



Availability of Uncoated Printing and Writing Papers Containing 30 Percent Postconsumer Fiber

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Availability of Uncoated Printing and Writing Papers Containing 30 Percent Postconsumer Fiber

Introduction

On May 29, 1996, the U.S. Environmental Protection Agency (EPA) issued a Recovered Materials Advisory Notice for paper and paper products containing recovered materials (Paper Products RMAN, 61 FR 26986). The Paper Products RMAN contains recommendations for procuring agencies to use when purchasing paper and paper products in accordance with section 6002 of the Resource Conservation and Recovery Act (RCRA). The 1996 Paper Products RMAN revises the postconsumer content guidelines found in the 1988 paper procurement guideline.

Executive Order 12873, issued on October 22, 1993, requires that uncoated printing and writing papers purchased by federal executive agencies contain postconsumer recovered fiber. The Executive Order requires that these paper products contain a minimum of 30 percent postconsumer recovered fiber by December 31, 1998.

EPA is preparing to revise the recovered fiber content recommendations contained in the 1996 Paper Products RMAN to incorporate the requirements of Executive Order 12873. Eastern Research Group (ERG) provided technical assistance to EPA in support of that process.

Research Purpose and Scope

The purpose of this research was to identify U.S. paper manufacturers that use or plan to use 30 percent postconsumer fiber to produce *uncoated* printing and writing papers in order to support EPA in determining whether sufficient supplies of these grades of paper will be available for purchase by December 31, 1998 (as stipulated in the Executive Order). ERG conducted research on the following grades of uncoated paper:

- Reprographic paper
- Offset paper
- Tablet paper

- Forms bond
- Envelope paper
- Cotton fiber paper
- Text and cover paper
- Papeteries
- Carbonless
- File folders

Methodology

This research was conducted during 6 weeks in January and February 1998 and involved telephone research to paper manufacturers, converters, and distributors in the United States and Canada who currently make the above grades of paper with recovered fiber. The universe of companies contacted included those currently using any amount of either postconsumer or recovered fiber; the research was not limited according to type or percentage of recovered fiber used. Company names were obtained from the *Recycled Gradefinder* prepared by Jaakko-Poyry Consulting in December 1997 (attached), and EPA's paper availability list, *Mills That Manufacture Printing and Writing Paper, Computer Paper, Office Paper, Envelopes, Bristols, and Coated Printing and Writing Papers, Using Recovered Paper* (EPA530-B-97-008, October 1997). ERG also contacted select federal procuring agencies and paper industry sources to obtain the most current information on manufacturers of paper containing 30 percent postconsumer fiber. Attachment 1 includes a list of these contacts and the information they provided.

Before beginning the research, ERG developed an outline of information needs for EPA approval (Attachment 2). This outline formed the basis of the telephone research. Out of a potential universe of 66 sources of supply, ERG successfully contacted a total of 46 companies and made at least 2 telephone calls to 14 other companies. As of the date of this report, no additional information has been obtained from these additional sources. Another five companies appear to be out of business, and one company would not accept research questions over the telephone. A detailed list of these companies and the dates they were contacted can be found in Attachment 3.

Findings

Table 1 summarizes the results of the research by paper grades that are listed in the Paper Products RMAN. Table 1-A lists the grades of paper that, based on the research conducted, will be made with 30 percent postconsumer fiber by December 31, 1998. Totals are given for the number of companies supplying 30 percent postconsumer content paper, the number of these companies selling such paper to the government, and the number of companies offering the paper as a special order item only. Table 1-B lists the grades of paper that will **not** be made with 30 percent postconsumer fiber in sufficient quantities by December 31, 1998. This table includes the same totals provided in Table 1-A.

Table 2 includes detailed information on each of the paper grades covered in this research including company name, address, phone number, contact name, type of company (e.g., manufacturer, converter, or distributor), product brand names, whether or not they are currently making or are planning to make any products containing 30 percent postconsumer fiber by December 31, 1998, whether or not these products are or will be sold to the government, whether they currently or will offer these products as special order or regular stock items, and any additional comments.

Preliminary Conclusions

Based on the information presented in Tables 1 and 2, it appears that as of December 31, 1998, there would be sufficient competition for government purchases of all the uncoated printing and writing grades containing 30 percent postconsumer fiber except file folders and papeteries, and, possibly, tablets. This conclusion is based on the fact that two or more of the companies contacted make or plan to make paper grades that meet the 30 percent postconsumer level and also make these products available to the government. Since several companies sell their paper through distributors, the research was unable to confirm government sales. Such cases are noted throughout the table. With the exception of offset paper, all the paper grades will be offered as regular stock items by at least half of the companies for which information was obtained.

In the case of file folders and papeteries, the companies contacted had no definite plans to offer

their products with 30 postconsumer fiber. They indicated, however, that their decision to make 30 percent postconsumer content paper will be based on customer demand.

The research on tablet paper indicated that one company will manufacture tablet paper on a special order basis, one company has not yet determined whether it will manufacture this grade containing 30 percent postconsumer fiber, and two companies might not sell to government agencies.

