

# NEW WEST GYPSUM RECYCLING

Positively Affecting Where We Live



## **Eurogypsum** *May 2021*

# About me..

## Maarten Hendriks

Managing Director Europe

For 16 years, responsible for leading the European operations, member of the Management board. New West Gypsum recycling was founded 38 years ago in Vancouver, Canada.



# Unique Selling Proposition

NWGR patented, in house manufactured equipment.

NWGR does not sell equipment, it provides a complete service.

Each machine is designed to meet customer specifications for use in their specific mill.



# EU Volumes

**270.000 tons in 2020**

- Antwerp (SG)– Belgium
- Paris (SG)– France
- Bristol (Siniat)– UK
- Pulheim (SG) – Germany
- Holmestrand (KNAUF) – Norway



# Quality, demands & outlets In Mature Markets.



# The basic principles: For a wallboard Plant

You can only make gypsum powder from gypsum waste 😊

Zero Contamination is the norm

Powder price should be a fraction of virgin material

Waste should become a product (EoW Status)

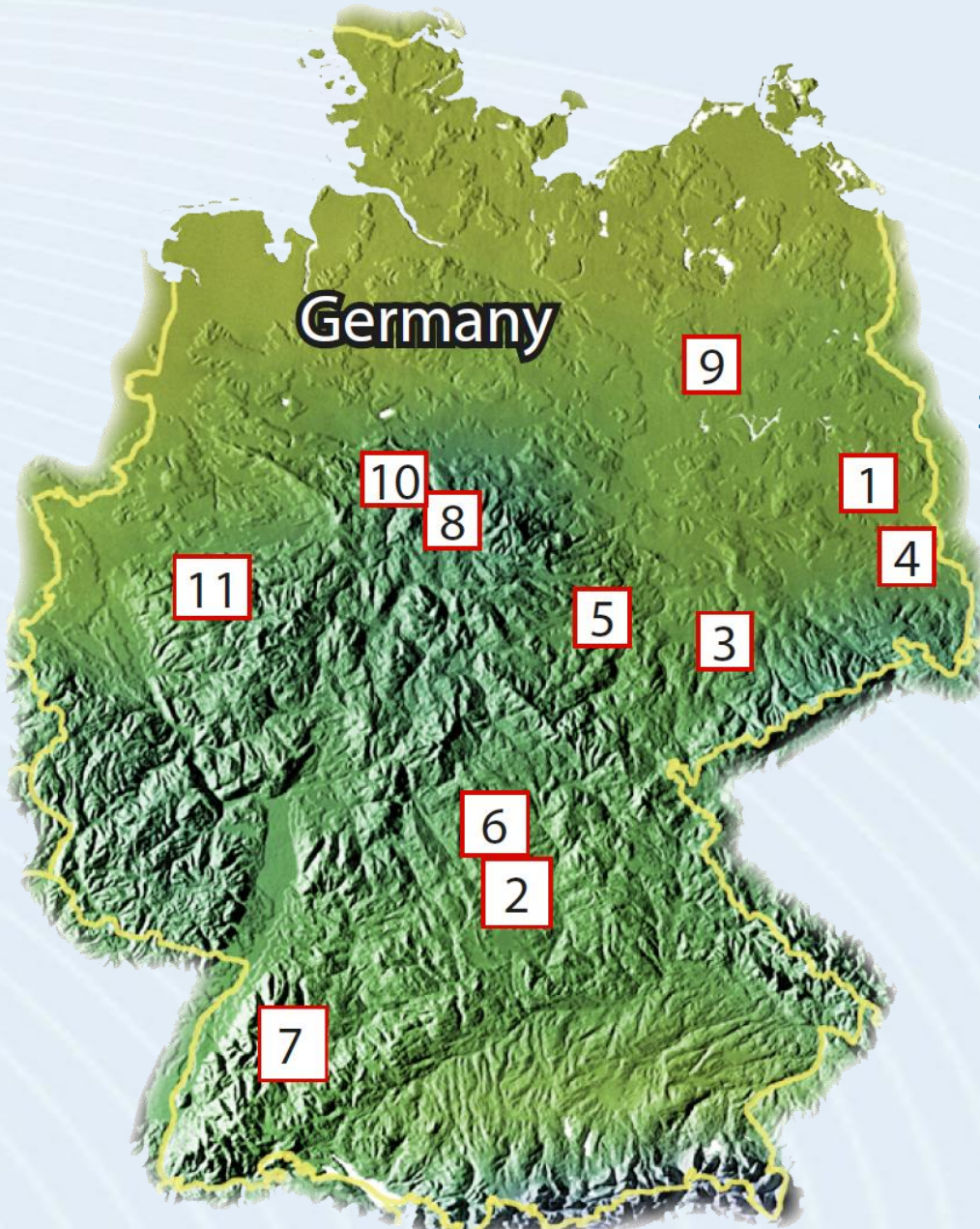
Asbestos free guarantees

Up to 35% Mix with virgin material

Challenge:

**Real world contamination:**  
(wood / plastic / metal / stone / asbestos)

# Example : German Wallboard Plants



+ - 3,200,000  
tons / year

35% Recycled Gypsum ?  
=  
1,120,000 tons

# The basic principles: For a cement plant

You can only make cement from gypsum powder which is relatively pure, low grade OK

5% contamination is the norm

Powder price should be a slightly lower than virgin material

Insertion of waste is OK

Asbestos issue much much lower

Up to 100% Mix with virgin material

# Example : German Cement plants



+ - 30 mt / year

5% Gypsum =  
1,500,000 tons

50% Recycled Gypsum ?  
=  
750,000 tons

100% ?  
=  
1,500,000 tons

# Example Germany:

<b>Wallboard plants:</b>	<b>1.120.000 tons</b>
<b>Cement plants:</b>	<b>1.500.000 tons</b>
<b>Available...</b>	<b>600,000 tons.....</b>

# For the recyclers:

## **Cement supply:**

- Higher profit
- Easy Process
- Lower gatefee – easy compete

## **Wallboard supply:**

- Only option in long term

## **Wallboard industry:**

- Secure volumes
- Loyal partners
- Open pricing Strategy

# Recycling vs Downcycling



Plasterboard = closed loop  
recycling

VS

Cement  
Agricultural use

Government:

**HOWEVER:**

**Downcycling:**

**Don't expect any real help from Government  
next 10 years!**

We should all go to:

Don't break the loop !  
**It's the right thing to do**

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## Let's discuss