



Problem/Opportunity

Floor Sweeps & Waste: A Usable Plastic Resource

CASE STUDY - No. 4 Mixed Plastic Separation



Ground Spill Contamination

Problem/Opportunity:

A customer had an opportunity to purchase 40,000 lbs. of natural HIPS pellets contaminated with rocks and dirt from a ground spill.

Impact on Customer:

With prime HIPS pellets selling for \$0.85/lb. and clean HIPS regrind selling for \$0.43/lb., the customer wanted to purchase the contaminated HIPS pellet material “as is” for less than \$0.10/lb. To determine if cleaning the material to an acceptable level of purity was technically feasible, analysis would have to be done and the cost and estimated yield would have to be known prior to bidding. Time was of the essence to obtain the materials and seize this opportunity.

Butler-MacDonald’s Solution:

Upon Butler-MacDonald’s receipt of the sample, an immediate analysis confirmed that Butler-MacDonald could recover clean, highly valued HIPS pellet material for a price that permitted the customer to profitably bid and obtain the otherwise dirty HIPS pellets.

Result:

The customer shipped the material to Butler-MacDonald for recovery and received a 93% yield of 100% pure HIPS pellets. The total net cost (including acquisition, freight and processing) to the customer was \$0.25/lb., a fraction of current market value. In a very competitive market for clean HIPS regrind, Butler-MacDonald’s capabilities enabled the customer to realize acquisition of HIPS pellets for less than 60% of market value.



Result

Rely upon Butler-MacDonald to aid in your plastic procurement efforts. Call us.



RECOVERING VALUE FROM UNUSABLE PLASTIC™

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