

October 4, 2011

Phase 2, San Luis Obispo County, Survey of Current and Potential Feedstock and Recycled Content Usage within the Central Coast Recycling Market Development Zone



Prepared for:
**Central Coast
Recycling Market
Development Zone**

Prepared by:

INTELLIWASTE, INC.
Solid Waste Management Consultants

1683 Novato Blvd, Suite 7B,
Novato, CA 94947

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October 4, 2011
Via Email

Ms. Normandy Rose
Zone Administrator
Central Coast Recycling Market Development Zone
3220 Southside Road
Hollister, CA 95023

Subject: Phase 2, San Luis Obispo County, Survey of Current and Potential Feedstock and Recycled Content Usage within the Central Coast Recycling Market Development Zone

Dear Ms. Rose:

In accordance with our Agreement, IntelliWaste, Inc. (IntelliWaste) is pleased to present Phase 2 (San Luis Obispo County) of our survey of current and future feedstock and recycled content usage within the Central Coast Recycling Market Development Zone (CCRMDZ). We have continued to conduct our survey for San Luis Obispo County after completing the work (Phase 1) for San Luis Obispo County. A decision is still to be made if the survey warrants continuing the work for Monterey, and Santa Cruz Counties – the other members of the CCRMDZ. .

The purpose and goal of this survey was to:

- 1) Identify and survey manufacturers that currently use recycled materials to manufacture new products within the CCRMDZ as to their ability to increase their use of recovered materials.
- 2) Identify manufacturers not currently using recycled materials to manufacture new products within the CCRMDZ as to their ability to use recovered materials.
- 3) Provide a report of findings to the CCRMDZ specifically for Phase 2, San Luis Obispo County.

While the term “manufactured” is used throughout this survey report, we have also included agricultural, building, and construction companies as part of the group of companies we contacted. These non-manufacturing industries can and do use recycled feedstock post-consumer materials as part of their industry practice.

To accomplish these purposes and goals, IntelliWaste performed the following tasks:

TASK 1:

Identified manufacturers from publicly available databases using available sources specifically for San Luis Obispo County.

We focused on candidate companies based on SIC (Standard Industrial Classification) codes and developed a list of the industries most likely to have recycled product feedstock requirements.

TASK 2:

Contacted the candidate manufacturers and conducted a telephone interview to discuss the company’s raw material usage and feedstock requirements. We developed a work paper profile for each company using the Internet. In addition, we asked basic questions of each company regarding the type of business they are engaged in. Once we obtained this information, each company profile consisted of: the company name; interviewee name; telephone number; number of company employees; type of industry; recycled content type and usage; equivalent raw material source and usage; current material usage (raw and recycled) by weight; future plans to substitute and incorporate local recycled materials into their manufacturing process; and other pertinent information.

TASK 3:

Identified current material generator flow pathways of recycled feedstock within San Luis Obispo County to determine where materials are moving to and from. Where feasible, we determined a weight-based judgment of these material types and usage.

TASK 4:

Identified recycling/reuse/options in San Luis Obispo County for recycled feedstock materials. We will discuss the present recycling/reuse conditions within San Luis Obispo County and present findings regarding recovery and reuse of harder to recycle materials by area industries. When applicable, we also recommend how certain materials may be made more readily available to end users.

RECYCLED FEEDSTOCK MATERIALS

Feedstock is defined as raw material required for an industrial process. Recycled feedstock is further defined as material that has been previously recycled that can again be used as basic feedstock or reused in a primary manufacturing process. While the basic definition is applied to manufacturing processing, we have further expanded the term to include agricultural industries that use organic products such as compost. The following recycled feedstock materials are known to be used in various manufacturing and agricultural processes.

- Metals such as copper, aluminum, and steel
- Plastics
- Construction and Demolition Materials (C&D) such as concrete, aggregate and rock
- Glass
- Wood and organic materials such as compost
- Tires

In the case of recycled feedstock as a raw material, the likely target customer is an industrial manufacturer who would be willing to test, reformulate, and retool (if necessary), to use the recycled feedstock. Depending on the process and the end product, either a percentage of recycled feedstock can be used in a formulation, or when technically feasible, 100% recycled-content feedstock is used. The recycled-content feedstock must have some measurable benefit; e.g., more efficient production, better product performance or aesthetics, more flexible delivery, or lower cost.

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SAN LUIS OBISPO COUNTY MAJOR EMPLOYERS

Company Name	Business Type	Employees
Ernie Ball, Inc.	Musical Instrument Mfg	100-249
Applied Technologies Associates	Electronic Computer Mfg	100-249
Joslyn Sunbank Co. LLC	Wiring Device Mfg	100-249
Rantec Power Systems, Inc.	Electrical Components	100-249
San Luis Sourdough	Bakeries	100-249
Zurn Wilkins	Metal Valves/pipe Fittings	100-249
Architectural Ironworks Co.	Metal Works	50-99
CFW Precision Metal Components	Metal Products	50-99
Clearwater Tech, Inc.	Commercial Service Machinery	50-99
Cornucopia Tools & Plastics, Inc.	Tools, Dies, Jigs	50-99
Del Industries	Misc. Mfg	50-99
Fziomed, Inc.	Medical Instrument Mfg	50-99
Haanah Co	Plastics Product Mfg	50-99
Hogue Grips	Wood Product mfg	50-99
Saes Pure Gas, Inc.	Commercial Service Machinery	50-99
Strabaugh	Metal Machinery Mfg	50-99
Weatherby, Inc.	Ammunition Mfg	50-99
Zoo Med Labs	Animal Food Mfg	50-99
Arbiter Systems	Wireless Communication	20-49
Alltec Integrated manufacturing	Plastic Product mfg	20-49

