

Member/Operation Marketing Meeting
October 11, 2017
NRRRA Office, 2101 Dover Road, Epsom, NH

Notes

In Attendance: Joan Cudworth, Hollis; Steve Wheeler, Salisbury, NH; Reggie Roy, Andover, NH; Steve Doumas, Merrimack, NH; Tim Allen, Warner, NH; Carl Hultberg, Danbury, NH; Tara Albert, NHDES; James Larkin, Danbury, NH; Chuck Whitcher, Candia, NH; Sally Hyland, Nashua, NH; Mike Nork, NHDES/NRRA; Jim Solinas, Brookline, NH; Ryan Pauer, Brookline, NH; Dave Hartman, Warner, NH; Roger Rice, Dunbarton, NH

NRRA: Mike Durfor, Bonnie Bethune, Stacey Morrison

Joan Cudworth called the meeting to order at 9:06 a.m.

- I. **Introductions-** Group introductions were made.
- II. **Approval of Previous Meeting Notes** – Roger Rice made a motion to accept the notes from the September 13, 2017 meeting as written. David Hartman seconded the motion, the motion was passed unanimously.
- III. **Market Update-**Mike Nork gave what will be his Market Update as an NRRA staff Member since he recently accepted a position at NHDES. He began by stating that in August the market was at its peak, by September it had become “shakey” and October is looking pretty gloomy. Fibers are taking a real hit: Mixed Paper is down \$30, OCC is down \$60 and News is down \$20. Bonnie stated that she cannot remember a drop this drastic in the past 10 years. This drop is a direct reaction to global factors such as China’s “National Sword”, a ban on imported fibers. China had been the largest buyer of US fiber exports. This ban may last a year, perhaps longer. There are a few smaller international buyers, and NRRA continues to search for more domestic mills. Some fiber loads are currently not paying anything in this current market. As always, Members were encouraged to call NRRA with any questions or concerns regarding their materials and market pricing. Mike went on to say that the OCC market may bounce back sooner than the mixed paper market as China will likely need it since their domestic market lacks the quality and availability that the US market provides. Plastics are up a little. This could be due to limited capacity at oil refineries caused by recent natural disasters and a recent uptick in fuel prices. There is currently no market at all for #3 - #7 Plastics and there is only a limited market for #1 -#7 plastics . Single Stream costs are rising as are MSW costs due in large part to limited landfill capacity and local landfill closures. Scrap Metal and Steel Cans are also down, aluminum cans have been holding steady. The good news is that as of October 1st, Freon removal is down to \$8/unit for the winter months. Bonnie ensured the group that NRRA is working harder than ever to move materials despite this very challenging market. Mike Nork encouraged Members to store materials if they had the space to do so. Jim Solinas asked if this ban was a reaction from China to “contaminated materials”. Bonnie confirmed that this is largely the case and in order for things to change or move forward three things must happen: 1) Single Stream facilities need to “clean up their act” 2)Manufacturers need to have more restrictions and 3)NRRA Members need to continue to provide the quality materials they are known for marketing. Mike Durfor chimed in stating that the last major drop in the fibers market was in 2008. Over the last 15 years the average price for OCC has been about \$104/ton which is, actually, where the market is now. It is going to be a rocky road for a while. Mike then read from a recent article regarding the ban on fibers in China.
- IV. **MSW Update:** Mike stressed the importance of contracts which can protect (Members) from price increases and help ensure that they have a place to send their material. Landfills are closing or nearing capacity. There are currently two firms out of MA. That are baling MSW and shipping it via rail to PA and NY. Mike shared a bit of good news: Schnitzer Steel has agreed to lower haul fees in many cases effective 10/16/17. Mike then reference another recent article which stresses the importance of recycling.

- V. **C&D Increase**— ERRCO will be implementing a 10% C&D cost increase effective 1/1/2018. Mike encouraged members to budget for a 15% increase again due to capacity issues.
- VI. **Electronics Increase** – URT will be implementing a per pound rate increase effective 11/1/17 based on the recent plastics market changes. Though plastics pricing recently increased, overall it has actually decreased since last year. NH would benefit from an electronics take back program and Mike encouraged members to stand behind any such legislature.
- VII. **Budgets and Pricing** - Mike reminded Members that if they are coming in to budget season, to budget high on revenue and low on costs. Bonnie suggested that they have a line item for “recycling removal” in the event that the market really crashes.
- VIII. **NHDES Trainings** – Tara reviewed upcoming training dates and announced a mock inspection date in Lancaster. They (NHDES) plans to do a different mock inspection in a different location each October. Tara explained that they are working on making the training sessions more interactive. There is a full list of upcoming training workshops on the NHDES website. Tara also discussed an upcoming Full Cost Accounting session in December and announced that NHDES is making more training available on line.
- IX. **Town & Gown School Grant** – NRRRA and the School CLUB has received a new USDA grant. This one will focus on Household toxins, indoor air quality as well as strengthening communication between schools and town recycling facilities. Sarah McGraw may be reaching out seeking volunteers to participate in our outreach. Recent reviews of school contracts has been successful. Gwen and Sarah have been very busy with TOLDS across the state recently.
- X. **NH the Beautiful Update** – Stacey explained that the NHtB fiscal year will end on 10/31 therefore any grants that have been submitted today would be reviewed at their next meeting on 10/19/17 and would be approved under the current year budget. As of 11/1/17 all Towns start off with a new set of sign points and the grant year will begin anew.
- XI. **Other Business** – Bonnie announced that Todd Ellis would be at the next MOM Meeting on November 15th (just before the NRRRA Annual Meeting). Todd is from Call2Recycle and will be discussing their battery recycling program(s). Mike announced the keynote speaker for the 2018 NRRRA Annual Conference will be Ben Harvey from EL Harvey & Sons. Mike also explained to Members that we are in the process of “re-tooling” Member Services and as part of that we have created a “Logistics” position and that person will be the point of contact for all loads to be booked. Any requests for pick ups or swaps should be sent to info@nrra.net. Joan Cudworth formally thanked Mike Nork for his service to NRRRA and its Members and wished him well in his new job with NHDES.

Roger Rice made a motion to adjourn the meeting at 10:38, Steve Doumas seconded. Meeting adjourned. Next MOM Meeting will be on November 15th 2017.