

MATERIALS EXCHANGES: A TOOL FOR SOURCE REDUCTION THROUGH REUSE

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Association for Ohio Recyclers
November 14, 2011

NORTHEAST RECYCLING COUNCIL (NERC)

- ▶ 501(c)(3) non-profit organization
 - 24 ½ years old!
- ▶ Focus: environmental & economic sustainability through source reduction, reuse, recycling, composting, & green purchasing
- ▶ NERC States – Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, & Vermont

WHAT IS A MATERIALS EXCHANGE?

- ▶ Opportunity for business-to-business reuse
 - Businesses list & search for unwanted but usable items
 - Generally, but not always, online
 - Exchanges made privately
 - Generally not industrial materials or by-products
 - Often one of a kind transactions



WHAT IS A BY-PRODUCT SYNERGY?

- ▶ The practice of matching under-valued waste or by-product streams with potential users.
 - Facilitated matchmaking
 - Includes industrial by-products
 - Ongoing by-product streams re-directed as ongoing feedstock source
- ▶ Ohio By-Products Synergy Network

www.ohiobps.org



PROBLEM: REUSABLE MATERIALS END-UP IN THE WASTE STREAM



- ▶ Greenhouse gas emissions
- ▶ Energy consumption
- ▶ International & domestic environmental degradation & health & safety problems
- ▶ Unnecessary costs

SOLUTION

- ▶ Source reduction for businesses through
 - Thoughtful purchasing & intentional use
 - Reuse
 - Two way street: have someone else use it & you use used goods
 - Use of secondary feedstock

* Materials Exchanges *

“Environmental & economic sustainability through source reduction & reuse.”

EXAMPLES OF EXCHANGES

Office/Work Desk

HP LaserJet 98A Toner - New

European Myson Home Radiators

Kohler I457-Rv Spa Tub - New

Mop Sink, Floor Mounted

Rinnai Gas Direct Vent Wall Furnaces/Energy Saver

4 Shelf Steel Shelving - Unused In Original Boxes

Pool Table

LA-Z-BOY Leather Recliner

Satellite Dish

Heavy Duty Tape Gun

6-Burner Garland Stove

LISTING CATEGORIES

Agricultural Products	Oil, Wax, & Lubricants
Alkali	Other Business Materials
Chemicals	Packaging (e.g., boxes, peanuts)
Computers & Electronics	Paint & Surface Coatings
Construction/Salvage	Paper
Containers (e.g., drums, pails, Gaylords)	Plastic & Rubber
Fiberglass	Point-of-Sale
Food/Organics	Restaurant Equipment
Glass	Solvents
Metals & Metal Sludges	Textile & Leather
Office Equipment	

SAMPLE CURRENT LISTINGS - AVAILABLE

[All](#)
[Available](#)
[Wanted](#)
[Events](#)

Title ↕	County ↕	Quantity ↕	Frequency ↕	Price ↕	Posted ▼
Muriatic Acid	Essex	2	One-Time	Free	Nov 08, 11
Chromic Acid Flake	Essex	1	One-Time	Free	Nov 08, 11
Caustic Flake	Essex	1	One-Time	Free	Nov 08, 11
Dust Collector	Bennington	1	One-Time	\$500.00 each	Nov 07, 11
Office Furniture and Equipment (desks, file cabinets, etc.)	Chittenden	1	Every 2 Days	Free	Nov 02, 11
Blodgett Convection Oven--LP gas	Windsor	1	One-Time	Free	Oct 29, 11
40 QT Welbilt Mixer	Windsor	1	One-Time	\$1500.00 each	Oct 29, 11
170 ----27X11.5X9 Double wall Cardboard Boxes	Chittenden	1	One-Time	\$1.70 each	Oct 26, 11
Square Envelopes	Windham	250	One-Time	Free	Oct 25, 11
Corrugated Cardboard Sheets	Windham	200	One-Time	Free	Oct 25, 11
HP 650C Large Format Color Plotter	Rutland	1	One-Time	\$150.00 each	Oct 25, 11
Vintage Tooth Samples	Windham	24	One-Time	\$15.00 each	Oct 25, 11
Free Imagistics IM4510 office printer/copier	Washington	1	One-Time	Free	Oct 24, 11
Schwab Fireguard Media Safe	Chittenden	1	One-Time	\$5000.00 each	Oct 19, 11
perfectly good cleaning wipes	Windham	2000 lb	Every 30 Days	Free	Oct 18, 11

