


*Reports On The Outcome Of
The Specifications Summit*

- *October 15, 2015 from 1:30 p.m. - 3:00 p.m.*




Specifications Committee

- Spec Chair: Kari Talvola, Fibre Trade Inc.
- PSI President: Sandy Rosen, GLR
- Johnny Gold, Gold Group Recycling
- Keith Ristau, Far West Recycling
- Shawn Slate, Pratt Industries
- Advisors:
 - PSI President: Sandy Rosen, GLR
 - ISRI Paper Division Chair: Myles Cohen, Pratt Industries



*Process to Change
The Grades.....*

- **Step #1** – Listen to the Stakeholders - Dallas Texas, 2015
- **Step #2** – Committee Recommendations
- **Step #3** – Board Discussion and Feedback
- **Step #4** – Back to Committee for further review
- **Step #5** – Unveiling at Chicago / Discussion & Feedback
- **Step #6** – Vote by ISRI Paper Division, New York January 2016
- **Step #7** – Stakeholder input & Update, New Orleans February 2016
- **Step #8** – Vote by PSI Membership, New Orleans February 2016
- **Step #9** – Approval by ISRI Board, Las Vegas April 2016



*Process To Change
The Grades.....*

- **Lots of Steps but most important...**
 - Its important to attend the Summits to be a part of the process
 - Only active PSI Member companies will be able to vote on adopting the changes
 - Equally as important to provide feedback to surveys sent out
 - As this industry changes so will we – nothing is set in stone and process will be amended, updated and all feedback will be taken into account



Findings From Dallas

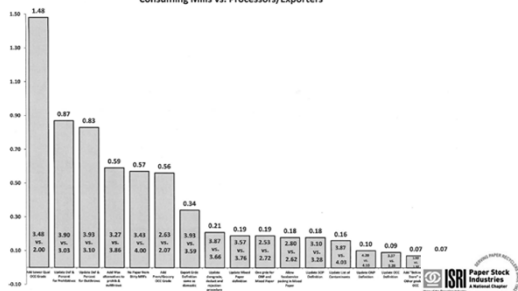
Specifications Summit - Ranking of Survey Questions
Based on Highly Agree to Highly Disagree

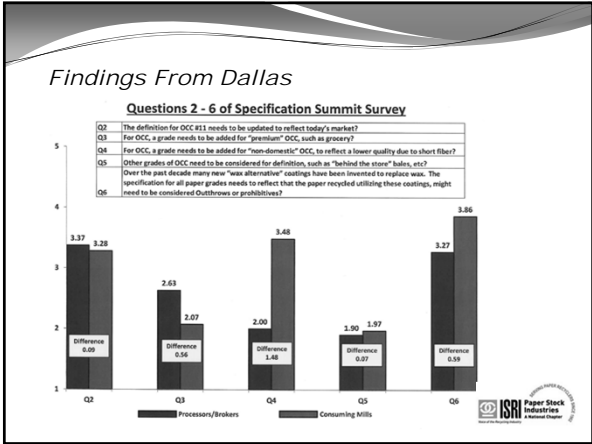
Consuming Mills		Processors/Exporters	
Rank	Question	Rank	Question
1	Update ONP Definition	1	Update ONP Definition
1	Industry Protocol for Moisture	2	Industry Protocol for moisture
2	Update list of Contaminants	3	Update definition + % for outthrows
3	No paper from Dirty MRFs	3	Export grade definitions same as domestic
4	Add was alternative to prohibits & outthrows	4	Update definition and % for prohibitives
5	Update Mixed Paper Definition	5	Update downgrade, deduction & rejection procedure
6	Update downgrade, deduction and rejection procedure	5	Update list of contaminants
7	Export grade definition same as domestic	6	Update Mixed Paper definition
8	New grade for short fiber OCC or lower quality	7	No paper from Dirty MRFs
9	Update definition OCC	8	Update OCC definition
10	Update SOP Definition	9	Add was alternatives to prohibits & outthrows
11	Update definition and % for outthrows	10	Update SOP definition
12	Update definition and % for prohibitives	11	Allow Foodservice packaging in Mixed Paper
13	One grade for ONP and Mixed Paper	12	One grade for ONP & Mixed Paper
14	Allow Foodservice packaging in Mixed Paper	13	Add premium/grocery OCC Grade
15	Add premium/grocery OCC grade	14	New Grade for short fiber OCC or lower quality
16	Add "Behind Store" or other grades of OCC	15	Add "Behind the Store" or other grades of OCC

