# Nova Scotia Paint Stewardship Program

## 2017 Annual Report

**Submitted to:** Nova Scotia Environment
**Submitted by:** Product Care Association of Canada
**Date:** May 31, 2018

productcare

## 1.0 About Product Care Association of Canada

The Nova Scotia Paint Stewardship Program ("Program") is administered and operated by the Product Care Association of Canada ("PCA"). PCA, on behalf of its members, oversees the administration, collection, transportation and recycling of all regulated post-consumer paints and aerosols.

PCA is a federally incorporated, not-for-profit product stewardship association formed in response to stewardship regulations and is governed by a multi-sector industry board of directors. PCA has developed and managed paint, lighting products, smoke and CO alarms, household hazardous waste and special waste stewardship programs since 1994.

PCA's members are the "brand owners" (manufacturers, distributors and retailers) of "consumer paint products" as defined pursuant to the *Nova Scotia Solid Waste-Resource Management Regulations* N.S. Reg. 25/96 as amended under section 102 of the *Environment Act* ("Regulation"). A current list of PCA members can be found on PCA's website.

### 1.1 Reporting Period

This report covers the 2017 calendar year (January 1 to December 31, 2017). All content has been prepared in accordance with section 18F(1) of the Regulation.

### 1.2 Program Summary

PCA has an approved paint stewardship program plan with Nova Scotia Environment ("NSE") under the Regulation since 2012. The "Program" was operated by Divert NS (formerly RRFB) between 2002 and 2012, after which PCA assumed responsibility under its approved stewardship plan. Since 2012, PCA has contracted with Divert NS to manage the Program's collection and transportation system, as well as additional Program elements.

The Program includes all latex, oil and solvent-based paints and stains, but does not cover specifically formulated industrial, and automotive coatings. The Program also includes all paint aerosols (industrial, commercial, automotive, etc.) and marine paint (except those which are registered as a pesticide). For the purposes of this annual report, these are collectively referred to as "Program Products". Empty containers are not accepted through the Program. A detailed list of products accepted and non-accepted is available on PCA's website.
Environmental handling fees (EHFs) are applied to each container of Program Product sold in or into the Province, providing funding to operate and manage the Program.

The Program offers collection sites throughout the Province where consumers can bring leftover household paint for free. Collection services are offered through Enviro-depots™ (redemption centres) and local government waste facilities. PCA supplies collection sites with standard reusable collection containers ("tubskids" and drums). The Program contracts with Divert NS to deliver empty collection containers, pick up full ones from collection sites, and consolidate the full collection containers into loads, which are shipped to a processor for recycling. Additional program elements managed by PCA include revenue management, communications and administration.

## 2.0 Brand Owner Sales Information

Program members reported the sale of 5,775,034 litres of Program Products in Nova Scotia from January 1 to December 31, 2017.

## 3.0 Collection

The following section provides the total amount of waste paint collected in Nova Scotia, as well as the location of the Program's collection sites.

## 3.1 Total Amount of Waste Paint Collected

Table 1 below shows the total amount of waste paint collected by the Program during the reporting period.

**Table 1: Total Amount of Waste Paint Collected in 2017**

| Item | Number of Tubskids[1] | Residual Paint Volume (L)[2] | Number of Aerosol Tubskids[1] | Residual Aerosol Paint Volume (L)[3] | Paint Reuse Volume (L) | Total Residual Paint Volume (L) |
|---|---|---|---|---|---|---|
| **Volume Collected** | 2,806 | 438,858 | 24 | 2,304 | 4,777 | 445,939 |

Table 2 provides the Program's recovery rate in 2017 based on the volume of paint collected as a function of volume of paint sold in Nova Scotia in 2017.

**Table 2: 2017 Paint Sales, Residual Recovery Volume and Recovery Rate**

| | Total |
|---|---|
| Sales (litres) | 5,775,034 |
| Residual Recovery Volume (litres) | 445,939 |
| Recovery Rate | 7.7 % |

## 3.2 Collection Sites

As of December 31, 2017, 101 collection sites were participating in the Program. Appendix 1 provides the location of the collection sites.

[1] Tubskid dimensions (42" x 30" x 48") with a nominal capacity of 108 one gallon containers. The actual number of paint containers per bin varies depending on the mix of paint container sizes, ranging from 250ml – 18.9L capacity.
[2] Based on a rounded conversion rate of 156.4 L per collection bin derived from the number of tubskids processed and the total residual volume of material generated.
[3] Based on a conversion rate of 96L per tubskids derived from calculations made using historic sampling for volume.

### 3.3 Process of Internal Accountability

The Program provides collection site guidelines to all collection sites setting out the operational procedures and requirements for the proper collection and handling of Program Products. In addition, the Program provides emergency spill kits and emergency procedure instructions to collection sites.

To ensure the environmental effectiveness of the Program, as required under contract to PCA, Divert NS staff conduct regular inspections of collection sites to ensure they are fulfilling their role as a service provider and are adhering to all applicable Program guidelines and requirements.

