

# NEWS

MOLOK'S CUSTOMER MAGAZINE

1/2007

## CANADA'S FAMOUS ALGONQUIN PARK USES MOLOKS



TOP SKIING CENTERS RELY ON DEEP COLLECTION

## MOLOK ENTERS NORTH AFRICA



[www.molok.com](http://www.molok.com)

**MOLOK**®

## NEW PRODUCT LINE AND EXPANDING PRODUCTION FACILITY IMPROVE CUSTOMER SERVICE

"Improving customer service" and "expanding the customer base" are overused expressions in today's business world. However, Molok Ltd. has built a successful and ever expanding business on such ideals. It has been the permanent practical application of these ideals that has formed the backbone of our everyday operations. With the effective application of our goals, we are able to create new jobs, reach full productivity, and solidify our position in global markets.

A large part of Molok's varied and successful business is our continuing creative, open minded, product development. Once again, we step into the leadership role when Molok's Domino product line makes its impact felt. The Domino line has already been installed at select locations throughout Finland, and is gaining an ever increasing wave of publicity which will soon be felt throughout our export markets.

**Success is based on a resourceful and efficient organization.**

Success depends upon resourceful and innovative thinking, and upon the ability of the entire working organization to turn such ideas into fact. This is the ultimate blueprint for reaching goals, for customer satisfaction, and for steady growth. Success starts with an idea, is built upon ideas, and is maintained with fresh ideas. One good idea can launch a business. A thousand good ideas can accomplish anything.

Product development investments, coupled with a capacity for growth, will secure Molok's ability to fulfill our customer's demands well into the future. It is our firm belief in the future, based on our products already in devel-



opment, which we see as the key to reaching our potential.

Molok is expanding its operations in Finland. At the end of this year, our new 3,200 square meter production facility becomes fully operational.

We are ready to take on new challenges, and face a bright future with our customers.

Best regards,

**Jukka Blom**  
CEO

**MOLOK - Deep Collection News 1/2007**

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# EXPANSION IS THE ANSWER FOR GROWING DEMAND MOLOK LTD'S NOKIA BASED PRODUCTION NEARLY DOUBLES

Molok LTD, which developed the Deep Collection System, has nearly doubled its production area within its Nokia production facility. This investment will create 3200 square meters more factory space, and will be completed at the end of 2007. This expansion is timely and needed due to the ever-increasing demand for Molok Deep Collection containers.

Three years ago, Molok concentrated all its production in one 5,000 square meter facility, located in the Nokia industrial area, and it was there that they established the first rotation molding container production and assembly area. Once the new expansion is completed, however, the rotation molding will remain at the original production facility, while the assembly department relocates in the new area.

- With this expansion, we can add to our production capacity, and design our growth to be flexible according to the demand. Acquiring more space for the rotation molding makes it easier to increase production by adding working hours, and due to the new spacious assembly area, the entire process becomes one of uncluttered orderliness, bring-

ing efficiency up to a new level, tells Molok's CEO Jukka Blom.

According to Mr. Blom, the Deep Collection containers, with their low above ground profiles, are enlarging their market areas in Finland and in export target locations.

- In Finland, many counties and city municipalities have invested in the future of their waste management by focusing on Molok containers. In the export market, we continue to focus on our traditional European trading partners, but also welcome our recent market expansion areas, including; Asia, the Middle East, and Canada.

- Continually growing waste management costs are the top selling points for Molok. The greater capacities of the Molok containers reduce expensive waste truck traffic, keeping residential area waste management costs low. The fact that the Molok Deep Collection System is easier to use, cleaner, and more efficient than traditional systems, is getting noticed by neighborhoods around the world.

Molok LTD has 50 employees in the Nokia facility, and has recently received the Tampere Chamber of Commerce environmental award.