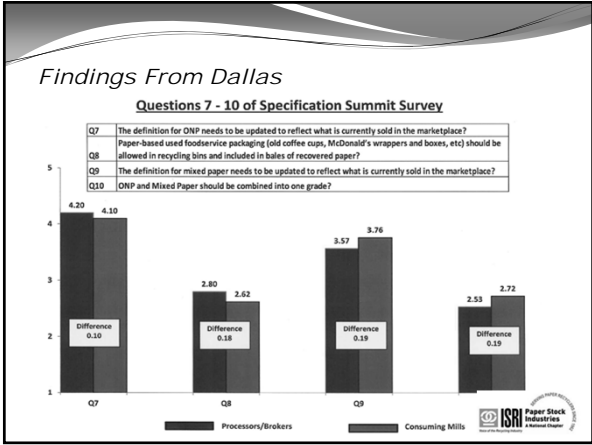


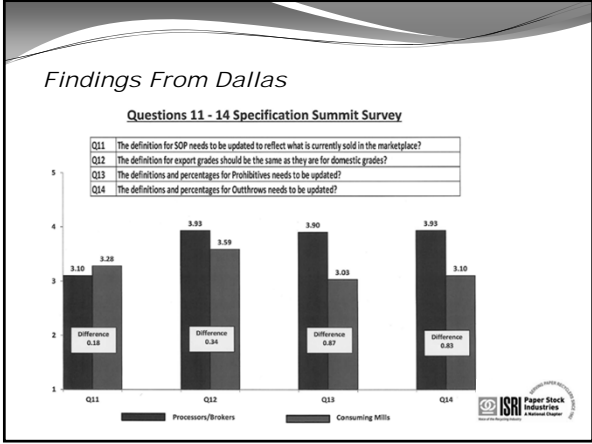
Findings From Dallas

Disagreement Gaps on Questions between
Consuming Mills vs. Processors/Exporters





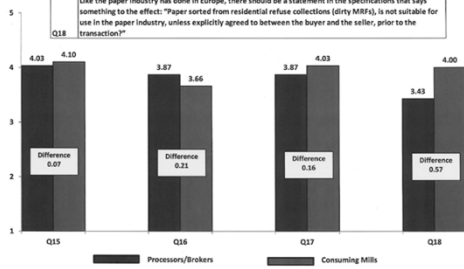




Findings From Dallas

Questions 15 - 18 of Specification Summit Survey

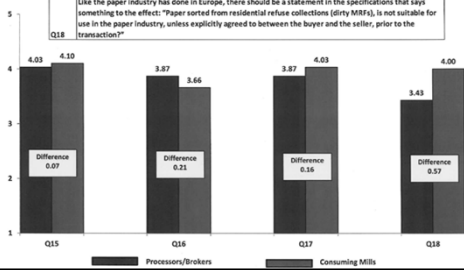
Q15	There needs to be an "industry standard protocol" for moisture testing?
Q16	There needs to be updated and revised procedures for deductions, downgrades, and rejections?
Q17	The list of "contaminants" needs to be updated?
Q18	Like the paper industry has done in Europe, there should be a statement in the specifications that says something to the effect: "Paper sorted from residential refuse collections (dirty MRF), is not suitable for use in the paper industry, unless explicitly agreed to between the buyer and the seller, prior to the transaction?"



Findings From Dallas

Questions 15 - 18 of Specification Summit Survey

Q15	There needs to be an "industry standard protocol" for moisture testing?
Q16	There needs to be updated and revised procedures for deductions, downgrades, and rejections?
Q17	The list of "contaminants" needs to be updated?
Q18	Like the paper industry has done in Europe, there should be a statement in the specifications that says something to the effect: "Paper sorted from residential refuse collections (dirty MRF), is not suitable for use in the paper industry, unless explicitly agreed to between the buyer and the seller, prior to the transaction?"



Survey Results 9-10-2015

1. In what ways do you deal in Over Issue News? (check all that apply)

	Number of Response(s)
generator	8
consumer	6
broker	21
I don't	3
Other	3
Total	31



Survey Results 9-10-2015

2. If the PSI Specifications Circular had a grade for newspaper that was free of contamination, would #9, Over Issue News?

	Number of Response(s)
yes	19
no	11
No Responses	1
Total	31

6 Comment(s)

you need to define contamination. plastic is contamination. most #9 will have some plastic. for some mills, inserts are a problem. how do you deal with it in a "definition"?


Are you saying sorting #8 news to the point that it is completely free of any and all contaminants? I say impossible.

As long as the paper is dry, clean & has zero contamination. Not sure, though, how financially sound it is for generators.

How would you clearly specify OIN?

OINP originally is meant to classify material UNUSED and OVERRUN.

because that is what #9 is you can call it what you want but it is contaminate free vs. single stream news which is really mixed paper if anyone would be honest with themselves.



Survey Results 9-10-2015

3. In your experience, do buyers of #9 news allow clean, post-consumer newspaper to be included in

	Number of Response(s)
yes	7
no	3
some do, some don't	18
No Responses	5
Total	31

6 Comment(s)


however, most allow it.

Depends on how bad they need the tons at the time.

Depends on the application and the mill.

Export seems to be more lenient with regards to this.

If you have a true psi #8 you can sell as #9 since it is clean. again none of this would come off of single stream which is not #8 by any stretch of the imagination. Why wont fact address the elephant in the room and make a new grade called onp Single Stream and set some specs and then drop #7 #6 and maybe even #8 coated inserts are an issue



Survey Results 9-10-2015

4. In your experience, can clean newspaper, free of contamination other than what normally comes v the same price as Over Issue News?


