



# THE INSTITUTE OF SCRAP RECYCLING INDUSTRIES, INC.



The Institute of Scrap Recycling Industries, Inc. (ISRI) is the trade association that is the Voice of the Recycling Industry™. Based in Washington, DC, ISRI represents more than 1,600 privately held and

publicly traded for-profit companies that process, broker, and industrially consume scrap commodities, including ferrous and nonferrous metals, paper, electronics, rubber, plastics, glass, and textiles. Manufacturers and sellers of equipment and services to the recycling industry are also valuable members of ISRI. In total, ISRI member companies employ hundreds of thousands of individuals at thousands of facilities worldwide, more than 80 percent of which are located in the United States.

ISRI assists member companies by providing a variety of products and services designed to help them run better, safer, cleaner, and more profitable operations. Membership in ISRI offers access to the world's largest network of recycling industry companies and professionals.

ISRI, through its national office and network of 21 chapters:

- Represents the interests of the scrap recycling industry and member companies to the executive branch, Capitol Hill, and state legislatures and regulatory agencies, as well as international bodies throughout the world;
- Provides continuing education and training to members online and face to face through forums, seminars, workshops, commodity roundtables, publications, local chapter events, and an annual convention, which includes the world's largest scrap recycling exposition;

- Promotes the growth of the industry by providing compliance assistance and resources to help member companies operate in a safe and environmentally responsible manner; and
- Raises awareness and educates the public – including the media, policy makers, and educators – about the vital role recycling plays in the economy, global trade, the environment, and sustainable development.

Let us help you improve your business.

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## NETWORKING & PROFESSIONAL DEVELOPMENT

ISRI provides a broad mix of forums and opportunities throughout the year for training and for networking. Whether you are looking to meet your peers and develop new business relationships right in your backyard or across the globe, ISRI has the forum. ISRI's programming is designed to help you expand your company's reach and increase its efficiency with both online and face-to-face opportunities to access the latest training and information within the scrap recycling industry.

**The ISRI Convention and Exposition** – The single largest gathering in the world for the scrap recycling industry, the annual ISRI Convention and Exposition draws well over 5,000 individuals from more than 50 countries to network, expand business opportunities, discover the newest technological innovations, and learn about emerging industry trends. Each year the convention offers dozens of workshops on topics critical to the industry while also providing an opportunity to do business in the largest recycling equipment trade show available anywhere.

**ISRI Safety & Environmental Council (ISEC)** – Meeting twice a year, ISEC is the premier forum within ISRI for recycling industry professionals with responsibility for safety, as well as environmental compliance, to learn from each other, exchange ideas and lessons learned, obtain guidance, and hear from experts in the field. ISEC is also the deliberative body from which Recommended Industry Safety Practices (RISPs) evolve.

Among the recent topics being addressed are the handling of unexploded ordinances, the safe handling of spent perforating guns, the increase in air bag canisters in the scrap stream, radiation safety, accident investigation, safety around material handlers, and compressed gas management.

**Operations Forum** – Held each fall, ISRI's Operations Forum provides hands-on training for employees responsible for the safe and efficient operation of scrap recycling facilities. Certified tracks are offered in, among other things, shredder operations, yard management, metals identification, yard maintenance, freight, and general operations.

**Commodities Roundtable** – The ISRI Commodities Roundtable is a two-and-a-half day event held each year in Chicago for the trader, scrap processor, or consumer wishing to gain an edge on understanding market conditions while meeting people from all over the world. It provides in-depth current market analysis and future projections on aluminum, copper, ferrous, and any other topic of rising importance to the scrap recycling industry.

**\* ISRI's Live Learning Center** – Open to ISRI members only, ISRI's Live Learning Center features monthly one-hour webinars on current topics of interest to the industry. Recent topics have included: global and U.S. market/economic trends; Superfund compliance; legislative updates and outreach strategies; working with the news media; motivating employees; fire control strategies; the fundamentals of electronics recycling; and an introduction to the Recycling Industry Operating Standard™, to name a few.







**Industry Leadership Training Program** – Bringing on a new manager to lead a team can be a daunting task. That task can be an even greater challenge if he or she has limited knowledge of the recycling industry. ISRI's Industry Leadership Training Program is geared to newer managers, but open to anyone seeking to build on their experience and is typically limited to around 35 students on a first-come first-served basis. Working with a nationally-recognized university and industry veterans, this three-day intensive program provides courses in employee engagement, accounting and finance, purchasing, logistics and inventory, environmental law, safety, and maintenance and transportation.

**Legal Council** – With a number of ISRI members having added attorneys to their staff in recent years, ISRI established a Legal Council open to all attorneys working for ISRI member companies to network and discuss some of the unique issues that confront the recycling industry (and individual recycling businesses specifically). The Council is a forum for discussion of recent legal decisions affecting the industry, for placing questions on the table for others to discuss, and for asking advice on issues.



**ISRI Chapters** – ISRI's network of 21 regional and national chapters provide a critical opportunity for ISRI members to connect and develop local business relationships. The chapters are also the primary vehicle for sharing and addressing state and local news, legislation, and regulation. They hold regular meetings, dinners, golf outings, and other social events to bring members of the industry together in an environment in which they can learn and help one another while having a good time. It is no exaggeration to say that many ISRI members' closest business relationships began at the chapter level.

