

**VI BOARD MEETING
SEPTEMBER 2, 1992**

VIGOR REPORT

- o STATUS - QUARTERLY SUMMARY
- o AUTOSORT DEMONSTRATION FACILITY - PE~~3~~
- o NRT VINYL CYCLE - CLEARVUE
- o FLORIDA INITIATIVE
- o CALIFORNIA INITIATIVE
- o SORTCO - CSPI - CANADA

final
as of 1-92
Doc BIRNEN

AUTOSORT DEMONSTRATION FACILITY - P3

- o GRAND OPENING - FRIDAY 8/14/92 -
NORTH AMERICAN RECYCLING, INC.**
- o 200 ATTENDEES - LOCAL/STATE/RECYCLERS**
- o DEMONSTRATION IMPRESSIVE**
 - MANUAL LINE**
 - AUTOMATIC LINE**
- o EXCELLENT SITE**
 - POST CONSUMER BOTTLES - MANUAL/AUTOMATIC**
 - FILM RECOVERY PLANT**
 - WASTE-TO-ENERGY FACILITY**
 - TOURS ARRANGED**
- o EXCELLENT VIDEO AVAILABLE**
- o MSS - EAGLEBROOK**

NRT VINYL CYCLE - CLEARVUE

- o VI NRT UNIT MOVED TO CLEARVUE IN AMSTERDAM, NY
 - SORTING VINYL BOTTLES
 - BREAK BALES
 - PRE-HANDSORT
 - VINYL CYCLE IN REVERSE MODE
- o PVC BOTTLE CLEANING LINE OPERATING
 - \$40,000 LOAN TO CLEARVUE
 - LINE RUNNING 1000-1200 LBS/HR
 - MATERIAL CLEANING WELL, SLIGHTLY WET
 - COSTS > EXPECTED
 - o % PVC IN BALES
 - o WASTE HIGHER
 - o % PVC HIGH IN REJECT STREAM - REVERSE MODE
- o NRT TECHNOLOGY
 - 16 MACHINES SOLD - MOST TO CLEAN UP PET STREAM
 - HAVE COLOR CAPABILITY
 - THINKING ABOUT ALL BOTTLES

NRT VINYL CYCLE - CLEARVUE

- o VI NRT UNIT MOVED TO CLEARVUE IN AMSTERDAM, NY
 - SORTING VINYL BOTTLES

- o PVC BOTTLE CLEANING LINE OPERATING
 - \$40,000 LOAN TO CLEARVUE
 - LINE RUNNING 1000-1200 LBS/HR
 - MATERIAL CLEANING WELL, SLIGHTLY WET
 - COSTS > EXPECTED

- o NRT TECHNOLOGY
 - 16 MACHINES SOLD - MOST TO CLEAN UP PET STREAM
 - HAVE COLOR CAPABILITY
 - THINKING ABOUT ALL BOTTLES

FLORIDA INITIATIVE

- o **WASTE ALTERNATIVES INC. - OCALA, FLORIDA
SELECTED AS SITE**
 - **NEW PLANT SITE**
 - **EXCELLENT, ENTHUSIASTIC MANAGEMENT**
 - **GOOD POLITICAL CONNECTIONS**

- o **MSS PET/PVC/COLOR SORTING UNIT SELECTED**
 - **LOAN FOR ONE YEAR**
 - **18 MONTH PAYBACK ON PURCHASE**

- o **STARTUP EXPECTED - MID-NOVEMBER**

CALIFORNIA INITIATIVE

o BACKGROUND

- BOARD APPROVED, IN PRINCIPLE, UP TO \$200,000 FOR SITING 2 UNITS (LOAN)
- WASTE ALTERNATIVES, INC., FLORIDA 1ST SITE
- 2ND. SITE PROPOSED NEAR LOS ANGELES

