

Member/Operation Marketing Meeting
September 13, 2017
NRRRA Office, 2101 Dover Road, Epsom, NH

Notes

In Attendance: Patrick Bowne, Dunbarton, NH; Steve Wheeler, Salisbury, NH; Joan Cudworth, Hollis, NH; Mark Marr, Canterbury, NH; Jacob Levenson, Portsmouth, NH; Roger Rice, Dunbarton, NH; Chuck Witcher, Candia, NH; Steve Doumas, Merrimack, NH; Dustin Bowles, Loudon, NH; Steve Bennett, Loudon, NH; Bruce Lee, Loudon, NH; James Gooden, Whitefield, NH; Regan Pride, NCC; David Hartman, Warner, NH; Sally Hyland, Nashua, NH; Melanie Doiron, NHDES

NRRRA: Mike Durfor, Bonnie Bethune, Marilyn Weir, Mike Nork, 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 July 12, 2017 meeting as written. Chuck Witcher seconded the motion, the motion was passed unanimously.
- III. **Market Update-**Mike Nork gave the Market update. He began by stating that there was some good news and some not-so-good news this month. Fiber pricing has come down a little this month for the first time in months. Mike reiterated the revised classification of #8 News which is now SRP #56 and MP # 2 is now #54. The current export market is in bad shape due to the new restrictions that China has put in place. China may cut off all imports of paper and plastic so things could certainly get a lot worse should that happen. Mixed paper is down the most (about \$10/ton), Baled paper always fares a little better, OCC is down about \$5/ton or so, even still this is still an improvement from last year at this time. There has been some talk that China may not ban OCC as US quality is far better than their domestic market material. Plastics have seen only minor price changes #1 PET is up about \$.005/lb., HDPE Natural is up about \$0.01/lb. but HDPE mixed color is down about \$0.005/lb. The recent hurricanes and subsequent increase in fuel prices may cause this pricing to improve in the upcoming month. #3 - #7 Plastics are very tough to move at this time and there may even be a charge for moving this material. If we could find a domestic market, we could hopefully make a little money from it. Scrap Metal is holding steady and strong. Aluminum cans are also holding fairly steady, some local vendors are paying up to \$0.61/lb. for them- more if they are baled. Mike Durfor asked Mike Nork what the effects on the local markets may be if China does place the bans on all paper and plastics. Mike Nork said that this was hard to say but he feels material will be harder to move at first, pricing will likely take a hit as well with mixed paper having no value at all perhaps. Mostly conditions would be dependent on local mill capacity and markets. Single Stream will also take a hit.
- IV. **What Member Services did During the Summer:** Marilyn asked Members if they knew that NRRRA had a new baling wire vendor, Parade Wire & Strapping, who exhibited at our conference this past year. Marilyn stated that she spent part of the summer identifying members who bale material but haven't bought wire through our cooperative purchasing program. From these Members, she found out that our pricing is better than what they are currently paying. She advised Members to call us for pricing if/when they need baling wire or strapping in the future. Marilyn also asked Members if they knew

that NRRRA can help you set up HHW events in their towns which is another thing that she did this summer. Melanie reminded people that that NHDES offers HHW Grants to help offset the costs associated with HHW events. Marilyn explained that another thing that she did this summer was logistics. She spent a lot of time working with drivers and truckers this summer. Bonnie spent her summer looking at Towns that we haven't worked with or haven't worked with in a while and reaching out to them to tell them about some of our new services. She explained that the goal in Member Services is to be more proactive. In reference to this topic, Mike Nork, said he noticed a common theme: logistics. We are trying to work more directly with truckers/trucking companies to assist us with getting materials directly to the mills instead of relying on the mills to set up transportation. Another project was trying to formulate a relationship with a US based fiber mill that uses the content for insulation. Because this mill uses the material in an "end product" their pricing is not driven by the PPI and/or export markets.

- V. **MSW Crunch** – Mike Durfor asked the group if anyone had an MSW contract that was expiring or up for renewal within the next year or two. The price of trash is going up. This is partly due to the fact that Massachusetts ships their trash to NH. The landfill in Southbridge, MA is near capacity and several others are closing. Turnkey applied for a grant to expand but it has not been approved yet. Bethlehem is trying to expand as well but will not likely get a grant to do so. That only leaves the landfill in Berlin, NH which is very far up North. There are some places in MA that are shipping their trash via railway to PA. Tip fees are increasing to \$80 - \$100. Members were advised that if they currently have an MSW contract, extend it. C&D and Single Stream costs are also going up and a contract can help protect you (the members) from price hikes and also ensure that they have a place to ship materials. Mike reminded members to look at their contracts, review the terms and plan to extend or go out to bid. Melanie pointed out that PAYT programs help increase diversion rates and hopefully organics and composting may further those diversion rates.
- VI. **Budget Preparations & Price Changes** – We have not seen any recent major price changes but Mike suggested that Members plan for a 5-10% increase in MSW for the upcoming budget year.
- VII. **One Pound Propane Tanks** - Marilyn was recently asked by a Member how to de-valve a one pound propane tank so she asked this question of those at the meeting. Melanie (NHDES) explained that "de-valving" can cause an HHW situation as doing so can be very explosive. She urged members to contact the departments of safety and labor before doing any such thing. Steve Doumas suggests that manufacturers should be more responsible when creating products that have are expensive or difficult to dispose of when they are no longer functioning/usable. Marilyn then asked what Members what they do if they get an "un-deployed" airbag deposited at their facility? Joan Cudworth suggested calling the fire department whenever in doubt. Mike reminded Members that they work in one of the most dangerous professions and that they do NOT have to take questionable items.
- VIII. **Annual Meeting Date** –Stacey announced that the 2017 NRRRA Annual Meeting would be held on Wednesday, November 15th at a new venue, the Puritan Backroom in Manchester. Registration is now open so Members were encouraged to sign up soon. There would be MOM Meeting here in Epsom, prior to the Annual Meeting.
- IX. **NHtB Signs & Grants** – Stacey announced that the next NHtB Board meeting would be on October 19th. This would be the NHtB Board's final meeting of their current fiscal year. Anyone wishing to apply for an equipment grant should have their applications in by October 11th.

- X. **School CLUB Update** – Mike announced that the NHtB Board recently voted to grant NRRRA’s School CLUB an additional \$10,000 this year and another \$10,000 for next year to be used for further outreach in schools in NH. These additional funds will go a long way toward assisting both Gwen and Sarah in the great work they’ve been doing in the schools.
- XI. **Other Business** – Melanie announced that NHDES would be holding another (closed group) Composting & Organics Stakeholder Meeting on 9/27 to further discuss composing successes, failures, rules and regulations. Mike added that NRRRA has been tasked, as part of the Stakeholders group, to find 4 pilot locations for organics and composting so he asked any interested Members to let us know. A member asked when we’d be holding the Fall Bus Tour this year and Mike informed the group that we would not have a bus tour this year but would likely plan one for next year. Reagan Pride asked the group about Public Space Recycling Receptacles; how they work and success rate. Stacey Morrison asked Jacob Levenson of Portsmouth to help answer this question as he recently obtained a grant from NHtB for such receptacles. Mike Durfor announced that the 2018 NRRRA Conference theme would be “Recycling Rules” and the keynote speaker would be BJ Harvey. He reminded Members to save the date and register early!

Roger Rice made a motion to adjourn the meeting at 10:38, Chuck Witcher seconded. Meeting adjourned. Next MOM Meeting will be on October 11, 2017.