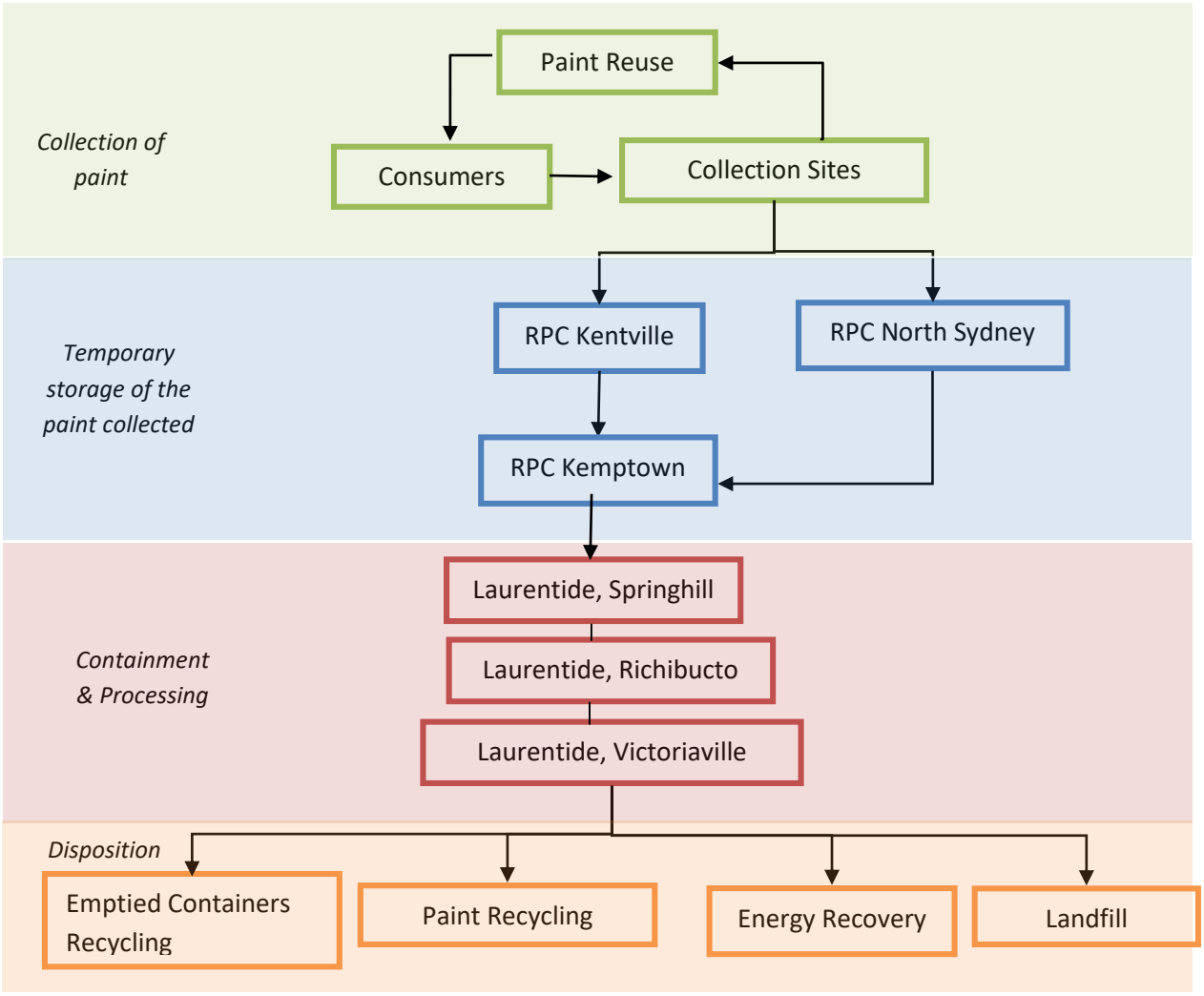
## 4.0 Processing

This section of the report sets out:

a) The total amount of waste paint processed or in storage;
b) The percentage of waste paint collected that was reused, recycled, disposed of in an engineered landfill, recovered for energy, contained, or otherwise treated or disposed of;
c) A description of the types of processes utilized to reuse, recycle, dispose of, recover energy from, contain, or otherwise treat or dispose of waste paint;
d) A description of the efforts to redesign paint products to improve reusability and recyclability; and
e) The location of processing or containment facilities for waste paint.

All paint collected through the Program is transported by Divert NS from collection sites to one of the three Regional Processing Centres (RPCs). The contracted RPCs in Kentville and North Sydney ship the paint to the RPC in Kemptown. Accumulated full truck loads are then transported from Kemptown to Laurentide Re-source's processing facility in Springhill. All products are then unloaded and removed from the storage tubs, inspected, sorted, and processed as outlined in Figure 1.

**Figure 1: Chain of custody of paint**



## 4.1 Location of RPC and Processing Facilities

The following is a list of facilities contracted by the Program to handle and process Program Product.

| | |
|---|---|
| **Camdon Recycling**<br>Gulf Crescent<br>North Sydney, NS B2A 4V2 | Containment Facility (Divert NS RPC) |
| **Scotia Recycling**<br>110 Donald E. Hiltz Connector Road<br>Kentville, NS, B4N 0C8 | Containment Facility (Divert NS RPC) |
| **Divert NS Kemptown Facility**<br>119 Mingo Road<br>Kemptown, NS B6L 2K4 | Containment Facility (Divert NS RPC) |
| **Laurentide Re-sources Atlantic Inc.**<br>9322 Rue Main<br>Richibucto, NB E4W 4C7 | Containment Facility |
| **Laurentide Resources Atlantic Inc.**<br>100 Main Street<br>Springhill, NS B0M 1X0 | Processing Facility |
| **Société Laurentide Inc.**<br>345 Bulstrode Street<br>Victoriaville, QC G6T 1P7 | Processing Facility |

## 4.2 Waste Paint Processed

All paint collected through the Program is sent to the Laurentide Re-sources Atlantic Inc. facility in Springhill, Nova Scotia for processing. In 2017, a total of 2,785 tubskids of leftover paint and 15 tubskids of aerosols were delivered to the Laurentide Springhill facility for processing, which includes tubskids collected in 2016 and held at the Kemptown consolidation facility.