**“Take it from experience, having grown up in the recycling industry there is no better place for a vendor or recycler to meet owners and upper level management, than at ISRI meetings.”**

— George Kane, 21st. Century

**“Tri-State Iron & Metal Company has been a member of ISIS and then ISRI since the early 1950's. Our membership is vital to helping our company's growth over the years by keeping us up-to-date on important issues. As a family owned business in Arkansas, we have little or no impact individually on regulation and policies that directly affect us. However, as a member of ISRI, through one voice, we have a direct line of communication to those regulators and policy makers that have a huge impact on our business and industry. For me that is what I feel ISRI does for us. Whatever I have given back to the association through my volunteer work I have gained much more in return.”**

— Howard Glick, Tri-State Iron & Metal Company

**“The ISEC meetings are not only informative, but they help us stay ahead of the changes that have already passed and the ones that are yet to come. In the ever-changing world of rules and regulations it is hard to stay compliant without constantly learning and improving. This is what the ISEC meetings do - they help us stay ahead of the curve.”**

— Deborah Vasquez, Jarvis Metals Recycling, Inc.



## SAFETY TRAINING & OUTREACH

ISRI is dedicated to the ideal that our workers are our most precious commodities. ISRI's rallying cry of "Safely, or not at all," reflects our industry's commitment to our workers' health and safety over production and profit. By offering a broad menu of member-only safety services and programs unique in the association community – from multi-day training at YOUR facility by one of ISRI's professional safety staff and voluntary benchmarking programs, to the more traditional safety videos, posters, and award programs – ISRI is committed to helping its members improve worker safety in the recycling industry.

**\* Circle of Safety Excellence™** – The ISRI Circle of Safety Excellence™ is a new initiative offered by ISRI to help improve worker safety in the recycling industry. The key to this new initiative is the establishment of a platform – the Circle – within which like-minded companies voluntarily come forward to share safety data and best practices for the betterment of their own safety operation, and at the same time be recognized by ISRI for their commitment to safety.



Membership in the Circle is through an annual application process through which members commit to share company injury frequency rate data for purposes of benchmarking, confirm they have in place key elements of a safety management program, commit to continuous safety improvement, and agree to outreach to others in the industry regarding the promotion of safe practices. The goal of the Circle is to help companies improve their operations so that eventually all ISRI members will be proud members of the Circle of Safety Excellence™. For more information about the Circle, visit [www.isri.org/circle](http://www.isri.org/circle).



## OUTREACH SERVICES

**\* Access to Experts** – Unique within the association community, ISRI offers a number of outreach services to members at their facilities, provided by a professional from ISRI's safety staff and completely free of charge as part of the value of ISRI membership. ISRI's safety staff have decades of experience in the field and with the safety laws and regulations important to the scrap industry, having visited hundreds of ISRI members since the outreach programs began several years ago. Of course, members with questions about any OSHA or DOT regulations, or about safety in general, are also encouraged to give us a call as well at any time at (202) 662-8500. We are here to help you.

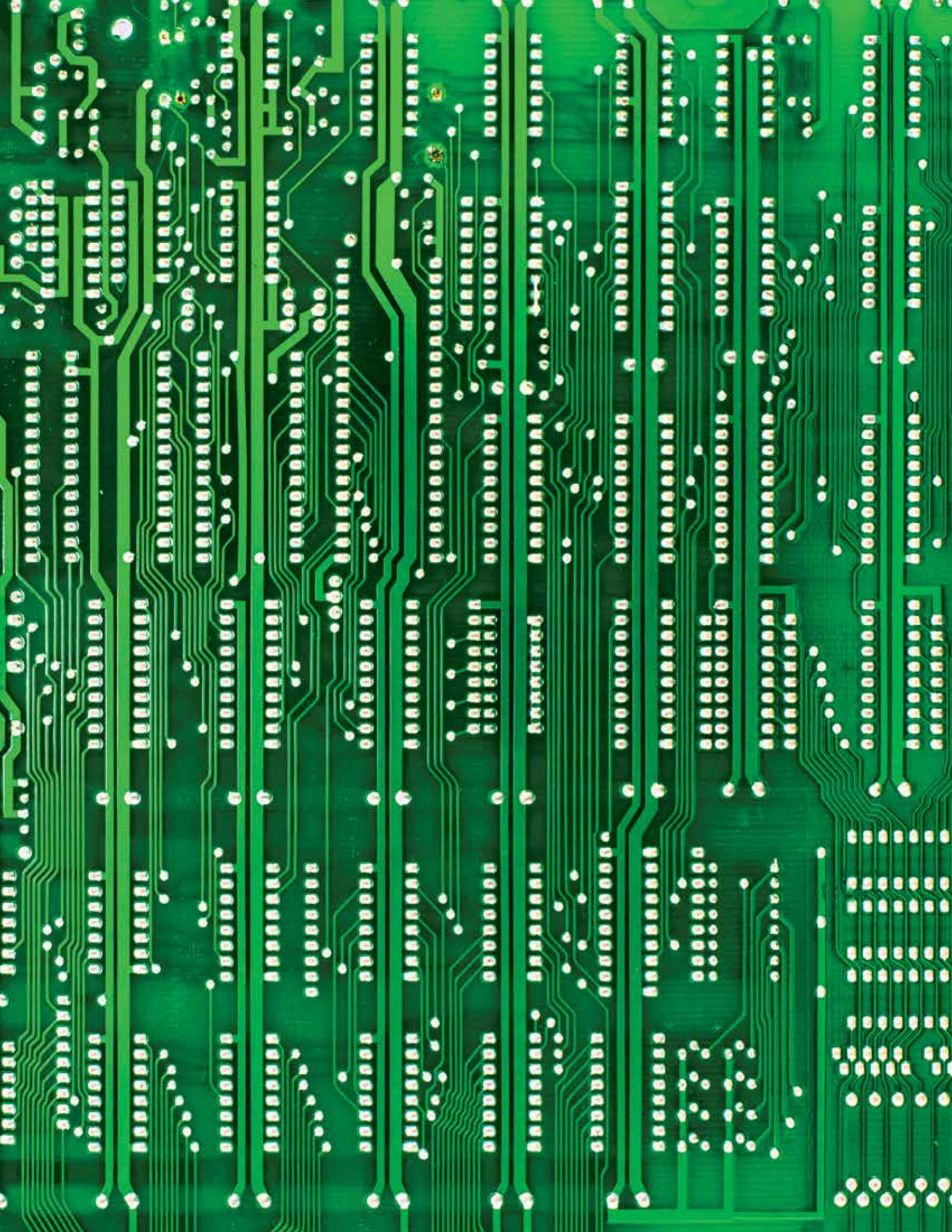
**\* 1-Day Safety Management Blueprint** – Designed for senior management and key operations managers, the ISRI Safety Blueprint sends ISRI Safety staff to your facility to help you identify areas of strength and weakness in your safety program. During the five-to-seven hour meeting, ISRI staff guide your team through 20 different minimum safety management program elements, followed by a walk-through of the operations. What do you do well? Where do you need improvement? What challenges keep you from sleeping? By the end of the day, you have a Blueprint – a "safety business plan," – with concrete recommendations and steps identified to build a stronger safety program.

