



Glass Recycling Summit

December 10, 2019

Bill Clark | Regional Sourcing Development Manager
Strategic Materials Inc.

Strategic Materials Supply Manager



- ***Tom Syre is overseeing all Wilson regional supply efforts.***
- ***Bill Clark will continue to assist in this region but have been asked to work on many special corporate supply projects.***

Strategic Materials

- ***The largest North American glass recycler***
 - ***46+ plants***
 - ***US***
 - ***Canada***
 - ***Mexico***

Strategic Materials, A Manufacturer

- **Strategic Materials is a Manufacturer of industrial raw material to customer specification for:**
 - ***Glass Containers***
 - ***Fiberglass***
 - ***Reflective beads***
 - ***Abrasives***

Raw material



Strategic Materials' raw material is.....

YOUR RECYCLED GLASS



Recap - Demand



- ***Demand for Customer Specified Recycled Glass raw materials***
 - ***Industries***
 - ***Glass Containers***
 - ***Fiberglass***
 - ***Reflective Beads***
 - ***Abrasives***

Payment for Your Recycled Glass based on Quality

- Testing and review of all inbound materials
 - Non-glass residue
 - Undersized particles

Recap - Processes



- ***Technology & redundancies involved***
 - ***Crushers***
 - ***Screens***
 - ***Vacuums / Blowers***
 - ***Magnets***
 - ***Eddy Currents***
 - ***Optical Sortation***

Collections



- **Each program is different**
 - ***Logistics to Wilson***
 - ***Material quality / volume***
 - ***MRF processing (costs)***
 - ***Available assets***
 - ***Collection methods / Storage sites / Convenience sites / Bins & Roll offs / Truck Loading / Personnel***
 - ***Residential Acceptance***
 - ***Available grants***

Win - Win - Win



Municipality - Strategic Materials – Industries served

Every municipal program, every MRF program, every collections & customer processing program is different.

Each program requires focus to combine existing assets & desires to make glass recycling work and create a “Win-Win-Win” for everyone involved.

Wrap - up



- ***As our recycling world continues to evolve, Strategic Materials will provide leadership in every facet of glass recycling:***
 - ***Collections***
 - ***Processing***
 - ***Bar & Restaurant programs***
 - ***Promotions to residents & commercial generators.***

Thank You



Thank You



Primary Contact, your Regional Sourcing Manager:

Tom Syre | **281-702-0984**

tsyre@strategicmaterials.com

Our toll-free supplier hotline is **1-844-256-8985** or suppliers@strategicmaterials.com.

- Monday through Friday, 7:00am - 4:00pm CST
- Voicemails are typically returned within 24 hours.

Other Notable Contacts:

Credit, Accounts Receivable: AR@strategicmaterials.com

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