

IRNetworking

The Newsletter of the Institution Recycling Network

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IRN News

IRN Opens Surplus Program Web Site
IRN Seeks New Staff: Sales and Surplus Program Assistance
OneStop Continues to Grow
Particularly Among Nursing Homes
Philadelphia Electronics Recycling Events: Sprouting Like Pennsylvania Mushrooms
IRN Awarded MIT Electronics/Universal Waste Recycling Contract
Don't Forget Recycling Containers

Industry Updates

Markets Rebound from the Crash of 2008
"Capture the Energy of Recycling": NERC's Fall Conference, October 27-28
SWANA Massachusetts Chapter Recycling and Solid Waste Conference, October 1
National Recycling Coalition Filing for Bankruptcy

Surplus Program News

Massachusetts State Surplus Contract FAC57 Extended Through 2011
Time to Start Planning for December-January Projects
IRN Partner Food for the Poor Extends Special Request for Classroom Surplus.
The Biggest Project Ever for IRN: The Edward J. Sullivan Courthouse (Cambridge, MA)

Construction and Demolition Recycling Update

The Big and the Little: Recycling Wraps Up at Smith College Science Center and Eastman Village
Deconstruction. Reconstruction. New construction. New projects have them all

Spotlight

Columbia Reality House: Putting All the Pieces Together

IRNetworking

The Newsletter of the Institution Recycling Network

Volume 6, Number 2
Fall 2009

IRN PROGRAM NEWS

IRN Seeks New Staffer for Client Sales & Relationships

With all programs firing on all cylinders, IRN needs to expand our field staff.

We are looking for someone who combines both sales and recycling experience. Sales, to tell the IRN story and encourage new members and clients to use IRN services. Recycling, because we need someone who understands, relates to, and can help solve members' and clients' problems, and we see most of the worst.

Please spread the word to any who might be a good fit. Interested candidates should email hr@ir-network.com.

IRN Launches New Surplus Program Website, www.irnsurplus.com

IRN is pleased to announce a new website dedicated to our surplus program, www.irnsurplus.com. The surplus program has grown to the point that we have a whole lot of information to provide – more than fits comfortably under the ir-network.com umbrella. We also have a lot of clients, and many users of surplus property, who reach out to IRN just for our surplus capabilities. It's easier to direct them straight to a dedicated surplus website, rather than explain all the other stuff that IRN does.

The website is divided into separate sections for generators and users of surplus. Generators will find general information about the program as well as a detailed description of how the program works for an individual project. There's also a form that generators can submit to get more information or start planning for an upcoming project.

Users will find corresponding information about the process of obtaining surplus from IRN, photos of representative surplus, and access to a list of upcoming projects. Users can also submit a "Wish List" that will put IRN on the lookout for surplus that meets their particular needs.

Please take a look at www.irnsurplus.com and let us know what you think. Our goal, as always, is to make access to IRN programs as simple and straightforward as we can. We hope we've succeeded with www.irnsurplus.com, but as always we look to members and clients to let us know if we got it right.

[OneStop](#) Continues to Grow

More and more organizations are discovering the convenience and value in [OneStop recycling](#). OneStop offers the convenience of single stream with the economics of source separated recycling. Which is a tough combination to beat. We continue to add wrinkles to meet customer needs. For example, we've found a number of organizations that generate more paper than can be conveniently handled in IRN's OneStop bags, but not enough for a baler or compactor. We've set them up with gaylords that hold five or six hundred pounds of paper at a shot. We've set up organizations to bale high-volume cardboard or plastic, which we pick up along with low-volume office paper and beverage containers in bags. We continue to set out trailers for schools and others who want the convenience of OneStop with the convenience of a recycling center with the convenience of a location that doesn't have to be manned or policed. We continue to pick up a couple of computers, two or three chairs, a few fluorescents, a half

IRNetworking

The Newsletter of the Institution Recycling Network

Volume 6, Number 2
Fall 2009

dozen bags of paper, a couple of sleeves of cardboard, for generators with lots of different materials but not much of any one thing. That's the advantage of OneStop: it is what *you* want it to be. Contact [Dana Draper](#) for more information, check out the [IRN website](#), or call 603-229-1962.

