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## RCBC CONFERENCE



**The Decline in Waste paper quality.  
How to deal with the problems?  
From the equipment view**

June 27th 2008



## **Presentation contents:**

1. Presenter & Machinex introduction
2. Industry realities
3. Available equipments for specific goals
4. New Technology, Optical Sorting
5. Local Service & Technical Support
6. Comments and Questions
7. Conclusion
8. Machinex review
9. Our commitment to your industry



## 1- Presenter introduction

- Gaetan Bolduc, Vice President, Marketing & Business Development



## **Gaétan Bolduc Resume**

- Mr. Bolduc joined Machinex Industries in the fall of 2006, as V-P marketing & Business Development.
- He has cumulated function in Sales, Marketing & business development with haulers, recyclers and equipment manufacturer in waste & recycling industry since 1986.
- Market development brought him across North America and now worldwide with Machinex.
- He graduated from Sherbrooke University with 2 Diploma in business Adm.
- He is a member on different committee on the WASTEC (Waste Equipment technology Association) a part of the EIA (Environmental Industry Association), a member of SWANA (Solid Waste Association of North America).
- Machinex is also a member in the ISRI & very active with the Paper Stock Industry.



## 2- Industry Realities

Always two sides....

- From the sellers point of view
- From the buyers point of view



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## **Industry Reality From the sellers point of view**

- Want to achieve an OK quality for maximum revenue.
- Labour difficult to get and cost always increasing.
- Single stream increasing rapidly and operations not design for it.
- Controlling quality getting more and more difficult.
- Worldwide market open and available with an average quality at an OK price.
- Chinese mill recovered paper have gone almost from exclusively spot buyers (early 90's) to large contract procurement. (but still significant spot buying)



## **Industry Reality From the buyers point of view**

- Want to achieve the best quality at the minimum cost.
- Reduced out throws contamination
- Reduced trend in Prohibitive Content
- Achieve a more stable ONP quality to reduce operating cost
- Need to Off-Set the Effect of Single Stream



3- Available equipment for a specific goal:

“Cleaning the news”

That could work for both parties involved

- The sellers.
- And the buyers.



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## **Back feeder & levelling Drum**



**Control depth, flow consistency,  
help pre-sort**



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# **SPEED CONTROL** **on In feed & Sorting Belt**



**GRANT**  
**flexibility & fine tuning**



## **Ajustable OCC Separator**



**Control Angle, Speed, Disc spacing**





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**Combo screen, MACH 1,  
with upper deck 4" minus**





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## **Combo Screen, Mach 1 (Cont'd)**

- Efficiently removes all small particles, glass, small paper, small containers before news deck separator.
- Usage of steel discs to break glass and remove it from the news
- High angle on paper news deck to ensure bouncing back of large containers and insure high quality paper at the top



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## **Air System, Blower & Classifier**



**Remove small particles, dirt,  
plastic bags**



# 4. New Technology OPTICAL SORTING The new way !



# Input stream



[Video](#)



## Benefits

- Offers a better consistency to achieve higher quality..
- More Reliable grade based on computer technology over the human eye
- Main benefits for the mill: More consistent supply, higher quality input.
- Reduce significantly the labour cost
- Material recovery increase

# Output box



**VIDEO**



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## Machine Key Features

- Up scaled material identification capacity
- Fiber type recognition ( OCC, OBB, ONP )
- Containers segregation ( plastics 1 to 7, metal, aluminum, aseptic containers )
- 4 to 10 T/H on fiber ( per unit )
- Easy integration to existing system
- Self-learning capacity

# Ejected output stream



**VIDEO**



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## 5- Support & Service

- Make sure they have dedicated staff within the following fields:
  - Parts
  - Service & troubleshooting
  - Service function managed by a Project Engineer
  - Operation training
  - 24 hours service hot line



## **6- Comments & Questions**



## **7.Conclusion**

**A consultancy approach that translates  
into a «winning pattern» for a successful  
business partnership.**



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## 8- Machinex Corporate Facts

Founded in 1970

- Head quartered in Plessisville, Quebec, counting one regional independent office in Ontario, Canada and a sales office in Chicago, IL
- Involved in designing and manufacturing of Waste & Recycling Handling Equipment : background in agricultural and industrial applications
- Over the years, and through hundreds of projects, Machinex has become a reference in the solid waste and recycling industry.

Machinex's uniqueness was enunciated into our motto;

**Leading solutions ..... Lasting partnerships**



## Corporate facts (cont'd):

- A unique business partnership
- An integrated partner :
  - Designer using a consultancy approach
  - Manufacturer
  - Installer
- Active in Canada, USA, E.E.C. predominantly in the following segments:
  - **MRF** recycling equipment
  - **C&D & MSW** equipment
  - **Compost « Front-End »** processing equipment
  - **Scrap Yard** conveyors and trommels
  - **Multiple industrial applications**



**A recognized industry leader for its:**

- **Quality Manufacturing**
- **Engineering / Design**
- **Systems & Peripherals Integration Capabilities**



## **Machinex assistance:**

- Workflow proposal based on incoming material data and productivity objectives shared by the operator
- Layout proposal and budget validation
- Detailed equipment proposition and final layout approval by the customer
- Machinex offer a turnkey installation service and assisted start-up



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**An added value offer that includes:**

**A talented team, using**

**An unique approach...**

**(4 P.E.(s) in sales,**

**more than 15 technicians and draftsmen,**

**2 P.E.(s) in R&D)**



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## **A tailor-made proposal inclusive of :**

- Design options based on productivity benchmarks and throughput objectives
- Existing layout / system alteration to ease and maximize the existing infrastructures
- Access to a full line of peripherals and unique partnerships with some technologically advanced sorting equipment OEM(s) (optical sorting, shredders, etc)





# Other Products

**Bag openers**

**Bale breaker**





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## Other Products Pulp Feeder





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# Other Products Baler





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## **9. Our commitment to your industry:**

**Our design are done to always have redundancy, so the processor can make sure of paper quality..**



**THANK YOU!**

**TO CONTACT US:**

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