# VERBIER, SWITZERLAND: A FIRST CLASS SKIING RESORT RELIES ON MOLOK DEEP COLLECTION

Many downhill skiing enthusiasts rate Verbier as one of the best skiing centers in the world. Located in Bagnes Switzerland, Verbier provides slopes both for beginners and top professionals, making it extremely popular during the skiing season. Bagnes is the largest Swiss community by area and, combined with the large crowds during ski season, places high demands for waste handling systems. To learn more about Molok's capabilities at skiing resorts, Deep Collection News interviewed Mr. Jean-Luc Schlaeppi, Managing Director of Molok Recycling Company SA in Switzerland.

**What were the main reasons for selecting the Molok deep collection system for Verbier, and when were the first Moloks installed?**

- Due to the positive feedback from other communities in our valley, Verbier started to install Moloks in 2006. Prior to that, in 2002, the first Moloks were installed in Bagnes valley in order to eliminate the presence of waste bags standing on the roadsides, Jean-Luc Schlaeppi comments...

- Furthermore, by reducing the door to door collection system, the handling and collection times have been drastically reduced.

- Areas of Verbier are still equipped with roll bins, sheltered by wooden huts, and have been subject to fires. As soon as possible, every waste shelter will be replaced by a naturally fire resistant Molok.

- The emptying of a Molok is done mechanically, rather than manually, which was the technique required by the former systems. Altogether, Verbier skiing resort plans to install 200 Moloks.

**How many Moloks and what sizes are being used at present?**

- At the moment we count 100 Moloks in use, with most of them located in the smaller villages of the valley. We have decided on sizes of 5 cubic meters for normal household wastes, paper/cardboard, and 3 cubic meters for glass.

**Are recycling items like paper, metal, and bio waste, being collected with Moloks?**

- As mentioned above, the Molok system is used for separate collection of household waste, paper, and

glass. The other recyclable wastes can be deposited in the special bins provided by the different national institutions (For example; PET), or can be brought to the recycling centers, which can sort up to 25 different waste types.

**What has been the experience and main benefits when using Moloks?**

- We see the biggest advantages of the system in the gathering of the different wastes at so-called eco-points, and the elimination of bins and bags on the street. The absence of odors is very much appreciated. Collecting the waste is much simpler and physically less demanding for the staff. With Molok we have found an aesthetic, fire resistant, solution that integrates perfectly into our surroundings.

- The main difficulty for the placing Moloks is in finding a suitable place that allows for the avoidance of underground wires and electrical systems. This is sometimes a problem in urban surroundings, but fortunately there are quite a few private land owners who allow installation on their properties, as they too enjoy the low visibility and the high benefit qualities of Molok.

- Moloks are weatherproof and corrosion resistant.

**Have tourists commented on Moloks?**

- There has not been a special study on this matter directed towards tourists, but the feedback from our local inhabitants is thoroughly positive.



*Tidy and aesthetic Molok containers go well with the first-class skiing center of Verbier.*

At first, some people had concerns about the possibility of odors, but their initial concerns quickly faded, as a specialized company maintains and cleans the Moloks regularly.

**How different are the low and high seasons regarding the amount of waste collected?**

- Taking only the household waste into consideration, we have major differences between winter and summer, with June 2006 reaching 188 tons, and January 2007 reaching 477 tons. Similar seasonal variations can be seen, proportionally, in the paper and glass collection, where we reach a ratio of approximately 3 to 1 between high and low seasons.

- As all waste types follow the same sort of pattern, we draw the conclusion that our guests play the game of sorting out the wastes for recycling purposes. Still, the efforts to supply information and improve infrastructure must be made. Our local authorities are very sensitive to these ideals, and they allocate important financial funding to reach the best results possible.

### Are there plans to develop the system further?

- Our priorities are set on the installation of Moloks in the central areas of Verbier. Step by step, all the neighborhoods that are accessible by collecting trucks will be equipped with Moloks. The efficiency of eco-points is already established, so all Molok locations will have at least one extra container each for paper and glass.