Table 1-A

**Summary of Research Findings:
Paper Grades That Will Contain 30 Percent Postconsumer Fiber
by December 31, 1998**

Grade	Number of Companies Making 30 Percent Postconsumer Content Paper by 12/31/98	Number of Companies Selling to the Government	Number of Companies Offering 30 Percent Postconsumer Content Paper as a Special Order Item	Comments
Reprographic Paper	10 of 13	9 of 10	3 of 10	
Offset Paper	12 of 18	9 of 12	6 of 12	
Tablet Paper	4 of 5	1 of 4	1 of 4	ERG was unable to obtain information on government sales for one of the four companies, and one company sells its paper through distributors.
Forms Bond	5 of 6	5 of 5	1 of 5	
Envelope Paper	7 of 8	3 of 7	0 of 7	Four of the six companies did not have information on government sales because they sell through distributors.
Cotton Fiber Paper	5 of 6	5 of 5	1 of 5	

Table 1-A

**Summary of Research Findings:
Paper Grades That Will Contain 30 Percent Postconsumer Fiber
by December 31, 1998**

Grade	Number of Companies Making 30 Percent Postconsumer Content Paper by 12/31/98	Number of Companies Selling to the Government	Number of Companies Offering 30 Percent Postconsumer Content Paper as a Special Order Item	Comments
Text and Cover Paper	14 of 20	10 of 14	3 of 14	ERG was unable to obtain information on government sales for one of the 13 companies, and one company sells its paper through distributors.
Carbonless	4 of 4	1 of 4	0 of 4	One of the four companies did not have information on government sales because they sell through distributors.

Table 1-B

**Summary of Research Findings:
Paper Grades Not Likely to Contain 30 Percent Postconsumer Fiber
by December 31, 1998**

Grade	Number of Companies Making 30 Percent Postconsumer Content Paper by 12/31/98	Number of Companies Selling to the Government	Number of Companies Offering 30 Percent Postconsumer Content Paper as a Special Order Item	Comments
Papeteries	0 of 1	0 of 1	It will depend on customer demand.	The company contacted will decide to make 30 percent postconsumer content paper based on customer demand.
File Folders	0 of 2	2 of 2	2 of 2	One company is undecided; they are currently conducting trials. The other company contacted might provide 30 percent postconsumer content paper if there is a demand.

TABLE 2
REPROGRAPHIC PAPER

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
American Renaissance Paper (D) 33 Rock Hill Road Bala Cynwyd, PA 19004 Peter McGrath 610 668-3088 Date contacted: 1/22/98	Multi-Purpose, Presentation and Presentation Plus	No			Thirty percent paper is too expensive to make.
Avenor (M) Two Kenview Boulevard Brampton, Ontario L6T 5E4 Canada Tamara Pope 905 790-5259 Date contacted: 3/23/98	Artica Copy Recycled and Artica Laser Recycled	Yes	Yes	Special order	
Domtar Papers (M) 395 de Maisonneuve Boulevard, West Montreal, Quebec H3A 1L6 Louis Therrien/Peter Gilbert 514 848-5733/905 680-3219 Date contacted: 1/27/98	Fusion (color copier paper)	Yes	Yes	Special order	

REPROGRAPHIC PAPER

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
<p>Fort James Corporation (M) 300 Lakeside Drive, Fourth Floor Oakland, CA 94612 Mary Plimpton 510 874-3674</p> <p>Date contacted: 2/12/98</p>	<p>Eureka! 100, Eureka! 50, Eureka! Ultra Bright, and Eureka!</p>	<p>Yes</p>	<p>Yes</p>	<p>Regular stock</p>	
<p>Fraser Paper, Inc. (M) 70 Seaview Avenue, Suite 10055 Stamford, CT 06902 Jobe Morrison 937 865-6032</p> <p>Date contacted: 2/20/98</p>	<p>All brands that are currently 20 percent postconsumer fiber will upgrade to 30 percent.</p>	<p>Yes</p>	<p>Yes</p>	<p>Regular stock</p>	
<p>Gilbert Paper Company (M) P.O. Box 260 Menasha, WI 54952 Patty Hoffman 920 722-7721</p> <p>Date contacted: 2/20/98</p>	<p>Jet-Tech Premium Recycled</p>	<p>Yes</p>	<p>Yes</p>	<p>Regular stock</p>	

REPROGRAPHIC PAPER

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
<p>International Paper (Hammermill and Springhill Divisions) (M) 6400 Poplar Avenue Memphis, TN 38197 Steve VanVoorhis 901 763-6000</p> <p>Date contacted: 2/17/98</p>	<p>Copy Plus, Fore DP, Savings DP, Unity DP, and all Springhill copy papers</p>	<p>Maybe</p>	<p>Yes</p>	<p>Special order</p>	<p>IP can make paper with 30 percent postconsumer fiber, but at a higher cost; they might provide a 30 percent option for the federal market if there is a demand.</p>
<p>Strathmore Paper Company (M) Two Gateway Boulevard East Granby, CT 06026 Jim Murphy, Product Manager 860 844-2400</p> <p>Date contacted: 2/9/98</p>	<p>Strathmore Script and Strathmore Renewal</p>	<p>Yes</p>	<p>Yes</p>	<p>Regular stock</p>	
<p>Union Camp (M) 1600 Valley Road Wayne, NJ 07470 Scott Edwards, New Product Servicing Manager 757 569-5126</p> <p>Date contacted: 2/26/98</p>	<p>Great White Recycled Content</p>	<p>Yes</p>	<p>Yes</p>	<p>Regular stock</p>	