**\* ISRI Safety 10-Hour Course** – This two-day, 10-hour safety training course is focused on OSHA requirements but is tailored to the needs of your specific operations. The target audience spans the full spectrum of your workforce, from senior executive to yard laborer. The course requires a minimum of seven students (maximum of 50 students). And because ISRI tailors the training to your needs, the operation must have had an ISRI blueprint conducted in the previous three years.

**\* 2-3 Day Transportation Assessment** – ISRI offers a number of services to aid members where commercial motor vehicles are involved. ISRI's Safety Team will assess driver qualifications, vehicle maintenance, drug and alcohol records, hours-of-service, vehicle crash history, and CSA performance. Also offered are driver classroom training, defensive driver commentary, check rides, and hands-on vehicle inspections classes. All of these services, come with immediate feedback and recommendations to senior management and follow-up assessments conducted on a requested basis.

**\* 1 Day Vehicle Hands-On Inspection Course** – This course includes driver and management roadside inspection requirements.

**\* 2-Day Material Handler Train-the-Trainer Course** – ISRI is proud to offer the first in a series of mobile equipment safety courses. The Material Handler Train-the-Trainer includes one full day in the classroom covering equipment-related safety information and 4-6 hours in the field going over equipment





inspection, blind spot drills, machine set-up and control, as well as loading and unloading exercises. This course is designed to give trainers at your facility a better understanding of safety in and around material handlers.

\* **Other** – ISRI also offers “specialized assistance” on-site for unique issues, including accident investigation. We are happy to talk with you to explore what you may work best for you and your operations.

**ISRI Safety & Environmental Council (ISEC)** – See description on page 3.

## RESOURCES

ISRI provides members with access to a variety of safety resources, from videos and posters to newsletters and manuals, to assist with on-site training and general safety practices with the goal of making member companies safe places for employees, customers, and visitors. These resources include:

\* **Safety Point/Geared up for Safety** – Weekly members-only newsletters providing safety reminders on key safety topics, delivered via email in English and Spanish.

\* **ISRI Safety Manual** – A safety resource combining safety tools, tips, and techniques developed from real-life safety directors who have years of experience working in scrap operations across the country.

\* **ISRI Safety Transportation Manual** – A customizable program manual delivered in CD-ROM format that provides recommended practices for driver safety, accident & injury reduction, and DOT compliance in the scrap recycling industry.



\* **ISRI Drivers Handbook** – A pocket-size booklet illustrating basic expectations for drivers and providing safety, compliance, and accident avoidance strategies.

\* **ISRI Radiation Safety Manual** – A manual designed to dispel some of the myths about radiation exposures and to put both radiation and radioactive materials into perspective. It is designed to be used in conjunction with the ISRI radiation safety training program entitled “The Basics of Radiation.”

\* **ISRI Radiation Safety Flashcards** – Flashcards available in English and Spanish covering radiation source identification.

\* **Fire Safety Practices for Scrap Tire Recycling Facilities** – A resource providing proper practices and procedures to avoid fires at a typical tire recycling facility.



**Safety Videos and DVDs** – A collection of more than 35 safety videos designed by ISRI specifically for use in scrap operations. They feature, among other things, safe use of balers, burners, conveyors, cranes and material handlers, shears, visitor control, and lockout tagout. All titles are offered in English/Spanish DVD format.

As part of ISRI’s safety video library, we offer a 2-Minute Drill Video Series focusing on essential transportation-safety topics, featuring the well-known fictional scrap truck driver “Dave.”

Additional safety resources are offered at a discount through J.J. Keller & Associates. See page 20.

**Transportation Safety Awards** – The annual ISRI Transportation Safety Awards reflect the value and importance that the industry places on vehicle safety, by recognizing the top performers in the field, both at the company and individual levels. All ISRI members are eligible to apply in each of the four categories.

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“ISRI membership is important to our company. If you are concerned about your employee’s safety, then ISRI is the place to be with their Safety Outreach Program. We are also able to stay up-to-date on various issues and have input in critical areas. Just as important are the personal friendships that are developed which lead to new/additional business opportunities. No doubt, ISRI provides a greater perspective.”

— Crawford T. Carpenter, The Newark Group

“Through the use of ISRI’s safety program, our company was able to have our safety committee certified by the State of Pennsylvania to qualify for a 5% discount on our Workman’s Compensation Policy. This discount alone almost pays for our ISRI membership fee. We feel that the safety program offered by ISRI is a valuable service that every member should use.”