Particularly Among Nursing Homes

What makes a strong candidate for OneStop? Lots of different recyclable materials. But not a whole lot of any one material. Not much storage space. Some universal and other regulated wastes – lamps, ballasts, batteries, electronics. A harried facilities manager wearing too many hats without enough help.

That describes most of the organizations we know, but nursing homes even more than most. If you think of it, there's something of everything in a nursing home: cardboard from food service; LOTS of office paper; mixed paper from resident areas; a spattering of electronics, TVs, and monitors; some fluorescents; lots of batteries; ceiling tiles; always bottles and cans; surplus furniture and equipment.

We've been working on a couple of pilot programs with members of MassAging (the Massachusetts Aging Services Association): the D'Youville and Nevins organizations. The results have been exceptional; nursing homes don't need a whole lot of pickups, but each pickup yields a lot of different materials. Recycling rates have gone from just a few percent immediately into the 30's and 40's, and a lot of housekeeping and facilities headaches have gone away.

We're currently assembling results into case studies for MassAging. Look for the case studies on www.ir-network.com inside a few weeks.

Philly Electronics Recycling Events: Sprouting Like Pennsylvania Mushrooms

Ann King-Musza has had her hands full with electronics/universal waste recycling events in and around Philadelphia. Schools and community organizations are finding that these events are a great way to introduce recycling to their communities, keep an important waste stream out of the landfill, and generate lots of goodwill and positive publicity.

AKM has this down to a science. The school or community organization does the publicity (Ann helps with examples and templates) and provides volunteers to help load and unload electronics. IRN shows up in the morning with a scale and a bunch of gaylord containers. The community brings in their electronics (and generally other wastes like batteries and small appliances). The volunteers weigh the equipment, handle financial transactions with community members, and load gaylords. At the end of the event, IRN brings in a truck, takes the materials away, weighs them, and invoices the school or community group. It's that simple.

It's up to the organizing group to decide how much to charge community members for recycling. IRN charges a flat rate for transportation and event setup, plus a per-pound recycling fee for the electronics. Most groups have looked to cover their costs by charging participants to recycle, but a couple of schools have absorbed the full cost to encourage maximum participation.

In the past few months Ann has organized events for the William Penn Charter School, the Northern Liberties (a Philadelphia neighborhood) Community Association, and Abington Friends School. Penn Charter used the event to clean out its own accumulated electronics, and opened the collection to students and faculty as well. In one day they collected nearly six thousand pounds, and they're planning

IRNetworking

The Newsletter of the Institution Recycling Network

Volume 6, Number 2
Fall 2009

another event for staff and student families. Abington Friends opened their event to all members of their school community, collecting nearly 1.5 tons. The Northern Liberties event was open to everyone in the neighborhood, but focused primarily on residents. In one Saturday morning they collected over 7,600 pounds.

In addition to the expanded Penn Charter collection, Ann has so far been asked to manage recycling events for two more Philadelphia neighborhoods: the Mount Airy Business Association and Chestnut Hill's America Recycles Day program.

IRN has a long history with event-based electronics collections. Dana organized some of the first municipal events in the country back in the 1990s. An IRN-MIT "electronics amnesty" back in 2002 brought more than 40 tons of electronics out of closets and storage rooms, eliminating a huge potential liability. More recently, we've organized a series of events for Northeast Delta Dental and others in New England (who often open them to other pesky items like air conditioners, fluorescents, and batteries). Recycling days are a neat, simple, and cost effective way to address a troublesome waste stream.

IRN Awarded MIT Electronics/Universal Waste Recycling Contract

In June IRN was awarded a three-year contract to manage electronics, universal wastes, and appliances for the Massachusetts Institute of Technology. IRN is the quarterback of this program, which unites our services with those of partners Allied Computer Brokers for electronics and Complete Recycling Solutions for universals. Our first task was to set up a secure but convenient collection site at MIT's facilities department using two 24-foot "pup" trailers. With the trailer floors at truck height, it's convenient for MIT personnel to load them from their own vehicles, and equally convenient for IRN to do a tail-to-tail transfer to an IRN truck. We then trained MIT's housekeeping staff in proper material identification, handling, packing, and labeling procedures. Typical of many schools, and in spite of MIT's prominence as a developer and user of electronic technology, MIT staff had fallen behind current regulatory and 'best practices' requirements.