o PROPOSED SITE - ENVIROTHENE IN CHINO, CA. WEST OF LA

- CURRENTLY CLEANING HDPE
- CLOSE LOOP WITH 2 FILM PLANTS
- COLLECTING MIXED - 3RD BALE BOTTLES
- PROPOSED PILOT IN 1 OF 4 LA DISTRICTS

o PROPOSAL

- PLACE NRT SMALL UNIT (THEIR CHOICE) AT ENVIROTHENE
- ONE YEAR LOAN
- PURCHASE UP TO TWO-YEAR PAYBACK OR VI TAKE BACK

SORTCO - CSPI* - CANADA

- o **CSPI - UNDER EPIC WING**
 - RESPONDING TO ONTARIO/CANADIAN GOVERNMENT
 - COALITION OF COMPANIES (DOW, NOVACOR, EASTMAN, 7-8 IN ALL) TO FACILITATE PACKAGING RECYCLING IN ONTARIO
- o **PLAN - CONTRACT WITH RECYCLER**
 - SORT ALL PLASTICS RIGID CONTAINERS
 - MANUAL LINE INITIALLY WITH MSS DEVICE - 2.5 MM LBS/YR
 - MEMBERS OFFTAKE MATERIAL
 - COST TO COVER CAPITAL, MATERIAL, OPERATIONS
 - EVALUATE PROGRESS
- o **VI - VIGOR WITH SYNERGISTICS**
 - HANDLE PVC
 - ESTIMATED VOLUME - 85-172M LBS/YR
 - ESTIMATED COST - \$28-32M/YR
- o **PROPOSAL:**
 - VIGOR PICK UP COST - \$50,000/YR MAXIMUM
 - MATERIALS AVAILABLE TO VI MEMBERS
 - VIGOR MEMBER SIT ON CSPI BOARD

***Corporation for Sortation of Plastics**

NEW TECHNOLOGY

- o LOW COST PVC SORTING DEVICE - < \$10,000
- o PROPOSAL FROM HENRY FRANKEL - PRF @ RUTGERS
- o EVALUATED UNDER SECRECY BY ROY GOTTESMAN
- o VIGOR
 - AGREED TO SUPPORT @ \$39,000 TO DEMONSTRATE
 - SHARE SUPPORT WITH PET
 - USE DEVTECH FUNDING

° SPECIAL ASSESSMENT - UP TO \$150,000
TO HANDLE ANY VIGOR BUDGET OVERRUN

PROPOSAL:

VINYL INSTITUTE
1991-1992 FISCAL YEAR

<u>REVENUE AND CORE SUPPORT</u>	<u>1991-1992</u>	<u>1991-1992</u>	<u>1992-1993</u>
	<u>Budget</u>	<u>Actual</u>	<u>Budget</u>
Core Support	\$ 321,187	\$ 320,371	\$ 334,877
VI Assessments	1,455,000	1,446,309	1,575,000
Literature Sales	2,000	6,316	4,000
Interfund Receipts	0	0	0
Total Revenue	<u>\$1,778,187</u>	<u>\$1,772,996</u>	<u>\$1,913,877</u>

EXPENSES

Indirect Project Costs

Salaries	\$ 323,870	\$ 295,712	\$ 236,610
Employee Benefits	49,842	55,484	47,322
Temporary Help	0	338	0
Recruiting Costs	0	0	0
Travel	64,000	94,391	75,000
Dues and Subscriptions	1,300	3,619	1,300
Meeting Cost	34,000	38,392	46,000
Office Supplies	12,000	9,267	9,000
Postage and Mailing	10,700	11,217	12,000
Printing	10,000	12,846	10,000
Reports & Literature	0	0	0
Awards and Prizes	2,500	4,238	2,000
Rent	35,777	36,537	28,445
Depreciation	432	439	432
Equipment Rentals	10,500	6,173	5,885
Contributions	0	100	0
Telephone	7,300	7,901	8,500
Sub-Total	<u>\$ 559,721</u>	<u>\$ 576,654</u>	<u>\$ 482,494</u>