— Terry Buckman, Buckman Iron & Metal, Inc.

“I wanted to again commend ISRI for continuing to invest resources to improve safety in our industry. A member of the ISRI safety team visited here this week for the fourth year in a row to meet with me and our management team, as well as the rest of our team. The advice and counsel were invaluable. We don’t always like what they say, but they tell it like it is. They have been a huge help to me personally and to our company as a whole. Thanks for continuing to provide this service free of charge. It is one of the compelling reasons we remain members.”

— Peter Nagusky, Federal Metal Company



## LEGISLATIVE & REGULATORY ADVOCACY

ISRI actively monitors and addresses a range of legislative and regulatory issues affecting the scrap industry on the international, federal, state, and local levels. Our twin goals are to help you stay informed and to advocate on your behalf.

### ON CAPITOL HILL

ISRI works diligently to advocate on Capitol Hill on behalf of its members. Despite the gridlock in Washington, there is continued activity on a number of issues important to ISRI members and the recycling industry. Working together, ISRI's grassroots and lobbyists address issues as varied as Federal metals theft legislation, exports of electronics scrap, unlocking cell phones, maximizing the recycling of plastics from shredder residue, transportation infrastructure, OSHA recordkeeping changes, and accelerated depreciation for the purchase of recycling equipment.

We are fortunate to have two critical tools to help with our industry's efforts:

**Congressional Recycling Caucus** – Due to ISRI's initiative and efforts, a bi-partisan Recycling Caucus exists in both the U.S. House of Representatives and the U.S. Senate that provides a permanent and long term way for Members of Congress to obtain in-depth knowledge about the recycling industry and to help promote the many benefits of recycling.



**ISRI PAC** – As the political action committee associated with ISRI, ISRI PAC is a vital tool used by the industry to leverage its grassroots, gain access to important policymakers, and support Members of Congress from both parties who have shown interest in recycling and the scrap recycling industry. ISRI PAC has been very engaged in advancing ISRI's priorities on Capitol Hill, helping to make our members' voices heard before the U.S. Congress.

### IN THE EXECUTIVE BRANCH

ISRI's activities in Washington, DC are not limited to Capitol Hill. ISRI staff regularly engage various regulatory agencies – including EPA, OSHA, and DOT – that have rulemaking authority over the industry and are pro-active in raising ISRI's voice to both limit the regulatory reach of the government where appropriate, and also look for opportunities to expand the industry's market opportunities. Recent examples of these efforts include ISRI's continued vigilance on EPA's attempts to redefine solid waste to include scrap metals, and ISRI's successful multi-year effort concluding in 2013 to obtain EPA's authority to recycle plastics from shredder residue.



### IN THE STATE CAPITALS

ISRI's State Policy Program provides the tools members need to comply with current requirements, identify legislative policy trends in neighboring states and nationally, keep track of proposed changes, and engage state officials on the bills that will impact our industry. ISRI maintains a 50-state legislative and regulatory tracking program online, accessible to all members. ISRI members have direct access to specific state laws, summaries, and other relevant issue resources on a state-by-state basis.

In addition, ISRI provides legal and policy expertise in support of the efforts of the chapters' local lobbyists, including on issues such as materials theft, single container collection programs for MRFs, state manufacturers sales tax exemptions, vehicle detinting, electronics recycling, flow control, zoning and permitting, reporting requirements, and extended producer responsibility.

In an effort to strengthen the industry's presence and position among state policymakers throughout the country, ISRI has developed partnerships with several key national and regional organizations, including the National Council of State Legislatures, the Council of State Governments, the National Association of Counties, and the National Association of Attorneys General. Through these growing relationships, ISRI is working to raise awareness about the recycling industry and help influence current and future legislative efforts on the state level for the benefit of the industry.

### AROUND THE WORLD

As part of its role in encouraging free and fair trade, ISRI has become a forum for advocacy, information exchange, education, and assistance to members on issues related to the global trade in scrap commodities. ISRI raises documented issues of unfair or illegal trade practices with the Office of the United



States Trade Representative and other government(s) agency(ies) throughout the world representing the trading partners our members do business with. In addition, ISRI staff regularly participate in the technical working groups at the Basel Convention, within the Organisation for Economic Co-operation and Development, at the World Trade Organization, and within other multi-lateral forums to advance the industry's agenda. ISRI also remains vigilant, fighting efforts that pop up around the world to artificially control the exports of scrap materials.

ISRI also works closely with our members to assist them on specific issues that arise around the globe. ISRI is often in China, working with government authorities on issues such as Green Fence, where we were seeking to find a resolution to the problems shippers of single stream collected paper and post-consumer plastics have experienced. In addition, we continue to help members working on AQSIQ license renewals and applications. ISRI has also worked in India to help address issues related to DGFT imposed requirements. Other issues we are continually working to address include questions related to inspection and pre-inspection requirements and the problem of cargo theft which continues to plague the industry, and challenges that arise with ocean shipping.