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Company Name	Business Type	Employees
California Standoff	Electrical Components Mfg	20-49
Carlock's Bakery	Bakeries	20-49
Central Coast Fabricators	Metal Mfg	20-49
ACME Vial & Glass Co	Glass products	20-49
Cloud Co, Inc.	Service Machinery	20-49
Crosno Construction	Metal Mfg	20-49
Ferguson Bath and Kitchen Gallery	Plumbing Fixtures Mfg	20-49
Firestone Walker	Breweries	20-49
GE Forge & Tool, Inc.	Hand Tool Mfg	20-49
Hotlix	Chocolate Confectionary Mfg	20-49
Howard Products	Polish/Sanitary Mfg	20-49
Linn's Fruit Bin	Frozen Pastry Mfg	20-49
Next Intent, Inc.	Machine Shops	20-49
Pharma Pac	Pharmaceutical Mfg	20-49
Western Quartz Products	Electrical Lamp Bulb & part Mfg	20-49

SOURCE: CALIFORNIA ECONOMIC DEVELOPMENT DEPARTMENT / [HTTP://WWW.LABORMARKETINFO.EDD.CA.GOV/](http://www.labormarketinfo.edd.ca.gov/)

LIST OF SURVEY QUESTIONS

For each company contacted, IntelliWaste prepared a specific list of questions to inquire about recycled feedstock usage (post-consumer) either current or for potential use in the future. Depending on the initial response from the manufacturer, some or all of the questions were posed as part of the interview process. Some interviewees wished not to have their name published for a variety of reasons in order to participate in the survey. Given the nature of their response and in keeping with the spirit and goals that the CCRMDZ maintains in conducting this survey, future follow-up can be made at the address and phone number referenced. The interview questions included:

FEEDSTOCK SURVEY QUESTIONS

1. What type of feedstock material(s) do you use?
2. How many pounds or tons of recycled feedstock do you use per year?
3. What are some of the advantages of using recycled vs. raw or virgin material?
4. What are the disadvantages?
5. What was one of the primary reasons your company decided to engage in using recycled material?
6. Were government subsidies or tax benefits a decision in using recycled materials?
7. How much recycled feedstock material comes from San Benito, Monterey, San Luis Obispo, and Santa Cruz counties?
8. Do you produce waste from your recycled material?
9. Where does most of your recycled material come from?
 - Curbside
 - Manufactured recycled material
 - Processed
10. Do you recycle the waste?
11. Do you plan to expand or abandon the use of recycled feedstock material within the next 5 years?

During the interview process, we provided information regarding the CCRMDZ program and encouraged manufacturers to explore future usage of recycled feedstock and post-consumer materials into their product specifications.

PROFILE OF COMPANIES CONTACTED IN SAN LUIS OBISPO COUNTY

The following presents a profile of each of the companies contacted as part of this survey. In some cases, no representative from the company called back, and thus the information presented is preliminary and to be confirmed in the future.

Ernie Ball Inc.

151 Suburban Rd, San Luis Obispo, CA 93401

(p): 866-823-2255

Contact: Sharon Chitta, Human Resources

Ernie Ball Inc. is a private company working within the musical instrument manufacturing sector. They manufacture guitar accessories and related apparel. Products include guitar strings, bass strings, super locks, straps, cables, pedals, instrument care, accessories, instructional books, apparel, power-pegs, and guitar picks. They are one of the largest manufacturing companies in San Luis Obispo, employing between 250 and 500 people.

The company representative contacted does not believe they use any recycled feedstock materials in their manufacturing process. The only product they manufacture on location is guitar strings made of wire, and these wires are made of raw material. Although the representative stated that the wires must be made of raw material, there may be opportunity for Ernie Ball Inc. to use recycled feedstock material in the future.

Applied Technologies Associates

3025 Buena Vista Dr, Paso Robles, CA 93446

(p): 805-239-9100

Contact: Ken

Applied Technologies Associates (ATA) is part of the electronic computer manufacturing industry. They design, build, and manufacture oil industry technology products. These products include borehole surveying instruments, MWD systems, and production

logging systems. This technology is then used by the company, Scientific Drilling, to provide services to the oil industry. They employ between 100 and 250 people.

Because of the nature of their business, the company representative interviewed sees no recycled feedstock applications. All of their feedstock consists of parts and materials that must be high-quality, requiring them to be raw or pre-manufactured.

Joslyn Sunbank Co LLC
1740 Commerce Way, Paso Robles, CA 93446
(p): 805-238-2840
Contact: N/A

Joslyn Sunbank Company, LLC works within aerospace and defense manufacturing and is a subsidiary of the Danahar Corporation. They produce connector accessories and conduit systems for the aerospace, military, and commercial industries.

We were unable to contact any company representative directly to discuss the company's use of recycled feedstock materials. Company representatives would not return our phone calls or emails.

Rantec Power Systems Inc.
1173 Los Olivos Av, Los Osos, CA 93402
(p): 805-596-6033
Contact: Steve Sousa

Rantec supplies the military and aerospace markets with vetronics and avionics power supply products. They manufacture low voltage and high voltage products as well as radar modulators. Rantec employs between 100 and 250 people.

The representative contacted stated that the company typically only purchases raw materials. Because the company is involved with electronic power supplies manufacturing, the materials must be new to be high-functioning.

However, the representative believes that the lead solder they use may potentially be comprised of recycled feedstock. Rantec purchases its lead solder from a local distributor of Kester, which is a supplier of materials for the electronics market and is headquartered in the Chicago area. The Rantec representative was unsure if the lead solder purchased from Kester is comprised of

recycled feedstock, though he believes it may be. Rantec purchases between 5 and 800 pounds of this lead solder per year, depending on customer needs.