The program has been much more active than we or MIT expected. We have been making nearly weekly pickups. This is almost reminiscent of the electronics "amnesty" we organized for MIT back in 2002, when MIT encouraged students, faculty, and staff to empty their facilities of all unwanted electronics, and more than 40 tons came out of hiding.

Don't Forget Recycling Containers

This is a high-energy time of year. Students are back in school; employees are back from vacation; the air's cooler and the pace of life moves faster. Over the years a lot of IRN members have found that Fall is the best season of the year to make a real push to ramp up recycling rates; somehow, people are paying attention.

People can't recycle without recycling bins, so Fall is also a good time to make sure you have enough. IRN's group purchasing program offers excellent prices for the containers our members and clients tell us are the most useful. Please [click this link](#) for photos, specifications, and prices.

IRNetworking

The Newsletter of the Institution Recycling Network

Volume 6, Number 2
Fall 2009

INDUSTRY UPDATE

Markets Rebound from the Crash of 2008

The good news is that markets for *all* of the most common recyclables have emerged from the depths to which they plunged early this year. But the recovery has been spotty, and hasn't affected all materials the same way.

Among fibers, as we noted at the bottom of the cycle last winter, quality retains its value. The higher paper grades (OCC, SOP) have recovered strongly, and prices are at or approaching their averages over the past 8-10 years. The lower grades (MP, News) are coming back more slowly, and are still close to their 10-year lows. This fact should give pause to anyone thinking of converting to single stream. IRN has been working with our markets to push as much fiber as we can into SOP, with large financial benefits to our members and other clients. Going to single stream eliminates this possibility, and the financial penalties are significant.

On the other hand, prices for the lower grades are back in positive territory. Early this year saw Mixed Paper and News prices go negative; that is, we had to charge clients to get them into markets. While still depressed, at least these prices are in the black. The following are "Yellow Sheet" prices for baled, large quantity shipments: prices for small quantity and loose fibers track these, but at lower values.

Date	Mixed Paper (MP)	No. 6 News	No. 8 News	Cardboard (OCC)	Sorted Office Paper (SOP)
Sep 30, '08	\$60-\$65/ton	\$55-\$60	\$120-\$130	\$80-\$85	\$205-\$215
Oct 30, '08	\$0-\$5/ton	\$0-\$5	\$35-\$40	\$40-\$45	\$155-\$165
Jan 31, '09	\$10-\$15/ton	\$0-\$5	\$25-\$30	\$25-\$30	\$95-\$100
Jul 31, '09	\$45-\$50/ton	\$35-\$40	\$70-\$75	\$75-\$80	\$135-\$145
% of 9/30/08 Price	76%	65%	58%	94%	66%

The real market news is in metals. After some staggering early this year, metal prices across the board have surged and are back or close to their record highs from mid-2008. As always, nonferrous metals are the real prize in the metal pile; any effort to separate aluminum, copper, bronze, and other nonferrous grades will be amply rewarded.

"Capture the Energy of Recycling": NERC's Fall Conference, October 27-28

The union between recycling and energy conservation is changing the face of recycling, and is defining how recycling fits into the broad spectrum of 'sustainability'. The Northeast Recycling Council's fall conference will bring together environmental professionals from the Northeast and the nation to discuss these issues and help define how recycling can be part of the solution.

The topics to be discussed will tackle some of the most relevant issues to today's recycling industry and our nation's environmental and economic future—recycling's role in energy conservation and e-waste issues. Speakers include: Eric Harris, Institute of Scrap Recycling Industries, Inc. (ISRI); Bill Heenan,

IRNetworking

The Newsletter of the Institution Recycling Network

Volume 6, Number 2
Fall 2009

president of the Steel Recycling Institute; Jason Linnell of the National Center for Electronics Recycling; Duncan Watson, City of Keene, NH; and Robin Ingenthron, World Reuse, Repair & Recycling Assn.

Recognizing the economic pressures facing everyone in the industry, NERC has lowered its standard conference registration fees. The conference will be held on October 27 and 28 at the Hotel Northampton in Northampton, Massachusetts. A downloadable brochure with the full agenda is available at www.nerc.org.