During the reporting period, Laurentide processed (i.e., opened, sorted and bulked into shipping containers) 2,733 tubskids of paint and 22 tubskids of aerosols. These volumes processed include tubskids that were in their inventory from 2016.

Table 3 shows the volume of waste paint shipped to processors and the volume processed by collection container (tubskids and drums) and by residual volume (litres). Volumes collected but not shipped, or shipped but not processed, were managed in the following Program year.

**Table 3: Volume of Waste Paint Received and Processed in 2017**

| Item | Number of Tubskids[4] | Residual Paint Volume (L)[5] | Number of Aerosol Tubskids[4] | Residual Aerosol Paint Volume (L)[6] | Total Residual Paint Volume (L) |
|---|---|---|---|---|---|
| **Volume Shipped to Processor** | 2,785 | 435,574 | 15 | 1,440 | 437,014 |
| **Volume Processed** | 2,733 | 427,423 | 22 | 2,112 | 429,535 |

The amount of metal and plastic containers that were recycled in 2017 and their respective processors are found in Table 4.

**Table 4: Weight of Metal and Plastic Containers Collected and Recycled in 2017**

| Container Type | Collected and Recycled (MT) | Processors | Management Process |
|---|---|---|---|
| Metal | 82.9 | Tri Province Recycling (Moncton, NB) | Mixed with other scrap metal and sold as a commodity that is eventually sent for smelting |
| Plastic pails (HDPE 2) | 6.5 | Laurentide Re-sources Atlantic | Combined and baled with other plastics and managed as a commodity for plastics recycling or sent for reuse |
| Plastic paint cans (polypropylene) | 17.8 | Laurentide Re-sources Atlantic | Processed and sold as a commodity for plastics recycling |

## 4.3 Product Management

The following sections describe the methods employed by the Program to manage waste paint.

[4] Tubskid dimensions (42" x 30" x 48") with a nominal capacity of 108 one gallon containers. The actual number of paint containers per bin varies depending on the mix of paint container sizes, ranging from 250ml – 18.9L capacity.

[5] Based on rounded a conversion rate of 156.4 L per collection bin derived from the number of tubskids processed and the total residual volume of material generated. Residual paint volume does not included paint handled through the Paint Reuse Program.

[6] Based on a conversion rate of 96L per tubskids derived from calculations made using historic sampling for volume.

***Reuse (Paint Reuse Program)***

The Paint Reuse Program, previously "Paint Exchange", makes better quality paint returned to collection sites available to the public to take and use at no cost. The collection sites record and report the number of containers given away. This is a highly efficient way to achieve reuse as the paint does not require transportation and reprocessing.

An estimated 4,777 litres of paint was given away to consumers in 2017 at no charge through the Paint Reuse Program. The reuse volume was estimated by assuming that each container was 75% full on average.

***Recycling***

At the Laurentide Re-sources, Springhill facility, paint containers are removed from the collection bins, inspected, opened, sorted by type, colour and quality, and poured into shipping containers. Bulked paint of recyclable quality is then transferred to Laurentide Re-sources, Richibucto storage facility, where it is distributed to an affiliated processor, Peintures Recuperées du Quebec (PRQ) in Victoriaville, QC or shipped to off-shore customers. Table 5 provides the quantities of latex paint and alkyd paint that were recycled in 2017. The diminishing market for alkyd paint has made it increasingly difficult to recycle. Consequently, while limited amounts of alkyd paints continue to be recycled, a large portion of the volume is sent for energy recovery.

**Table 5: Type and Quantity of Paint Recycled in 2017**

| Type | Litres | Percentage |
|---|---|---|
| Latex paint | 274,157 | 86% |
| Alkyd paint | 43,352 | 14% |
| Total | 317,509 | 100% |

***Aerosol Paint Management***

The residual volumes of paint recovered from paint aerosols are very small and represent a variety of product formulations that limit the options for recycling. Paint aerosol containers are punctured, the propellant is filtered through activated carbon, and the contents drained. The residual paint is used for energy recovery.

***Energy Recovery***

Not all oil-based paint collected is of suitable quality for recycling. In some cases the paint

may be in the form of skins or sludge, of an undesirable color, contaminated or of the wrong chemistry for paint recycling. In addition, regulations such as the Federal VOC Regulations, require more stringent limits on certain chemical constituents, which tend to be found in higher concentrations in older paints, making it difficult to recycle. Finally, the market for recycled solvent-based paint is significantly smaller than that for water-based products and demand continues to decline.