REPROGRAPHIC PAPER

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
<p>Unisource Worldwide, Inc. (D) P.O. Box 3000-0935 Berwyn, PA 19482 Paul Heyink, Director of Marketing Development 610 296-4470, Ext.484</p> <p>Date contacted: 2/20/98</p>	<p>They buy and sell all brands of copier paper manufactured in the United States.</p>	<p>Yes</p>	<p>Yes</p>	<p>Special order</p>	<p>Unisource has noticed a decreased demand for paper with high postconsumer fiber content.</p>
<p>Weyerhaeuser Corporation (M) Federal Way Attn: Recycled Business Corporation Tacoma, WA 98477 Pat Haasl 610 251-9220</p> <p>Date contacted: 2/19/98</p>	<p>Recycled Lynx Opaque Laser Guarantee, Weyerhaeuser Recycled Laser Copy, Recycled Husky Xerocopy D.P., Weyerhaeuser Recycled Office Paper</p>	<p>Yes</p>	<p>Yes</p>	<p>Regular stock</p>	
<p>Willamette Industries, Inc. (M) 9771A Southern Pine Boulevard Charlotte, NC 28273 Gary Schneider 800 523-7273</p> <p>Date contacted: 2/17/98</p>	<p>Copier Paper</p>	<p>Maybe</p>	<p>Yes</p>	<p>Regular stock</p>	<p>This paper is currently made with 20 percent postconsumer fiber. Willamette will upgrade to 30 percent if demand warrants.</p>

REPROGRAPHIC PAPER

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
WWF Paper (D) Two Bala Plaza Bala Cynwyd, PA 19004 Paul Asavin, Vice President of Operations 610 667-9210 Date contacted: 2/10/98	They sell brands made by International Paper, Domtar, Fraser, and Eddy.	Yes	No	Regular stock	WWF only sells to commercial markets, specifically in the regional Philadelphia area.

M=Manufacturer
 D=Distributor
 C=Converter

Total sources of supply: 13

30 percent postconsumer: 10 Yes
 2 Maybe
 1 No

Companies that did not return phone calls: 8
 (ERG called twice)

OFFSET PAPER

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
<p>American Renaissance Paper (D) 33 Rock Hill Road Bala Cynwyd, PA 19004 Peter McGrath 610 668-3088</p> <p>Date contacted: 1/22/98</p>		No	No		Thirty percent paper would be too expensive.
<p>Avenor (M) Two Kenview Boulevard Brampton, Ontario L6T 5E4 Canada Tamara Pope 905 790-5259</p> <p>Date contacted: 3/23/98</p>	Artica Offset Recycled and Artica Premium Recycled	No	Yes		
<p>Crown Vantage (M) 300 Lakeside Drive Oakland, CA 94612-3592 Katie Cutler 510 874-3458</p> <p>Date contacted 2/12/98</p>	Squire Reclaim and Legend Reclaim (Natural)	Yes	Yes	Special order	They would require a minimum order of 5,000 pounds.

OFFSET PAPER

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
CTI Paper USA, Inc. (D) 4785 Hayes Road Madison, WI 53704 Brian Cowie 608 834-9900, Ext. 223 Date contacted: 3/20/98	Glama Natural 100	Yes	Yes	Regular stock	
E.B. Eddy (M) 1600 Scott Street Ottawa, Ontario K1Y 4L5 Canada Cathy Avery, Product Manager 800 267-9971 Date contacted: 1/26/98	Book Paper MF; Offset Book; and Map Bond E30, E40, and E50	Yes	Yes	Special order	If demand warranted they would make those lines with 30 percent postconsumer fiber.
Ecusta (M) P.O. Box 200 Pisgah Forest, NC 28768 Dick Siler 704 877-2146 Date contacted: 1/27/98	Recycled Nyalite and Recycled Sparlite	Yes	Not routinely	Special order	

OFFSET PAPER

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
<p>Fort James Corporation (M) 300 Lakeside Drive, Fourth Floor Oakland, CA 94612 Mary Plimpton 510 874-3674</p> <p>Date contacted: 2/12/98</p>	<p>Eureka! Opaque Ultra and Eureka! Offset</p>	<p>Yes</p>	<p>Yes</p>	<p>Regular stock</p>	
<p>Fraser Paper, Inc. (M) 70 Seaview Avenue, Suite 10055 Stamford, CT 06902 Jobe Morrison, President, Miami Mill 937 865-6032</p> <p>Date contacted: 2/20/98</p>	<p>All brands that are currently 20 percent postconsumer fiber will go to 30 percent.</p>	<p>Yes</p>	<p>Yes</p>	<p>Regular stock</p>	
<p>International Paper (Hammermill and Springhill Divisions) (M) 6400 Poplar Avenue Memphis, TN 38197 Steve VanVoorhis 901 763-6000</p> <p>Date contacted: 2/17/98</p>	<p>Accent Colors Recycled, Accent Opaque Recycled, Brite-Hue, Hammermill Text, Savings Offset, Springhill Incentive Opaque Plus, Springhill Opaque Offset Colors, and Springhill Recycled Offset</p>	<p>Maybe</p>	<p>Yes</p>	<p>Special order</p>	<p>IP can make paper with 30 percent postconsumer fiber, but at a higher cost; they might provide a 30 percent option for the federal market if there is a demand.</p>

OFFSET PAPER

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
<p>Lyons Falls (M) P.O. Box 338, Center Street Lyons Falls, NY 13368 Larry Cannon, Sales Manager 815 455-0981</p> <p>Date contacted: 1/26/98</p>	<p>Paper Again PC Tradebook</p>	<p>Yes</p>	<p>Yes</p>	<p>Special order</p>	
<p>Nicolaus Paper, Inc. (M)(C)(D) 139 Joe Brown Road Lockport, LA 70374 Charles C. Gaubert, National Sales 508 342-2003</p> <p>Date contacted: 2/19/98</p>	<p>Valentine Offset PC</p>	<p>No</p>	<p>No</p>	<p>Special order</p>	<p>They have seen a decline in the demand for 20 percent postconsumer paper; therefore, they will not upgrade to 30 percent.</p>
<p>P.H. Glatfelter (M) 228 South Main Street Spring Grove, PA 17362-1118 Tina Moylan 717 225-4711</p> <p>Date contacted: 2/24/98</p>	<p>Recycle Offset and Natures</p>	<p>Yes</p>	<p>Yes</p>	<p>Special order</p>	