Rantec does produce waste from their manufacturing process, and much of this waste, including lead, solvent, and aqueous wash, is recycled. Though the company does not generally use recycled feedstock materials, the representative stated they would be interested in exploring these materials for usage in their manufacturing process, given that the materials would still produce strong results.

San Luis Sourdough
3877 Long Street, San Luis Obispo, CA 93401
(p): 800-266-7687
Contact: N/A

San Luis Sourdough, a part of Sara Lee, produces sourdough bread. They employ between 100 and 250 people.

The employee spoken to upon contacting the company was reluctant to comment on any recycled feedstock usage and refused to direct the call to a more knowledgeable employee.

Zurn Wilkins
1747 Commerce Way, Paso Robles, CA 93446
(p): 877-222-5356
Contact: Neil Koellish, Facilities Manager

Zurn Wilkins manufactures and distributes plumbing products and accessories, including valves, backflow preventers, dielectric unions, regulators, strainers, and arrestors. This metal valves and pipe fittings company employs between 100 and 250 people.

When contacting the company, we spoke with the Facilities Manager. He stated that the company does include recycled feedstock material in its manufacturing process. These materials include bronze, brass, and iron, which are used as raw castings. Approximately 1000 tons of these recycled feedstock materials are used per year, and all of the waste produced during their manufacturing process is recycled to be used again.

The representative stated that the company uses recycled materials because of cost, though it is up to the supplier to meet specific material requirements based on costs. However, these recycled materials are not provided by local suppliers in the San Benito,

Monterey, San Luis Obispo, and Santa Cruz counties. The representative stated that the company would be interested in both exploring potential ways to make this process local, as well as expanding their usage of recycled feedstock material within the next five years, given that costs remain low.

Architectural Iron Works Co.
201 Bridge St, San Luis Obispo, CA 93401
(p): 805-544-2216
Contact: N/A

Architectural Iron Works Co. employs between 50 and 100 people. We were unable to contact any company representative directly to discuss the company's use of recycled feedstock materials as well as their specific manufacturing activities. Company representatives would not return our phone calls or emails.

CFW Precision Metal Components
371-B Manhattan Ave, Grover Beach, CA 93433
(p): 805-489-8750
Contact: Jameson Mora

CFW Precision Metal Components specializes in machining and water-jet cutting of precision parts and assemblies for the medical, aerospace, communications, commercial, and automotive industries. Using Solidworks and integrated CAD/CAM water-jet technology, the company cuts a variety of materials, including aluminum, stainless, glass, granite, and plastic. To achieve this, CFW Precision Metal Components employs 50 to 100 people.

The representative contacted refused to provide substantial information, only stating they use bar and sheet aluminum in their manufacturing process. While he stated that the aluminum they use is raw, he would not indicate whether there is any potential to use recycled aluminum in their manufacturing process in the future.

Clearwater Tech Inc.
850 Capitolio Way, San Luis Obispo, CA 93406
(p): 805-546-2302
Contact: Chad

ClearWater Tech manufactures commercial and service machinery. Specifically, they produce ozone generation equipment for commercial laundries, swimming pools, spas, water features, and many other water purification needs. Their “EcoTex™ Advanced Laundry Oxidation System” uses ozone (O₃) and oxygen (O₂) to improve commercial laundries. This company has 50 to 100 employees.

No representative would respond to our attempts at communication. It is unclear as to whether the nature of the company’s manufacturing process would allow recycled feedstock material. Company representatives would not return our phone calls or emails.

Cornucopia Tool & Plastics Inc.
448 Sherwood Rd, Paso Robles, CA 93447
(p): 805-369-0030
Contact: Victor Gracia

Cornucopia Tool & Plastics, Inc. creates molded plastics. The company consists of multiple divisions to offer a wider variety of products. In addition to plastic molding, they have post-molding operations like machining, assembly, decorating, ultrasonic welding, and packaging. One division of the company, called Robison Electronics, molds encapsulation shells and plastic electronic mounting hardware. Another division, called Engineered Components Company (EC2), is an electronic manufacturer and supplier of coil-related products. They employ 50 to 100 people.

We had a successful interview with the company representative who was open and active in discussing their manufacturing process and product development. The representative stated that the company uses recycled feedstock material for approximately 50 percent of their materials. This percentage represents the non-critical materials, while the other 50 percent must be raw materials because they are critical materials that must be high-functioning. The recycled materials used include scraps and screws that are ground up, as well as nylon and acrylics. These materials come from recycled products because it is cheaper for the customer and creates less waste.

The waste that is produced is then recycled again, according to the company representative. Additionally, these materials are obtained from distributors located in Los Angeles, Texas, and New York. Therefore, the recycled feedstock is not obtained locally.

The company initially began using recycled materials in their manufacturing process because of requests from the customers. Now the company recommends blended products to the customer comprised partially of recycled materials and partially of raw materials. The representative however, was very interested in future contact and meeting with CCRMDZ representatives to assist them in determining how to expand their usage of recycled feedstock material. Such meetings may result in new understanding of incorporating post-consumer feedstock into their manufacturing processes.

Del Industries

3580 Sueldo St, San Luis Obispo, CA 93401

(p): 800-676-1335

Contact: Frank Martin, Director of Engineering

Del Industries manufactures sanitation products, including ozone generators. Their products include commercial pool disinfection systems, residential portable spa ozonators for hot tubs, residential swimming pool ozonators for pools of all sizes, portable water purifiers, and aquatic sanitation systems for zoos and aquariums. They employ between 50 to 100 people.

