



**MPACT RECYCLING**

Green Business Platform – 5<sup>th</sup> November  
2013

### Why recycle?

“Recycling saves energy.”

“Recycling extends the life of landfills.”

“Recycling creates a cleaner and healthier environment.”

“Recycling is good for the economy.”

“Recycling helps our climate problems.”



### Why people don't recycle?

“Recycling is inconvenient.”

“I do not have enough space in my home to recycle.”

“If they paid me, I'd recycle.”

“Recycling doesn't make a difference. So why do it?”

“It is just too hard to do.”



### The effects...



### The effects...




### Overview recycling industry

**2012**

SA Paper industry produced 2.4 million tons  
 SA Recycling industry collected 1.1 million tons

Recycling rate of approximately **58%** for all paper

Industry target of **62%** over the next 5 years


Mpact Recycling collected 460,000 tons

Approximately **45%** of SA market

This material would have ended up on landfills, adding cost without benefit

Over 100,000 jobs are created in the recycling industry

Estimated 30,000 of these are in the paper recycling industry



### Overview of our business

Mpact Paper	
Springs	(Container board)
Piet Retief	(Liner)
Felixton	(Fluting)



Mpact Corrugated	
11 Corrugated plants	(Cardboard boxes)



Mpact Plastics	
PET Preforms, bottles, jars and closures	
FMCG containers	
Trays and films	
Plastic Containers	



Mpact Recycling	
Gauteng, KZN, Western Cape	


31 Operating sites employing over 3,100 people

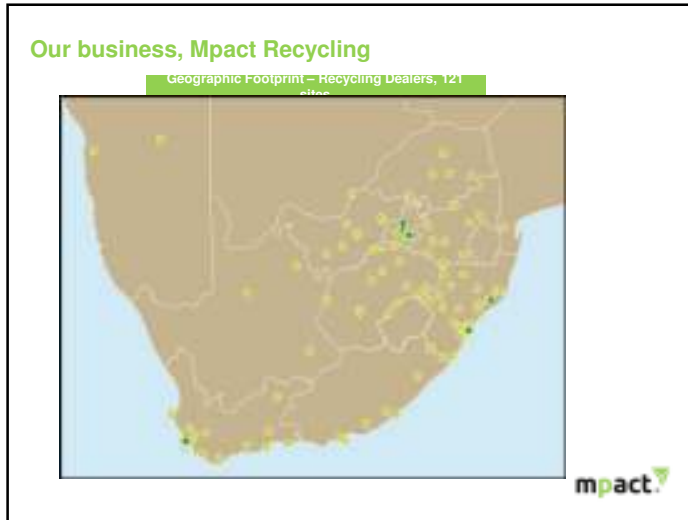


### Recycling business overview

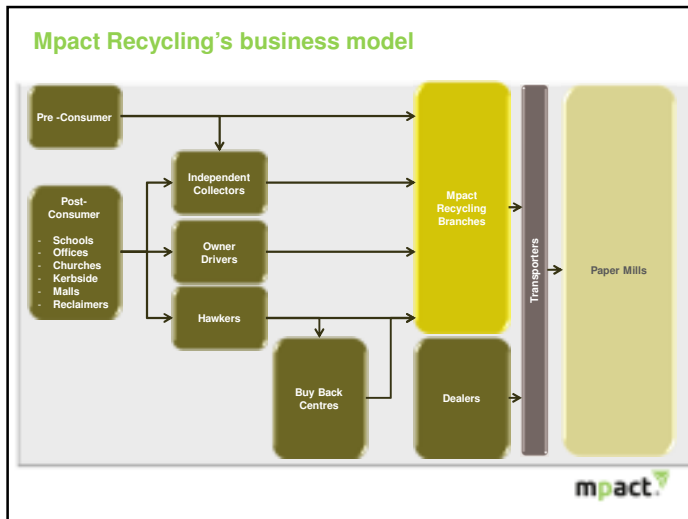
Mpact Recycling Branches (7)

Gauteng	
Springs	
Midrand	
Pretoria	
Tulisa Park	
KZN	
Maydon Road	
Richards Bay	
Western Cape	
Parow	



