

Scotia Recycling Limited



Maine Recycling and Solid Waste Conference

Scotia Recycling Limited

- Background
 - Established in 1976 as a supplier of recycled fibre materials.
 - Currently operate 6 MRF locations, 4 commercial baling facilities and 6 beverage return centres in Atlantic Canada.
 - Service a growing number of national retail and grocery chains in Atlantic Canada.

Scotia Recycling Limited

– Background

- Market our products to the domestic market and many export locations.
- Act as a broker for many municipalities in Atlantic Canada.

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- Domestic Market
 - Consolidations in the paper industry over the last decade has dramatically changed the domestic market.
 - Export influence.
 - Quality
 - Availability
 - Market trends

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- Domestic Market
 - China impact
 - 18 million tons leaving North America
 - YTD 2019 – 37.5% lower volumes
 - Only a few new machines coming on line in North America

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- Export Market
 - Endless appetite for material
 - Quality
 - Single stream
 - Quality
 - Finished product

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- Export Market
 - Changing buying patterns
 - Sourcing material directly
 - Acquiring assets in North America
 - Quality restrictions
 - SWORD
 - Green Fence
 - 2020?

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- Moving Forward
 - Changing buying trends
 - On-line shopping
 - Minimalist economy
 - More consolidations
 - Global economy/marketplace
 - Circular economy

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- Future
 - Market improvements late 2019
 - Cyclical markets in the years to come
 - Further changes in other emerging markets