SWANA-Massachusetts Recycling and Solid Waste Conference, October 1

The Mass. chapter of SWANA (Solid Waste Association of North America) is hosting its annual conference at the Doubletree Hotel in Westborough, MA on October 1. This is the region's largest annual conference for waste and recycling professionals. Technical sessions are addressing renewable energy, automated collection, the Mass. waste bans, regional opportunities, food waste composting, and construction/demolition recycling, and there's an extensive exhibit hall. For more information and registration, contact Morgan Harriman at 617-654-6580 or morgan.harriman@state.ma.us.

National Recycling Coalition Files for Bankruptcy

This is the saddest industry news we've heard in a long time: NRC's board has voted to file for Chapter 7 bankruptcy. Unlike Chapter 11, which provides a shelter for reorganization, Chapter 7 means that the NRC is going away.

Organized 1978, the NRC is part of the bedrock in the environmental landscape. It's weathered the worst that markets can throw at the industry, the rise and demise of waste-to-energy, political apathy (if not plain hostility), a long-term drought in government funding. But it's kept going. Its annual conference has for decades been the industry's must-go event, particularly for municipal recyclers, the one time and place in the year when you could lose yourself in recycling for a few days, reconnect and ventilate with peers, take in the most recent and best in recycling practices.

IRN itself pretty much owes its existence to NRC. Back in 1998 we organized a series of regional recycling conferences for NRC, and it was there that we first heard the message, "Conference are great; move our materials."

In the end it was probably a fundamental conflict that spelled NRC's demise. Recycling has always been a grassroots drive, supported by folks who see the waste inherent in big parts of our service and consumer economy. Folks generally without much organization or money. Organization and money have been on the side of the big manufacturers, waste firms, and trade groups. It's these groups who have provided much of NRC's funding; the very organizations most despised by the recycling grassroots. NRC has been incredibly skillful in managing this conflict, providing a civilized venue where waste-related issues could be discussed amicably. Discussed, but rarely resolved. In the end, perhaps, the self-interest driving NRC factions apart was greater than the mutual interest keeping them together.

The NRC will be much missed.

IRNetworking

The Newsletter of the Institution Recycling Network

Volume 6, Number 2
Fall 2009

SURPLUS PROGRAM NEWS

Winter Break Surplus Projects: Time to Start Thinking

It's got to be true that time speeds up as you get older. The stretch between the beginning of school and Christmas used to be endless; now it's like just around the corner. That's definitely true for surplus property. Christmas and winter break renovation and replacement projects are already on the schedule; new furniture has been ordered; contractors are booked. The final step is to plan disposition.

IRN's network of nonprofit partners needs usable furniture whenever they can get it; demand doesn't let up with the seasons. If anything, there's more need in the winter months when many sources of surplus go into hibernation.

The bottom line: If you have a project that will be generating surplus over Christmas or winter break, please remember IRN's surplus program, and please call us with questions or to pencil a project into our schedule.

Massachusetts State Contract FAC57: Open to State Agencies, Municipalities, Schools, Nonprofits

IRN's service to the Commonwealth as the sole provider of end-of-life surplus management has been extended through 2011. The contract, FAC57, recognizes that reuse through IRN's network of charitable partners is the best and highest use for surplus that can't otherwise be placed. Organizations who reach IRN through FAC57 receive standard posted pricing, a timely quote of the cost to remove surplus, and service within a couple of business days. The contract covers any type of surplus – from desks and chairs to kitchen or lab equipment – and any quantity, from one or two pieces that to multiple trailer loads

IRN Partner Food for the Poor Extends Special Request for Classroom Surplus

Earlier this year FFTP launched a major multi-year effort to improve educational opportunities for children in Haiti, Jamaica, Suriname and other Caribbean Basin countries. Any and all classroom furnishings are requested – not only desks and chairs, but tables and bookshelves, library furnishings, laboratory benches and stools, school supplies, anything that can be placed in an academic environment. No quantity is too small; we are collecting small less-than-truckload quantities of surplus from throughout our service area, filling and then shipping containers from our Everett and Philadelphia warehouses every week.

The Biggest Ever for IRN: The Edward J. Sullivan Courthouse, Cambridge, MA

What makes a tough surplus project? Twenty-five year-old surplus, much of which is unfit for reuse? Surplus that's sitting in place, with electronics still on the desks, paper still in the files? Twelve stories to be cleaned out in a building that's still occupied? Too few too slow elevators that have to be shared with office workers? An urban location with a token loading dock, no parking, and no room to set or stage containers? Cambridge, Massachusetts, where trucks aren't allowed on the streets before seven or after five?