CURRENT WANTED LISTINGS

All	Available	Wanted	Events			
Title ↕		County ↕	Quantity ↕	Frequency ↕	Price ↕	Posted ▾
W Mail Box slots		Chittenden	6	One-Time	Free	Nov 06, 11
W Card Catalogs		Chittenden	5	One-Time	Free	Nov 06, 11
W pallets		Washington	8	One-Time	Free	Oct 19, 11
W Metalbestos pipe		Rutland	1	One-Time	Negotiable	Oct 17, 11
W Wood Pallets		Addison	20	Every 7 Days	Free	Oct 12, 11
W Incubator		Windsor	1	One-Time	\$50.00 each	Sep 20, 11
W bubble wrap		Rutland	100	Every 60 Days	Negotiable	Sep 15, 11
W roof slates		Rutland	500	One-Time	\$1.00 each	Sep 15, 11
W Flourescent Drafting Desk Lamp		Chittenden	3	One-Time	\$25.00 each	Aug 11, 11
W Copper and Aluminum		Lamoille	1 lb	Every 20 Days	Free	Aug 03, 11
W 55 gallon plastic drums			4	One-Time	\$10.00 each	Jun 29, 11
W Empty cartridges		Windsor	1	Every 7 Days	Free	Jun 08, 11
W Plastic Drums			25	Every 30 Days	\$5.00 each	Apr 25, 10
W 5 gallon buckets			100	One-Time	Free	Feb 25, 10
W 30 - 55 gal. drums			25	Every 30 Days	\$4.00 each	Oct 28, 09

CURRENT LISTING

Type: Available

Category: Point of Sale

Title: Modular Medical Building-2240sf

Packaging: None/Loose

Quantity: 1

Frequency: One Time

Asking Price: \$45000.00 (negotiable)

Posted: August 18, 2011, 4:04 pm

Renewed On: October 14, 2011, 5:06 am

City: Winooski


County: Chittenden


Information: Priced reduced to sell- \$45,000 OBO, would be happy to go significantly lower for non profit or child care provider

Images may have been sized to fit, click image for original



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CURRENT LISTING

Listing

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Type: Available

Category: Other Business Materials

Title: Vintage Tooth Samples

Packaging: None/Loose

Quantity: 24

Frequency: One Time

Asking Price: \$15.00 each

Posted: October 25, 2011, 5:49 am

City: Brattleboro

County: Windham

Information: Not so cheap since they are very rare and in perfect condition, (as tooth samples go). I have a few dozen of these trays. They are untouched, new samples from the 1960s.

Images may have been sized to fit, click image for original



COMMERCIAL SURPLUS MATERIALS EXCHANGES IN U.S.

▶ Northeast (7)

- Connecticut
- Massachusetts
- New York (2)
- Rhode Island
- Pennsylvania
- Vermont

▶ Mid-Nation (6)

- Illinois
- Iowa
- Minnesota
- Nebraska
- Ohio
- Wisconsin

▶ South (6)

- Florida & Southeast
- Georgia
- North Carolina
- South Carolina
- Texas, Oklahoma, Arkansas
- West Virginia

▶ West (5)

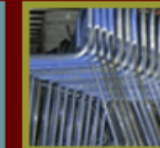
- California (3)
- Montana
- Washington

▶ Puerto Rico

EXAMPLES:

- VBMX.ORG

- REUSEMARKETPLACE.ORG



Don't let your bottom line go to waste!

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 Type
 Search Area

Category
 County

Exchange Info

Your exchange administrator is:
Mary Ann Remolador

All Listings

=Available =Wanted =Event

- [All](#)
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Title	County	Quantity	Frequency	Price	Posted
<input type="checkbox"/> <input type="checkbox"/> Blodgett Convection Oven--LP gas	Windsor	1	One-Time	Free	Oct 29, 11
<input type="checkbox"/> <input type="checkbox"/> 40 QT Welbilt Mixer	Windsor	1	One-Time	\$1500.00 each	Oct 29, 11

IMPACT

WWW.VBMX.ORG

- ▶ Members ~ 1,000
- ▶ ~ 10 years old, “owned” by VT ANR
- ▶ Number of current listings
 - 55 available/15 wanted
- ▶ Successful exchanges – 1st 6 months 2011
 - 20 exchanges (23 items)
 - 980# diverted from disposal
 - \$2,900 in reported 2nd hand value