OFFSET PAPER

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
<p>Seaman Paper Company of Massachusetts (M) P.O. Box 21 Baldwinville, MA 01436 James Jones, Vice President of Sales 978 939-5356</p> <p>Date contacted: 2/24/98</p>		Yes	No	Special order	Most government papers are at least 40#; Seaman paper is 30# or lower.
<p>Union Camp (M) 1600 Valley Road Wayne, NJ 07470 Scott Edwards, New Product Servicing Manager 757 569-5126</p> <p>Date contacted 2/26/98</p>	Williamsburo Collage Recycled Content	Yes	Yes	Regular stock	
<p>Weyerhaeuser Corporation (M) Federal Way Attn: Recycled Business Corporation Tacoma, WA 98477 Pat Haasl 610 251-9220</p> <p>Date contacted: 2/19/98</p>	Recycled Husky Offset and Recycled Lynx Opaque	Yes	Yes	Regular stock	

OFFSET PAPER

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
WWF Paper (D) Two Bala Plaza Bala Cynwyd, PA 19004 Paul Asavin, Vice President of Operations 610 667-9210 Date contacted: 2/10/98	They sell brands made by International Paper, Domtar, Fraser, and Eddy.	Yes	No	Regular stock	WWF only sells to commercial markets, specifically the regional Philadelphia area.

M=Manufacturer
 D=Distributor
 C=Converter

Total sources of supply: 18

30 percent postconsumer: 12 Yes
 1 Maybe
 5 No

Companies that did not return phone calls: 5
 (ERG called twice)

TABLET PAPER

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
<p>Crown Vantage (M) 300 Lakeside Drive Oakland, CA 94612-3592 Katie Cutler 510 874-3458</p> <p>Date contacted: 2/12/98</p>	<p>Curtis Brightwater Recycled Riblaid and Curtis Marble</p>	<p>Yes</p>	<p>Yes</p>	<p>Special order</p>	<p>They would require a minimum order of 5,000 pounds.</p>
<p>Fox River Paper Company (M) P.O. Box 2215 Appleton, WI 54913 Kristin Dooley, Marketing Coordinator 920 733-7341</p> <p>Date contacted: 2/18/98</p>	<p>Confetti, Fox River Select Circa Script, Fox River Recycled, and Quest</p>	<p>Yes</p>	<p>Unknown</p>	<p>Regular stock</p>	<p>Left a message with their government contact about whether they would or do sell to the government.</p>
<p>International Paper (Hammermill and Springhill Divisions) (M) 6400 Poplar Avenue Memphis, TN 38197 Steve VanVoorhis 901 763-6000</p> <p>Date contacted: 2/17/98</p>	<p>Springhill Incentive Tablet</p>	<p>Maybe</p>	<p>Yes</p>	<p>Special order</p>	<p>IP can make paper with 30 percent postconsumer fiber, but at a higher cost; they might provide a 30 percent option for the federal market if there is a demand.</p>

TABLET PAPER

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
PM Company (C) 1500 Kemper Meadow Cincinnati, OH 45240 Tracy Stark, Account Manager 513 825-7626 Date contacted: 2/19/98	Add Rolls	Yes	Not sure. They sell to wholesalers.	Regular stock	
WWF Paper (D) Two Bala Plaza Bala Cynwyd, PA 19004 Paul Asavin, Vice President of Operations 610 667-9210 Date contacted: 2/10/98	They sell brands made by International Paper, Domtar, Fraser, and Eddy.	Yes	No	Regular stock	WWF only sells to commercial markets, specifically the regional Philadelphia area.

M=Manufacturer
 D=Distributor
 C=Converter

Total sources of supply: 5

30 percent postconsumer: 4 Yes
 1 Maybe
 0 No

FORMS BOND

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
<p>Crown Vantage (M) 300 Lakeside Drive Oakland, CA 94612-3592 Katie Cutler 510 874-3458</p> <p>Date contacted: 2/12/98</p>	<p>Reclaim Forms Bond</p>	<p>Yes</p>	<p>Yes</p>	<p>Special order</p>	<p>They would require a minimum order of 5,000 pounds.</p>
<p>International Paper (Hammermill and Springhill Divisions) (M) 6400 Poplar Avenue Memphis, TN 38197 Steve VanVoorhis 901 763-6000</p> <p>Date contacted: 2/17/98</p>	<p>Springhill Compucolor and Springhill Incentive</p>	<p>Maybe</p>	<p>Yes</p>	<p>Special order</p>	<p>IP can make paper with 30 percent postconsumer fiber, but at a higher cost; they might provide a 30 percent option for the federal market if there is a demand.</p>
<p>Fort James Corporation (M) 300 Lakeside Drive, Fourth Floor Oakland, CA 94612 Mary Plimpton 510 874-3674</p> <p>Date contacted: 2/12/98</p>	<p>Eureka! Forms Bond</p>	<p>Yes</p>	<p>Yes</p>	<p>Regular stock</p>	

FORMS BOND

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
Shade/Allied Computer Forms (C) P.O. Box 19730 Green Bay, WI 54307-9730 Jim Haggerty, Plant Manager 800 477-4233 Date contacted: 2/9/98	Infinity, Shade, and Allied	Yes	Yes	Regular stock	Infinity brand contains 30 percent postconsumer fiber. Shade and Allied both contain 50 percent postconsumer fiber.
Union Camp (M) 1600 Valley Road Wayne, NJ 07470 Scott Edwards, New Product Servicing Manager 757 569-5126 Date contacted: 2/26/98		Yes	Yes	Regular stock	
WWF Paper (D) Two Bala Plaza Bala Cynwyd, PA 19004 Paul Asavin, Vice President of Operations 610 667-9210 Date contacted: 2/10/98	They sell brands made by International Paper, Domtar, Fraser, and EB Eddy.	Yes	No	Regular stock	WWF only sells to commercial markets, specifically in the regional Philadelphia area.