- In order to have the best return on investment, and to use our Molok containers in the most efficient way possible, it is essential to start using the level measurement systems inside the Moloks. This next step will allow us to optimize our waste collecting routes and reduce the truck kilometers, concludes Jean-Luc Schlaeppi.



*Even the heaviest snowfalls do not hide the Moloks installed near the skiing slopes of Les Mosses in Switzerland.*

## MOLOK WEST EUROPE INVESTS IN TRUCKS WITH A COMPACTING SYSTEM

Molok West Europe recently proudly confirmed the purchase of its 20<sup>th</sup> emptying truck. Molok's successful distributor presently operates with a fleet of 17 trucks, and the three new vehicles will be delivered in the end of 2007.

The trucks have already been delivered by the manufacturer Scania, but the required specifications for emptying Molok containers have to be installed, i.e. a specific emptying arm and a loading system for transport and a registration unit for weighing the amount of waste.

The Molok West European fleet will consist of 10 trucks with a compacting system and 10 trucks with a mobile container. The compacting system, which will increase the emptying capacity by 75%, was first introduced in 2005. Mr **Gregory Stevens**, Production manager of Molok West Europe comments:

"As a result of an annual operational increase of 30% in collected waste, we began looking for a more profitable way to collect the waste. After negotiating with different suppliers, a specific system was devised for constructing the truck, specifically for emptying Molok containers, in such a way that capacity is increased significantly."

"With the first type of trucks, which were equipped with mobile containers, approximately 20 five cubic meter Molok containers can be emptied. The trucks equipped with a compacting system can empty approximately 35 Molok containers. This

means that drivers don't lose time while transporting the collected waste," says Mr **Jimmy Wlosiniak**, Dispatching manager of Molok West Europe.

According to Gregory Stevens, Molok West Europe collected during 2005 a total of 12.000 tons of waste, and during 2007 up to 20.000 tons of waste. With the new type of trucks we can be sure to hold on to our aggressive increase of collecting waste in the future."



*The new model of trucks with the new, advanced compacting system.*



*Jimmy Wlosiniak, dispatching manager showing the new type of truck.*



*The first version of lorries with mobile container.*

# THE BRITISH EMBASSY INSTALLS FIRST MOLOKS IN TUNISIA

The British Embassy in Tunis has installed the first Moloks in Tunisia, Northern Africa. Following the successful launch of the Molok recycling system, a number of organizations based in the capital city Tunis are joining suit and considering implementing the system themselves.

The Molok team in Tunis has been inundated with calls from other embassies, hotels, government organizations, and institutions, requesting further information on the Molok deep collection system, how it functions, and requesting the installation of the Molok containers.

Perhaps most significant amongst these, is the preparation of a pilot project with the municipality of La Marsa, which aims to install the Molok system in all the tourism hot spots and main institutions in the region. This will include hotels, restaurants, the stadium, and the local hospital.

**“Recycling is one key to resolve global climate change” HMA Alan Goulty commented:**

“I am very pleased that the UK has been involved with this innovative initiative from it’s conception. If we have encouraged even one organization to consider

the benefits of recycling, I consider this an achievement. We all now know that recycling is one of the keys to resolving the global climate change problem, and I strongly believe that we each need to take personal responsibility for this issue. The UK looks forward to strengthening its partnership with Tunisia in the fields of climate change and the environment. The visit of Mr George Edgar was one step in this process. Sir Nick Stern’s visit in early July will also help to further deepen our cooperation on these issues.”

**Ms. Wafa Achour from Molok Tunisia said:**

“We were honored to install the first Molok containers in the British Embassy Tunis - we consider this a tremendous contribution to environmental protection efforts in Tunisia. The success of this project, and that in La Marsa, will help us secure more Molok facilities for Tunisia and the other Maghreb countries”.

**Boy scouts visit the installation site**

Recently, over 40 members of the Tunisia Boy Scout organization visited the British embassy to learn more about the Molok Deep Collection System. Wafa Achour’s presentation was highly successful, prompting inquiries from the Boy Scout organization about the possibility of future cooperation with Molok.



