

Moving from **BAD** -> Through **CONFUSING** -> To **GOOD!**

Evolution in Recreation



Josh Simpson – Kamps Propane / California Product Stewardship Council

The Backstory

i.e. How did we get here???

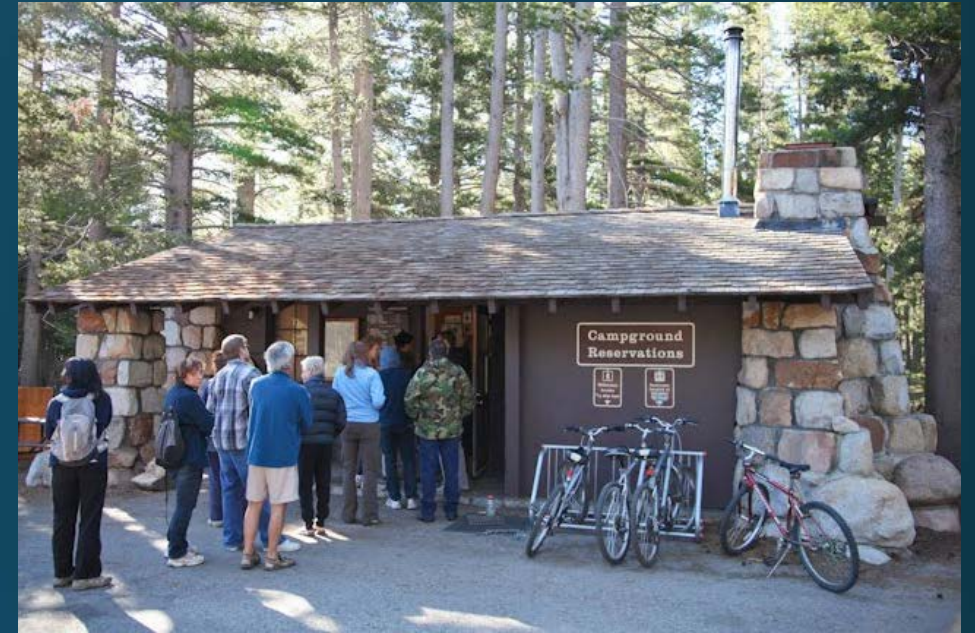
- 1942 – Coleman invents the GI stove – single burner, 5K btu, gasoline fueled. 1 million units ship to US soldiers in Europe & Asia.
- 1946 - 1970 – Camping goes mainstream - Coleman sells millions of 20k btu, 2-burner gas-fueled stoves to American families.
- 1970 – present – Propane replaces white gas as the dominant recreational equipment fuel (for stoves, lanterns, etc.) & disposable cylinders emerge as an HHW headache...



The Present Day

i.e. Where are we now???

- National Park Service reports record overnight visitation of 15+ million visitors in 2015 ¹
- CA State Parks report over 7 million camping visitors in 14/15 FY (up 3.9% from 13/14). ²
- Worthington Industries of Columbus OH reports 48.9 million units shipped of consumer product cylinders (disposable LP & helium) ³
- American taxpayers get saddled with the environmental and financial consequences.



¹ Source www.NPS.gov ² Source www.parks.ca.gov ³

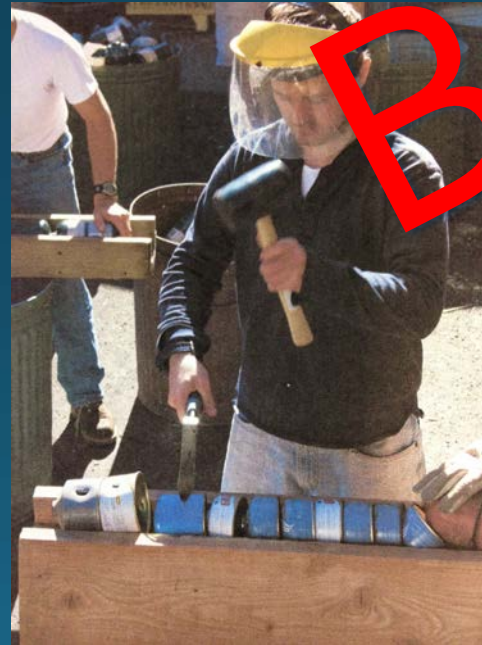
www.worthingtonindustries.com/Company/Investor-Center/Annual-Reports

Where do the tanks go? What does it cost??