Due to the high solvent content of oil-based paints, these products are suitable for energy recovery. Through the process of fuel blending, some of the oil-based paint collected by the Program that is not suitable for paint recycling is used as an alternative energy source in applications such as permitted incinerators. During the reporting period, 34,126 litres of alkyd paint and paint from paint aerosols were blended with other fuels and utilized for energy value at licensed facilities.

***Incineration***

During the reporting period, no material went for incineration.

***Landfill***

The sorting and bulking of the latex paint by Laurentide Re-sources generated 77,900 litres of non-recyclable latex sludge/solid which was solidified and disposed of at an engineered landfill.

## 4.4 Percentage of Waste Paint by Management Method

Table 6 below shows the breakdown of waste paint managed by the different product management methods.

**Table 6: Waste Paint by Management Method**

| Method | Volume (litres) | Percentage |
|---|---|---|
| **Reuse – Paint Reuse Program** | 4,777 | 1.1% |
| **Reuse – Paint Recycling** | 317,509 | 73.1% |
| **Energy Recovery** | 34,126 | 7.9% |
| **Landfill** | 77,900 | 17.9% |
| **Total** | 434,312 | 100% |

## 4.5 Design for Environment

The paint and coatings industry is continually pursuing innovations in product formulations that strike a balance between sustainability, health and safety and product performance. This is done working in concert with key agencies such as Health Canada, Environment Canada and numerous standard-setting organizations. An example of industry's sustainability initiatives includes involvement with the federal government's Chemicals Management Plan, assessing chemicals in commerce for all industry sectors including paint and coatings. This comprehensive federal government initiative evaluates risks associated with substances contained in products and intended uses or applications of the product. These risk assessments are done with a view to banning the highly toxic substances that are considered dangerous to human health and the environment or managing the risks in the ones that are deemed to be less harmful.
Where toxicity in chemicals is considered potentially harmful to human health or the environment, a risk management approach is required to permit continued use of the substances contained in products like paint and coatings. This may result in regulations, pollution prevention plans, codes of practice or compliance agreements and ultimately reformulation or re-design of products for the marketplace, which reduces or eliminates negative impacts. In some cases this has led less toxic and more environmentally friendly alternatives or substitutes for product formulations that still ensure product performance demands of the customer. We have seen these measures lead to important benefits such as the reduction of low-level emissions from Volatile Organic Compounds (VOC) in paints with most paints now containing low or no VOC content.

**VOC Emissions Reductions in the Paint and Coatings Industry**

Almost all ground-level ozone and about two-thirds of particulate matter are formed in the atmosphere through the reactions of precursor substances, with VOCs being one of the most significant. Consequently, Canada's approach to reduce atmospheric levels of particulate matter and ozone is to reduce the precursor emissions, including VOCs. In 2009 the federal government implemented VOC Concentration Limits for Architectural Coatings Regulations for all architectural and automotive paint and coatings in 54 product categories. Since that time there has been tremendous success in the emissions reduced in all paint and coatings used in Canada as follows:

- 93 per cent of the sales volume of all architectural coatings in Canada is now water-based, up from less than 50 percent ten years ago.
- In 2015, based on comprehensive and random testing conducted by Environment an Climate Change Canada (ECCC), 99+ per cent of the sales volume for architectural waterborne coatings in Canada, traditionally associated with high VOC content, are now fully compliant with the lower VOC limits required by the VOC Concentration Limits for Architectural Coatings Regulations.
- Compared with 2002 levels, the architectural paint and coatings sector has achieved 74 per cent reduction in overall VOC emissions due to lowering of the VOC content in waterborne products and by eliminating most of the solvent borne product lines completely. These industry efforts greatly exceeded the government's own expectations, which was projected to be a 28 per cent reduction.

**Industry Leadership**

Many companies now have sustainability goals and targets. Those are put in place for environmental reasons, but they also make good business sense as efficient use of natural resources has been shown to reduce operating costs. As a result, many firms now have regular sustainability reporting as an ongoing part of their business planning, allowing them to integrate the addressing of environmental challenges into their long-term development strategy. Some of the ways in which paint and coatings companies address the alignment of sustainability with capital allocation decisions include:

- Setting and updating long-term green house gas reduction targets and linking those with environmental compensation and sustainable product innovation
- Using life cycle assessment to set business goals when expanding product offerings and risks management
- Developing metrics to factor in the social and environmental impact of their suppliers along the supply chain to determine true business costs
- Making investments in new environmental research and innovation

- Ensuring R&Ds projects are aligned with the sustainability policy of the company
- Some companies now have Chief Sustainability Officers, who are one of the decision makers for large internal capital budget requests, signing-off with the controller on capital budget requests to ensure sustainability is evaluated and included in decision making

**Customer preference**

Many initiatives are also driven by customer preferences. Companies now focus attention on answering consumer preferences for products that reduce fuel use, limit real estate footprints, improve water and wastewater management while ensuring customers get the same product performance. For example, paint and coatings companies develop products that help businesses and their customers to reduce their environmental footprint, while creating value. These product lines include architectural paints being now more durable, lasting longer and protecting valuable assets.

## 5.0 Communication and Education

PCA continued its communication and public outreach in 2017 to educate consumers about the Program in accordance with regulatory requirements. The following describes the various communication and education tactics employed.

