



**SIMS  
MUNICIPAL  
RECYCLING**

Commingled  
Markets  
Maite Quinn  
November 5, 2015

# Sims Municipal Recycling



## A Division of Sims Metal Management

- 2 MRFs Brooklyn and Jersey City
- 1 Glass Plant
- 20 Year Contract with NYC
  - Handle over 250,000 tons of NYC MGP & 160,000 tons of paper
- Jersey City facility accepts municipal and 3<sup>rd</sup> party MGP, 40,000 tons/ annually



# How Sims Got into the business

---

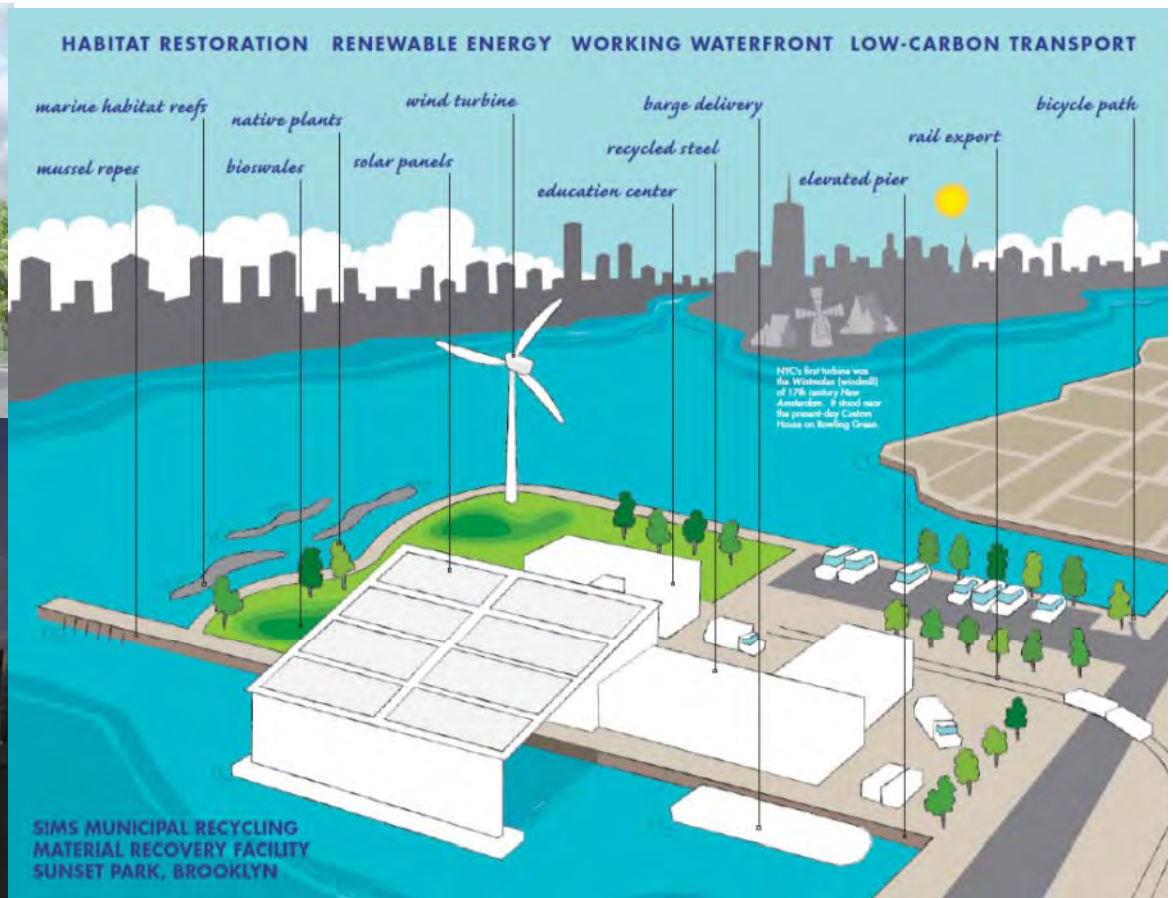


- Sims (then Hugo Neu) formed a relationship with NYC during the clean-up of 9/11. Hugo Neu recycled a majority of the steel from the wreckage.
- Hugo Neu won short term competitive bids and then won the RFP for a long term (20 year) recycling contract.
- Hugo Neu was a metal recycler – not involved with residential curbside
- But we had decades of experience with processing equipment, commodity markets, material handling and logistics, and a core business mission to divert material from landfill

# Long Term Partnership



Creating a sustainable contract. Cover the operating costs and share in markets.  
To invest in the infrastructure to make recycling resilient and sustainable  
To make an attractive inviting facility that the community would welcome.