*The Molok assembly at the British Embassy is an excellent example of an eye-catching deep collection system for recycling.*



*The active use of Moloks started immediately.*



*The inauguration ceremony of Moloks at the British Embassy was headed by the Ambassador of the UK in Tunisia, Mr Alan Goulty (in the middle).*



*The Tunisian boy scout organization paid a visit to the British Embassy in order to learn more about the Molok deep collection system.*

# WASTE MANAGEMENT AT HIMOS SKI RESORT KEEPS PACE WITH CENTER'S EXPANDING POPULARITY

Located near the central Finnish town of Jämsä, Himos was voted as the most popular ski resort in Finland. Adding to that popularity is Himos' speedy year round development as a travel center. The waste management challenge posed by this ever increasing popularity gets magnified each year during the busy season, and has been answered by Jämsä Area Waste Management LTD with the yearly addition of Molok Deep Collection points.

The first Moloks were installed in 2001 to serve holiday cottage exhibition centers that were located in the area. A priority then, as well as now, was to solve the problem of separation for the various different types of waste, including; mixed waste, energy waste, bio waste, paper, glass, and small metal parts.

Today, there are ten recycling points in use at Himos, and they are part of the long term planning that family operated companies Himosvuori LTD and Jämsä Waste Management LTD have implemented into the daily operations.

## "Less Waste Truck Traffic = More Benefits"

CEO **Tarja Kuisma**, of Jämsä Area Waste Management Ltd, heads the waste management for Jämsä river valley's approximately 28,000 inhabitants, with an area that encompasses various counties.

When Tarja Kuisma is asked about her experiences with Deep Collection, she has an immediate answer;

- In Himos, and elsewhere within our operating area, the highly efficient Deep Collection points are much cleaner than traditional waste systems. Additionally, Molok containers lower waste truck traffic, which is



*In this new Himos recycling point, there are containers for; mixed waste, paper, energy waste, small metal parts, glass, and bio waste.*

important, especially in resort areas.

- We have invested from the beginning towards a complete recycling program for guests and visitors. Even though visitors to the resorts sometimes like to give their recycling obligations a vacation too, we feel that, with the right directives and with the ample availability of recycling points, the situation will constantly improve with time and hard work.

## Waste Management That Protects The Environment

The Himos area is continuing to develop quickly. This past year saw construction start on a new hotel, spa, multipurpose hall, condomini-

um complex, and time-share apartments.

- We are intensely following the area's development, and are planning for the future needs of the entire area. The ultimate goal is to offer Himos guests the greatest amount of waste management convenience with the least amount of environmental stress. We have concentrated on recycling needs and now offer an economic and convenient service as a recycling reality. We listen intently to the suggestions of the area's cooperating service partners, who share their experience and expertise to make our job much easier, says Tarja Kuisma.



*CEO Tarja Kuisma believes that Molok collection points encourage visitors to recycle waste.*

# CANADA'S FAMOUS ALGONQUIN PARK USES MOLOK SYSTEM

In the late autumn of 2006, Algonquin Provincial Park in Ontario, Canada was seeking proposals for a waste management system within the busy park that could effectively meet their needs of waste collection, while enhancing their efforts at collecting source separated recyclable materials such as glass, metal, plastic, paper, and organics.

Working in cooperation with the Ottawa Valley Waste Recovery Centre, located near Ottawa, a proposal was submitted to the park which would see Molok North America supply and install the bins, and Ottawa Valley provide the collection service and processing of recyclable materials.

Algonquin Park was established in 1893, setting aside 7,630 square kilometers of forests, lakes and rivers to establish a wildlife sanctuary, and to protect the headwaters of the five major rivers which flow from the Park. Soon this wilderness oasis was "discovered", at first by adventurous fishermen, then by the famous Canadian painters Tom Thomson and The Group of Seven, along with a host of other visitors who came by train and stayed at one of Algonquin's several hotels.