### 5.1 Websites

PCA operates a consumer-facing brand, ReGeneration, through which it engages Program end-users through numerous communications platforms. The central consumer information hub for ReGeneration is the website, ReGeneration.ca, which is home to the following content for the Program:

- Collection site locator (a searchable map displaying locations of Program collection sites - Appendix 2)
- Tips for storing and buying the correct amount of paint
- Collection sites' hours of operations
- Accepted and non-accepted products
- Consumer videos showing the product management approach for paint
- A fillable form for ordering promotional materials like rack cards and floor decals
- Other information (e.g. a description of the PaintReuse Program).

An estimated 89,576 unique visitors accessed ReGeneration.ca during the 2017 calendar year. The Program page specific to Nova Scotia received 5,639 page views, while the collection site finder page received 469 page views.

On productcare.org, Program members and service partners can find information on:

- Products accepted and not accepted by the Program
- Environmental handling fees associated with the Program Products
- Contact information
- Membership-related documents
- Program plan and annual reports
- Program policies, guidelines, forms and related documents
- An online portal for ordering promotional materials

### 5.2 Telephone Hotline

PCA continued to operate a toll-free, "hotline" through which consumers were able to obtain information about the Program.

## 5.3 TV Campaign

A Province-wide campaign with Global TV ran from March to December 2017. Community PSAs, with local talent-voiced 15-second “info-mercial” style spots ran educating viewers on paint recycling. The Program also featured a rotation of 30-second traditional commercial spots airing on prime time during high viewership programming. The TV campaign made use of regional Global TV station affiliates.

## 5.4 Radio Campaign

Thirty-second advertisements ran daily on CKHY Live 105 FM and CKHZ Hot Country 103.5 FM in Halifax from February to November, 2017. The two radio campaigns reached over 62,000 listeners on a weekly basis.

## 5.5 Digital Advertising

PCA ran a Nova Scotia targeted digital campaign, including syndicated Facebook posts, targeted digital display ads, and smart digital display (i.e., retargeting or re-serving ads to pre-qualified users who had engaged with ReGeneration’s website at some previous point in time.)

Digital ads were specifically targeted to internet users who performed online searches related to paint purchasing, use, and disposal of paint products in Nova Scotia. Additionally, our Facebook advertising campaign pursued a “gated” strategy, meaning content viewable by residents of Nova Scotia was relevant to that audience specifically, and was not disseminated to audiences in other provinces. An example of a Facebook post is displayed in Appendix 3.

## 5.6 Point of Sale (PoS) and Point of Return (PoR) Material

PCA redesigned and distributed both PoS and PoR materials in 2017. Collection sites throughout the Province received updated program materials, free of charge, via mail-out. In addition, PCA continued to provide an online ordering system on its website that allowed collection sites and retailers to order or reorder promotional materials on demand at no cost. Appendix 4 illustrates the materials available, including:

- Rack Cards
- Posters
- Depot signage
- Floor decals

- Paint can stickers

### 5.7 Depot Advertising

PCA ran collection site screen advertisements at fifteen locations in the greater Halifax metropolitan area and large centers across the province. The advertisements ran from May 1st to July 22nd and again from October 2nd to December 23rd, generating approximately 500,000 impressions .

### 5.7 Partnerships

PCA worked collaboratively with Divert Nova Scotia (DNS) to promote the Program to residents. In collaboration with DNS and other stewardship programs, a recycling handbook was created in 2017 detailing all recycling programs offered in the province, including paint recycling. The handbook is still under review and will be distributed in 2018.

## 6.0 Financial Information

Product Care Association's audited financial statements are attached in Appendix 5.