M=Manufacturer
 D=Distributor
 C=Converter

Total sources of supply: 6

30 percent postconsumer: 5 Yes
 1 Maybe
 0 No

ENVELOPE PAPER

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
CTI Paper USA, Inc. (D) 4785 Hayes Road Madison, WI 53704 Brian Cowie 608 834-9900, Ext. 223 Date contacted: 3/20/98	Glama-lope 100	Yes	Yes	Regular stock	
Fort James Corporation (M) 300 Lakeside Drive, Fourth Floor Oakland, CA 94612 Mary Plimpton 510 874-3674 Date contacted: 2/12/98	Eureka! 35 Envelope (white wove)	Yes	Maybe	Regular stock	Their distributors sell many of their products to the government, but she was not sure about the Eureka! envelope.
International Paper (Hammermill and Springhill Divisions) (M) 6400 Poplar Avenue Memphis, TN 38197 Steve VanVoorhis 901 763-6000 Date contacted: 2/17/98	Springhill Envelope Colors	Maybe	Yes	Special order	IP can make paper with 30 percent postconsumer fiber, but at a higher cost; they might provide a 30 percent option for the federal market if there is a demand.

ENVELOPE PAPER

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
<p>Leader Paper Products (C) 935 South Fifth Street Milwaukee, WI 53204 Richard Olejnic, Purchasing Manager 414 645-5760</p> <p>Date contacted: 2/12/98</p>	Polar White (stationery)	Yes	Maybe	Regular stock	Because they are a converter, Leader's products are sold through distributors. Therefore, Leader does not know if Polar White is sold to the government.
<p>Monadnock Paper Mills (M) 117 Antrim Road Bennington, NH 03442 Mary Ruoff 603 588-3311</p> <p>Date contacted: 2/16/98</p>	Astrolite (white wove and stationery)	Yes	Maybe	Both	If special specifications are requested, Astrolite can be special ordered.
<p>Old Colony (C) 70 Turnpike Industrial Road Westfield, MA 01085-1645 Joey Wiemansz, Director of Advertising and Marketing 413 572-3575</p> <p>Date contacted: 2/16/98</p>	Neenah (cotton stationery)	Yes	Maybe	Regular stock	Because they are a converter, Old Colony's products are sold through distributors. Therefore, Old Colony does not know if Neenah is sold to the government.

ENVELOPE PAPER

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
Union Camp (M) 1600 Valley Road Wayne, NJ 07470 Scott Edwards, New Product Servicing Manager 757 569-5126 Date contacted: 2/26/98	White wove	Yes	Yes	Regular stock	
Westvaco (M) 299 Park Avenue New York, NY 10171 Steve Anderson 804 327-6509 Date contacted: 2/17/98	Silver Spring (white wove)	Yes	Yes	Regular stock	

M=Manufacturer
 D=Distributor
 C=Converter

Total sources of supply: 8

30 percent postconsumer: 7 Yes
 1 Maybe
 0 No

Companies that did not return phone calls: 4
 (ERG called twice)

COTTON FIBER PAPER

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
Byron Weston (M) 30 South Street Dalton, MA 01226 Dianne Alderman, Quality Assistance 800 645-6858 Date contacted: 1/30/98		Maybe	Yes	Regular stock	A decision has not yet been made.
Crane and Company (M) 30 South Street Dalton, MA 01226 Dianne Alderman 800 645-6858 Date contacted: 1/30/98	Crest-R and Crest-R Fluorescent White	Yes	Yes	Regular stock	
Eastern Fine Paper, Inc. (M) 517 South Main Street Brewer, ME 04412 Terry Cyr, Customer Service 800 341-1750 Date contacted: 1/28/98	Certificate	Yes	Yes	Special order	

COTTON FIBER PAPER

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
Fox River Paper Company (M) P.O. Box 2215 Appleton, WI 54913 Kristin Dooley, Marketing Coordinator 920 733-7341 Date contacted: 2/18/98	Capitol Bond and Fox River Select 25 Cotton	Yes	Yes	Regular stock	
Neenah Paper (M) P.O. Box 2003 Neenah, WI 54957 Trip Jobe, Merchant Brand Manager 770 587-8709 Date contacted: 2/18/98	Atlas Bond, Neenah Bond Recycled, and Neenah Laser Recycled	Yes	Yes	Regular stock	
Strathmore Paper Company (M) Two Gateway Boulevard East Granby, CT 06026 Jim Murphy, Product Manager 860 844-2400 Date contacted: 2/9/98	Strathmore Writing and Strathmore Image	Yes	Yes	Regular stock	

M=Manufacturer
 D=Distributor
 C=Converter

Total sources of supply: 6

30 percent postconsumer: 5 Yes
 1 Maybe
 0 No

TEXT AND COVER PAPER

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
Beckett Paper Company (M) Two Gateway Boulevard East Granby, CT 06026 Fritz Engel 800 543-1188 Date contacted: 1/26/98	Cambric, Concept Cover, Concept Natural, Enhance!, Expression, Ridge, and R.S.V.P.	Maybe			Currently researching this issue.
Byron Weston (M) 776 Main Street Dalton, MA 01226 Dianne Alderman 800 645-6858 Date contacted: 1/30/98	Sav-A-Source and Weston Whisper	Maybe			A decision has not yet been made.
Champion International (M) One Champion Plaza Stanford, CT 06921 Sue Mills 203 358-7631 Date contacted: 1/29/98	Benefit, Mystique, and Champion Carnival	Yes	Yes	Regular stock	