The company representative was cooperative in answering our questions. He stated that the company currently uses a small percentage of recycled feedstock material, approximately 15 percent. The company uses copper wire, aluminum, and plastic as materials in their manufacturing process, and of these materials only the plastic is purchased as a recycled product. The representative believes the aluminum they purchase may be a mix of partially recycled materials, though he was unsure. The copper wire, however, must be a raw material for their manufacturing process, according to the representative.

These materials, including both the raw copper wire and the recycled plastic, are obtained mainly overseas from Asia. However, the company is interested in pursuing local alternatives. Additionally, while only 10 percent of their waste is currently recycled, the representative stated that they are also interested in learning how to transform their recycling strategies.

FzioMed Inc.
231 Bonetti Dr, San Luis Obispo, CA 93401
(p): 805-546-0610
Contact: Wayne Terry, Senior Validation Specialist

FzioMed is a privately held medical device company that develops and manufactures absorbable, surgical biomaterials. Their adhesion barriers are used in spine/orthopedics surgery and peritoneal/abdominal surgery. They also produce spine gel through their biomaterial technology. FzioMed employs between 50 and 100 people.

The company representative was unaware of the specifics of their recycled material usage. Because the company produces gel that is used in the medical industry for surgeries, there are not recycled materials that go into the production of that product. However, the representative believes the packaging for this product is potentially comprised of recycled materials.

Furthermore, each product has between 3 to 5 packaging layers that include cardboard and plastics, indicating that there is excellent potential for the company to incorporate more recycled feedstock into their manufacturing process in the future. The materials currently being purchased for their packaging are obtained from the Los Angeles region, and the waste is recycled. The representative stated that there is an interest in the company to expand their use of recycled materials in their packaging, particularly given some of their clients in Europe may be eager to buy products made from sustainable solutions.

Haanah Company Inc.
2759 Concrete Ct, Paso Robles, CA 93446
(p): 805-237-3776
Contact: Jim Rice, President

Haanah Company manufactures acrylic and fiberglass products. Specifically, they produce acrylic transparencies like windshields and windows for the aviation and aircraft industry, as well as windshields and doors for the automotive, marine, industrial, and commercial industries. Additionally, the company specializes in creating and repairing tools that are used in fiberglass products and plastic forming. They employ between 50 and 100 people.

The materials purchased for the manufacturing process are typically composite materials. The company representative contacted stated that these materials are not recycled feedstock materials, nor is there any potential to use recycled materials in their manufacturing process because of the nature of their business.

Hogue Grips

550 Linne Rd, Paso Robles, CA 93446

(p): 805-239-1440

Contact: Brandon Dougherty, Inventory/Purchasing

Hogue Grips produces handgun grips, in addition to rifle and shotgun stocks, holsters, grip screws, and other firearm accessories. They use materials such as rubber and wood to make their products. They employ between 50 and 100 people.

The company has two manufacturing plants, one in California and one in Mexico. The representative contacted does not know if the plant in Mexico uses recycled feedstock material, though he believes the California plant may use recycled rubber in their manufacturing process. The rest of their materials, such as aluminum, are purchased raw because of quality reasons. However, the representative stated that the company is very interested in pursuing the use of recycled feedstock materials in the future, given they are still able to produce high-quality grips. **They asked to be contacted in the near future by the CCRMDZ to discuss the potential for this transition.**

Saes Pure Gas Inc.

4175 Santa Fe Rd, San Luis Obispo, CA 93401

(p): 805-541-9299

Contact: Tom Bass

SAES Pure Gas, Inc creates gas purification technology. Specifically, the company manufactures filters to purify gas for technology such as televisions and computers. They employ between 50 and 100 people.

Our attempts at communicating with the company representative were unsuccessful. Company representatives would not return our phone calls or emails.

Strasbaugh

825 Buckley Rd, San Luis Obispo, CA 93401

(p): 805-541-6424

Contact: James King, Manufacturing and Engineering Department

Strasbaugh manufactures advanced surfacing technology for the semiconductor, silicon, data storage, MEMS, LED, telecommunications and precision optics industries. They create CMP and silicon polishing systems; advanced wafer back grinding and edge profiling equipment; whole wafer deconstruct tools; precision optics polishers, grinders, and lappers; and edge process technologies, such as optical endpoint and wafer carriers. They employ between 50 and 100 people.

The company representative contacted would not return our calls, so we do not have any information on the potential recycled feedstock usage of this company.

Weatherby Inc

1605 Commerce Way, Paso Robles, CA 93446

(p): 805-227-2600

Contact: Dick Crissy, Vice President of Operations

Weatherby Inc manufactures rifles, ammunition, and accessories. They employ between 50 and 100 people.

The company representative stated the company does not use any recycled materials in their manufacturing process and refuses to consider the potential to do so in the future.

Zoo Med Labs
3650 Sacramento Dr, San Luis Obispo, CA 93401
(p): 888-496-6633
Contact: Nick Quintero

Zoo Med Labs manufactures products for reptiles, amphibians, fish, and birds, including food and accessories. Originally starting with reptile vitamins, they expanded to UVB lighting for reptiles and tanks in addition to other accessories. They employ between 50 and 100 people.

The company representative contacted would not return our calls, so we therefore have no information on the recycled feedstock usage of the company.

Arbiter Systems Inc.
1324 Vendels Circle, Suite #121, Paso Robles, CA 93446
(p): 805-237-3831
Contact: John McClenathen, QA/Test Manager

Arbiter Systems Inc manufactures broadcast and wireless communication equipment for the power distribution industry. This includes GPS-based precision time clocks, synchronized power measurement products featuring synchrophasor measurement (PMU) compatible technology, and metrology-based power measurement and calibration instruments. They employ between 20 and 50 people.

