

Member/Operation Marketing Meeting

January 14, 2015

NRRA Offices, 2101 Dover Road, Epsom, NH

Notes

In Attendance: Patrick Bowne, Dunbarton; Joan Cudworth, Hollis; Chuck Whitcher, Candia; Michael Faller, Meredith; Roger Rice, Lee; Patrick Greene, Greenfield; Carol Burgess, Greenfield; David Bowles, Canterbury; Tim Redmond, Weare; Steve Wheeler, Salisbury; Whitney Malcolm, Northfield; Johnny VanTassel, Northfield; Jon Edgerly, Bartlett/Jackson; Gerry Cornett, New Boston; Mia Gagliardi, Gilford; Mike Donovan, Gilford; Adam Clark, Concord; Melanie Doiron, NHDES; Sally Hyland, Nashua; Steve Doumas, Merrimack; David Hartman, Warner; Lisa Stevens BCEP; Sophie Viandier, Andover (Did not sign in on sheet)

NRRA: Mike Durfor, Bonnie Bethune, Marilyn Weir, Mike Nork and Stacey Morrison

Tim Redmond called the meeting to order at 9:00 a.m.

- I. **Introductions**-Group Introductions were made.
- II. **Approval of Notes**-Tim asked for a motion to accept the minutes from the November 19th meeting as written. Melanie Doiron asked that her name be added to the list of attendees for that meeting. Tim asked for a motion to approve the notes with this amendment. The motion was seconded by Roger Rice and then passed unanimously.
- III. **Market Update**- Mike Nork reviewed the market update. No change in the fiber market, movement of these materials continues to be a challenge due, in part, to the fact that China is not importing as much of our fibers as they once did. Mike reminded members that the PPI/Yellow Sheet (the guide by which fiber pricing is set) comes out each month on the 5th. Generally, moving material (fibers) the week or two prior to the 5th is tough as mills often won't accept material until the pricing is available. Please plan loads accordingly. Bonnie told our members that local mills really appreciate the quality of our member materials and to keep up the good work! Carol Burgess asked if mills would pay more based on quality. Mike (Nork) said that many factors effect pricing including location and average weights. Pricing is case by case and we may not necessarily be able to get higher pricing for higher quality. The Plastic market has seen some downward movement as of late. HDPE Natural pricing is tied to gas prices so as gas prices come down, so does the pricing for HDPE. PET pricing which had been fairly steady has even come down a bit. The Scrap Metal market continues to decline coming down another \$5.00/gross ton this week. Steel can pricing is also down. Copper trading is at a 5 year low. # 8 News, is a declining market but we've had a few loads that we've put out to bid. In one case, a vendor came back with pricing at \$90-\$95/ton (usually #8 News gets about \$65/ton). When we questioned the mill about this high pricing they told us that they paid more for sorted # 8 News. Bonnie informed members of a new scrap metal vendor, Coho Spawning, owned and operated by Steve Cohen formerly of Advanced Recycling, what is now Schnitzer. He is starting to accept material and has offered us competitive pricing. Steve is a very big proponent of NRRA's mission and we look forward to working with him. Tim Redmond asked if revenues will be down (for Town reporting) due to the decline in the market pricing. Mike Nork advised that members be cautious as they draw up budgets for the upcoming year.
- IV. **NRRA Webinar**- Mike Durfor outlined our upcoming webinar. This webinar will be especially helpful to members that can't make it to our monthly M.O.M meetings as well as Town Selectmen, Administrators, etc. This will be a three part webinar as follows: Part 1-"It's Not just a Dump Anymore". Part 2-"What Every Solid Waste Manager Needs to Know". Part 3-"Times are Changing", which will focus on items such as packaging (ie. pouches) and how Transfer Stations will need to adapt. As packaging and legislation changes, this will create problems with what to do with the material. We hoped to have the Webinar on Friday, Jan 30th but when Mike asked the members if this would work for them, most members implied that Thursday, 1/29 may be a better date. There will be 150 slots available to join this live webinar. NRRA will send out an agenda and a link to join the webinar in the near future. This webinar will possibly count toward a DES credit. Marilyn gave a brief overview of the webinar(s) and how they work.

- V. **Winter Site Preparation**-Mike Nork asked members to be sure that ice and snow is removed from around containers etc. as there was an incident at one of our member locations recently that resulted in a vendor/trucker injury. Mike also reminded members that snow and ice within your materials may cause deductions. Gerry Cornett said that materials may be sent back to you if there is snow/ice/water in the load which gets expensive. Gerry told members about covers for containers that he recently purchased which help avoid this issue. These covers are worth the expense and attach to any roll-off. Mike Faller expressed frustration about the possibility of getting charged for snow and ice when often vendors are late for pick-ups which in turn cost him/the Town over-time expenses. Roger Rice told Members that it is very important to remove snow and ice from the top of trailers as well, due to liability issues.
- VI. **Environmental Impact Reports/2014 Activity Reports**-Stacey told the group that we are currently working on revamping the Environmental Impact Reports to include more categories and we hope to have those reports and the 2014 Annual Reports out by next week.
- VII. **2015 M.O.M Meeting Schedule& Conference "Save the Date"**-See hand-outs.
- VIII. **NH the Beautiful**- Stacey gave a quick overview of the NHtB Sign program and how it works. She also reviewed the list of signs currently available for pick-up at NRRRA and a list of signs that are currently on order.
- IX. **School CLUB Update**-Mike gave a brief update regarding what Gwen and the School CLUB has been up to lately. Gwen is also working on a couple of Grant Applications.
- X. **Other Business**-Melanie and Mike Faller both shared recent concerns regarding Planet Aid. Mike told the group that he recently discovered that Planet Aid has not been paying the Town of Meredith for the clothing/textiles collected due to some "missing paperwork". Mike encouraged fellow members that use Planet Aid to be diligent with their paperwork and follow-up with their accounting departments to be sure payments are being received. Roger Rice, Lee, NH, also shared some concerns regarding business practices of Planet Aid and told the group that he uses Eco Smith and has no complaints about them. Patrick Bowne stated that his Town is being paid differently than Lee, NH by Eco Smith. Sally asked if anyone has any issues with the new "Good Hearted Books" (formerly "Got Books"). Several members replied that, so far, their service is okay. Melanie reviewed the upcoming Solid Waste Operator Training Schedule which is available on the NHDES website and will be available on the NRRRA website. She also reminded members that the Annual Facility Reports will be due by March 31. NHDES is currently updating the e-form and will soon make it available for facility managers to complete. Roger told Melanie that it would be very helpful if these reporting forms were made available sooner. Many of the members agreed. Melanie also reminded everyone that they will be required to fill out self-inspection/compliance forms. Sally Hyland told members that she had the school recycling calendars available. Bonnie showed pictures of a culvert pipe (pvc) from Manchester that was able to be recycled (no revenue).

Tim called for a motion to adjourn at 10:40. The motion was seconded and passed unanimously.

The next M.O.M Meeting will be on February 11, 2015.