TEXT AND COVER PAPER

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
Dancing Tree Recycled Paper (D) 1013 Pardee Street, Suite 201 Berkeley, CA 94740 Kimberly Wine 510 486-1616 Date contacted: 2/18/98	PC 80 Eco-White	Yes	No	Special order	
Decorated Paper Corporation (C) 925 North Eighth Street Camden, NJ 08102 Brett Burnstein 609 365-4200 Date contacted: 1/26/98		No			No longer manufacture Suncycle Cover, which was 30 percent postconsumer content.
Domtar Paper (M) 395 de Maisonneuve Boulevard, West Montreal, Quebec H3A 1L6 Canada Louis Theirrien/Peter Gilbert 514 848-5733/905 680-3219 Date contacted: 1/27/98	Sandpiper	Yes	Yes	Regular stock	Made with 100 percent postconsumer fiber.

TEXT AND COVER PAPER

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
Eastern Fine Paper, Inc. (M) 517 South Main Street Brewer, ME 04412 Terry Cyr, Customer Service 800 341-1750 Date contacted: 1/28/98	Pristine Opaque and Eastern Opaque	Yes	Yes	Special order	
Esleek Manufacturing Company (M)(D) P.O. Box 717 Turners Falls, MA 01376 O.B. Clifford, Vice President of National Accounts 413 863-4326 Date contacted: 2/18/98	JCPG 45 and Reissue Bond	Maybe	Yes	JCPG is a regular stock item, and Reissue is a special order item.	Might consider upgrading these products to 30 percent if requested in government contracts.
FiberMark (M) P.O. Box 498 Brattleboro, VT 05302 Jack Kondos 802 257-0365 Date contacted: 2/19/98	Cheshire Linen Cover, Montana Cover, Norval, and PCW Cover	Maybe	Yes	Special order	Concerned about potential added costs in increasing to 30 percent postconsumer fiber.

TEXT AND COVER PAPER

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
Finch, Pruyn, & Company (M) One Glen Street Glens Falls, NY 12801 Tom Lapham, National Sales Manager 518 793-2541, Ext. 5517 Date contacted: 1/30/98	Casablanca Opaque	Yes	Yes	Special order	
Fox River Paper Company (M) P.O. Box 2215 Appleton, WI 54913-2215 Kristin Dooley, Marketing Coordinator 920 733-7341 Date contacted: 2/18/98	All Confetti, Fox River, and Quest brand text and cover papers	Yes		Regular stock	Left a message with their government contact about whether they would or do sell to the government.
Fraser Paper, Inc. (M) 70 Seaview Avenue, Suite 10055 Stamford, CT 06902 Jobe Morrison, President, Miami Mill 937 865-6032 Date contacted: 2/20/98	Genesis	Yes	Yes	Regular stock	

TEXT AND COVER PAPER

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
<p>French Paper (M) 100 French Street Niles, MI 49120 Tad Kline 616 683-1100</p> <p>Date contacted: 1/29/98</p>	Speckletone	Yes	Yes	Regular stock	They can also make their other lines (Dur-O-Tone, Construction, and Rayon) with 30 percent postconsumer fiber as a special order.
<p>George A. Whiting (M) P.O. Box 28 Menasha, WI 54952-0028 Tripp Whiting 920 722-3351</p> <p>Date contacted: 1/29/98</p>	Closed Loop	Yes	Yes	Regular stock	Closed Loop has 50 percent postconsumer fiber.
<p>Gilbert Paper Company (M) P.O. Box 260 Menasha, WI 54952 Patty Hoffman 920 722-7721</p> <p>Date contacted: 2/20/98</p>	Gilbert Oxford and Gilcrest	Yes	Yes	Regular stock	

TEXT AND COVER PAPER

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
<p>Mohawk Paper Mills (M) 465 Saratoga Street Cohoes, NY 12047 Michelle Carpenter, Environmental Compliance Administrator 518 233-6378</p> <p>Date contacted: 2/5/98</p>	<p>4 brands in Options line</p>	<p>Yes</p>	<p>No</p>	<p>Regular stock</p>	<p>Prices in government bids are too low for Mohawk to be competitive.</p>
<p>Neenah Paper (M) P.O. Box 2003 Neenah, WI 54957 Margaret Pond 770 587-8709</p> <p>Date contacted: 2/18/98</p>	<p>All text and cover papers</p>	<p>Yes</p>	<p>Yes</p>	<p>Regular stock</p>	
<p>Strathmore Paper Company (M) Two Gateway Boulevard East Granby, CT 06026 Jim Murphy 860 844-2400</p> <p>Date contacted: 2/9/98</p>	<p>Renewal, Writing Text, Writing Cover, Writing Cover Bristol, Script Cover, Image Cover, Elements, and Grandee</p>	<p>Yes</p>	<p>Yes</p>	<p>Regular stock</p>	

TEXT AND COVER PAPER

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
Unisource Canada (D) 9440 Clement Street La Salle, Quebec H8R 3WI Canada Bain Spielman 403 250-7850 Date contacted: 2/20/98	Text and cover brands made by Fraser, Fox River, French Paper, Georgia-Pacific, Neenah, Champion, and Gilbert	Yes	Not directly, but these products might be sold to the government through merchants.	Regular stock	

M=Manufacturer
 D=Distributor
 C=Converter

Total sources of supply: 20

30 percent postconsumer: 14 Yes
 5 Maybe
 1 No

Companies that did not return phone calls: 8
 (ERG called twice)

PAPETERIES

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
Mead Corporation (M) Courthouse Plaza, NE Dayton, OH 45463 Laura Rowell, Coated Board Division 937 495-3618 Date contacted: 2/17/98	All Brands	Maybe (depends on customer demand)	Does not think so. Their primary market is greeting cards. The federal government often uses premium cover grades for formal invitations.	It will depend on customer demand.	Mead has the ability to make papeteries with 30 percent postconsumer fiber but will decide to do so based on customer demand.

