



IRN

## The RECYCLING NETWORK

### Big Changes, Good Changes

### New Warehouse, New Capabilities, New Partner, New Programs

IRN is happy to let you know about some very big, very good changes.

***We are moving into big new warehouse space.*** Anyone who's visited our warehouse in Everett knows that we've been cramped, crowded, and just about impossible to find. We are moving into new space at 22 Water Street in Cambridge that's spacious, well laid out, and really easy to get to – on the McGrath and O'Brien Highway across I-93 from Bunker Hill Community College.

***We are strengthening our relationship with Newark Recycled Fibers*** (whom many of you know as our longtime partner North Shore Recycled Fibers). NRF has been seeking a location to expand from their operations in Salem. And IRN and NRF have for many months been exploring ways we can provide more flexible and efficient services to their and our clients. When we found the Cambridge warehouse, all the pieces fell into place. We'll be sharing the space with NRF, allowing much closer collaboration to build on our mutual strengths.

***We are dramatically expanding processing capabilities.*** Partnering with NRF gives us seamless access to high volume baling, compacting, and shredding capacity. The additional space will allow us to accumulate more materials to process and market more efficiently. As a result we'll be offering multiple new programs, at the same time we'll be enhancing our marketing strength and getting the very best prices available for all our recycled commodities.

***We are expanding and enhancing OneStop Recycling.*** As good as OneStop is, there have been a few materials we haven't been able to handle, or at least handle cost-effectively. With the new warehouse and added volume and marketing strength, that changes. Look for news very shortly about new programs for confidential documents and electronic media, plastic packaging and other specialty plastics (such as packaging materials and healthcare sterilization wrap).

***We're building our field presence to be more responsive to your needs.*** Emerson Lennon will be in the field nearly full-time to review IRN programs and capabilities and help every IRN member and client get the most from them. And we're liberating Bill Yorkell from his desk at least two days a week to get out with clients; no one knows more or better than Bill about IRN programs, cost effective recycling and logistics.

We're cutting services over to the new warehouse on September 1. We'll be having an open house probably in early October, so keep a lookout for that. If you need or want to get it out of your waste stream, we can do it. That's always been our commitment. Now we can do it better and more efficiently than ever.