	Number of Response(s)
always	2
usually	9
sometimes	15
never	0
No Responses	5
Total	31

3 Comment(s)

depending on the mill specifications

Didn't see the option 'it depends' on the buyer. Some buyers may buy OIN and receive clean post consumer news.

You left out DRY.



Survey Results 9-10-2015


5. Has your company ever received a rejection or downgrade on Over Issue News for having post-cc:

	Number of Response(s)
yes	10
no	16
No Responses	5
Total	31
5 Comment(s)	

must make certain quality of the post consumer content is perfect.
 But we don't add post consumer news into our over issue.
 It happens due to moisture, excessive coating, and physical contaminants which wouldn't be in over issue.

Only if material was wet

Not Applicable



Survey Results 9-10-2015

6. Do you allow clean, post-consumer newspaper that is not Over Issue News to be included in the #

	Number of Response(s)
yes	13
no	10
No Responses	8
Total	31
2 Comment(s)	


7. Have you ever rejected or downgraded loads of otherwise clean and dry #9 news for post-consum

	Number of Response(s)
no	12
yes - rejected	1
yes - downgraded	5
yes - both downgraded and rejected	5
No Responses	8
Total	31
0 Comment(s)	

Survey Results 9-10-2015

8. Do you purchase both #9 news AND clean post-consumer news?

	Number of Response(s)
no, just #9	6
yes, both together at same price	5
yes, but separate at different prices	11
No Responses	9
Total	31
0 Comment(s)	



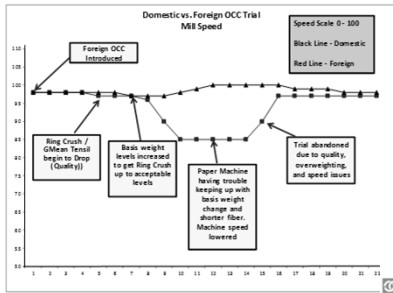
Domestic vs. Foreign OCC Trial

• 2 - day trial conducted with domestic OCC being run 24 hours and foreign OCC being run 24 hours.

• Results:

- Yield Loss - % fiber loss on foreign OCC was 99% worse than domestic.
- Runability - Foreign OCC resulted in 14% reduction in speed
- Ring Crush and G-mean Tensile (Fiber Quality Characteristics) were lower (out of spec) with the foreign OCC and trial was abandoned after 8 hours.

Domestic vs. Foreign OCC Trial



Sorted Clean News / SCN



News Unveiled...

Sorted Clean News / SCN

Consists of unsold and sorted used newspapers from source separated collection programs, converters, drop-off centers and paper drives containing the normal percentages of roto gravure, colored and coated sections. May contain inserts that would normally be included in the newspaper in the proper proportions. Grade must be free of excessive ink, brown grades and non-paper material.

{Some mills may require pack to be free of flexographic inks.}

Prohibited Materials: Non- permitted
Outthrows may not exceed 0%



Sorted Residential Papers /SRP



News Unveiled...

Sorted Residential Papers /SRP

Consists of sorted newspapers, junk mail, magazines, printing and writing papers and other acceptable papers generated from residential programs (such as residential household and apartment collections and drop-off centers) sorted and processed at a recycling facility. Material should be free of containerboard & brown grades
(OCC, Kraft bags, Boxboard and Kraft carrier board)

Prohibitive materials may not exceed 2%. (Wax / foil papers, other non-paper material).

Outthrows may not exceed 3% (corrugated, kraft bags/board, boxboard, poly-coated).



Sorted Mix Paper



Mix Unveiled...

Sorted Mix Paper

Consists of all paper and paperboard of various qualities not limited to the type of fiber content, as typically generated by residential programs (such as residential, household and apartment collections and drop-off centers) sorted and processed at a recycling facility.

Prohibitive materials may not exceed 2%. (Wax coated, foil papers, other non-paper material.)

Outthrows may not exceed 3%.

Sorted Hard Mix




Mix Unveiled...

Sorted Hard Mix



Consists of OCC and other brown grades of paper sorted from fiber collected typically but not limited to residential recycling programs. Pack will be sorted and processed at a recycling facility. Includes OCC, grocery bags, boxboard cartons and other household papers. May contain up to 10% white or colored papers.

Prohibitive materials may not exceed 1%. (Wax coated, foil papers, other non-paper material.)

Outthrows plus prohibitives may not exceed 5%



Old Corrugated Containers / OCC#11


OCC Updated...

Old Corrugated Containers / OCC#11

Consists of corrugated containers having liners of either test liner or kraft majority of which is made of USA domestic corrugated containers. May contain a maximum of 30% foreign OCC


Prohibitive materials may not exceed 1%

Outthrows plus prohibitives may not exceed 5%



Other Recommendations...

- Deletion of News Grades #6, 7, 8 & 9
- Deletion of Mix Grades #1, 2, 3
- Set The Industry Standard for Moisture Readings



Questions?

