

Member/Operation Marketing Meeting
July 8, 2015
NRRA Offices, 2101 Dover Road, Epsom, NH

NOTES

In Attendance: Joan Cudworth, Hollis, NH; Fred Garofalo, Lisbon, NH; Chris Boutwell, Naughton & Son Recycling; Tim Redmond, Weare, NH; Mike Provost, Alexandria, NH; Scott Decoteau, Claremont, NH; Norma Limoges, Claremont, NH; Steve Bennett, Loudon, NH; Dustin Bowles, Loudon, NH; Robert Lagor, Loudon, NH; Dennis Patnoe, Lancaster, NH; Jacob Levenson, Portsmouth, NH; Lisa Stevens, BCEP; Roger Rice, Lee, NH; Brian Fogg, Colebrook, NH; Kevin McKinnon, Colebrook, NH; Wilfred Gaudette, Colebrook, NH; Dale Sargent, Meredith, NH; Barry Weeks, Meredith, NH; Whitney Malcolm, Northfield, NH; Melanie Doiron, NHDES; David Hartman, Warner, NH; Sally Hyland, Nashua, NH

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

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

- I. **Introductions**-Group Introductions were made.
- II. **Vendor Spotlight**- Rick Norton of URT Associates introduced himself and explained a bit about URT and what they do before introducing Ian Badgley (also of URT) who explained and educated our members on Circuit Board Recycling.
- III. **Approval of Previous Meeting Notes**- Tim called for a motion to accept the notes from our previous meeting on May 13th. Dennis Patnoe seconded the motion and it passed unanimously.
- IV. **Market Update**- The July NRRA Pricing guide was unavailable at the time of the meeting but Mike Nork let members know that it would appear in the next FOS and would be posted to our website shortly. PPI (Yellow Sheet) release was delayed due to the July 4th holiday and was released on July 7th instead. For the first time in a long time, fiber pricing has gone up a bit but as always, Members were reminded that pricing is TBD on a “per load” basis. In the Plastics Market, HDPE Mixed Color is down, HDPE Natural is up and PET is also up. Scrap Metal pricing has been unstable in the past month. In months past, scrap metal was up about \$20/gt and this month it has come down \$30/gt. The non-ferrous market is also unstable: aluminum cans are down even further than in the last month. Copper trading is at a six year low.
Following the market update a brief discussion regarding PGA (Processed Glass Aggregate) usability w/DOT projects and host sites ensued.
- V. **Plan Ahead for Pick-ups**- Members were reminded to plan ahead whenever possible when scheduling pick-ups especially around the Holidays when vendors tend to get swamped with requests and material.
- VI. **Fire at Naughton Recycling in Bradford**- Members were told of a recent fire at Naughton Recycling, the fire occurred in one of their C&D containers because a fuel tank had inadvertently been placed in with a load of C&D. Members were reminded to be aware of what is going into their C&D, MSW etc. containers. Thankfully the fire at Naughton was quickly brought under control and no major damage occurred but a similar instance could be catastrophic. Mike Durfor noted that recycling is the 6th most dangerous occupation according to OSHA. The more outreach and education that is made available to the residents, the better. Mike also took this opportunity to revisit the “Plan Ahead for Pick-up” topic. There is a National shortage of truckers and an increase in materials to be moved. Transportation takes time. There are a lot of factors involved and pick-ups cannot be easily arranged at the last minute and at specific times.
- VII. **USDA Grant**- Mike explained the recent USDA Grant that NRRA was recently awarded and the work plan that we are submitting to receive the funds.
- VIII. **NH the Beautiful**- Stacey gave a list of signs that are currently on sight and waiting for pickup. She briefly explained both the sign and grant programs that NHTB offer. The next NHTB Board Meeting is scheduled for August 20th and the Board will be reviewing any grants received at that meeting.
- IX. **School CLUB Update**- Mike gave the group an update on what Gwen has been up to since school is out for Summer: outreach, grant writing, and most recently, she gave the Team Earth Program a much needed update.
- X. **NRRA Vendors**- Mike explained to the Members that over the last two years we’ve tried to more clearly define the “Vendor-NRRA Relationship” and guidelines. The economics of recycling are changing. Because of the volume of bookings that we do, we are meant to get the best pricing available for our Members from the mills/vendors. Sometimes a vendor will go outside the agreement & try to contact a Member directly. This is not tolerable behavior of an “Approved NRRA Vendor” and we do not do business with vendors who do not adhere to our vendor requirements. Marilyn asked Mike to clarify the difference between a Vendor and a Vendor/Member. Vendors do not have access to NRRA Pricing, the Members Only Website and many of our other exclusive member only benefits. A Vendor that is also a “Member” is simply a vendor who also uses our marketing programs and pays a Vendor Fee to do so. Finally, Mike reminded Members to send in their certified scale tickets within 6 days to help us get correct & timely payment for them.

XI. Other Business- Tim announced a Webinar that the NH Municipal Association would be sponsoring on July 9th regarding Pay as You Throw Programs in NH. Tim also asked if it was possible to address Vendors when they are raising prices to allow a grace or waiting period of 30-60 days before the price change is implemented as Towns often need to get a hearing with Town officials to change pricing/budgets. Mike replied that, unfortunately, we do not always have that sort of control over the timing of price increases and that just as we need to get Members to plan ahead when booking loads, we also need to get our Vendors to plan ahead with price changes.

Roger Rice announced that he'd be attending a hearing on Friday (July 10th) regarding the matter of NH DES requiring a Town Administrator signature on their Annual Report. Stay Tuned for the outcome! Roger also added that he has a 30 yard open top container for sale. It needs some welding but is road worthy. \$500/F.O.B. Contact him if interested.

Marilyn expressed thanks to Steve Bennett, Clay Gallagher and Adam Tasker for helping with a recent S.W.A.T. visit in Gilford, NH.

Tim called for a motion to adjourn the meeting at 10:40 a.m. Roger Rice seconded the motion, and the motion passed unanimously.