



# IRN

## The RECYCLING NETWORK

### PRESS RELEASE

**Contact:** Mark Lennon

Email [mlennon@ir-network.com](mailto:mlennon@ir-network.com) / Phone (603) 229-1962

#### FOR IMMEDIATE RELEASE

### IRN Establishes Full-Time Presence in California

#### Paul Harris & DRN Provide Access to Comprehensive Surplus Property Management

**Concord, NH (June 10, 2011)** – IRN’s Surplus Program has established a permanent presence in California. IRN has been doing projects in California since 2003, starting with Harvey Mudd College and the Claremont Consortium. Since then IRN has done more than 30 projects from San Diego to San Francisco, including a growing number of projects for corporate clients.

While trying to work out how best to approach a long-term presence in California, took two phone calls that answered the question. DRN (the Deconstruction and Reuse Network), working out of LA and the Bay area, is well established in providing residential and commercial deconstruction. They see a lot of projects where surplus needs to find a home; they heard about IRN and called about establishing a partnership. At about the same time Paul Harris called. Paul is a cousin of an IRN family member and lives in the Bay Area. He heard about IRN through that connection, and saw the opportunity to put his background in architecture and construction to use under IRN’s banner.

Through Paul Harris and DRN, IRN now has a full-time presence both in the Bay area and Southern California. IRN can get to just about any California location quickly to scope a project, assemble the material inventory, plan, and provide onsite management.

California shares many of the characteristics that make IRN’s Surplus Program so successful in the East: a concentration of healthcare, education, and major corporations, high tipping fees for trash, and an environmental ethic and policies that support a triple bottom line approach to recyclable and reusable materials.

California organizations with a possible project should let IRN know by calling or providing a quick summary on [www.irnsurplus.com/generators-request.html](http://www.irnsurplus.com/generators-request.html). We’ll have Paul or DRN get in touch right away.

**About IRN.** The Institution Recycling Network is a cooperative recycling organization headquartered in Concord, NH that works with over 200 colleges and universities, hospitals, K-12 schools, and private companies to improve the performance and economics of recycling. IRN provides a single point of contact to recycle dozens of different materials, and manages the logistics to get materials to market efficiently and cost effectively. IRN handles over 75 commodities – everything from cardboard and fluorescent lamps to concrete and Astroturf. IRN is known particularly as the most experienced manager of construction and demolition recycling in the U.S., and as a major channel that matches surplus furniture, equipment, and other property with U.S. and international relief organizations.

#### Integrated Recycling

7 South State Street, Suite 2 • Concord, New Hampshire 03301  
Telephone: 603-229-1962 • Fax: 603-229-1960 • web site: [www.ir-network.com](http://www.ir-network.com)