



Ag Container Stewardship

Ag Container Recycling Council (ACRC)

*Mark Hudson
Executive Director*

*The Pesticide Stewardship Alliance – Savannah, GA
February 6, 2019*

...because it's the right thing to do !!





Status Update

- ✓ *ACRC 2018 Review*
- ✓ *ACRC 2019 Forecasted Collection*
- ✓ *What's New and Coming*
 - ❖ *Vision*
 - ❖ *Strategic Planning*
- ✓ *Bulk Containers*
- ✓ *End use and overseas markets update*



ACRC 2018 Review

- ✓ *2018 Collection Volume = 10.9 M lbs*
 - ❖ *Down -1.5% from 2017*
 - ❖ *Contractor equipment issues*
 - ❖ *Driver issues*
 - ❖ *2 Hurricanes*

- ✓ *Ron Perkins retirement after 12 years*
- ✓ *Mark Hudson as new Executive Director*
- ✓ *Relocation of ACRC office to NC*
- ✓ *Initiated 5-Year Strategic Planning*



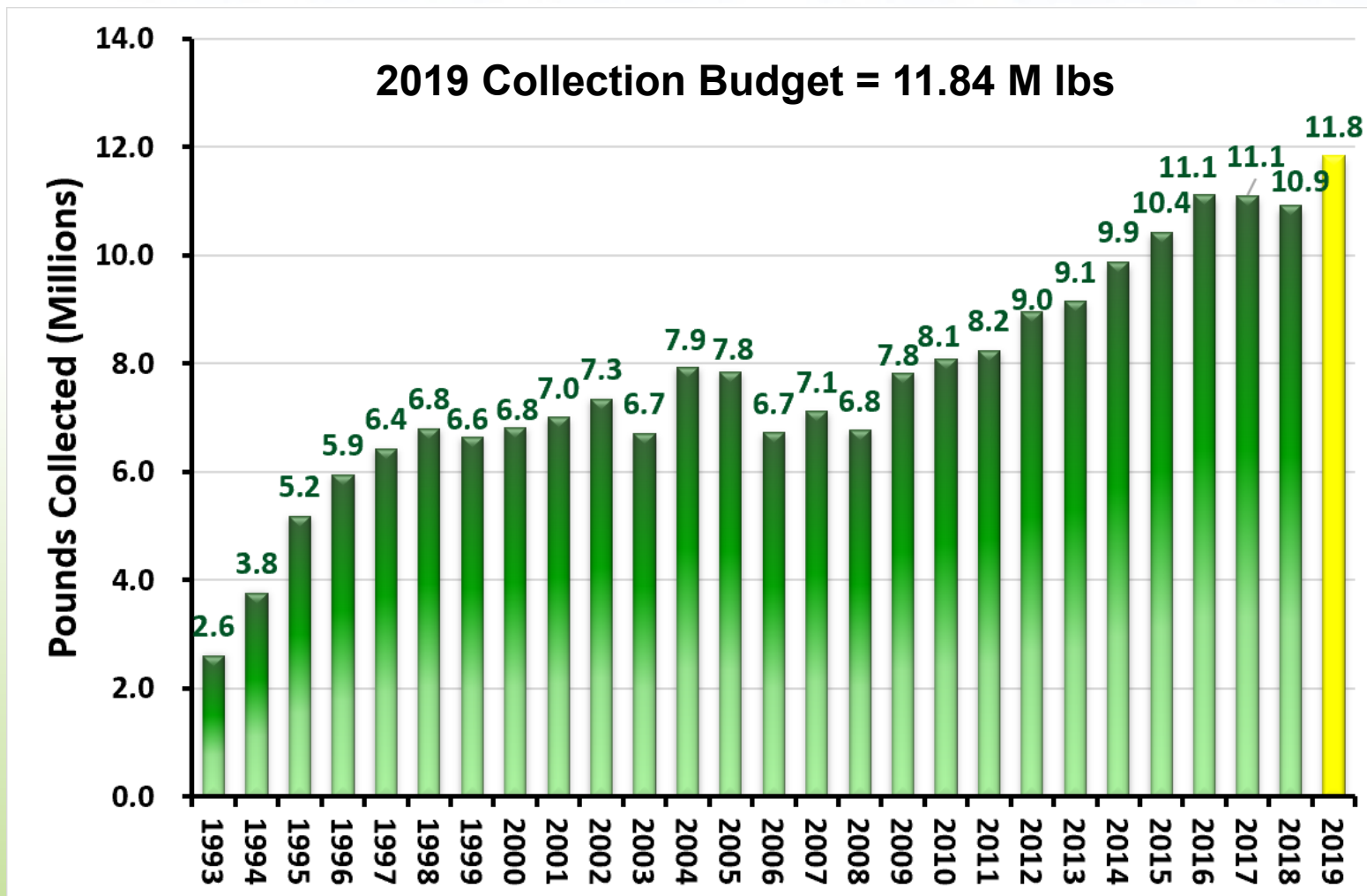
ACRC 2019 Forecast

<u>Collection LBS by Region</u>	<u>2016 Act</u>	<u>2017 Act</u>	<u>2018 Act</u>	<u>2019 Bud</u>
Pacific Northwest	1,906,297	1,965,215	2,020,120	1,714,286
Midwest	2,041,465	2,028,432	2,311,635	2,500,000
California, Arizona, Nevada	2,307,235	2,408,870	2,376,860	2,430,556
South + East Coast	4,735,660	4,575,590	4,136,765	4,700,000
Montana	78,265	76,440	65,732	86,667
Other + Contingency	30,000	30,000	11,130	404,833
	11,098,922	11,084,547	10,922,242	11,836,341
			-1.53%	8.37%

