



**Henry McMaster**  
Governor

**SOUTH CAROLINA**  
DEPARTMENT OF COMMERCE

**Harry M. Lightsey III**  
Secretary

**Recycling Market Development Advisory Council (RMDAC) Meeting**  
**Thursday, September 16, 2021**  
**10:00 AM – 11:30PM**

**Meeting ID: 959 5365 5639**  
**<https://zoom.us/j/95953655639>**  
**+1 646 876 9923 US (New York)**

**RMDAC**

Wes Westbrooks, BMW  
Kristen Brown, WasteZero  
Elizabeth Morgan, City of Rock Hill  
Tina Green, Mumford Industries  
Norman Chandler, Republic Services  
Dr. Andy Spicer, USC Darla Moore School of Business  
Chris Fisher, GlassWRX SC  
Carol James-Gilcrest, Sonoco Recycling  
Brad Dutton, Dutton Polymers

**ABSENT**

Chad Prescott, Mid Carolina Steel  
Vic Carpenter, Kershaw County  
Angel Lara, Mid-Carolina Steel

**GUESTS**

Ronnie Grant, Retired  
Glenn Odom, Retired  
Joseph McMillin, Atlas Organics  
Becky Berube, United Catalyst Converters  
Jason Moritz, United Catalyst Converters  
Alex Miller, DHEC  
Chantal Fryer, SC Department of Commerce

**STAFF**

Anna DeLage, SC Department of Commerce  
April Chaffins, SC Department of Commerce  
Ashley Jenkins, SC Department of Commerce

**CALL MEETING TO ORDER**

Wes Westbrooks motioned to call the meeting to order at 10:00 AM.



Henry McMaster  
Governor

SOUTH CAROLINA  
DEPARTMENT OF COMMERCE

Harry M. Lightsey III  
Secretary

RMDAC Bylaws Discussion: Wes provided a quick overview of the Bylaws.

## MINUTES

The July 15<sup>th</sup> RMDAC meeting minutes were approved.

Wes Westbrook welcomed the guest and introduced the speakers.

### **Becky Berube presented information on United Catalyst Corporation.**

Becky: For three decades United Catalyst Corporation has been educating recyclers on how they can get more for their scrap catalytic converter with a process they can trust. We encourage recyclers to sell converters on assay, the verified analysis of the precious metals contained in the converters. Assay based programs are reliable and can be validated. This approach combined with our precious metals management expertise and commitment to selling metal on highs in any market condition is a winning combination.

UCC's headquarters and production are located in the Greenville, South Carolina market, nestled up against the foothills of the Blue Ridge Mountains. Becky Berube is the Founder and President of United Catalyst Corporation (UCC). Tim Berube is the also the Founder and Vice-President of UCC, and Achim Lulsdorf is the Managing Director.

At UCC our process yields the highest results, provide scientific and verifiable process, ensures balance of all incoming and outgoing shipments to ½ of 1%, and utilizes state-of-the-art dust collection system. UCC provides tools to their automotive recycling partners. They also provide market prices for Platinum, Palladium, and Rhodium twice each business day.

Dr. Spicer: I was interested in what you said about education, and smoke and mirrors. It's a topic RDAC discuss often. Can you talk more about lesson learn and how you educate the businesses?

Becky: UCC brought the scientific model of Assay to the streets, and we did that through education. We have converted about 60% of the market to Assay base selling. Our sales team travels about 20 weekends a year to educate. Another tools, we provide daily reports of the markets. We preach Assay-base selling. Chris: Do you have any movements or push for the electric vehicle coming down the road? Are you prepared for that and what would be your capacity to take batteries in? Becky: Yes, we are working with Call 2 Recycle and Spears New Technology. We have a shredder for electronics, and we hope we can be an outlet for this material. We starting our Energy Storage Solution Division for our company. Yes, we are working with a lot of great partners, and working on testing the batteries at the facility. Anna: With the new Catalytic Converter law, how do you see that effecting the work that you do?

Becky: Companies that don't buy material at the door for cash is a little easier for us because we



**Henry McMaster**  
Governor

**SOUTH CAROLINA**  
DEPARTMENT OF COMMERCE

**Harry M. Lightsey III**  
Secretary

already have a strong anti-money laundering policy and we are already compliant with know your customer. ISO really helps in this journey, in making sure we are compliant. We are not buying from retail we are whole-sale. We buy directly from companies.

### **Alex Miller presented information on SC Smart Business Program.**

Alex: Smart Business Program is a free, confidential, non-regulatory program offered by DHEC's Office of Solid Waste Reduction and Recycling. The Smart Business Program provides the following:

- Site Visits (virtual or in-person) to assess waste reduction, reuse and recycling opportunities;
- Contacts for service providers and potential markets for recovered material and industrial by-products;
- A website with best practices and information on how and where to recycle, report and buy recycled-content products;
- Workshops, webinars and an electronic newsletter, and a Statewide Recognition program.

Waste reduction and recycling not only conserve natural resources and help protect the environment but also may benefit your business by:

- Providing cost savings and potential revenue;
- Showing leadership and commitment in your community, possibly attracting new customers.

Help SC reach it's recycling goal by reporting.

- Track what is recycled in your organization;
- Report your data for the S.C. Solid Waste Management Annual Report—use the free online tool Re-TRAC Connect;
- Apply to be a Smart Business Recycling Award Winner and gain statewide recognition for your program and efforts.

Contact Kayte Deal for more information, or view the website.