## More than 40 books written about park

Over the years Algonquin has earned unconditional devotion and worldwide fame. Hundreds of letters of inquiry arrive at the Park every month. More than 40 books have been inspired by the Park, and the list keeps growing. There is an Algonquin Symphony and paintings of Park landscapes hang in the National Gallery of Canada.

Hundreds of studies done on its protected flora and fauna have established Algonquin as the most important place in Canada for biological and en-

vironmental research. Clearly, Algonquin Park is a very important place for all those who cherish the natural and cultural heritage of Canada.

From a waste management perspective, Algonquin Park, Ontario's busiest provincial park, offered its own set of challenges. Algonquin is located about 200 km north east of Toronto, Ontario's capital city and largest urban centre. As a refuge from the urban way of life, Algonquin's campgrounds, day-use areas, interior trails, and canoe routes see over 1,000,000 visitors from Canada and abroad, most of which come during the period from May to October.

## Black bears with good appetites

Amongst the various wildlife that inhabit Algonquin is the Black Bear. This furred mammal averages 135 kg in weight and has a ferocious appetite for almost everything edible including...garbage.

To help solve the problem of waste collection in areas of Canada where there are populations of bears, several years ago Molok North America developed a specialized bear-resistant lid. This proved to be successful in deterring bears from accessing the containers. Making use of Molok technology with its bear-resistant lid, Ottawa Valley submitted its proposal to Algonquin in the early winter of 2007 for consideration, using bins installed along the main highway points within the park. These groups of bins would be used to collect waste, mixed recyclables (including tin, plastic and glass), paper, and organics. The bins would be collected by Ottawa Valley staff, and the material would be returned to their processing centre for sorting, cleaning and reuse.

In the spring of 2007 Ottawa Valley's proposal was accepted. During the early summer of 2007, 137 Molok containers were installed throughout the park. The park switched from its conventional collection methods on July 3<sup>rd</sup> and the system has become an instant success, both from the perspective of the acceptance by users, and by the amount of recyclables that have been collected.



*This is typical waste collecting point in Algonquin Park. The containers are supplied with bear-resistant lid.*

### Positive feedback from visitors

“Feedback from Park visitors has been very positive”, says Algonquin Park Planner **Tracey Harper**. “Not only is the system easy to use, but early indications are that the new Molok system will help us to meet our waste diversion targets.”

**Susan Campbell**, the General Manager of Ottawa Valley Waste Recovery is also pleased with the system. “We are very happy with the quality of material coming from the recycling, fibre, and organics bins. The diversion rates seem to be high and the contamination rate is low.”

With its first summer in operation now behind it, Algonquin is shifting gears in preparation for its

busy fall season, which brings thousands of day-use visitors into the park to enjoy the fall colors and wildlife. The Moloks have stood up very well to the intense use they have received, and they have frustrated more than one black bear along the way, by making it impossible for these furry creatures to have “junk food”.

MOLOK North America Ltd. is in its 9th-year of operation servicing the North American markets. With its manufacturing facility and offices located in south-central Ontario, and a market of over 7-million people within a 150-kilometre radius, MOLOK North America is strategically placed to conveniently serve their market area.



# MOLOK MAIDENS VOTED AS THE MOST STYLISH IN THE LIKKOJEN LENKKI HAPPENING

At Tampere’s annual Likkojen Lenkki (Women’s Running) Happening, which was held on Saturday, May 24th, the best costume award was given to the “Molok Maidens”, who showed their winning style as they walked and ran their way through the winding and hilly Pyyinikki and Pispala areas along with 9400 other women “competitors”.

The “Molok Maidens” team, comprised of every Molok woman employee, was chosen above all other teams because of their long lasting development values and ecological outlook.



