

**New York State
Environmental Investment Program
Capital Project Summary
QubicaAMF**

Project Background

QubicaAMF's facility in Lowville, NY has been manufacturing bowling pins since 1957. Today, QubicaAMF employs 100 and provides pins to over 53% of the global market.

Project Description

This capital investment would update QubicaAMF's pin coating technology from screen printing to pad printing and allow QubicaAMF to recycle and re-manufacture damaged pins for sale to two, new niche markets, the Birthday Pin and Reconditioned Pin markets. QubicaAMF would buy used pins from bowling centers in New York and across the country. Plant personnel would remove their surlyn and nylon bases, and sell that material to toy and decking board manufacturers. Then, the pins' wooden cores would be used to make Birthday Pins that would be sold domestically. Reconditioned Pins would be sold in the Asia Pacific market, where ABC/WIBC sanctioning requirements do not apply.

As a result of the project, QubicaAMF would divert at least 101.8 tons of bowling pins per year from disposal, recycle them and earn \$279,975 in new revenue. The investment would also eliminate the need to buy 150 tons of raw lumber that would be needed to make Birthday Pins, saving another \$25,650 per year on avoided purchases.

Project Results

Following implementation of a Tampro six-station index table pad printer, which is capable of applying color to each pin in one pass while still meeting QubicaAMF's quality standards and not increasing VOC emissions, the facility sold an average of 526 sets of pins per month, earning \$30,500. With each set weighing 37 pounds, QubicaAMF diverted 116.81 tons of pins from disposal and earned \$366,000. QubicaAMF did not have to buy 181.2 tons of lumber to make new cores for the refurbished pins, so it saved \$30,782 on avoided raw material costs.

With about 5,700 bowling centers nationwide, holding an average of 34,500 birthday parties per week, Birthday Pin sales were particularly strong. There were 5,898 birthday sets and 416 reconditioned sets during the last 12 months.

Project Benefits

Today, QubicaAMF pays bowling centers for pins they were throwing away, and is converting them into salable products. The recycling process is reusing wooden cores in place of raw wood to make Birthday Pins, and diverting waste surlyn and nylon from disposal to various manufacturing applications. The project was so successful that QubicaAMF is considering a second EIP project to implement technologies that would eliminate VOC and other emissions from its processes.

Contractor:	Lewis Co. Industrial Development Agency	NYS EIP Investment:	\$47,932
County:	Lewis County	Contractor Match:	\$47,932
ESD Region:	North Country	Total:	\$95,864
ESD Contact:	518/292-5340	Completion Date:	Aug,2007