About Trex Company, Inc.

• Leading Brand of Composite Lumber in North America – invented category
• A former division of Mobil Corporation, the company was formed by four Mobil executives in 1996 and went public in 1999
• Trex Company’s Headquarters, R&D and Manufacturing Facilities are located in Winchester, VA
• A Second plant opened in Fernley, NV in 1999
Trex Recycling Facts

• Trex is one of the largest recyclers of scrap PE film in the US
• In the past 10 years, Trex has recycled over 2.5 Billion pounds of polyethylene film
• 10,000+ collection points across North America
• Trex collects over 50 Million #s of bags & film to support our manufacturing each year
• There are about 140,000 recycled bags in a 500 sq. ft. Trex Deck
Trex Recycling Facts

• Trex has developed a recycled LLDPE pellet for use in the following applications
  – Profile extrusion
  – Blown film
  – Molding
  – Compounding applications
What is Trex?

– Does not Crack, Split, Splinter or Rot
– 25-year Residential Warranty
  • 10-year Commercial
– Resistant to Moisture, Insects and Sunlight
– Slip Resistant- More so Wet than Dry
– Never Needs Staining- Only Requires Cleaning
– Works like Wood- use same Tools and Techniques
– No Toxic Chemicals or Preservatives
– Environmentally Friendly- Made of 95% Recycled and Reclaimed Materials
Product Offering

Transcend®

Pergola

Lighting

Elevations®

Railing
Wood Flour
Stretch Film
Plastic Bags
Acceptable Household Film

ALL ITEMS MUST BE CLEAN AND DRY

• Grocery Bags
• Stretch Film / Shrink Wrap
• Newspaper Sleeves
• Paper Towel / Toilet Paper Overwrap
• Produce Bags
• Dry Cleaning Bags
• Case Wrap (used to wrap soda bottles, canned goods, water bottles, etc.)

• Ziploc Bags
• Bread Bags (without clip)
• Ice Bags (DRY - without metal clips)
• Mattress Bags
• Shipping Pillows, deflated
• Polyethylene Foam (used in wrapping furniture)
• PE Packaging (2 and 4)
Oxo Biodegradable and / or Compostable Bags

• Threaten the future of this currently viable recycling stream
• By definition, these items are not recyclable
• We have a 25 year warranty on our products

• These items CAN NOT be included in film recycling programs
Film Collection Process

• Stretch Film is Removed from Pallets and Consolidated

• Bags are Collected in Participating Vestibule
  – Full bags are brought to trailer at back of store
  – Loads return to DC for consolidation

• Material is Baled at DC for Storage and Shipping

• Bales are stored until ready for Pick-Up

• Trex Picks Up material at DC
Managing Market Conditions

• There will always be a market for the highest quality material streams
  – Know your material
    • Consistency – bale to bale, load to load
    • Cleanliness – follow FFRG quality guidelines
    • www.plasticfilmrecycling.org
  – Know your market
    • Where does your material go?
    • Work with a stable, reliable end user
Managing Market Conditions

• Emphasis on value of long term mutually beneficial recycling partnerships
• Breaking even in difficult markets is a win
Current Film Market

• Over 8 Billion pounds of polyethylene film are available domestically each year
  – Continues to grow annually
• Traditionally, most of that volume sells export
  – Currently only a little over 1 B #s /yr stays in US
  – China, India. No market in EU.
  – Export is unstable
    • Both market demand and pricing
  – Massive backlog of material available domestically
Current Film Market

• Resin prices are low
  – Decreases value proposition of consuming PCR

• Limited applications for recycled PE film
  – Building products
  – Asphalt
    ❖ consumer packaging opportunities are low

• Not currently enough buyers for growing supply
  – Opportunity – plenty of material available, we need to grow demand
  – EPR / tax – mandate inclusion of recycled content
Trex in This Market

• Domestically, there is no one else our size
• Far too much material available for us to consume
• We are growing, but only so quickly

• Fear: Film collection loses its momentum
Thank you!

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