Direct Project Costs

Legal - Retainer	\$ 50,000	\$ 39,422	\$ 92,500
Legal - Expense	40,000	10,471	
Communications	360,000	463,571	375,000
Technical	187,500	197,421	135,000
Pipe Industry Task Force	110,000	129,536	147,000
Electrical Materials Council	85,000	84,732	77,500
Vinyl Packaging Council	75,000	82,790	145,000
Recycling	182,000	120,931	280,000
World Affairs Committee	2,500	0	0
Literature Fulfillment	9,300	0	0
Consultants	54,500	67,276	165,900
Sub-Total	<u>\$1,158,300</u>	<u>\$1,196,150</u>	<u>\$1,417,900</u>

Contingency

50,000

TOTAL EXPENSE

\$1,768,021 **\$1,772,804** **\$1,950,394**

Income Less Expenses

192



A Division of The Society of The Plastics Industry, Inc.

The Vinyl Institute

PARTNERS PROGRAM

Program Objectives: Establish a network of vinyl industry employees to serve as liaisons between the industry and community leaders on issues concerning vinyl and the environment. Partners will serve as a resource at the local level on matters regarding vinyl's environmental performance, will help encourage municipal efforts to recycle vinyl and, in general, help spread vinyl's environmental message. The partners will serve as the industry's eyes, ears and voice at the grassroots level.

Partner's Responsibilities:

- ▶ **Establish contacts with local community leaders**, recycling coordinators and other environmental decision-makers and offer the VI as an information/technical resource. (For example, a partner may become involved in a community's efforts to expand a plastics recycling program beyond soda bottles and milk jugs.)
- ▶ **Monitor local media** on issues concerning recycling and the environment, and alert the VI when a rebuttal is necessary. (Perhaps a community is attempting to site a waste-to-energy facility and vinyl plastics are taking a bad rap as not safe for incineration.)
- ▶ **Seek speaking opportunities** with local community groups to discuss vinyl's environmental record. (One such opportunity might be a presentation to the Sierra Club regarding the vinyl industry's commitment to the environment and the everyday benefits of vinyl products.)
- ▶ **Share the message** of the Partners Program at their companies and serve as an internal spokesperson encouraging involvement.

We estimate these activities will require a minimum of 10 hours per month of the partner's time.

SPI-09446

Support for Partners Program Participants:

Through Edward Howard & Co., the VI will supply support materials for the individuals participating in the Partners Program. These will include:

1) **A Partner's Handbook** containing:

- Discussion of how to be an effective partner
- Names and titles of local contacts
- Sample letters of introduction to local officials
- Suggestions for local speaking opportunities
- Sample pitch letters for speaking opportunities
- Two versions of standard speech
- "Vinyl the Versatile Plastic Issues and Answers" video
- Q&A addressing common misperceptions about vinyl
- List of product samples/recycled vinyl products that could be used in presentations
- Copies of the "We're Glad You Asked" wallet card
- Ordering information for additional VI support materials

2) In addition to *EnVironmental Briefs*, partners will receive regular updates on VI activities and Partners Program developments through a **special Partners' newsletter**.

3) Through VERCE, Edward Howard & Co. will be in **regular contact** with the partners to monitor the program's progress and provide additional support as needed.

How the Partners Will be Recruited:

Communities where VI member companies live (headquarters, sales, manufacturing and research and development sites) have been identified.

Target communities for "partnering" have been identified via the VI's **Communities Recycling Vinyl Plastics** listing. Others have been selected for their strategic importance to disseminating the "pro-vinyl" environmental message nationwide.

These two lists will be merged to identify **200 target cities** for partnering.

Each VI board member will be asked to appoint a **"Partner-in-Charge"** for his/her company who will work with EH&Co. to recruit partners for specific locations. Candidates will be drawn first from the "On the Firing Line" attendee list. Additional candidates will be identified as needed based on where they live and their qualifications as participants.