- ### Our Market
- Pre-consumer
    - Convertors (newspaper, cartonboard, corrugated)
    - Printers
  - Post Consumer
    - Dealers
    - Buy-back centres
    - Hawkers, individuals & collection sources
    - Homes
    - Offices
    - Community centres, churches
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- ### Nature of Recycling business
- Mpac's Recycling business depends on supporting and developing local entrepreneurs
  - Provides a service in exchange for access to material
    - Technical advice
    - Supply equipment – Mpac placed over 100 balers with dealers
    - Reliable market – use all paper grades
  - Characterised by SMME's who depend on reliable off-take and prompt payment
  - Strong dependence on good logistics
  - Long term relationships with suppliers
  - Reliance on solid performance in the paper manufacturing sector
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**Mpact Recycling - small business buy-back centre**  
Mogmot Enterprises - Chamdor



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**Mpact Recycling - Buy-back centre**

Khombisile Buthelezi's buy-back centre in Alberton  
- 90 to 100 tonnes per month



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**Mpact Recycling - Buy-back centre**

Pretoria North Buy Back Centre



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**Buy-back centre set up costs**  
**Mpact's investment**

Set-up cost Baler Model

1. Baler @ R120,000
2. Scale @ R9,000
3. Sign Boards x2 @ R3,000 each
4. Trolleys (at least 10) @ R3,500 each
5. Promotional material @ R5,000

Total set-up cost for a small buy-back centre is approximately:

R175,000

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### Mpact Recycling - small business Cage example



Lucky Kota at the Park Meadows Shopping Centre

Entrepreneurs identify a location where they have access to recovered paper and recyclables  
Mpact places a paper cage on the site and pays the entrepreneur for the paper and other recyclables collected



### Mpact Recycling - small business example

Trolleys provided to Hawkers to collect material from all over town



### Drop-off Sites

#### Teacher Recycling, Johannesburg



City of Johannesburg and Pretoria have over 35 Drop-off sites  
Public are encouraged to separate at source and delivery to site  
The cities are currently trialling separation at source projects  
The projects will hopefully be extended to the entire city  
Small businesses consisting of Co-ops are created



### Mpact Recycling - Owner-Driver Scheme

Mpact currently contract 45 Owner Drivers

Owner-driver delivering paper to Mpact's Richards Bay operation



Desmond Molosi's truck delivering paper from a printer



### Mpact Recycling - Outsourced operations

- Tulisa Park – Twin Cities
- Midrand – T&V Waste Management
- Pretoria – Paper Planet
- Springs – Twin Cities
- Maydon Road – Sasuka Recycling
- Parow – Ilitha Recycling



### Mpact Recycling - Kerbside collections



### Getting involved in recycling

Everyone can get involved in recycling – it is easy!

Start recycling from your home by separating recyclables from waste

Participate in our Ronnie kerbside paper pick-up project

Deliver your recyclables to a drop-off site, school, church

Separate for street hawkers to collect easily and neatly

Start a recycling project at your business

Contact us for an assessment and to sign up

Create your own small recycling business

Private collector

Buy-back centre

Opportunities for owner drivers



### Recycling from your business

If you're interested in starting an Office Recycling Project?

Contribute towards your sustainability reporting

Support creation of environmentally sustainable practices

Contribute towards company income

Collections done by owner drivers

Volumes recycled and certificates are supplied for reporting

Equipment available for offices (wheelies, recyclers, bags)

Collection is coordinated (requirement – 15 bags for collection)

Public support of schools, communities, drop-offs is encouraged



### Recycling from your business


Donations made to SPCA & Hospice



**THE RONNIE BANK OF SOUTH AFRICA** 08-00-02-21  
17 Brunel Road, Tullisa Park  
Pay to the order of **SPCA & Hospice** or Bearer of Tsoedee  
The sum of **R96,200.00**  
Die som van **Ninety Six Thousand and Two Hundred Rand only**  
mpact recycling  
08000 22 11 2  
Ronnie Recycler 0800022112  
Hi! I'm Ronnie Recycler.  
Ronnie Recycler

### Recyclable Papers & Material

- Office papers, old memo's, printed etc.
- Windowless envelopes
- Old books
- Pale coloured paper, invoices etc.
- Newspapers, magazines
- Fruit, wine boxes
- Cardboard & Corrugated board
- Phone Books
- Cans (tin / aluminium)
- Plastic
- Pet, HD, Ldpe



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### Paper Recycling – The Possibilities


- Start a paper recycling programme at your school and home
- Tell everyone you know that they should recycle their paper



Do your bit for the environment and recycle your paper

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Call us on 08000 22 11 2  
Email – info @ mpact.co.za



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