Because of the nature of their business, the company representative interviewed sees no recycled feedstock applications.

Alltec Integrated MFG Inc
4330 Santa Fe Rd, San Luis Obispo, CA 93401
(p): 805-595-3500
Contact: Don Circosta, Director of Operations

Alltec provides molded interior components for the aerospace industry. They specifically produce gasper air outlets, call attendant buttons, reading light buttons, seating sub-components, arm rests, escutcheons, tray table latches, edge guards, bumpers, premium class seating details, IFE enclosures, window reveals, and a multitude of fasteners. This means they work significantly with plastics. They employ between 20 and 50 individuals.

The company representative we contacted stated that there is no potential for recycled material usage in their manufacturing process because the customer provides the company with the materials for their molds. However, given the nature of the products Alltec manufactures, there is opportunity for the use of recycled feedstock material. It may be beneficial for the CCRMDZ to speak with the company in the future regarding potential ways to entice their vendors to provide them with recycled materials.

California Standoff
1139 13th St, Paso Robles, CA 93446
(p): 805-239-3863
Contact: David Clark, Engineer

California Standoff is involved in the metalworking industry. They specialize in electronic hardware and prototype parts. The company has between 20 and 50 employees.

We interviewed a representative from the company and discussed their feedstock needs and manufacturing processes. Their primary feedstock material is content steel made from steel chips, which they buy recycled. Typically, recycled steel can have some disadvantages, including hard spots that cause greater tooling wear, yet overall it is far more economical for the company to buy recycled steel than raw steel. The representative stated that all of the steel they purchase comes from out of the area, and the steel chip waste that is produced from their manufacturing process is sent back out to be recycled. Because of the nature of the materials they use, the representative does not believe there is any opportunity to expand their use of recycled feedstock in the future.

Central Coast Fabricators
825 Buckley Rd, Suite #300, San Luis Obispo, CA 93401
(p): 805-541-1172
Contact: N/A

Central Coast Fabricators works with ornamental and architecture metals. The company employs approximately 20 to 50 employees. We were unable to get in touch with a representative from the company. However, based on the products the company manufactures, we have reason to believe the company either uses recycled feedstock materials or has the potential to do so in the future.

ACME Vial & Glass Co
1601 Commerce Way, Paso Robles, CA 93446
(p): 805-239-2666
Contact: Kay Anderson, Vice President

ACME Vial and Glass Company is a manufacturer of small glass products. They create tubular glass vials such as perfume sample bottles, life science vials, and other glass vial products. They additionally create accessory products, including caps, plastic stoppers, corks, droppers, applicator rod caps and printing. Currently, the company has between 20 and 50 employees.

Upon contacting the company representative, it was made clear there is little potential for the use of recycled feedstock materials in their manufacturing process because of the type of glass they require. The company purchases tubes of glass from a company in Germany, and then uses this glass to create their own products. The tubes of glass are made from raw glass that is chemically treated, and using recycled glass would compromise the quality of their products. The only recycled materials the company does use in their production process are oil and paper. Additionally, the company does recycle their waste, particularly glass chips. Because of their need for chemically-treated glass, the company does not see any potential to expand their recycled material usage in the future.

Cloud Co Inc
4120 A Horizon Lane, San Luis Obispo, CA 93401
(p): 805-549-8093
Contact: Brad Erickson, Production Supervisor

Cloud Co Inc is a private company that creates automation machinery and equipment for the aerospace industry. This company employs a staff of approximately 20 to 50.

Because Cloud Co Inc supplies products for the aerospace industry, there is no option for the use of recycled feedstock materials, according to the company representative. The materials they use are requested by the customer, and their customers always insist on products comprised of raw materials such as steel and plastics in order to produce safe, high-quality products. The company does recycle their waste, mainly the steel chips that are produced during the manufacturing process. The representative stated there is no potential for the use of any recycled materials in their production process in the future.

Crosno Construction
819 Sheridan Rd, Arroyo Grande, CA 93420
(p): 805-343-7437
Contact: Allen Stanfield, Purchasing Manager

Crosno Construction manufactures fabricated structural metals. The company employs between 20 and 50 people.

We interviewed a company representative who stated that the company uses feedstock materials, mostly in the form of steel. The company uses approximately 8,000 tons of recycled steel per year, and chooses to buy recycled steel because of the lower costs. Because the company is unaware of any steel distributors locally, they obtain their steel from Oregon, Iowa, and Texas. These materials come from curbside, processed, and manufactured recycled materials. The company recycles the steel chips that are produced as waste. Because of the nature of their company, which relies heavily on steel, the representative sees heavy use of recycled steel in the future.

Farm Supply

224 Tank Farm Road, San Luis Obispo, CA 93401

(p): 805-543-3751

Contact: Mike Jason, Salesman

Farm Supply is an agricultural farmer and retail store. The company has a winery division that produces sanitary products to sell to local wineries. These products are created in their fabrication shop, and include sanitary hoses, fittings, gaskets, clamps, valves, and cellar equipment.

The company contact stated that the products require stainless steel as the main material in the manufacturing process. Because the company produces items to be used in the wine process, it must meet food standards for safety and quality. As such, Farm Supply uses raw materials rather than recycled materials, which are purchased from overseas. The company recycles all of their waste from the production process. While the company does not use recycled feedstock materials currently, the representative expressed an interest in exploring ways to use recycled materials in the future to create equally high-quality products.

Ferguson Bath and Kitchen Gallery

4546 Broad St, San Luis Obispo, CA 93401

(p): 805-594-5380

Contact: Jack Miller, Credit Trainee

Ferguson Bath and Kitchen Gallery sells plumbing fixtures, including appliances, lighting, plumbing products, and waterworks. They employ between 20 and 50 people.

