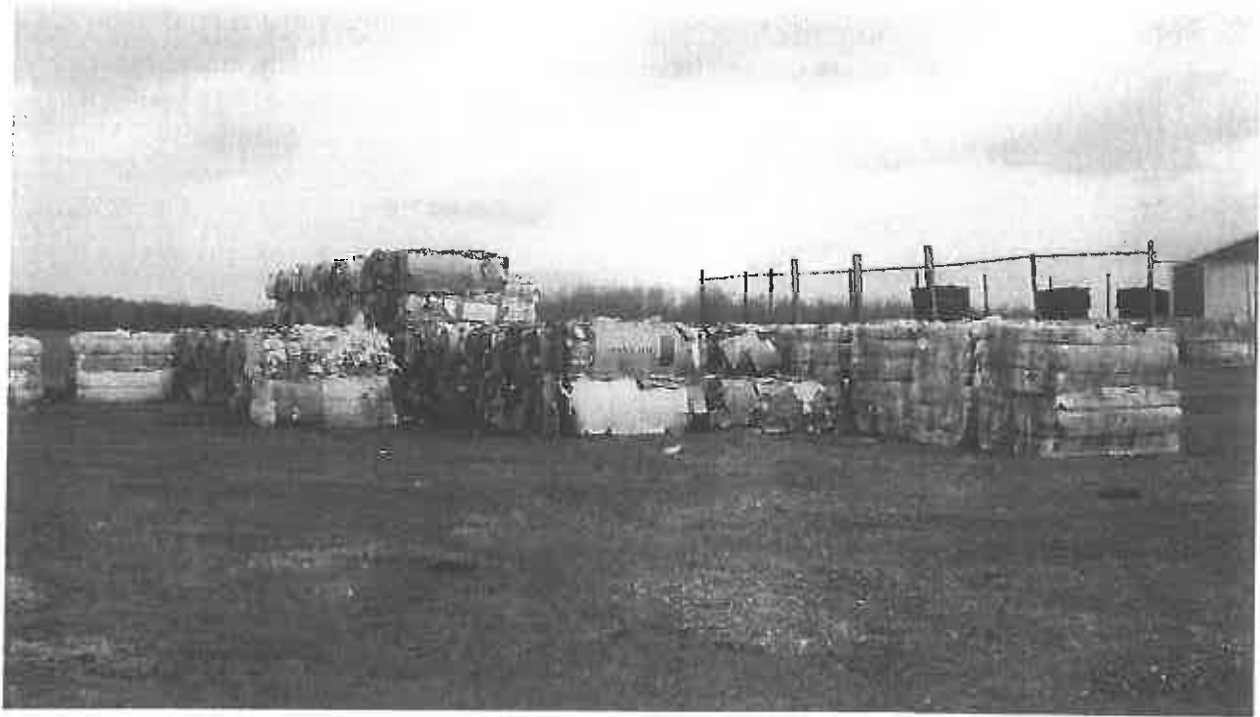




Plastic

Everything was going along smoothly until the fall of 2008 when the recycle market experienced a severe slump. Product flow came to a screeching halt where brokers were not buying anything. Some brokers wanted recyclers to pay them to take the product off of their hands. This pattern lasted throughout the last 3 months of 2008 and most of 2009 severely hampering the income of the depot. During 2010 we were able to secure a buyer for most of the paper products, slow at first, then picking up as the year progressed.

Plastic proved to be the biggest hurdle, the industry shunned plastic as places like China were not purchasing. Container ships were held in the Hong Kong harbour at a standstill, shorting all markets on available shipping containers. When the market re-aligned itself, requirements had changed. The brokers wanted the product separated into Soft and Hard Plastics, requiring some recyclers like us to adapt. Even this measure proved not to be the solution, as it diluted the market price. We are at present receiving \$15.00 per ton of plastic product. Once you factor in the costs of overhead and trucking the value is in the -\$50 range per ton. Separating the plastic into 6 or 7 categories is a non issue, as we would have to double the area to accommodate the processes, not going to happen in this facility. In the following pictures you can see the amount of plastic we were faced with.



News print

This product has always remained something of a constant. Newsprint has remained anywhere from \$30 to \$100 per ton, all tied to the whims of the market. Presently we are receiving \$100 per ton, more than we have seen in a few years. This might be one product that could be used

for a process in pellet making. Further research is needed to prove the worthiness of this product for such a process. Never the less, there might be a way we could be marketing this locally.

Tin

Tin has not proven to be a top earner over the past few years. By the time overhead and processing are included the product can earn in the negative range. The last couple of months have proven different. The market price has risen considerably, in turn earning us a value of \$85 per ton or more. We have just been in contact with a company that is offering \$170 per ton, yes, we will pursue that immediately.

Color Bond

This product is a lost due to its inherent low value, more of a service to the public at present. Perhaps some of this could prove useful in Pellet making also with more research.

Dumping on Premises

Not much can be said here except that by following up on this, incidents have dropped to almost nothing. Incidents like this are now rare.







These two pictures represent the amount of Household hazardous waste in one day





Programs and Products

The Recycle center has a number of products for sale that are available to the public for purchase, as the list shows;

Recycle bins \$8.00

Composters \$40

Rain barrels (both 40 gal and 250 gal totes) \$75 and \$139 respectively

Water saver kits \$19

Kitchen catchers (for organics) \$8.50

Arriving soon! Cardboard mulch \$25 per bag (approximately 1 cubic yard)



Summary

We also offer tours for schools groups, Guides, Scouts, and anyone else interested in learning about recycling. There is a cabinet and display board with plenty of information which we change and update often. The Town of Turner Valley website is updated often as well. There are two large book shelves that have a constant flow of material. Every effort possible is made to offer the most updated information to the public, keeping in mind that we must look at first Reduce by our shopping habits, Reuse whether at home or in the Recycle Center itself.

We will be offering a new program that will offer document shredding services on April 23, 2011 from 9:00am to 3:30pm as part of the Pitch-in campaign in Canada. If this service proves worthy, we will offer the program during the two months of April and October. During these two months we also offer an E-Waste program which receives much attention in the area. We can average about 3.5 tons of electronic during those times. The E-Waste is shipped to Red Deer to be properly disassembled, tubes disarmed, and sorted for further recycling. The last item is the link to a company offering Vermicomposting kits and education.

We are constantly researching new recycling initiatives as well as for the best pricing for our products. Thank you for your interest in the Recycle Center. Should you have any questions or concerns, please do not hesitate to call. This also includes having us give you or your business a tour of the facility.

Prepared by Dusty Williams - March 2011