Their path to recycling has serious obstacles.

An unknown % end up in landfills as trash.

- Used tanks (HHW) are difficult to recycle.
 - Used doesn't mean empty = hazardous
 - Many are left as trash in parks & rec facilities
 - Work-around solutions are common.
- Recycling cost per cylinder includes
 - Collection labor
 - Processing (gas extraction & tank ventilation)
 - Storage & Transportation
- Recycling costs between \$1.50 to \$3.50 /tank
- Scrap value is approximately \$0.12 per tank
- Yosemite collected over 24,000 in 2014.



BAD!

Sunnyvale MRF Fire March 2015

30 Tons of baled cardboard
burned!

Caused by small propane or
flammable aerosol
container in the baler –
sparked the fire.

16,000 cylinders processed
at Sunnyvale MRF from
2010-2013 costing over
\$144,000!



But wait,
this get more interesting...

Disposable tank volume is increasing.
Environmental objections are growing.
Surely there's a solution to this problem?

Could it be...

Site-based cylinder processing!

- Safely evacuating tanks
- Capturing unused gas
- Crushing tanks for recycling

What does it cost & who pays?

Private vendors or public employees

\$125,000 in cap ex + op ex!

Now sold by Worthington Industries!



CONFUSING?

2013 1lb refillable cylinders
Enter the US marketplace

2 companies introduce refillable 1lb tanks.

Manchester Tanks (Franklin TN) \$\$\$

- Equipped with an external shutoff valve
- Ideal for motor fuel & contractor applications
- Outdoor power (mowers/blowers) & torches

Flameking /YSN Enterprises (China) \$

- Equipped with an internal liquid level indicator valve
- Ideal for recreational applications
- Camp stoves, lanterns, heaters & BBQ's



Good!

And then? Start the marketing & outreach!

In 2014, 2 forces aligned in CA

Kamps Propane introduces the Little Kamper

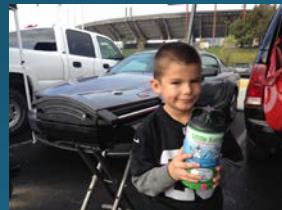
- Using the Flameking 1lb refillable cylinder
- Offering sales & cylinder exchange at 12 locations
- \$12.99 sale (prefilled) and \$1.99 exchange

Cal Recycle grants fund CPSC Refuel Your Fun campaign

- CPSC initiates campaign representing 5 service areas
- Events, retailer recruiting and targeted marketing promote RYF
- Small victories lead to bigger opportunities
- University Rec programs start at CSUS, Stanford & UCSC



BETTER!



Enter the National Retailers!

2016 has been a break-through year as our market outreach brings national retailers on board!

Tank sales & on-demand refilling

- Uhaul - \$12.95 sale (filled) and \$1.95 refill
 - America's highest volume LP retailer
 - 120 locations in CA alone – 7 days a week

Tank Sales only

- REI – The US leader in adventure retail - \$14.95
- West Marine – maritime retailer - \$17.99
- Home Depot – home improvement - \$13.97



AWESOME!



But there's a complication!

Uh-oh!

LP is a hazardous material.

- It boils and vaporizes at -44° .
- Contact with skin results in serious burns
- 1 cu ft LP = 270 cu ft of propane vapor
- Transferring LP from one container to another is dangerous & **REQUIRES TRAINING**
- *Flameking is marketing a refill kit*
- *The potential for an accident is significant*



So what's next?

- The refillable tank marketplace (doors) is growing.
- Sales volume (units) is increasing.
- Refill locations are increasing (pumps)
- How can we encourage refillables and proper disposal?
 - *How do we increase the diversion of disposable tanks into recycling channels?*
 - *Make it a permit requirement for parks to sell/refill?*
 - *A standardized collection system?*
 - *A standardized statewide public education campaign?*
 - *Producer responsibility?*
 - *Other ideas?*

THANK YOU!

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