

Member/Operation Marketing Meeting
March 28, 2018
NRRRA Office, 2101 Dover Road, Epsom, NH

Notes

In Attendance: Timothy Amabile, Meredith, NH; Michael Tarling, Meredith, NH; Robert O’Neill, Meredith, NH; Brian Grinavic, Meredith, NH; Patrick “Woody” Bowne, Dunbarton, NH; John Warren, Carroll, NH; Andrew Sheehan, Carroll, NH; Greg Hogan, Carroll, NH; Ben Champagne, Coos County; James Lesperance, Coos County; Fred Garofalo, Lisbon, NH; Mark Marr, Canterbury, NH; Andres Romero, Canterbury, NH; Matt McLain, Weare, NH; Mike Walton, Goffstown, NH; Joan Cudworth, Hollis, NH; David Bowles, Canterbury, NH; Toby VanAken, Lee, NH; John Edgerly, BCEP; Roger Rice, Dunbarton, NH; Peter Lemay, Brookline, NH; Meghan Theriault, Goffstown, NH; Rick Razinha, Sanbornton, NH; Walter Scott, Jr., Salisbury, NH; Steve Wheeler, Salisbury, NH; Jim Lavacchia, Salisbury, NH; Steve Doumas, Merrimack, NH; Varick Proper, Warner, NH; David Hartman, Warner, NH; Melanie Doiron, NHDES; Jim Solinas, Brookline, NH

NRRRA: Mike Durfor, Bonnie Bethune, Marilyn Weir, Lindsay Dow and Stacey Morrison

Joan Cudworth called the meeting to order at 9:05 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 February 14, 2018 meeting as written. Lisa Stevens seconded the motion to approve the notes and the motion was passed unanimously.
- III. **Market Update-** Mike asked Stacey to explain the process of creating the monthly NRRRA Pricing Guide. Stacey gave an overview of how she collects pricing from various sources for the various commodities and how we create the guide based on averages. Marilyn pointed out that this guide is just that, a guide and that for specific pricing, Members should contact NRRRA directly. Bonnie reminded everyone that on April 1st, Freon pricing would be increasing to its “Summer rate”. Mike added that Mixed paper is now at a point where the **charge** to dispose/recycle it can be \$1 - \$120! Last year this commodity was fetching a revenue of \$70-80. Mixed paper is a major component of single stream so this market is causing increases in single stream charges as well. Unfortunately, this trend is not likely to change soon. Processors have no more space to put the material, the supply outweighs the demand by far. In Massachusetts, processors are getting permits to burn or dump mixed paper. Marilyn advised Members that if they have the capability to do so, they should remove the News and SOP out of the Mixed Paper as these two types of paper still have value and can move easier than MP. Littleton, NH made a combo load (News and SOP) that they were able to sell for enough money to offset the cost of disposing of their mixed paper. Joan asked for the specs for SOP and Marilyn offered to get them to her after the meeting.
- IV. **Budgets** - Chuck W. reminded fellow members that in his town they created a special line item in their budget to create a small budget for “disposal of recyclables”. Roger Rice explained that if you at least have a line item in the budget for this, even if it’s only \$1.00, it’s helpful. Mike iterated that it is best to err on the side of low revenues and high prices when it comes to budgeting in this market. Ben

from Coos asked for DES's position on burning Mixed Paper and Tara replied that burning mixed paper is not allowed.

- V. **Plastics Update** –Marilyn went to the Plastics Convention in Nashville, TN which was attended by 1900 people from 34 countries! This convention touched on many of the challenges and hot topics current in the Plastics recycling industry. Transportation being a major issue. Marilyn gave an overview of the various workshops that were offered and said that the primary take-away was that “Quality is always your best chance for selling”. Other key points that she noted was that many felt that PET pricing will continue to hold or increase and that the 3-7 market is coming back.
- VI. **PGA** – Mike explained that all NH towns as well as some Vermont & MA towns have switched over to PGA from recycling color bottles into new bottles since the closure of the plant in MA. Single stream plants don't want the glass bottles either so the best plan is to bring it to one of our PGA sites to be crushed and use it for roads and or DPW projects. NRRRA has seen more memberships from MA towns due to the plant closure so we are looking for more PGA host sites to cut back on trucking costs. Roger asked if PGA has been approved for use in DOT pavement projects. Mike replied that we are constantly looking for more end markets for the PGA. DOT use is dependent on local ordinances and laws but we are trying to convince more DPW's to use it in pavement. Mike directed Members to view the PGA webinar and videos that are on our website. NHDES currently has no restrictions on municipal use of crushed glass in road base.
- VII. **HHW** – Marilyn reminded Members that we can help set up HHW events in their towns. She also reminded them to add a line item to their budgets for HHW disposal and collection events. Bonnie added that this includes antifreeze and waste oil.
- VIII. **Composting** – Mike explained that “composting stakeholders” were set up last year as part of a USDA grant. Now we are setting up “pilot programs” as part of this continuing project. Sunapee will be one of the sites. With MSW costs on the rise and landfills nearing capacities, municipalities could reduce their tonnage/costs by 30-40% by removing compost from their MSW. The Bethlehem landfill will likely close by 2021. Another alternative is to ship MSW out of state by rail which will further increase costs. Mike warned Members to review their MSW contracts carefully and to lock-in current rates for as long as they can. Mike also announced that the 5th Annual Talkin' Trash would be taking place on Friday April 6th at the Puritan Backroom Conference Center and that the main focus this year would be landfill capacities and the ban in China.
- IX. **NRRRA Annual Conference** - Members were reminded that this year's conference has a great line-up of educational and informative workshops, a Keynote speech from Ben Harvey, a full exhibit hall and will feature entertainment by local folk band, Lunch at the Dump.
- X. **NHtB** – Stacey reviewed the signs that are currently in stock as part of the NHtB free sign program she also announced the date for the next NHtB Board Meeting (May 22) and asked that anyone wishing to submit a grant request, do it prior to 5/5/18. Additionally, she announced that the Annual Litter Free NH Blue bag program was underway for any town planning a spring clean-up event.
- XI. **School CLUB Update** - As time was running short, Mike gave a brief overview of what Sarah and Gwen have been up to relative to the School CLUB and the USDA Town and Gown grant work.
- XII. **Other Business** – David from Canterbury brought in a plastic can to pass around and asked how it can be recycled since it's mostly plastic with an aluminum top. This is a fine example of marketing gone

bad. Environmentally sound companies should not make products that can't be or are difficult to recycle. Melanie Doiron announced that NRC is looking for people to host workshops at their sites.

Roger Rice made a motion to adjourn the meeting at 10:24, David Hartman seconded. Meeting adjourned.
Next MOM Meeting will be on Wednesday, April 11, 2018 at 9:00 AM