Search

Go

Search Results for "All"

Connecticut Material Trader

Assorted Paper holders
Trapezoid Windows
2 durable exterior trash containers
Lanyards
Assorted 3-ring binders
[\(results 5 of 139 - click here to view more listings\)](#)

New York C&D Material Trader

Used Bowling Alley Wood
shingles, felt paper
vinyl siding, soffet, gutters, 3/4 inch cable
Window
[\(results 4 of 4 - click here to view more listings\)](#)

North Carolina C&D Material
Trader

Lumber & Plywood
[\(results 1 of 1 - click here to view more listings\)](#)

ResourceXchange

wanted all types of metal,plastic,paper
Love Seat Twin Sleeper
Particle Board
vocational training items
Chairs, tables and a whiteboard for library
classroom
[\(results 5 of 14 - click here to view more listings\)](#)

VBMX Exchange

100 Wood Pellet Bags
5 gallon buckets
Modular Medical Building-2240sf

Participant Exchanges



Connecticut Material Trader

MASSACHUSETTS
Material Trader

NORTH CAROLINA
C&D MATERIAL TRADER



NEW YORK
C&D MATERIAL TRADER

Measurable Results

www.reusemarketplace.org

First nine months:

- ▶ 1,841 unique visitors
- ▶ 63 successful Exchanges worth \$24,000
- ▶ Reuse Marketplace generated up to 25% of traffic to individual Exchange sites
- ▶ Participating Exchanges generated up to additional 23% traffic to other Exchange sites

OTHER TYPES OF EXCHANGES

- ▶ Residential
- ▶ C&D
- ▶ Agricultural
- ▶ Biomass

Biomass Trader



Welcome

Biomass Trader is a network of regional biomass marketplaces. The service is free to use for buyers and sellers as well as givers and takers of biomass and biomass-derived products. To get started, find your regional marketplace in the list on the right.

Raw biomass generally is considered 'waste' and can include:

- Waste wood, wood chips sawdust, bark and other woody waste.
- Yard trimmings, grass and leaves.
- Manure, poultry litter, slaughterhouse and fishery waste.
- Residues from food processing, paper processing, cotton processing and other organic industrial waste.
- Food waste, paper and other organic municipal solid waste.
- Energy crops, crop residues and residues from crop processing such as fruit stones, stems and stalks, straw and husks.

Biomass-derived products can include:

- Compost for soil enrichment.
- Fuel such as methane, butane, ethanol, biodiesel and other gaseous and liquid fuels.
- Charcoal, pellets or briquets for use as solid fuels.
- Mulches, slurries and other ground-treatments.
- Biochar for use as a soil amendment or as fuel.

▶ [British Columbia](#)

▶ [New York](#)

▶ [Pennsylvania](#)

C&D MATERIAL TRADER

WHERE REUSABLE BUILDING MATERIALS FIND A NEW HOME



Welcome

C&D Material Trader is a network of regional marketplaces for reusable building materials. The service is free to use for buyers and sellers as well as givers and takers of construction-related products. To get started, find your regional marketplace in the list on the right.

Post your "Available" and "Wanted" listings of used, surplus, or salvaged materials; such as:

- Appliances
- Architectural salvage
- Cabinets and shelving
- Countertops and tabletops
- Doors and windows
- Fencing and barriers
- Fixtures and fittings
- Flooring
- General supplies
- Glass and mirrors
- Hardscaping
- Landscaping
- Lighting
- Lumber and wall-boards
- Paint and finishes
- Tools and equipment

Post your construction-related services, such as:



▶ [New York](#)

▶ [North Carolina](#)

ESSENTIALS FOR A SUCCESSFUL MATERIALS EXCHANGE

- ▶ Staffing
- ▶ Marketing
- ▶ Publicity

WHY NOT “JUST” USE CRAIGSLIST?

Materials Exchange	Craigslist
Commercial focus	Residential focus
Marketed to businesses	Not
Items may be too bulky or heavy for shipping	Listings tend to be for easily mailed items
No personal ads	Personal ads
Broad geographic area	Geographically limited sites
High quality material	Product not always in the condition anticipated

CONTACT INFORMATION

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www.reusemarketplace.org