# Brooklyn MRF opened in December 2013





# Plastic Markets:

---



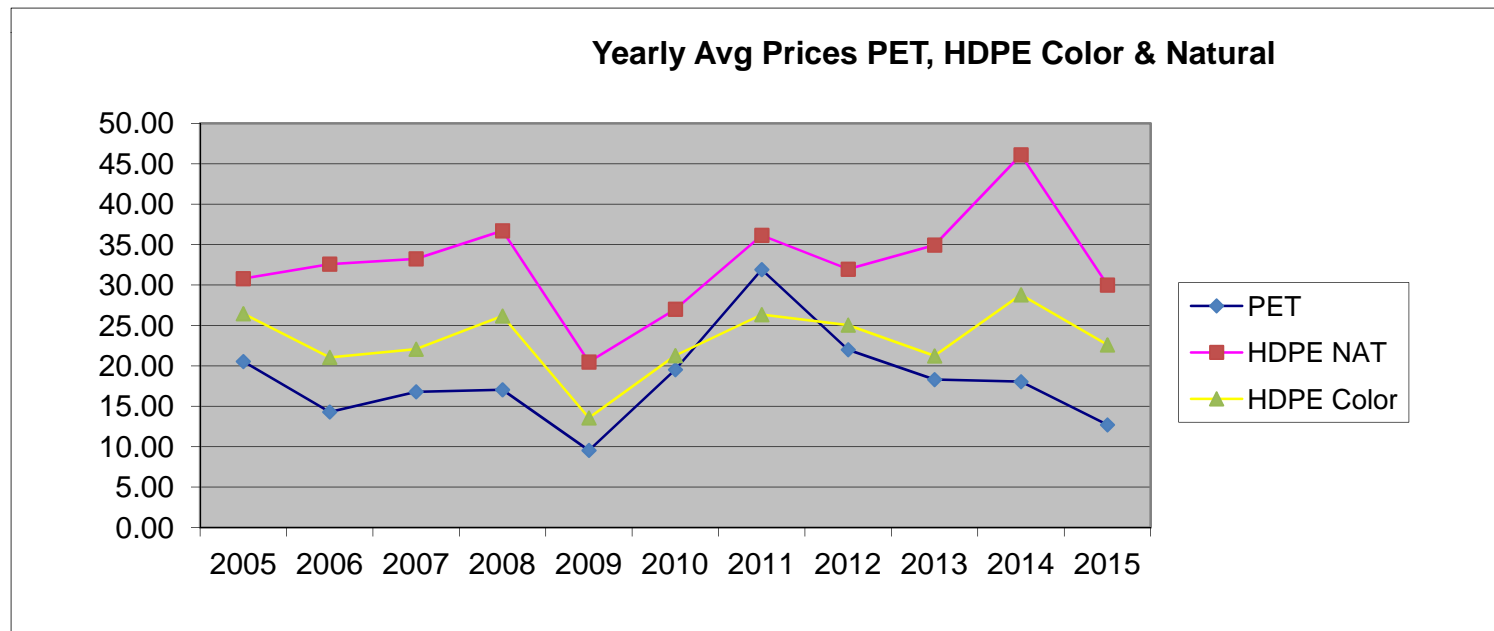
- 10 years ago, 50% of the Plastic markets were overseas
- Today we sell 95% of our material domestic
- Plastic manufacturing is thriving in the US.