According to the company representative, the San Luis Obispo location sells an array of brands. Ferguson itself manufactures about 10 percent of the products that are sold in their stores, and the rest of the products are made by other companies. The products that Ferguson does manufacture are all made in China; the company does not have a local production plant. Therefore, the company representative is unaware of the company's material usage, but does not believe there is potential for the company to change the materials it uses in the manufacturing process.

Firestone Walker Paso
1400 Ramada Dr, Paso Robles, CA 93446
(p): 805-238-2556
Contact: Jamie Smith, Marketing Department

Firestone Walker Brewing Company brews beer. They employ between 20 and 50 individuals.

The company representative would not return our calls, so we were unable to gather information on the company's recycled feedstock usage. If there is any potential for the company to use recycled materials, however, it would be through their packaging.

G E Forge & Tool Inc
959 Highland Way, Grover Beach, CA 93433
(p): 805-489-111
Contact: Bob Garner, Owner

G E Forge & Tool Inc produces farrier hand tools and aluminum horseshoes. They have between 20 and 50 employees.

We had a successful interview with the owner of the company. He stated that the company uses steel to produce their tools, which is obtained from Ontario or Detroit mills. The steel they purchase is a nonstandard steel mix that is partially raw and partially recycled, but the owner was unsure of how much of this mix is recycled materials. However, he stated that the company is very interested in increasing their use of recycled feedstock, and he is therefore open to discussions with CCRMDZ representatives to explore approaches for the use of recycled materials in their business.

Hotlix
Griffin St, Grover Beach, CA 93483
(p): 800-328-9676
Contact: Cathy Mitchell, Accounts Manager

As a manufacturer of chocolate confectionery, Hotlix creates edible insect candy. The company employs between 20 and 50 people. The company representative interviewed sees no recycled feedstock applications at this time. The representative was limited in discussing many aspects of their manufacturing process, yet made it clear that the edible nature of their products does not allow for the usage of any recycled materials.

Howard Products Inc
Linne Rd, Paso Robles, CA
Contact: N/A

Howard Products Inc is involved with polish and sanitation manufacturing. They employ between 20 and 50 individuals. We were unable to contact any company representative directly to discuss the company's use of recycled feedstock materials. Company representatives would not return our phone calls or emails.

Linn's Fruit Bin
Village Lane, Cambria, CA
Contact: N/A

Linn's Fruit Bin produces frozen pastries. They employ between 20 and 50 individuals. We were unable to contact any company representative directly to discuss the company's use of recycled feedstock materials. Company representatives would not return our phone calls or emails.

Next Intent Inc
865 Via Esteban, San Luis Obispo, CA 93401
(p): 805-781-6755
Contact: John, Engineer

Next Intent is a machine shop that handles production machining, providing both mechanical engineering and manufacturing engineering. They sell products to the aerospace, defense, and aircraft industries as well as to many national laboratories. They use stainless steels, nitronic, invar, vimvar, aluminum, titanium, inconel, maraging steel, hiperco, bronze, and copper. Additionally, they work with a range of plastics. Next Intent has between 20 and 50 employees.

Despite multiple attempts, we were unable to contact any company representative directly to discuss the company's use of recycled feedstock materials.

Pharma Pac
513 Sandydale Dr, Nipomo, CA 93444
(p): 805-929-1333
Contact: Mary

As a pharmaceutical preparation company, Pharma Pac dispenses medications for the medical industry. They receive medications and, with their own bottles that they purchase from a manufacturer, package the medications to be dispensed. Therefore the company is not a manufacturer itself. They employ between 20 and 50 people.

No company representative was able to give sufficient information regarding the company's use of recycled or raw materials.

IKON Office Solutions
142 Cross St, Suite #130, San Luis Obispo, CA 93401
(p): 805-596-3200
Contact: N/A

IKON Office Solutions, Inc., which is a Ricoh company, provides document management systems and services. They integrate copiers, printers and MFP technologies, and their document management software and systems. This is achieved by using the manufacturing and engineering expertise of Ricoh and employing between 20 and 50 people.

We were unable to contact any company representative directly to discuss the company's use of recycled feedstock materials. Company representatives would not return our phone calls or emails.

Western Quartz Products, Inc
2432 Spring St, Paso Robles, CA 93446
(p): 805-238-3524
Contact: Katie Wetterstrand, Owner

Western Quartz Products, Inc works with ultraviolet technology through its production of UV lamps, UV curing, and exposure lamps. They employ between 20 and 50 people.

The company representative contacted stated that, because of the nature of the materials they use, there is no potential for the use of recycled feedstock materials. Their products must be manufactured with high-quality materials, thus requiring them to be raw. The representative refused to discuss whether the company produces waste from their manufacturing process, and whether or not this waste is recycled.

Phase 2, San Luis Obispo County, Survey of Current and Potential Feedstock and Recycled Content Usage within the Central Coast Recycling Market Development Zone

SUMMARY PROFILES OF COMPANIES CONTACTED FOR THE RECYCLED FEEDSTOCK SURVEY

The table below summarizes each manufacturing company that was contacted for this survey.