IRNetworking

The Newsletter of the Institution Recycling Network

Volume 6, Number 2
Fall 2009

How about a jobsite that has to shut down now and then because prisoners are being moved in and out the front door?

That's what the Mass. Division of Capital Asset Management asked IRN to handle during renovation of the Edward J. Sullivan Courthouse. If you drive into Boston you know the courthouse; it's the gray skyscraper in Cambridge with orange windows on the top floors. The windows are the county jail, and access to the jobsite did shut down every time a prisoner came and went, which they did, a lot.

In the volume and variety of materials moved, this was the most complex project we've ever handled. Over the course of nearly a month, we pulled 58 loads of seven different materials out of the building, including 71 tons of surplus to our charitable partners, 75 tons of mixed debris (mostly wood and metal) to recycling, 23 tons of paper, and 11 tons of electronics, managing as many as 60 workers on the site at the same time.

Did we mention that Bill went on vacation for two weeks in the middle of the project?

But it came off, thanks to the efforts of Tracey Andosca at the dispatch desk, Mark Berry and Laura Ireland in the surplus office, and onsite manager Katrina Wheelock (helped out by a changing IRN crew sent down from the office). It's not for nothing that we've moved 15 or so million pounds of surplus over the past few years. If surplus has to go away from a tough project on a tough site with a tough schedule, that's grist for IRN's mill.

CONSTRUCTION AND DEMOLITION RECYCLING UPDATE

The Big and the Little: Smith Science Center and Eastman Village

We sometimes hear: "This project is too big and complicated for recycling." Other times, "This project is too small to make it worthwhile." Smith College disproved the one; New Hampshire's Eastman Village the other.

Smith College's Ford Hall is a \$73 million, 140,000 square foot science and engineering complex; construction has spanned nearly three years. The project site was fully built out with commercial and residential structures of varied size, age, and construction; the new structure was architecturally complex as well as big, with a wide variety of construction and finish materials, and an equally wide variety of wastes.

The project proceeded in three phases: Deconstruction, demolition, and new construction. Many of the existing buildings contained building materials and architectural salvage with significant value. IRN's first task was to identify and bring in crews who were capable of dismantling and recovering these materials – on a tight budget, with a tight schedule. The result: 51 tons of structural and other materials recovered for reuse. The result: A 100% reuse/recycling rate.

Demolition involved removing the shells and structures that remained after deconstruction. IRN worked with contractor William A. Berry to develop a Waste Management Plan using a combination of hand and mechanical sorting to segregate masonry, wood, metals, and roofing materials, along with a mixed fraction that included plaster and gypsum, insulation, and other small quantity materials. The result: A 96.2% recycling rate.

IRNetworking

The Newsletter of the Institution Recycling Network

Volume 6, Number 2
Fall 2009

New construction started in late 2007 and is just wrapping up. IRN and W.A. Berry developed a Waste Management Plan that took account of the different phases of construction and the variety of activities going on on-site to maximize recycling of source-separated materials. As is often the case, source separation allowed us to put waste containers close to specific work areas, reducing the time and effort required to handle wastes, keeping the jobsite clean, and optimizing recycling at the same time. We also had a mixed debris can onsite at all times, for the materials that it doesn't make sense to separate.

Too big and complicated? Not hardly. With construction almost complete, we're on track for a 96% overall recycling rate and 3 LEED points – a total of 5 LEED points when you add IRN's management of Indoor Air Quality before construction and prior to occupancy.

Eastman Village in New Hampshire is a planned community dating back to the 1970s, one of the first in the country that made sustainability a focus of development. In 2008 Eastman hired Milestone Engineering & Construction to replace its 30+ year-old community center, and Milestone reached out to IRN for recycling help.

The project entailed demolition of the existing timber- and stud-framed community center and its replacement with a new 16,000 sq ft structure of similar construction. There were serious recycling challenges related to Eastman's rural location (60+ miles from markets for most commodities), the diverse mix and relatively small quantities of wastes coming from the site, and the fact that the local hauler was inexperienced in recycling.