## COMPLIANCE & ARBITRATION ASSISTANCE

ISRI provides its members assistance in complying with environmental, transportation, tax, and other Federal regulatory requirements. Compliance assistance is provided in the form of written guidance, as well as over the phone consultation, on a wide range of issues, including:

- Airbags
- Americans With Disabilities Act (ADA)
- Auto Titling Legislation/
- Cash for Clunkers
- Clean Air Act (incl. CFCs and Title V permitting)
- Clean Water Act
- Definition of Solid Waste
- Flow Control
- Hazardous Waste
- Insurance Issues
- IRS
- Material Safety Data Sheets
- Materials Theft
- Mercury Switches
- NMVTIS
- Ocean Transport
- OSHA
- PCBs
- Radioactivity Issues
- RCRA
- Right-to-Know—Form R
- Stormwater
- Superfund Compliance
- PRPs
- Tax Matters
- TSCA
- Underground Storage Tanks
- Weights & Measurements
- Zoning

**Stormwater Permitting** – Stormwater management is one of the most important operational and regulatory issues for the recycling industry because recycling operations are typically outdoors and exposed to precipitation that may flow off-site. Stormwater permits typically affect every aspect of facility

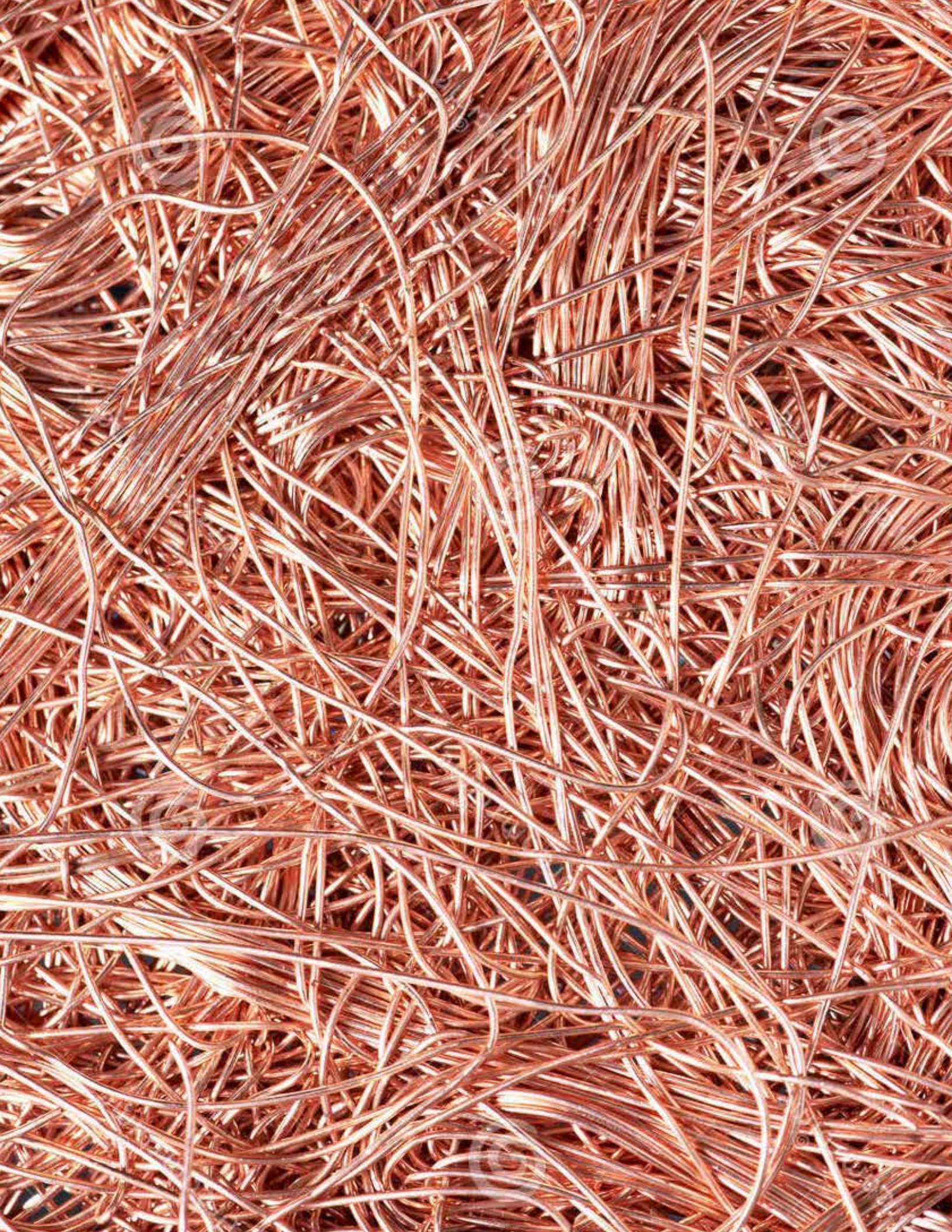
operations. ISRI develops and provides information, tools, and analysis to members on stormwater management and compliance and has been an advocate for the industry during the development and renewal of state general permits and the Federal Multi-Sector General Permit (MSGP).



**Help with Superfund Liability (SREA)** – A unique program offered exclusively by ISRI to its members is the association's "SREA Reasonable Care Compliance Program." In 1999, ISRI was successful in obtaining passage of the Superfund Recycling Equity Act (SREA), which created an exemption from Superfund liability for recyclers. However, that exemption is not automatic. Scrap recyclers have to exercise "reasonable care" when entering into recycling transactions with their customers to be able to take advantage of the exemption. To quote an EPA report from 2002: "SREA places the burden of proof on private parties seeking to establish their eligibility for the recycling exemption from CERCLA liability." You must be able to show that you have done everything you could to know that your customer is in compliance with applicable environmental laws. Every year, ISRI helps members achieve this by ordering specially designed "due-diligence" or SREA reports for members on several hundred consuming facilities across the country at a cost of more than \$400,000 annually to ISRI. ISRI then makes those reports available to members only at a nominal cost per report (usually less than \$30). There is no other comparable service available on the market today.