Business Name	Address and Phone Number	Contact Person	Type of Recycled Feedstock	Recycled Feedstock Used (Tons)	Comments
Ernie Ball Inc	151 Suburban Rd, San Luis Obispo, CA 93401 (p): 866-823-2255 (f): 805-544-0821	Sharon Chitta, Human Resources	None	0	Company representative sees no recycled feedstock applications.
Applied Technologies Associates	3025 Buena Vista Dr, Paso Robles, CA 93446 (p): 805-239-9100 (f): 805-239-9101 hrd@ata-sd.com	Ken	None	0	Company representative sees no recycled feedstock applications.
Joslyn Sunbank Co LLC	1740 Commerce Way, Paso Robles, CA 93446 (p): 805-238-2840	N/A	N/A	N/A	Company could not be contacted.
Rantec Power Systems Inc.	1173 Los Olivos Av, Los Osos, CA 9402 (p): 805-596-6000 (f): 805-596-6006	Steve Sousa	Lead solder	5-800 lbs per year	Company representative stated he is unsure if the lead solder they use is actually recycled feedstock, though it may be. All other materials are purchased raw.
San Luis Sourdough	3877 Long Street, San Luis Obispo, CA 93401 (p): 800-266-7687 slodoughinfo@gmail.com	N/A	N/A	N/A	Company representative would not comment on the company's material usage.

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Business Name	Address and Phone Number	Contact Person	Type of Recycled Feedstock	Recycled Feedstock Used (Tons)	Comments
Zurn Wilkins	1747 Commerce Way, Paso Robles, CA 93446 (p): 877-222-5356 (f): 805-238-5766	Neil Koellish, Facilities Manager	Bronze, brass, iron for castings	1000 tons per year	Company is interested in exploring the expansion of their recycled feedstock usage.
Architectural Iron Works Co.	201 Bridge St, San Luis Obispo, CA 93401 (p): 805-544-2216 (f): 805-544-3154 info@aiwslo.com	N/A	N/A	N/A	Company could not be contacted.
CFW Precision Metal Components	371-B Manhattan Ave, Grover Beach, CA 93433 (p): 805-489-8750 (f): 805-489-5270 info@cfwpmc.com	Jameson Mora	None	0	Company representative sees no recycled feedstock applications.
Clearwater Tech Inc.	850 Capitolio Way, San Luis Obispo, CA 93406 (p): 805-546-2302 service@cwtozone.com	Chad	N/A	N/A	Company could not be contacted.
Cornucopia Tool & Plastics Inc.	448 Sherwood Rd, Paso Robles, CA 93447 (p): 805-369-0030 (f): 805-369-0033 info@cornucopiaplastics.com	Victor Gracia	All non-critical materials including scraps, screws, nylon, acrylics	50% of materials used	Company is interested in exploring the expansion of their recycled feedstock usage.
Del Industries	3580 Sueldo St, San Luis Obispo, CA 93401 (p): 800-676-1335 O3info@delozone.com	Frank Martin, Director of Engineering	Plastic, aluminum	15% of materials used	Company is interested in exploring the expansion of their recycled feedstock usage.

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Business Name	Address and Phone Number	Contact Person	Type of Recycled Feedstock	Recycled Feedstock Used (Tons)	Comments
Fziomed Inc.	231 Bonetti Dr, San Luis Obispo, CA 93401 (p): 805-546-0610 (f): 805-546-0571	Wayne Terry, Senior Validation Specialist	Potentially plastic and cardboard for packaging	N/A	Company is interested in exploring the expansion of their recycled feedstock usage.
Haanah Co.	2759 Concrete Ct, Paso Robles, CA 93446 (p): 805-237-3776 (f): 805-237-3777 Haanah@tcsn.net	Jim Rice, President	N/A	N/A	Company representative sees no recycled feedstock applications.
Hogue Grips	550 Linne Rd, Paso Robles, CA 93446 (p): 805-239-1440 (f): 805-239-2553 support@hogueinc.com	Brandon Dougherty, Inventory/Purchasing	Rubber	N/A	Company is interested in exploring the expansion of their recycled feedstock usage.
Saes Pure Gas Inc.	4175 Santa Fe Rd, San Luis Obispo, CA 93401 (p): 805-541-9299 (f): 805-541-9399	Tom Bass	N/A	N/A	Company could not be contacted.
Strasbaugh	825 Buckley Rd, San Luis Obispo, CA 93401 (p): 805-541-6424 (f): 805-541-6425	James King, Manufacturing and Engineering Department	N/A	N/A	Company could not be contacted.
Weatherby Inc	1605 Commerce Way, Paso Robles, CA 93446 (p): 805-227-2600	Dick Crissy, Vice President of Operations	N/A	N/A	Company representative sees no recycled feedstock applications.

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Business Name	Address and Phone Number	Contact Person	Type of Recycled Feedstock	Recycled Feedstock Used (Tons)	Comments
Zoo Med Labs	3650 Sacramento Dr, San Luis Obispo, CA 93401 (p): 888-496-6633 (f): 805-542-9295	Nick Quintero	N/A	N/A	Company could not be contacted.
Arbiter Systems Inc	1324 Vendels Circle, Suite #121, Paso Robles, CA 93446 (p): 805-237-3831 (f): 805-238-5717 sales@arbiter.com	John McClenathen, QA/Test Manager	N/A	N/A	Company representative sees no recycled feedstock applications.
Alltec Integrated MFG Inc	4330 Santa Fe Rd, San Luis Obispo, CA 93401 (p): 805-595-3500 (f): 805-595-1024 inforequest@alltechnfg.com	Don Circosta, Director of Operations	N/A	N/A	Company representative sees no recycled feedstock applications.
California Standoff	1139 13 th St, Paso Robles, CA 93446 (p): 805-239-3863 (f): 805-239-5871	David Clark, Engineer	Content steel	N/A	Company representative sees no opportunity to expand its recycled feedstock usage.
Carlock's Bakery	1024 Los Osos Valley Rd, Los Osos, CA 93402 (p): 805-528-1845	May	N/A	N/A	Company representative sees no recycled feedstock applications.
Central Coast Fabricators	825 Buckley Rd, Suite #300, San Luis Obispo, CA 93401 (p): 805-541-1172	N/A	N/A	N/A	Company could not be contacted.