<https://scdhec.gov/environment/recycling-waste-reduction/smart-business-recycling-program>

Dr. Spicer: How many businesses do you serve? Alex: We have over 600 business locations report. In that reporting, that includes all the large companies. Dr. Spicer: This should be a partnership. Alex: Kayte had a meeting with Commerce to find ways to promote the program to the businesses. Anna: From a reporting standpoint, how does it work for a Sonoco recycler to report the businesses they serve? Is it better to get the numbers from the recyclers? Alex: We get the reports from Sonoco and Pratt, but we don't get the business they are reporting since it is proprietary information. I am not sure how we close the gap because we can't have the information about their client list. Anna: Do we require the data from the recycler or the manufactures? Alex: One state requires reporting from their MRFs. This would be beneficial for DHEC, because then we know what is being recycled. Alex: I would prefer business being required to report so we can get those numbers. This would be tricky, and messy but it would



**Henry McMaster**  
Governor

**SOUTH CAROLINA**  
DEPARTMENT OF COMMERCE

**Harry M. Lightsey III**  
Secretary

give us a better picture of who is recycling in the state. Anna: Do any other States require reporting? Alex: I am not sure. Chantal: EPA held a meeting regarding measurements, and Pennsylvania stated that they require reporting. However, they still have an issue with reporting because there is no fine or penalty. What message do we want to send the business about the importance of recycling? And how do we want to message that? Reach out to EPA to see what type of recommendations they have. Alex: I know it would be a big venture to tracking all the businesses for reporting.

## **RMDAC UPDATES**

Carolinas Plastic Recycling Council (CPRC) Event: The Carolinas Plastics Recycling Council will host a ½ day webinar on November 10th from 9am – 1pm. Join other companies to hear about and discuss new innovations in the plastic recycling industry. Speakers will present information about facility expansions, new end markets, and policies affecting the industry. Presenters will update attendees on the state of plastics markets and what the industry can expect for the foreseeable future.

November Meeting Preference: The November meeting will be a hybrid. For the 2022 dates, the meeting will remain on Thursdays.

New Board Member: Elizabeth Morgan is the newest board member. She has been with the City of Rock Hill for 16 years. She is the Environmental Educator and coordinates outreach and education programs for schools. She works with commercial recyclers. She has a degree in Environmental Studies and a Master in Business.

## **DISCUSSION**

### Material Marketplace:

Poll Question: If a waste exchange platform was created for the state of South Carolina, do you think manufactures/businesses will take the time to input information and upload images of surplus materials or products to a waste trader platform? Yes or No

Poll Results: Yes (8) / No (2)

The dialogue was discussed concerning the Material Marketplace. RMDAC wanted to know, how will the Material Marketplace work? How will the exchange of information take place? Is it like Freecycle? Anna described how other platforms work and got feedback from RMDAC on finding out if a waste exchange platform would benefit SC companies.

Most of RMDAC thought a waste exchange would be a great idea but were concerned about the platform's security. The goal for the Material Marketplace is matchmaking the hard-to-recycle material and ultimately getting it recycled. The Recycling Market Development team will



**Henry McMaster**  
Governor

**SOUTH CAROLINA**  
DEPARTMENT OF COMMERCE

**Harry M. Lightsey III**  
Secretary

present the information to DHEC and continue to discuss the next steps for the Material Marketplace.

### Legislative Updates:

Carolina Recycling Association has set February 9<sup>th</sup> for Legislative Day. The goals for SC Legislative Day:

- Educate lawmakers about economic impact of recycling
- Provide information on RMDAC
- Connect with Representatives
- Address their primary recycling questions
- Advance specific policies if needed
- Connect with House Agricultural, Natural Resources and Environmental Affairs

Anna proposed a working group to work on recommendations for RMDAC to present at Legislative Day. Wes, Tina, Kristen, and Glenn volunteered to be on the special committee. Updates to follow at the next RMDAC meeting.

### **MARKET UPDATES**

Paper: OCC went up to OCC went up \$10 to \$1.95/ton, SOP went up \$10 from \$1.55/ton to \$1.65/ton, mixed paper went up \$5 to \$1.05/ton. The US markets are strong and export markets have softened.

Plastics: US business is strong we're running out of material. Prices or severely increased primarily due to there's nothing being imported. I was paying \$3000 a container in the past and now my last quote was \$21,000 to get it here from Asia, so that is significantly reduced the amount of imports coming in the US. Automotive is severely down. Packaging running full so markets are still tight.

Glass: Brown \$10/ton, green \$15/ton, clear maybe \$25/ton. These are all numbers without trucking. Single-stream with glass from \$55/ton to \$165/ton plus trucking. The goal get the glass out of all single-stream programs and help communities all the way around. Glass WRX is up and running at about 50% now. We need 20,000 tons. We bought our second kiln so I'm going to need 40,000 tons in the next year.

Carpet: Nylon 6 and 66, is in higher demand. Polypropylene (PP) is improving because prices went up and now some are switching over to taking PP carpet. PET is still a problem and PET bottles are becoming unavailable. PET is needed.



**Henry McMaster**  
Governor

**SOUTH CAROLINA**  
DEPARTMENT OF COMMERCE

**Harry M. Lightsey III**  
Secretary

Organics: Majority of composters are out of compost right now. The markets good and we were trucking material all the way from Durham to Greenville. The pricing is not really set by external markets. We were seeing material go wholesale from \$20 to \$30 a yard.

Solid Waste Industry: Volumes are continuing to grow both on the recycling side. Drivers are an issue, we are running 2/3 capacity of our drivers right now due to COVID restrictions.

### **OLD BUSINESS**

None.

### **NEW BUSINESS**

The Upcycling Company is a new glass collection roll-off company. Chris Fisher started this program so he can collect glass all over from Columbia to Charleston. The goal is to collect all over the state. If anybody needs a glass roll-off container, contact Chris.

### **ADJOURN**

The RMDAC board meeting was adjourned at 11:45 am.

The next RMDAC meeting November 18<sup>th</sup>, 2021.