M=Manufacturer
 D=Distributor
 C=Converter

Total sources of supply: 1

30 percent postconsumer: 0 Yes
 1 Maybe
 0 No

CARBONLESS

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
<p>Appleton Papers, Inc. (M) P.O. Box 359 Appleton, WI 54912 Mark Moorhead, Senior Marketing Manager, Carbonless Roll Products 920 991-8118</p> <p>Date contacted: 2/13/98</p>	<p>NCR Paper Recover Rolls CB, MICR, CF, CF Ledger, CFB, Integra SC, and Premium SC; NCR Paper Recover Sheets CB, CF, and CFB</p>	<p>Yes</p>	<p>No</p>	<p>Regular stock</p>	<p>These brands currently contain 20 percent postconsumer fiber. Appleton plans to upgrade some of these brands to 30 percent by December 31, 1998.</p> <p>Appleton sells to converters and does not believe that the federal government directly buys carbonless.</p>
<p>Moore Business Forms (C)(D) 5000 Executive Parkway, Suite 200 San Ramon, CA 94583 Bob Mardon, Government Coordinator, National Pricing 847 615-6631</p> <p>Date contacted: 2/13/98</p>	<p>All brands</p>	<p>Yes</p>	<p>Yes</p>	<p>Regular stock</p>	

CARBONLESS

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
PM Company (C) 1500 Kemper Meadow Drive Cincinnati, OH 45240 Tracy Stark, Account Manager 513 825-7626 Date contacted: 2/19/98	All brands	Yes	PM sells to office supply wholesalers; they do not do direct retail sales.	Regular stock	

M=Manufacturer
 D=Distributor
 C=Converter

Total sources of supply: 4

30 percent postconsumer: 4 Yes
 0 Maybe
 0 No

Companies that did not return phone calls: 1
 (ERG called twice)

FILE FOLDERS

Company and Contact Information	Brands	30 Percent Postconsumer Content by 12/31/98?	Sell to Government?	Regular Stock or Special Order Item?	Comments
FiberMark (Formerly Specialty Paperboard) (M) P.O. Box 498 Brattleboro, VT 05302 Jack Kondos 802 257-0365 Date contacted: 2/19/98	Reprise Green and Tan, Reprise Kraft, Reprise Red Wallet, and Reprise Tinting Base Stock	Maybe	Yes (through converters and distributors)	Special order	FiberMark is conducting trials and considering upgrading to a 30 percent postconsumer fiber. They are concerned about potential added costs and meeting strength (performance) requirements.
International Paper (Hammermill and Springhill Divisions) (M) 6400 Poplar Avenue Memphis, TN 38197 Steve VanVoorhis 901 763-6000 Date contacted: 2/17/98	Two-sided Green, Colored, and all Government, Hi-Yield, and Recycled brands	Maybe	Yes	Special order	IP can make paper with 30 percent postconsumer fiber, but at a higher cost; they might provide a 30 percent option for the federal market if there is a demand.

M=Manufacturer
 D=Distributor
 C=Converter

Total sources of supply: 2

30 percent postconsumer: 0 Yes
 2 Maybe
 0 No

ATTACHMENT 1

Federal Government and Paper Industry Contacts

Contact	Status	Dates ERG Placed Calls
Mike Alexander Northeast Recycling Council (NERC) 802 254-3636	ERG called twice. Mr. Alexander returned our call, leaving a message on 1/27/98.	1/21/98, 1/27/98
Juan Lopez Office of the Federal Environmental Executive 202 260-1297	He is no longer there; he has returned to his previous position.	1/21/98
John Marrone General Services Administration (GSA) 212 264-3578	He sits on a task force with EPA, and they're looking into only copier paper at this time. They might decide to conduct research on the availability of recycled copier paper, but they are currently unsure about that. He recommended that we call Fort James.	1/22/98
Howard Murrell/Charlie Weill GSA 212 264-3590/212 264-3573	Mr. Murrell recommended that we talk with Charlie Weill. Mr. Weill said that John Marrone was the best person to speak with at GSA.	1/26/98
Todd Paglia Government Purchasing Project (GPO) 202 387-8030	He recommended that we call Rolland and Domtar.	1/21/98
John Ruston Environmental Defense Fund (EDF) 212 505-0606, Ext. 305	He did not have any relevant information to provide.	2/4/98
Elizabeth Seiler American Forest & Paper Association 202 463-2700	ERG called on 1/22/98. She returned our call on 2/5/98, leaving a message that she doubted she would be able to help us much with our research at this late date.	1/22/98
Sylvia Subt Government Printing Office (GPO) 202 512-0782	ERG called once.	1/22/98

ATTACHMENT 2

Outline of Information Needs for Paper RMAN Update

Research on Availability of Printing & Writing Papers Containing 30 Percent Postconsumer Fiber

Hello, my name is _____, and I'm with Eastern Research Group in Arlington, Virginia. We're contractors to the U.S. EPA, and we're conducting research on the availability of printing and writing papers containing 30 percent postconsumer fiber by December 31, 1998. If this is a good time, may I ask you a few questions about your products?