# Plastic Market Trends



- Markets are bad!
- But that's how markets work

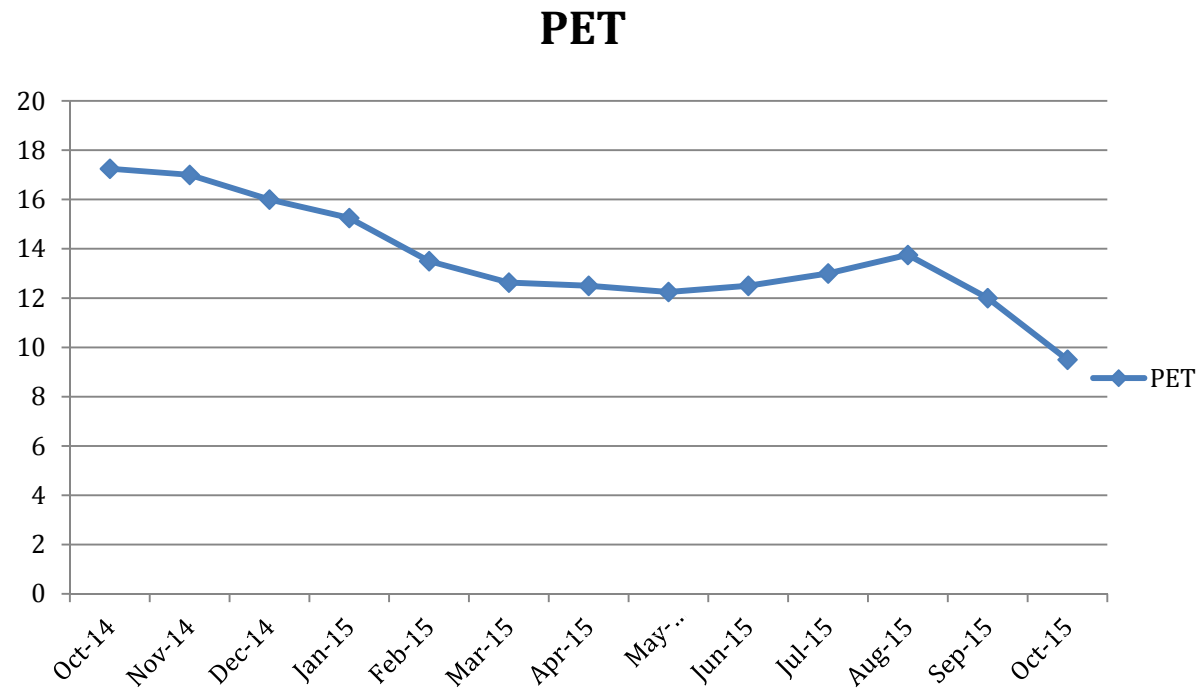




# PET



- PET prices over the past year.
- Decline in prices do to over supply & oil prices.