## Appendix 1 –Collection Sites

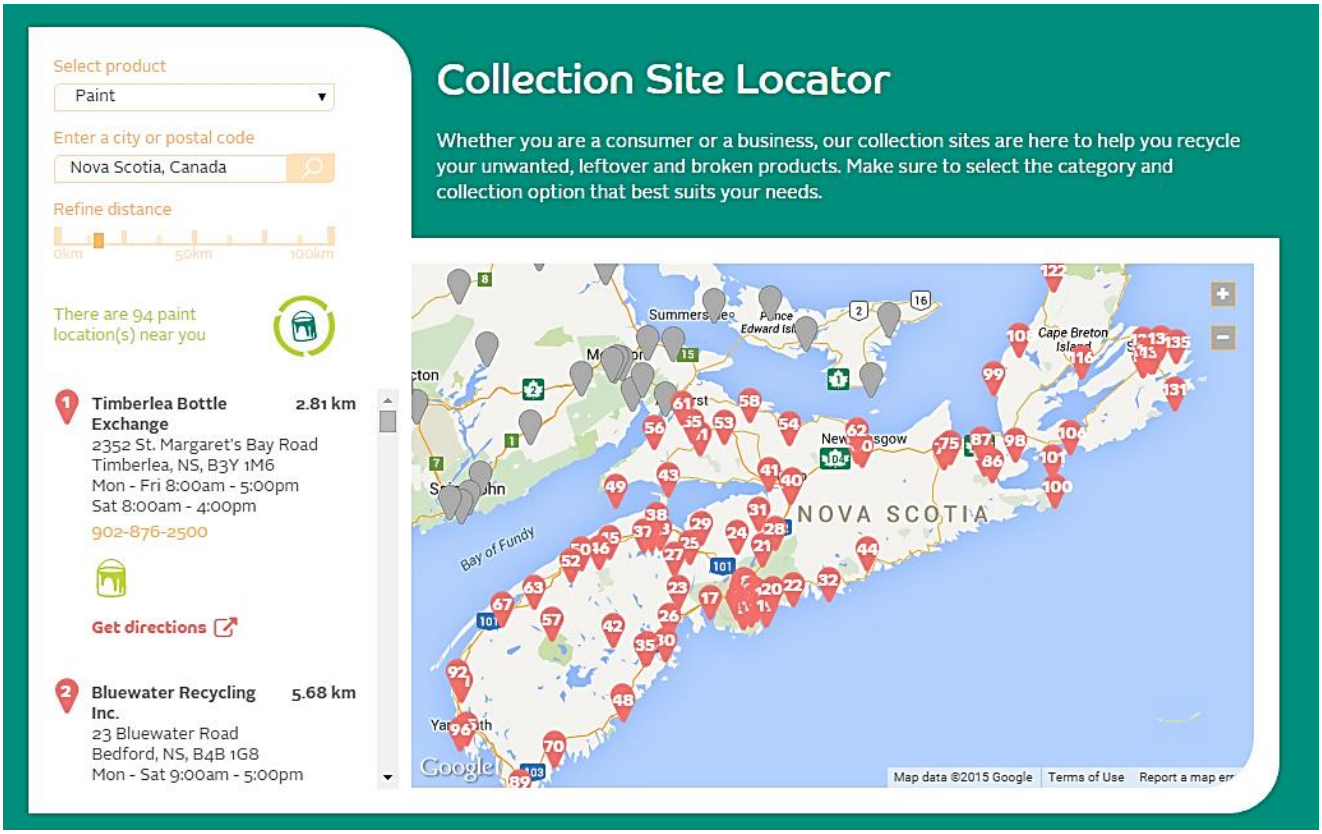
| Region | Collection site | City |
|---|---|---|
| Cape Breton | Admiral Recycling Ltd. | Port Hood |
| | Burke's Recycling Collection site Ltd | Louisbourg |
| | Cheticamp Recycling | Cheticamp |
| | Glace Bay Recycling Ltd. | Glace Bay |
| | Green Island Recycling | North Sydney |
| | Inverness Recycling | Inverness |
| | Isle Madame Bottle Exchange | Arichat |
| | Keltic Recycling Inc | Sydney River |
| | Municipality of C. of Victoria-Baddeck Landfill | Baddeck |
| | Neils Harbour New Haven Recycling Collection site | Neils Harbour |
| | New Waterford Recyclers | River Ryan, New Waterford |
| | North Sydney Recycling | North Sydney |
| | RONA Donovan Building Centre | Ingonish |
| | RONA Stephen's Home Centre Sydney | Sydney |
| | St. Peter's Bottle Exchange | St. Peter's |
| | Strait Bottle Exchange Ltd. | Port Hawkesbury |
| | Total Recycling Ltd. | Sydney |
| | Total Recycling Ltd. (Sub-Collection site) | Sydney |
| | Triple B Recycling Collection site | Sydney |
| Eastern | Beech Hill Waste Management Site (County of Antigonish) | Antigonish |
| | Bill Stewart Metal & Bottle Ltd. | New Glasgow |
| | John's Bottle & Recycling Collection site | Pictou |
| | MacMillian's Service Center Ltd | Lower South River |
| | Mason's Recycling Centre | Canso |
| | Mount William Waste Management Site (Pictou County SWM) | Mount William |
| | Municipality of the District of Guysborough | Guysborough |
| | St. Mary's Transfer Station | Sherbrooke |
| Halifax | 3K Enviro Collection site (3006877 NS Ltd) | Sheet Harbour |
| | Beaver Redemption & Recycling | Halifax |
| | Bluenose Bottle Exchange | Dartmouth |
| | Bluewater Recycling Corp. (Bedford) | Bedford |
| | Bluewater Recycling Corp. (Goodwood) | Goodwood |
| | Burnside Recycling | Dartmouth |
| | Canadian Recycling Limited | Dartmouth |
| | Clifton Recycling Centre | Halifax |

| Region | Collection site | City |
|---|---|---|
| | E.T. Bottle Exchange | Dartmouth |
| | Faders Bottle Exchange Ltd. | Lower Sackville |
| | Friends Collection site (Lady Beth Enterprises Ltd) | Ingram Port |
| | Green Tree Recycling Collection site | Lower Sackville |
| | Greenleaf Recycling Limited | Porter's Lake |
| | Halifax Regional Municipality Solid Waste Resources Dept. | Lakeside |
| | John Ross & Sons Ltd. (Halifax) | Halifax |
| | Karen's Recycling Ltd. | Halifax |
| | Matt's Bottle Exchange | Eastern Passage |
| | Preston Recycling | East Preston |
| | Sackville Bottle Exchange | Lower Sackville |
| | RONA Pierceys Windmill | Dartmouth |
| | RONA Pierceys Harbour | Dartmouth |
| | RONA Pierceys Tantallon | Upper Tantallon |
| | RONA Pierceys Elmsdale | Elmsdale |
| | RONA Pierceys Almon | Halifax |
| | RONA Bedford Place Mall | Bedford |
| | Tanner's Transfer | Halifax |
| | The Recycle Market | Lake Charlotte |
| | Timberlea Bottle Exchange | Timberlea |
| | Youth L.I.V.E. Recycling | Halifax |
| Northern | A & J Superette | Joggins |
| | Atlantic Industrial Services (for Municipality of the County of Colchester) | Debert |
| | Cumberland Joint Services Management | Little Forks |
| | Durant's Enviro Collection site | Parrsboro |
| | East Hants Waste Management Centre | Georgefield |
| | Elmsdale Recycling Ltd | Elmsdale |
| | John Ross & Sons Ltd. (Truro) | Truro |
| | Keep Garbage Beneficial | Pugwash |
| | M&R Recycling | Springhill |
| | Meehan's Recycling | Upper Rawdon |
| | Moore Nickels & Dimes for You Recycling | Oxford |
| | Nova 4 Enviro Ltd. | Amherst |
| | Subway Bottle Exchange | Truro |
| | Tatamagouche Recycling Collection site | Tatamagouche |
| | T'N'T Recycling | Shubenacadie East |
| | Two Capes Recycling (Advocate Country Store Inc.) | Advocate Harbour |