Companies Already Making Products With 30 Percent Postconsumer Fiber

1) Just to clarify, which of the following best describes your company?

- Manufacturer
- Converter
- Distributor

Note: If the contact is a converter or distributor and does not know if the paper mills that supply their operation make, or plan to make, paper with 30 percent postconsumer content, we will ask for a mill contact. If they are reluctant to provide a mill contact, we will ask the individual to get back to us with this information.

2) We are aware that you currently make some grades of paper containing 30 percent postconsumer fiber. Do you plan to continue to make these products after December 31, 1998?

If so, which grades? What are their brand names?

3) If yes to question #2 - Do you currently sell any of these products to federal, state, and/or local government customers?

If so, which products?

4) If yes to question #2- Do you offer these products as special order or as regular stock items?

5) Are you planning to produce any additional grades with 30 percent postconsumer fiber by December 31, 1998?

If so, which grades and brand names?

- 6) If yes to question #5 - Do you plan to sell any of these products to federal, state, and/or local government customers?

If so, which products?

- 7) If yes to question #5 - Do you plan to offer these products as special order or as regular stock items?

Other Companies

1) Just to clarify, which of the following best describes your company?

- Manufacturer
- Converter
- Distributor

Note: If the contact is a converter or distributor and does not know if the paper mills that supply their operation make, or plan to make, paper with 30 percent postconsumer content, we will ask for a mill contact. If they are reluctant to provide a mill contact, we will ask the individual to get back to us with this information.

2) Do you currently or are you planning by December 31, 1998, to make any products containing 30 percent postconsumer fiber?

If so, which grades? What are their brand names?

3) If yes to question #2, do you currently or are you planning to sell any of these products to federal, state, and/or local government customers?

If so, which products?

4) If yes to question #2, do you/will you offer these products as special order or as regular stock items?

ATTACHMENT 3

Companies ERG Was Unable to Contact

Company and Contact Information	Grades	Status	Dates ERG Placed Calls
Abitibi-Price Dominique, Public Relations 514 875-2160		ERG called twice.	1/21/98, 2/17/98
Alcor Envelope Company Robert Black 716 648-5850 Alling & Cory Company Jim Scott 800 255-4642	Envelopes, Text and Cover	Because they are a converter, Alcor referred us to their parent company, Alling & Cory, which buys material to make Alcor products and then sells the products. ERG called Alling & Cory three times. Jim Scott returned our call, leaving a message on 2/13.	2/12/98, 2/16/98, 2/20/98
Appleton Papers, Inc. Glenn Davis 920 991-8404	Carbonless, Text and Cover	ERG first spoke with Sue Olsen. She referred us to Glenn Davis, with whom we left two messages.	1/21/98, 2/17/98
Azon Corporation George Pittman 607 798-8536	Reprographic	ERG called three times. George Pittman returned our call, leaving a message on 1/21/98.	1/21/98, 1/22/98, 2/17/98
Badger Paper Mills Mark Newman 715 582-4551, Ext. 316	Offset, Reprographic, and Text and Cover	ERG called three times. Mark Newman returned our call, leaving a message on 1/23/98.	1/21/98, 1/26/98, 2/17/98
Boise Cascade Toni Castrey 503 790-9431	Offset, Reprographic, and Text and Cover	ERG called twice.	1/21/98, 2/18/98
CST/Star Products, Inc. 309 757-6323	Forms Bond	Line continually busy.	1/26/98, 2/5/98, 2/18/98

ATTACHMENT 3

Companies ERG Was Unable to Contact

Company and Contact Information	Grades	Status	Dates ERG Placed Calls
Fibreweb International 203 846-0700	Envelopes, Forms Bond	Telephone number "removed from service."	2/10/98
Georgia-Pacific John O'Donnell, Business Manager 404 652-8420	Envelopes, Text and Cover	ERG called twice.	2/12/98, 2/20/98
Island Paper Mills (now E.B. Eddy, Western Region) Maria Vieira 604 527-2575	Offset, Reprographic	ERG called three times. Maria Vieira returned our call, leaving a message on 1/29/98.	1/28/98, 2/12/98, 2/17/98
Manchester Industries	Cover	ERG could not locate a phone number.	
New York Envelope Leslie Stern 718 786-0300	Envelopes	ERG called twice.	2/16/98, 2/24/98
Potsdam Paper Mills	Reprographic, Forms Bond, Offset	ERG could not locate a phone number.	
Riverside Paper Company Hal Jackson 920 991-2200	Reprographic, Text and Cover	ERG called twice.	2/6/98, 2/20/98
Rolland Carole Robitaille 514 569-3910	Offset, Reprographic, Text and Cover	ERG called twice.	2/9/98, 2/20/98
Tree-Free Eco Paper 503 233-5191	Reprographic	Number disconnected.	

ATTACHMENT 3

Companies ERG Was Unable to Contact

Company and Contact Information	Grades	Status	Dates ERG Placed Calls
Wausau Paper Mills Shellie Christie 715 675-5100		ERG called and was told that Wausau implemented a company policy in 1995 declining all telephone interviews. They would be happy to answer any questionnaires sent to them.	2/9/98
Williamhouse Sales Tony Carillo 818 369-4921	Envelopes	ERG called twice.	2/17/98, 2/24/98
Xerox Lauren Jacobiti 716 423-1172	Reprographic	ERG called twice.	2/12/98, 2/20/98
Zellerbach Doug Kyle 937 495-6020	Text and Cover	ERG called twice.	2/9/98, 2/20/98