**Arbitration Service** – Recognizing the high cost of litigation today, ISRI established an arbitration service as a binding, low-cost, alternative to help members settle disputes. ISRI arbitration is confidential and voluntary, and both parties – at least one of which must be an ISRI member – must agree to participate. Arbitrator(s), acceptable to both parties and with a background in the industry, are chosen to adjudicate the dispute. Further details are set forth in ISRI's "Rules for Arbitration," available by contacting ISRI. All filings, awards, and proceedings are confidential.





## MATERIALS THEFT: RECYCLERS AS PART OF THE SOLUTION

Recyclers are part of the solution to materials theft. ISRI has a comprehensive program in place on behalf of its members to address this problem, including assisting law enforcement and prosecutors in their efforts to catch, prosecute, and penalize those who perpetrate these thefts; and providing recyclers the tools and information they need to be in compliance with applicable materials theft laws in their states.

ISRI developed Scrap-TheftAlert.com (STA.com) in 2008. STA.com is a free online theft alert system for law enforcement, recyclers, and property owners that allows users to alert the scrap industry of significant thefts of materials in the United States and Canada. STA.com has more than 18,000 registered users, including more than 7,500 from law enforcement and private security. Through September of 2014, STA.com has issued more than 15,000 theft alerts. In addition, ISRI established StopMetalsTheft.org, a website with tools for recyclers, law enforcement, prosecutors, and legislations to help in the fight against metals theft.



In 2013, ISRI created a Law Enforcement Advisory Council (LEAC), a select group of experienced law enforcement officers, prosecutors, and security personnel from around the country with an understanding of the metals theft issue to help advise the industry on its efforts and help bring all the stakeholders together to develop a more integrated approach to solving the problem. Working with the LEAC, ISRI has developed additional resources for law enforcement and prosecutors, including metals theft evidence checklists and a Glossary of Common Materials Processed by Recycling Companies. To help coordinate this effort and develop the resources needed, ISRI employs staff with more than 25 years of state and Federal law enforcement experience.

ISRI and its chapters are also actively conducting materials theft training with law enforcement across the country at the state and local levels. In addition, ISRI partners with organizations including the National Sheriff's Association (NSA) and the International Association of Chiefs of Police (IACP) to provide tools, educational materials, and general awareness to tens of thousands of law enforcement across the country while encouraging collaborative efforts to find a solution to this problem that is plaguing our communities.

## CERTIFICATION

ISRI members are eligible for significant discounts on the Recycling Industry Operating Standard™ (RIOS™), an integrated management system standard for quality, environment, health, and safety (QEH&S).

Specifically designed for the recycling industry by the recycling industry, RIOS™ integrates the key operational elements found in other standards, such as ISO 9001 (Q), ISO 14001 (E), and OHSAS 18001 (H&S), bringing them together into one streamlined management system. It offers a structure for managing and continually improving company programs to ensure product quality and customer satisfaction, environmental compliance and prevention of pollution, health and safety compliance, and prevention of workplace injuries. With RIOS™ in place, scrap processors can reduce costs and increase revenue through better QEH&S performance. Third-party RIOS™ certification is available from ANAB-accredited RIOS™ Certification Bodies.



For electronics recyclers seeking certification as responsible electronics recyclers, ISRI offers the R2/RIOS Certified Electronics Recycler™ program. This program combines the Responsible Recycling (R2) practices that were developed by U.S. EPA and other key stakeholders, including ISRI, and RIOS™ to provide a “one-stop shop” for R2/RIOS™ certification. Electronics manufacturers support R2/RIOS™, and it's backed by the Federal government.

RIOS™ and R2/RIOS™ offer the guidance and necessary tools to comply with industry requirements and Federal regulations, allowing a recycling facility to stay ahead of market changes, set themselves apart in the marketplace, and demonstrate their commitment to higher standards.

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“Environmentally, you know that you are being responsible. You can show it to your customers.”

— Julius Hess, Regency Technologies

“A big benefit is the generation of new business RIOS™ makes possible, particularly with compliance orientated customers such as government, banks, schools, that are looking to see where responsible recycling is happening.”