IRN PM Matt McKinney and Milestone PM Brian Gehris addressed the challenges with an aggressive approach to material separation and quality, because with relatively small waste volumes even a small proportion of contaminants can knock down the recycling rate. The flip side of "small project" is "small crew", so training, involvement and communication with all workers on site was an important part of the recycling effort. IRN and our hauler kept transportation costs down by running tandem loads to markets. We also got the owner on board; once they saw that we were headed toward a 95+ percent recycling rate, the owner became the biggest cheerleader, encouraging Milestone to squeeze every bit of waste out of the dumpster.

Too small? Not hardly. The Eastman Community Center wound up with a 95% recycling rate, 3 LEED recycling credits, and a Green Building of America Award.

New Projects: Deconstruction. Reconstruction. New construction

Deconstruction: The first phase in Dartmouth College's development of a new Visual Arts Center involved demolition of Brewster, a four-story dormitory venerated as the one-time residence of Meryl Streep. Dartmouth wanted deconstruction, but gave us three days to do it. In that time IRN managed the removal of 4.4 tons of doors, bathroom fixtures and partitions, kitchen cabinets and appliances, as well as 8.4 tons of residential and lounge furniture. IRN is continuing to manage recycling as Brewster is demolished.

Reconstruction. The New Hampshire Institute of Art is undertaking an ambitious upgrade of its Manchester (NH) campus. The heart of the project is the relocation followed by a complete gut and renovation of Manchester's first high school, a 4,300 square foot 19th Century brick building in downtown Manchester. IRN has managed all wastes from the project, which continues with the construction of a new 27,700 square foot addition to the historic high school.

IRNetworking

The Newsletter of the Institution Recycling Network

Volume 6, Number 2
Fall 2009

New Construction. International biosciences firm EMD Serono is building a greenfield 130,000 sf, \$100 million office and research building in Billerica, MA. Sitework began in July. The first floor of the 3-story building will be a vivarium, floor two will be office space and chemistry labs; and the third floor will be office space and biology labs. The building will have a structural steel frame with cast concrete decks, metal panel and brick exterior, and multiple interior floor, wall, and ceiling finishes; a multi story skywalk will connect to existing adjacent buildings. IRN is currently working with developer Jones Lang Lasalle developing a comprehensive construction Waste Management Plan for the project.

SPOTLIGHT

Columbia Reality House: Lots of Reuse, Lots of Recycling, Lots of Winners

What does IRN do for its members and clients? Deconstruction; construction/demolition recycling; surplus property; universal waste disposition; efficient recycling of multiple commodities. It's not often a project comes along that uses all of these capabilities at once. Columbia University's Reality House did that, and more.

Reality House is a former methadone clinic in Manhattan. When Columbia took it over, nearly 40,000 square feet over two floors were left as Reality House left them, a mess. A partially built-out forest of studs and wiring; boxes and boxes of paper files; hundreds of computers, monitors, and other electronics; fluorescent lamps and fixtures; a thousand or more pieces of surplus furniture; scrap metal; unused building materials; office supplies; and more.

Simple demolition wasn't an option because of Columbia's commitment to sustainable construction, and because the wastes contained confidential patient and financial records, along with regulated electronic scrap and universal wastes. How to get at all of these materials, along with the usable surplus and building materials, was the question Columbia asked IRN to answer.

We organized a project that brought together community organizations who could turn Columbia's challenge into opportunity: Build It Green, a nonprofit that collects and resells building materials at low cost to the New York community; Nontraditional Employment for Women, which trains women for skilled, well-paying jobs in the construction industries; and the School for Cooperative Technical Education, an alternative New York City school that provides occupational along with classroom training for disadvantaged young men and women.

In a month-long project, IRN directed NEW and SCTE crews who got onsite training in deconstruction, electrical, and other skills while dismantling and emptying the Reality House space. The result was a 90% reuse and recycling rate, including thousands of items of building materials reused in NYC, almost 25 tons of surplus, 20 tons of scrap metal, 14 tons of paper and cardboard, nearly a ton of computers, plus fluorescents, ballasts, batteries, and wood. In total, nearly 73 tons were pulled from Reality House for recycling or reuse; less than 9 tons were discarded. Compared to demolition, Columbia saved a big chunk of money. And New York has about 30 new workers trained for new assignments in deconstruction. Trained and ready – IRN is already proposing NEW crews for follow-on assignments.

Recycling doesn't get any better.