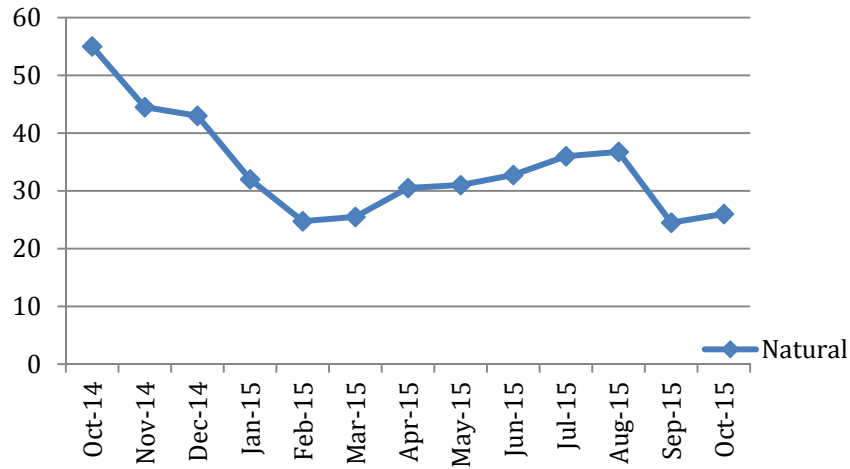


# HDPE



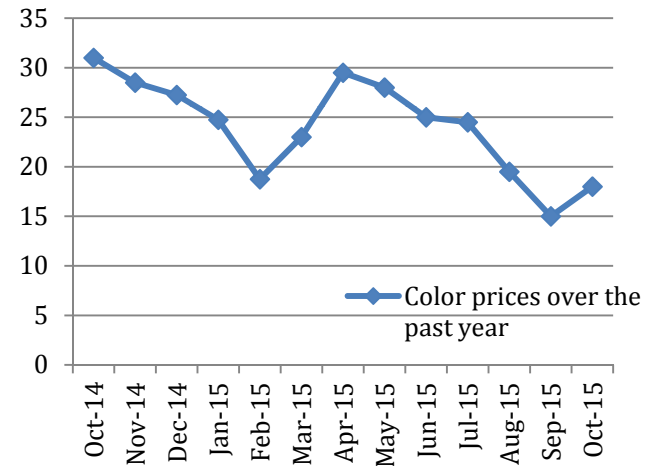
- Natural

### Natural prices over the past year



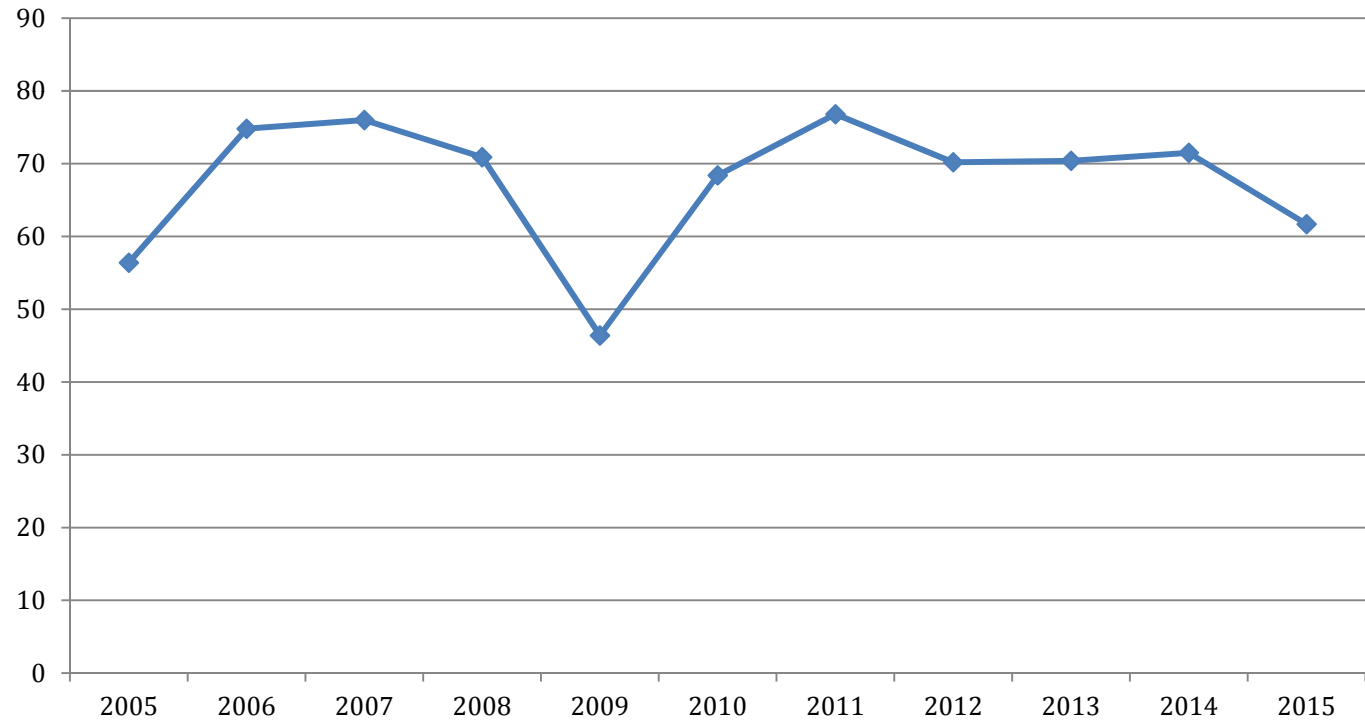
## Color

### Color prices over the past year

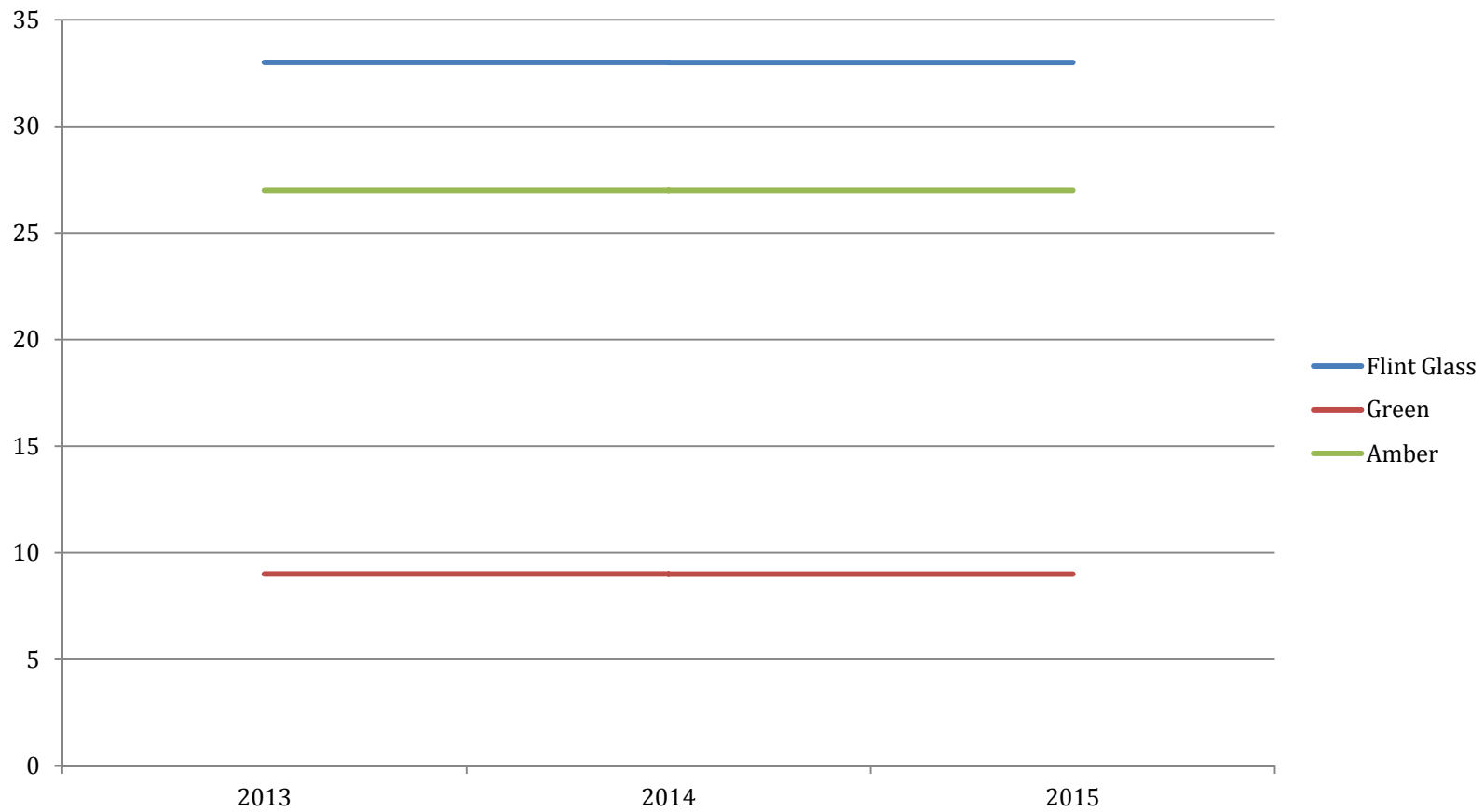


## UBC

◆ UBC



# Glass



# Going forward



We are Recyclers.

We go through ups and downs in the market.

When times are tough we concentrate on expanding our markets and looking for more value in the waste stream.