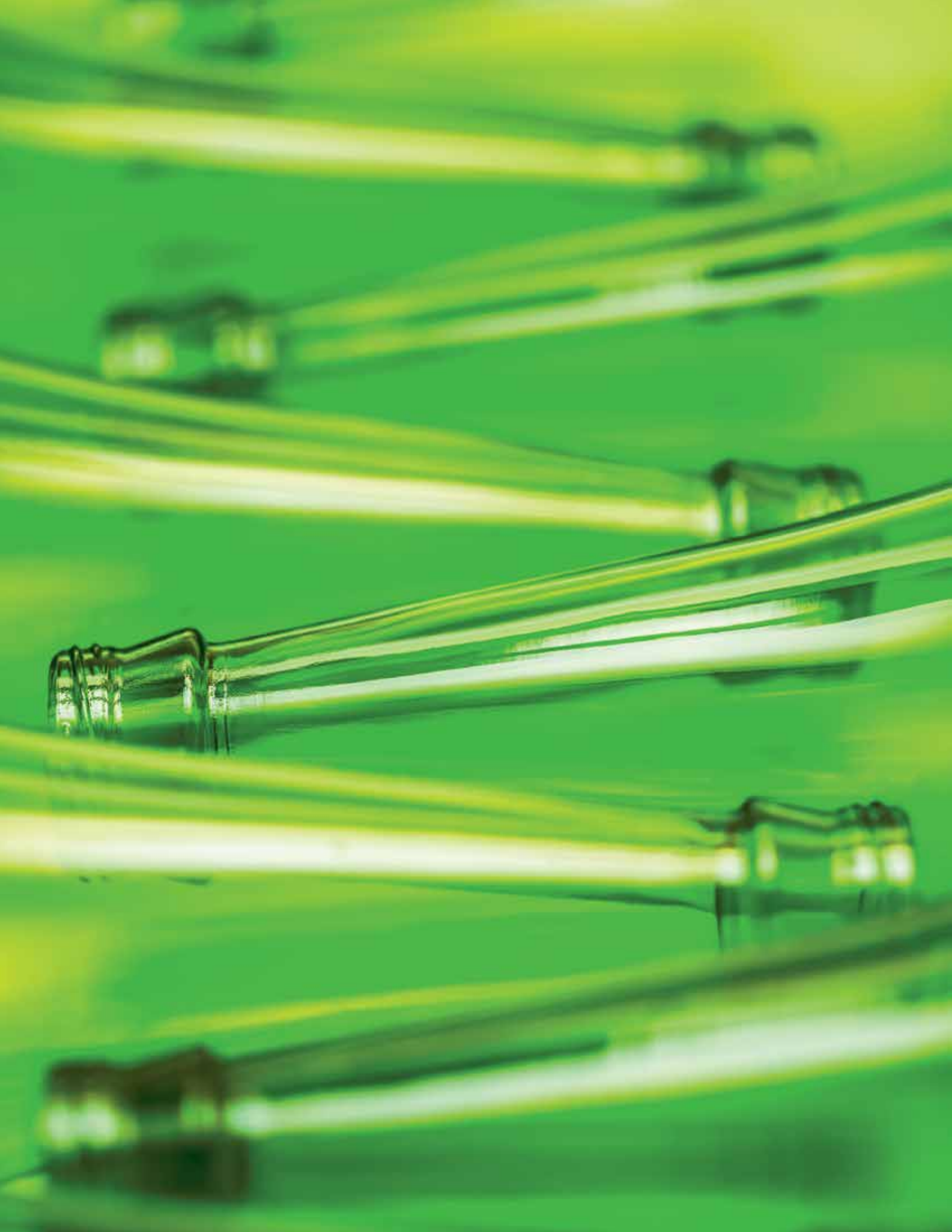
— Peter Van Houton, Export Global

“RIOS™ Certification means accountability for my staff and my employees and quality assurance for my customers.”

—Sarah Cade, PCRR

“We've retained customers that we otherwise wouldn't have kept.”

— Rike Sandlin, HiTech Assets, Inc.





## MARKET ANALYSIS RESOURCES & INDUSTRY PUBLICATIONS

ISRI produces a range of market resources for its members and on behalf of the industry, from important commodity specifications to national and global market data, detailing information on the state of the scrap recycling industry. These resources include:

**Scrap Specifications Circular** – The internationally accepted circular that provides guidelines for buying and selling hundreds of grades of scrap commodities, including ferrous, nonferrous, paper, plastics, electronics, rubber, and glass. The circular is updated regularly based on the work of ISRI's specifications committees within each of its commodity divisions.

\* **The Monday Report and The Friday Report** – Weekly electronic newsletters providing commentary and pricing on the commodity markets.

\* **The ISRI Broadsheet** – Monthly electronic newsletters providing statistics and commentary on a range of industry and general economic data from the previous month. A perfect supplement to the weekly Monday and Friday Reports.

\* **Market Webinars** – Quarterly member-only webinars on specific commodities to help ISRI members stay abreast of where the market is and where it may be heading.

\* **The ISRI Scrap Yearbook** – A one-stop resource with information and statistics on the scrap recycling industry, published annually and mailed to all ISRI members. The Yearbook provides a clear understanding of the scrap industry, how it has evolved and operates, and the scope of the tremendous economic and environmental benefits the industry generates for the United States and the planet. It also contains valuable current and historical data about the industry, as well as global scrap flows.



\* **Economic Impact/Jobs Study** – Every two years, ISRI commissions a study highlighting the significant economic and environmental impact of the U.S. scrap recycling industry. The study, undertaken by John Dunham and Associates, looks at different kinds of economic activity – jobs and exports – and both direct and indirect economic impacts at the national, state, and congressional district levels. It details the size and scope of the scrap industry in the U.S., and documents its significant contribution to the economy in terms of employment, tax generation, and overall economic benefit.



## INDUSTRY PUBLICATIONS

ISRI keeps its members abreast of the latest industry issues and association news and information through the distribution of a variety of publications. These include:

\* **ISRI Membership Directory and Industry Guide** – A comprehensive directory of ISRI member companies, with individual contacts, business classifications, and types of materials handled. Used daily by members to build business contacts, the directory is considered one of the most valuable benefits of ISRI membership.

\* **Scrap Magazine** – The association's award-winning bimonthly journal that's packed with practical information to help members manage all aspects of their businesses more profitably and safely.

\* **Leadership Update** – A weekly electronic newsletter from ISRI President Robin Wiener covering important association news, activities, and information on current industry issues.

\* **Scrap Policy & Advocacy News** – A monthly electronic bulletin of Federal and state regulatory and legislative news, international trade activities, and policy pertaining to the scrap industry.



\* **ISRI Commodity Newsletters** – A series of quarterly electronic newsletters with news, information, and announcements specific to six commodities: ferrous metals, non-ferrous metals, paper, plastics, tires/rubber, and electronics.

\* **Environmental Operating Guidelines** – A resource that identifies potential sources of environmental problems and suggests management practices and a range of control technologies to address these problems. These guidelines are updated as required by changes in Federal environmental laws.

\* **Superfund Recycling Equity Act Guidance Manual** – The most comprehensive volume on the effect of SREA on the scrap industry, providing practical, easy-to-follow guidance. This publication covers Superfund guidance; the definition of a “recyclable material,” arranging for recycling; and evaluating consumer compliance.