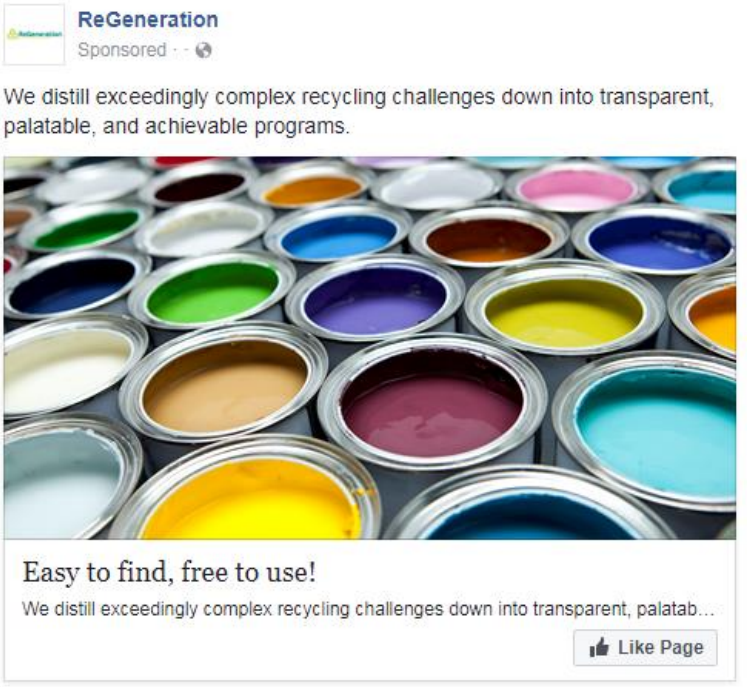
| Region | Collection site | City |
|---|---|---|
| South Shore/West Hants | Adam's Bottle Exchange Limited | Gold River |
| | Clyde's Trucking & Recycling | Liverpool |
| | Cogmagun Landfill Site (Waste Management) | Cogmagun |
| | Corkum Recycling Limited | Lunenburg |
| | Harlow Construction Limited | Shelburne |
| | Municipality of Barrington | Barrington |
| | Municipality of Shelburne | Shelburne |
| | Municipality of the District of Chester - Kaizer Meadow Landfill | Sherwood |
| | Municipality of the District of Lunenburg | Whynotts Settlement |
| | Municipality of the Region of Queens | Milton |
| | O'Leary's Bottle Collection site | Windsor |
| | Ridge Road Recycling-Collection site Ltd | Barrington |
| | Victor & Douglas Oickle's Bottle Exchange | Bridgewater |
| | Wentzell's Bottle Recycling Ltd | New Germany |
| | Windsor Recycling Collection site | Windsor |
| Valley | Beehive Adult Service Center | Alyesford |
| | C.N. Orde & Sons (aka Lequille Enviro Collection site) | Annapolis Royal |
| | Greenwood Recycling Centre | Greenwood |
| | L.W. Layton Salvage | Canning |
| | New Minas Recycling | New Minas |
| | Valley Recycling | Greenwich |
| | Valley Waste - Eastern Waste Management Centre | Kentville |
| | Valley Waste - Western Waste Management Centre | Lawrencetown |
| Western | Comeau's Bottle Exchange | Meteghan Centre |
| | Digby Salvage & Disposal | Digby |
| | Municipality of Clare | Meteghan |
| | Paperchase Bottle Exchange Ltd. | Yarmouth |
| | Town of Yarmouth | Ohio |
| | Webber's Bottle Exchange | Digby |

## Appendix 2 – Collection Site Locator

Below is a snapshot of the collection site locator tool found at [regeneration.ca.](regeneration.ca)



## Appendix 3– Sample Facebook Post



## Appendix 4 – PoS & PoR Materials

### Rack Card Front and Back - 5”x8”



### Posters - 11” x 17”


**Depot Sign – 4’x3’**


**Floor Decal**


**Paint can sticker**

## Appendix 5 – Financial Statements

# PRODUCT CARE ASSOCIATION OF CANADA
# NOVA SCOTIA PAINT RECYCLING PROGRAM

## STATEMENT OF REVENUES AND EXPENSES

## 31 DECEMBER 2017

**PRODUCT CARE ASSOCIATION OF CANADA**
**NOVA SCOTIA PAINT RECYCLING PROGRAM**
**Statement of Revenues and Expenses**
For the year ended 31 December 2017

## Contents

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CHARTERED PROFESSIONAL ACCOUNTANTS

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# INDEPENDENT AUDITORS' REPORT

To: Nova Scotia Environment

As required by the Nova Scotia Solid Waste-Resource Management Regulation - Environment Act Section 102 (18(F(I))), we have audited the Statement of Revenues and Expenses of the Nova Scotia Paint Recycling Program (the "Statement") as reported by Product Care Association of Canada for the year ended 31 December 2017 and a summary of significant accounting policies and other explanatory information.