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Business Name	Address and Phone Number	Contact Person	Type of Recycled Feedstock	Recycled Feedstock Used (Tons)	Comments
ACME Vial & Glass Co	1601 Commerce Way, Paso Robles, CA 93446 (p): 805-239-2666 (f): 805-239-9406 Sales@acmevial.com	Kay Anderson, Vice President	Oil and paper	N/A	Company representative sees no potential for expansion of their recycled feedstock usage.
Cloud Co Inc	4120 A Horizon Lane, San Luis Obispo, CA 93401 (p): 805-549-8093 (f): 805-549-0131	Brad Erickson, Production Supervisor	N/A	N/A	Company sees no recycled feedstock applications.
Crosno Construction	819 Sheridan Rd, Arroyo Grande, CA 93420 (p): 805-343-7437 (f): 805-343-1006	Allen Stanfield, Purchasing Manager	Steel	8000	Company sees no potential to abandon or expand its use of recycled feedstock materials.
Farm Supply	224 Tank Farm Road, San Luis Obispo, CA 93401 (p): 805-543-3751	Mike Jason, Salesman	N/A	N/A	Company is interested in exploring the expansion of their recycled feedstock usage.
Ferguson Bath and Kitchen Gallery	4546 Broad St, San Luis Obispo, CA 93401 (p): 805-594-5380	Jack Miller, Credit Trainee	N/A	N/A	Company sees no recycled feedstock applications.
Firestone Walker Paso	1400 Ramada Dr, Paso Robles, CA 93446 (p): 805-238-2556	Jamie Smith, Marketing Department	N/A	N/A	Company could not be contacted.

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Business Name	Address and Phone Number	Contact Person	Type of Recycled Feedstock	Recycled Feedstock Used (Tons)	Comments
G E Forge & Tool Inc	959 Highland Way, Grover Beach, CA 93433 (p): 805-489-111 (f): 805-489-5795 GEForge@aol.com	Bob Garner, Owner	Steel	N/A	Company is interested in exploring the expansion of their recycled feedstock usage.
Hotlix	Griffin St, Grover Beach, CA 93483 (p): 800-328-9676 Info@hotlix.com	Cathy Mitchell, Accounts Manager	N/A	N/A	Company sees no recycled feedstock applications.
Howard Products Inc	Linne Rd, Paso Robles, CA	N/A	N/A	N/A	Company could not be contacted.
Linn's Fruit Bin	Village Ln, Cambria, CA	N/A	N/A	N/A	Company could not be contacted.
Next Intent Inc	865 Via Esteban, San Luis Obispo, CA 93401 (p): 805-781-6755 (f): 805-781-6757	John, Engineer	N/A	N/A	Company could not be contacted.
Pharma Pac	513 Sandydale Dr, Nipomo CA 93444 (p): 805-929-1333 customerservice@pharmapac.com	Mary	N/A	N/A	Company could not provide sufficient information regarding their usage of recycled feedstock.
IKON Office Solutions	142 Cross St, Suite #130, San Luis Obispo, CA 93401 (p): 805-596-3200	N/A	N/A	N/A	Company could not be contacted.
Western Quartz Products	2432 Spring St, Paso Robles, CA 93446 (p): 805-238-3524 (f): 805-238-6811 info@westernquartz.com	Katie Wetterstrand, Owner	N/A	N/A	Company sees no recycled feedstock applications.

IDENTIFY CURRENT MATERIAL GENERATOR FLOW PATHWAYS OF RECYCLED FEEDSTOCK WITHIN SAN LUIS OBISPO COUNTY (PHASE 2) TO DETERMINE WHERE MATERIALS ARE MOVING FROM AND TO

Based on this survey, the majority of recycled feedstock used by manufacturing companies in San Luis Obispo County is principally generated outside the CCRMDZ area. However, the total actual amounts of recycled feedstock could not be determined principally because few of the manufacturers were internally keeping track of the amounts. Based on several responses, we estimate approximately 9,000 tons of materials of recycled feedstock are used within San Luis Obispo County annually.

IDENTIFY RECYCLING/REUSE OPTIONS IN SAN LUIS OBISPO COUNTY (PHASE 2) FOR RECYCLED FEEDSTOCK MATERIALS

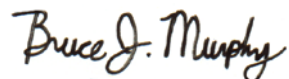
This section discusses the present recycled feedstock conditions within San Luis Obispo County (Phase 2) and presents findings regarding recovery and reuse of harder to recycle materials by area industries. When applicable, we also recommended how certain materials may be made more readily available to end users.

- A majority of the manufacturing companies interviewed involve assembly of pre-made parts and items, many of which are prepared under strict specifications. Therefore, the potential use of recycled feedstock into their manufacturing process is either limited or non-feasible at this time.
- The use of raw feedstock of any material type for manufacturing in San Luis Obispo County is limited to plastics, and metals. We were not able to determine the tons of recycled feedstock materials used annually because few if any of the companies were keeping track of that metric.
- Plastic materials, especially PET that are derived of 100% post- consumer recycled content, are being used more than in the past. Other companies that do not use 100% post-consumer plastics say they use up to 30% recycled content on a regular basis.
- We located no companies of any significant size in San Luis Obispo County that uses C&D materials as recycled feedstock for reuse.

* * * * *

IntelliWaste appreciates the opportunity to assist the CCRMDZ with this important survey project. If you have any questions, please feel free to contact me at 415-898-6121, or by email at intelliwaste@yahoo.com.

Very truly yours,
IntelliWaste, Inc.



Bruce J. Murphy
Managing Principal