## DESIGN FOR RECYCLING

Begun more than 25 years ago, ISRI’s Design for Recycling® initiative encourages manufacturers to think about the ultimate destiny of their products during the design-stage of a product’s development. ISRI believes that the following principles should be applied when considering the design of a product: Making Consumer Products Recyclable; Reducing Environmental Risks from Consumer Products; Controlling Special Environmental Problems; and Assistance to Manufacturers of Consumer Durables.

The Design for Recycling® Award is a high honor given annually to the most outstanding contribution to products designed with recycling in mind. It recognizes the proactive steps made by manufacturers who have actively incorporated Design for Recycling® principles into their products and manufacturing processes. Previous winners include: Dell, Inc., Coca-Cola Recycling Company, and Hewlett Packard.

## RECYCLING RESEARCH FOUNDATION/SCHOLARSHIPS

The Recycling Research Foundation (RRF) is a 501(c)(3) not-for-profit organization closely associated with ISRI whose mission it is to “promote the art and science of scrap processing and recycling through research, sponsorships, technical assistance, and educational programs for the purpose of advancing the industry.” Over the last 12 years, the Foundation has fulfilled this mission in two primary areas; the offering of scholarships to both undergraduate and graduate students, and the funding of research beneficial to the industry. Since 2002, the Foundation has awarded more than \$985,000 in scholarships to more than 700 students. Since 2010, RRF has been sponsoring a special graduate scholarship open to those

working in fields that may directly benefit the industry and in 2013, the Foundation introduced a special 4-year, \$8,000 scholarship to former enlisted personnel.

In research over the last few years, the Foundation has funded a detailed study of the U.S. scrap electronics industry, *Inside the U.S. Electronics Recycling Industry*, one of the first studies to report on the exports of used electronics. The Foundation has also worked with rubber recyclers to create a uniform ASTM standard in playground mulch and is currently funding a comprehensive study of tire fiber markets.

## YOUTH OUTREACH

In 2013, ISRI launched a recycling education campaign for students in kindergarten through 12th grade in partnership with JASON Learning. This initiative provides free educational resources for members to share with local teachers and other community groups. The campaign serves to not only spread the recycling message to youth, but also to inspire them to think about careers in the scrap and recycling business, and give them the scientific and technical background that such jobs require.

Materials available through this campaign include: teacher lesson plans that meet National Science Education Standards, hands-on activities, and interactive web-based experiences, all focused on the importance of recycling and the scrap industry. In addition, ISRI has developed a community outreach kit and several other tools to assist members with their local outreach. Materials are available for free download by visiting [www.isri.org/jason](http://www.isri.org/jason). ISRI also sponsors an annual video and poster contest for students in grades 1-12 that features recycling-related themes.



## THE INDUSTRY CO-OP & DISCOUNT PROGRAMS

ISRI's Affinity Programs can be incredible money-savers for ISRI members! Whether shopping for shipping, office supplies, insurance, or equipment, ISRI develops affinity programs with industry-related vendors to help members with their bottom line.

**National Association Supply Co-operative (NASCO-OP).** Active ISRI members are automatically members of the CO-OP and can take advantage of discounted equipment and supplies offered by North America's exclusive purchasing cooperative for the recycling industry. [www.nascoop.com](http://www.nascoop.com).

Buying through NASCO-OP gives you:

- Access to thousands of products;
- Discount bulk rate pricing;
- Annual patronage dividend; and
- Convenient one stop shopping.

NASCO-OP carries:

- Torching/Cutting/Welding Supplies;
- Processing equipment;
- Warehouse equipment;
- Safety supplies and protective equipment;
- Material handling equipment;
- Cable and wire rope; and
- Vehicle and equipment parts.



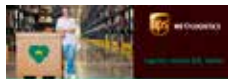
**FastMarkets.** ISRI members can receive a 10% discount on FastMarkets Professional, an industry-leading live metal prices, news, and research subscription service. FastMarkets provides members access to:

- Live prices from LME, COMEX, NYMEX, SHFE, DGCX, FOREX Contributors and precious metals OTC;
- Physical reporting including daily news and a weekly premiums table – over 60 price assessments globally has become a prime reference in the marketplace;
- News including editorial and webcasts from dedicated reports from the LME and our journalists around the world;
- Metal research, including fundamental and technical analysis, forecasts for each metal, and ad hoc reports on a wide range of developments; and
- Price and news data alerts via web, email, and SMS.



**UPS Freight LTL.** ISRI members can now receive a minimum 70% discount on UPS Freight LTL (Less-Than-Truckload) services, with participating members saving an average of \$500 per shipment off net shipping charges! Member discounts apply to LTL freight shipments weighing 150 lbs – 20,000 lbs that are:

- Inbound shipments billed collect to your company;
- Outbound shipments prepaid from your company; and
- Shipments billed to your company as a third party



**Staples Advantage.** As a member of ISRI, you're eligible to save on all your office products and solutions purchases through Staples Advantage.

The program provides:

- Easy online ordering through [order.StaplesAdvantage.com](http://order.StaplesAdvantage.com) with customized pricing based on your buying power as an ISRI member;
- Free next day delivery on orders of \$50 or more;
- Dedicated account management and experienced customer service support; and
- Solutions for your business from basic office supplies, custom stamps, paper, printer/toner cartridges to a variety of other products such as business cards, copy services, promotional products, technology, furniture and cleaning & break room needs.



**J.J. Keller & Associates, Inc.** The trusted source for safety and regulatory compliance products offers ISRI members the following benefits:

- Internet Products – two months free with a one- or two-year subscription;
- Online Services – 10% off list price;
- Business Services – 15% off the list price;
- Consulting Services – 10% off the list price; and
- Products – 15% off the list price.