# NEW ENVIRONMENTALLY FRIENDLY RAW MATERIAL RECYCLING LINE NOW IN OPERATION



*The raw material line grinds the leftover plastic into a very fine powder.*

Molok's Nokia based production facility has installed a new raw material recycling line which enables its container production to be more environmentally friendly and cost effective. With this new recycling line, all plastic remnants can be used again in the molding process, saving ten of tons of plastic per year.

The new recycling line, which was manufactured by the German company Pallmann and installed in January 2006, connects the entire manufacturing process into a complete and efficient cycle. The ten meter long system reduces the plastic to manageable pellets, and then grinds the pellets into a fine recyclable powder which is then suitable to go straight into the molding process. As the grinding process proceeds, a magnetic separator removes unwanted metal from the material.

- Remnants, like lid hole cut-outs, used to be transported to various factories for other uses, but now go straight back into the Molok production process, via the new recycling line. This saves transport time and energy, reduces pollution, and utilizes every bit of material that comes into our facility. This is one more step closer to a safe environment, tells Molding Master Harri Helin.

- With the new recycling/raw material system now in place, we are able to purchase our raw material in pellet form instead of powder, which is logistically and ecologically a more sensible alternative, says Mr. Helin.

If the demand dictates, Molding Master Harri Helin can implement a three shift work schedule that has molding and raw material recycling processes running simultaneously. At full capacity, the grinder processes one cubic meter of plastic per hour, which out paces the rapidly expanding container production.



*Molding Master Harri Helin is feeding plastic remnants into the grinder. Tens of tons per year.*

# MOLOKS USED SINCE 2001: TEULADA RANKED AS THE CLEANEST CITY IN THE VALENCIA-ALICANTE REGION

Teulada, a city located on the Costa Blanca in Spain, has won the award for the cleanest city in the Valencia-Alicante region for the third time in a row. After winning the prize in 2002 and 2004, their 2006 title was awarded with 'outstanding distinction', including receiving the award-statue of Escoba de Oro – a Golden Brush.

Since tourism is the most important pillar of income for the cities on the Costa Blanca area, it is extremely important for them to develop an effective and user-friendly public infrastructure to promote the tourism.

With this outlook in mind, Teulada chose a high-quality waste management system in 2001 using Molok deep collection. In 2001 the first Molok recycling parks were tested. In 2003 a first large order was placed for 50 containers for equipping several urban neighbourhoods. These urban areas were further expanded in 2004 with various 'Molok recycling parks'.

After positive evaluations over the years, Molok West Europe delivered 100 containers in April 2007 for the development of the entire waste management network for the city of Teulada.



*Celebrating the golden brush award: from left Juan Antonio Adres - Contracting Chief of Teulada, José Luis Alaminos Montes - Council of general services, contracting, and infrastructures of Teulada, José Ciscar Bolufer - Mayor of Teulada, Frank Stevens - Sales Director of Molok West Europe, Tom Bielen - Export Manager of Molok West Europe - Spain, Pablo Helmfelt - Sales Representative, Molok West Europe - Spain, José Antonio Ibars Banuls - Chief Administrator of Teulada.*

## “Hygienic, aesthetic, cost-effective, and space saving”

The main reasons for choosing Molok waste management in the city of Teulada by its councils:

- Aesthetics:** tourists expect beautiful surroundings and reliable infrastructure.
- Space-saving:** collecting capacity of 18.000 litres only require a space of 15 square metres.
- Cost saving:** fast emptying - only 3 minutes- and only 1 labourer/truck is required.
- Quality:** the first Molok recycling parks have been in use for 6 years.
- External partners:** the emptying company is more than satisfied with the clean and quick Molok emptying system.
- Hygiene:** efficient suppression of odours.
- Care for environment:** the Molok recycling park provides the possibility to collect different types of waste materials separately

In the run up to other projects in Spain, Teulada is the point of reference for Molok waste management.

*Looking at these Molok containers, it's easy to understand why Teulada was ranked as the cleanest city in the Valencia-Alicante area.*



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