**Management's Responsibility for the Statement**

Management is responsible for the preparation of the Statement in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of the Statement that is free from material misstatement, whether due to fraud or error.

**Auditors' Responsibility**

Our responsibility is to express an opinion on the Statement based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the Statement is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the Statement. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the Statement, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of the Statement in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the Statement.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

# INDEPENDENT AUDITORS' REPORT - Continued

## Opinion

In our opinion, the Statement presents fairly, in all material respects, the revenues and expenses of the Nova Scotia Paint Recycling Program as reported by Product Care Association of Canada for the year ended 31 December 2017 in accordance with Canadian accounting standards for not-for-profit organizations.

## Restriction on Distribution

This report is prepared on the direction of Product Care Association of Canada's management and Nova Scotia Environment. As a result, the report may not be suitable for another purpose. Our report is intended solely for Product Care Association of Canada's management and Nova Scotia Environment, and should not be distributed to other parties.

Rolfe, Benson LLP

CHARTERED PROFESSIONAL ACCOUNTANTS

Vancouver, Canada
28 March 2018

# PRODUCT CARE ASSOCIATION OF CANADA
# NOVA SCOTIA PAINT RECYCLING PROGRAM
## Statement of Revenues and Expenses
**For the year ended 31 December 2017**

| | 2017 |
|---|---|
| **Revenues** | $ 1,421,790 |
| **Program expenses** | |
| Processing | 645,109 |
| Collection | 177,392 |
| Administration (Note 3 (b) & (d)) | 132,805 |
| Transportation | 74,010 |
| Communications | 40,546 |
| | 1,069,862 |
| **Excess of revenues over expenses for the year** | $ 351,928 |

**Change in Accounting Policy** (Note 2)

**Commitment** (Note 4)

The accompanying notes are an integral part of this statement of revenues and expenses.

## 1. Basis of Presentation

The Statement of Revenues and Expenses (the "Statement") only includes the revenues and expenses related to the Nova Scotia Paint Recycling Program (the "Program"), a segment of the operations of Product Care Association of Canada (the "Association").

## 2. Change in Accounting Policy

During the year, the Association changed its accounting policy for the recognition of revenue from Environmental Handling Fees (EHFs). In previous periods, the Association had recognized revenue from EHFs in the period that the related program materials were sold by the member. The Association has now decided to recognize revenue from EHFs at the end of the month following the reporting period that the program materials were sold by the member. Management believes that the new policy is preferable because it better reflects the requirements of the Association's membership agreements which defines the members' obligations under the various programs.

The Association has accounted for this change in accounting policy retroactively as a prior period restatement of opening accumulated surplus. As a result, accumulated surplus as at 1 January 2017 has decreased by $55,801 which represents revenues that were previously reported in the 2016 fiscal year and are now reported in 2017 under the new accounting policy. As the Program's Statement does not present accumulated surplus or comparative figures the adjustments impacting the previous year are not reflected in the Statement.

## 3. Summary of Significant Accounting Policies

The Statement is prepared in accordance with Canadian accounting standards for not-for-profit organizations. The significant policies are detailed as follows:

(a) Revenue Recognition

Environmental Handling Fees are received from members of the Association making sales of designated program materials within the province of Nova Scotia. The Association recognizes these fees as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured. Environmental Handling Fees revenues are recognized as individual members report and remit them as required by the Association's membership agreement which is at the end of the month following the reporting period that the designated program materials were sold by the member.

**3. Summary of Significant Accounting Policies - continued**

(b) Tangible Capital Assets

Tangible capital assets are recorded at cost. The Association provides for amortization using the straight-line method at rates designed to amortize the cost of the tangible capital assets over their estimated useful lives. The annual amortization rate is as follows:

| | |
|---|---|
| Depot equipment | 3 years |

Included in administration expense is $1,487 of amortization expense.

(c) Use of Estimates

The preparation of financial statements in accordance with Canadian accounting standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amounts of revenues and expenses and disclosure of contingencies included in the Statement. Accounts subject to estimates include revenue accruals, expense accruals, amortization, overhead allocation and processing commitments. Actual results could differ from those estimates.

(d) General and Administrative Expenses - Overhead Allocation

A portion of the total general and administrative expenses of the Association, net of expense recoveries, has been allocated to the Program. The allocation of general and administrative expenses to the Program is determined using the percentage of program specific operating expenses as compared to total operating expenses for all the Association's programs. Included in administration expense is $58,641 of overhead expense which has been allocated to the Program.

**4. Processing Commitment**

At year end, the Association had unprocessed program materials on hand related to the Program with an estimated cost to process, transport and recycle of $61,277 which will be incurred in 2018.