

**New York State
Environmental Investment Program
Capital Project Summary
ACA Reflective Glass Products**

Project Background

Started in 1996, ACA Reflective Glass Products (ACA) made reflective glass beads that could be applied to paints used for highway striping to add reflectivity. ACA operated in a 47,000-square foot facility in the Chautauqua County Industrial Park in the Town of Sheridan, NY.

The oven technology ACA had initially installed to melt recovered glass into spheres into acceptable sizes meeting industry standards had been in use for many years. However, the air-cooled ovens were proving to be inefficient and cost-prohibitive in light of competitors' improved technologies.

Project Description

In 2000, management at ACA invested \$830,000 to update its ovens to a more sophisticated, water-cooled technology, while also improving ancillary equipment in ways that would reduce and reuse byproducts and decrease raw material and energy costs. The project involved the installation of two state-of-the-art ovens, an atmospheric sifter and related equipment, purchase of a roll-off truck, carriage and containers. EIP funds helped buy and install the water-cooled ovens and ancillary systems.

Project Results

The new oven system reduced energy costs by more than \$300,000 per year. ACA was also able to reuse glass that it formerly was throwing away, which resulted in annual cost savings for raw materials of more than \$30,000. ACA was also able to recover and sell 600 tons per year of byproduct, yielding \$250,000 in new revenue. Concurrently, annual landfill costs were reduced by \$18,000. Glass bead production at the plant doubled, and 2.5 new jobs were created.

This investment returned significant economic and environmental benefits to the company and the State. ACA was consuming almost 50 percent more energy to manufacture its products, while discarding large amounts of byproducts. Following this project, ACA was able to recycle thousands of additional tons of glass annually from New York sources, while increasing production and reducing costs. Unfortunately, for totally unrelated reasons, not too long after the project closed the business shut down as well.

Contractor:	Chautauqua County IDA	NYS EIP Investment:	\$200,000
County:	Chautauqua	Contractor Match:	\$624,328
ESD Region:	Western	Total:	\$824,328
ESD Contact:	518/292-5340	Completion Date:	October, 2001