- *2019 Budgeted Collection = 11.84 M Lbs*
- *8.4% Growth*



Container Recycling History & 2019 Forecast





New & Coming - Vision

- ✓ *Steady but more intentional planned growth*
 - ❖ *Improve linkage with retailer network*
 - ❖ *Regional penetration focus*
- ✓ *Improve visibility and marketing of program*
 - ❖ *Develop and communicate clearer messaging*
 - ❖ *Improve educational resources / tools*
- ✓ *Maximize plastic value*
 - ❖ *End uses / end users*
 - ❖ *Plastic quality*
- ✓ *Leverage & align strategic partnerships*
 - ❖ *Industry associations, sister organizations and other collection programs.*
- ✓ *Effectiveness & operational efficiency*
 - ❖ *Best practices (other programs, contractors, tools)*



New & Coming - Strategic Planning

Industry Assumptions & Environment

- ✓ *Impact of China “National Sword” policy stresses US recycling*
- ✓ *Low plastic pricing creating financial challenges*
- ✓ *Strong negative public perception regarding plastic and plastic waste*
- ✓ *Significant public and corporate focus on plastic waste*
 - ❖ *Alliance to End Plastic Waste (AEPW)*
 - ❖ *“Loop” shopping model*
- ✓ *Significant corporate and ag industry emphasis on stewardship*
- ✓ *Global GAP attracting new program participants*
- ✓ *Increasing wage rates and CDL driver shortages*
- ✓ *Uncertainty regarding continued legal open burning of containers*

Unprecedented environment for plastic recycling!



New & Coming - Strategic Planning

Areas of Opportunity

- ✓ *Looking at unconstrained volume potential to help strategy*
 - ❖ *> + 14M lb potential by 2022*
 - ❖ *> + 18M lb potential by 2024 (53% collection)*
 - ❖ *State specific analysis and growth focus*
 - ❖ *Improving regional penetration rates*
 - ❖ *Focus on alignment with retail*

- ✓ *Improving collection service levels (lead times)*
- ✓ *Emphasis on plastic product quality and product value*
- ✓ *Membership growth*
- ✓ *Website enhancements to improve education and training*
- ✓ *Establish active Social Media presence*
- ✓ *Automation of data*



Additional Opportunities

- ✓ *Solve problems*
 - ❖ *Address barriers for collection sites*
 - ❖ *Education / promotion of IBC tote programs*
- ✓ *Grow membership across full scope of ACRC (e.g. – animal health, structural pest control, fertilizer, adjuvants, micronutrients)*
- ✓ *Benchmark operational efficiencies from CleanFarms, et al*



ACRC – Bulk Containers

- ✓ *ACRC Scope Remains < 56 gal Containers*
 - ❖ *~ 34M Lb Opportunity*

- ✓ *IBC's*
 - ❖ *Collection not funded by ACRC*
 - ❖ *ACRC contractors may collect IBC's if:*
 - *Triple rinsed – REQUIRED!*
 - *Hardware / fittings removed*
 - *Cut into 6 sections (top, bottom, four sides) and plastic stacked in an empty IBC*
 - *Cages left for IBC manufacturers to collect*

NOTE - Strong concern / feedback from growers about IBC recycling programs or solutions

❖ Needs a collaborative industry solution



ACRC – Bulk Containers

□ *Asset Totes*

- ❖ *Unique challenges for recycling*
 - *Type of plastic (different melt index and density)*
 - *Equipment required to shred / grind*
- ❖ *Recommend contacting original registrant*
- ❖ *Recommend contacting Tri-Rinse or similar companies*



ACRC Approved End Uses

- ✓ *Corrugated HDPE drain pipe*
- ✓ *Highway sign posts*
- ✓ *Highway and agricultural fence posts*
- ✓ *Spool flanges for wire cable*
- ✓ *Underground utility conduit*
- ✓ *Agro chemical composite IBC base plates*
- ✓ *Industrial pallets for ag chemical and seed packaging*
- ✓ *Rebar chairs*
- ✓ *Landscaping Edging*
- ✓ *Nursery Pots*



Markets

- ✓ *Ag drain tile remains primary US market*
- ✓ *Selling price is primary driver of markets*
- ✓ *No overseas markets being pursued*
 - *Freight is a key consideration*



How Can You Help ?

- ✓ *Spread the word – promote stewardship through proper recycling!*
- ✓ *Become an active ACRC member or supporter*
- ✓ *Provide collection sites*
- ✓ *Triple rinse and field apply rinsate – all containers!*
- ✓ *Discourage improper disposal*
- ✓ *Direct growers / applicators to ACRC website*

www.acrecycle.org



Support Consistent Messaging

- ✓ *Recycling = Stewardship and sustainability*
- ✓ *Inappropriate methods of plastic disposal*
- ✓ *Critical to success of the broader Ag image*
- ✓ *Participation is becoming the global standard (e.g. - GlobalGAP)*
- ✓ *Success requires education and compliance*
 - ❖ *Reasons for participation / involvement*
 - ❖ *Understanding what matters and why*
 - ❖ *Importance of proper triple rinsing*



***Do the right thing...
...because it's the right thing to do !!***

THANK YOU

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