



True Value of Cullet

Peter Walters, Vice President, Purchasing and Distribution
Katie Flight, Manager, Cullet Procurement and Recycling Programs
Ann House, Owens-Illinois - Cullet Program Leader

True Value of Cullet

→ Historical Approach

- The need for recycled material was sometimes related to furnace conditions.
- While every company acted on its own, the approach was usually associated with virgin batch material costs.

→ Procurement strategy has evolved within the last few years

- Our industry has recognized the strategic value of recycled glass and, with this value proposition, the member companies are independently developing tactics to dramatically increase their recycled content
- The new approach has increased the percent of recycled content from 20% to 30% with an industry goal of 50% in years ahead.
- This approach has involved identifying the true value of cullet to our businesses.



Value Components

→ Value Components:

- Material savings
- Energy savings
- Furnace life
- Emission reduction
- Increased production

→ Using these components, we have developed dynamic models that we run routinely for each of our plant locations.

→ Still one major variable not considered:

- Cost of Quality and its negative effects on production
- Examples from O-I and Verallia



Examples

→ Plant Process Changes Exposing Poor Cullet Quality

- i.e. ceramic contamination causing equipment failures recognized after rebuilds
- i.e. metal contamination reducing furnace life
- i.e. non container glass contamination
 - Borosilicate
 - Pyrex



Questions?





glass

endlessly recyclable

