

THE VALUE OF MEMBERSHIP

A note about this guide. In today's business world, most business decisions are made based on ROI - Return on Investment. This guide has been produced to show the value of many member benefits provided by ISRI. Utilizing only a few of these services can justify the cost of membership quickly.

But much of the value of trade association membership is not quantifiable. How can one determine the individual costs of an industry association's efforts to represent your interests in front of regulators and legislators? How do you measure the value of international negotiations that open new markets and promote fair trade? How can you attach a price tag to the countless opportunities to improve your knowledge and client base through networking with other industry members?

So, in addition to your calculations based on the information below, consider the millions of dollars spent on advocacy, research, and networking that benefits you automatically and you'll quickly agree there is significant ROI in being a member of the Voice of the Recycling Industry. Join ISRI today.

ISRI Program	ISRI Price	Private Market	Savings	Notes
ISRI SAFETY SERVICES				
ISRI 10 Hour Training. A two-day, 10 hour safety training course specifically designed to the needs of the recycling industry. The target audience spans the full spectrum of your workforce, from senior executive to yard laborer.	Free	\$1,750	\$1,750	
Safety Blueprint. ISRI Safety staff come to your facility to help you identify areas of strength and weakness in your safety program. ISRI staff guide your team through 20 areas of self-assessment. What do you do well? Where do you need improvement? At the end of the meeting, you have a safety business plan that details and prioritizes the steps you need to take to build a stronger safety program.	Free	\$2,500	\$2,500	
Vehicle Fleet Assessment and Driver Ride-alongs. ISRI Safety will help assess driver qualification, vehicle maintenance, drug and alcohol records, hours-of-service, vehicle crash history, and CSA performance. Staff also conduct driver classroom training, defensive driver commentary check rides, and hands-on vehicle inspection classes. Immediate feedback and recommendations are provided to senior management, and follow-up assessments are conducted on a request basis.	Free	\$2,500	\$2,500	
Safety Products. Covering a range of topics relevant to the industry including lock-out/tag-out, cranes, conveyors, radiation, burners and many more.	\$50	\$150-\$350	\$100-\$300	Per video; up to 4-free for new members.
ISRI Safety and Environmental Council. A twice yearly Members-only meeting of safety professionals to discuss how to improve their facilities.	\$470	N/A		
ISRI Safety Circle of Excellence™. An initiative offered by ISRI to help improve worker safety in the recycling industry. The circle is comprised of members who have voluntarily come forward to share safety data and best practices.	Free	N/A		Members can benchmark their company's progress against other industry leaders and become part of a network for the sharing of safety best practices.
Questions about OSHA and DOT regs or Industry Best Practices.	Free	\$120	\$120	Per hour, minimum
Weekly Safety Newsletter. Includes safety-related training content for safety and operations managers and others focused on improving industry safety.	Free	Free		ISRI sends these to members. Nonmembers must go to ISRI's website to download them.
MARKET DATA				
Weekly/Monthly Commodities Reports	Free	\$500	\$500	
Customized Reports	Free	N/A		
Quarterly Webinars on Scrap Markets	Free	\$145	\$145	Price of this service can vary by provider and existing subscription services.
ISRI's Scrap Specifications. The industry's most widely recognized and used specifications.	Free	Free*		While the actual specs are publicly available to members and non-members, only ISRI Members have a vote in adding, updating, or otherwise changing them.
COMPLIANCE ASSISTANCE				
RIOS™.	\$1,250	\$4,200	\$2,950	Per location
Questions about existing laws and regulations.	Free	\$250	\$250	Per hour, minimum
Questions about bills or regulations pending at the federal or state level.	Free	\$180	\$180	Per hour, minimum
Superfund Recycling Equity Act (SREA) Reports. Take much of the legwork out of extensive due diligence requirements under SREA. These reports provide all publicly known environmental compliance information at a given facility and may help protect you from clean-up cost liability if there is a hazardous incident at a location to which you ship scrap materials	\$25	\$350	\$325	Per report, minimum
ISRI State Monitoring Program. Tracks all recycling-related legislation at the state level for easy access.	Free	\$4,000	\$4,000	Per state monitored. ISRI's monitoring program includes reading and summaries of the bills, tracking of legislation, and alerts as needed, among other information provided. One-state service with no of additional work would cost at least \$600.

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NETWORKING & EDUCATION				
ISRI Convention. The largest gathering of scrap recycling industry personnel in the world, the ISRI Convention typically draws nearly 6,000 individuals 50+ countries. It provides dozens of workshops on topics critical to the industry while providing a forum for equipment manufacturers and service providers to meet scrap processors and consumers.	\$775 / \$3,250	\$1,300 / \$6,000	\$525 / \$2,750	Per attendee, full badge / Per Exhibitor 10x10 Booth
ISRI Operations Forum. A mini-convention designed to allow attendees to arrange an educational program that best meets their needs. Certified tracks are offered in, among other things, shredder operations, yard management, metals identification, yard maintenance, freight, and general operations.	\$795 / \$995	\$1095 / \$1,495	\$300 / \$500	Per Attendee / Per Exhibit Booth
ISRI Commodities Roundtable. An annual two-and-a-half day event held 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.	\$245 / \$895	\$490 / \$1,495	\$245 / \$600	Per Attendee / Per
ISRI Chapter Events. Among the best places to network locally, ISRI's Chapters provide numerous events throughout the year for members of ISRI, many of which come with significant discounts to members, and some of which you must be a member to attend.	Varies	Varies	Varies	Discounts are often between \$50 and \$150 per person; exhibiting can be upwards of \$550 more expensive per booth for a non-member.
ISRI's Live Learning Center. Webinars on topics useful to the scrap industry.	Free	\$145	\$145	
AFFINITY PROGRAMS				
NASCO-OP. The scrap industry's cooperative for equipment and supplies; covered as an ISRI Member.	Free	\$1,224	\$1,224	
Staples. Members receive discounts on all your office products and solutions purchases.	10%+ off list price	N/A	N/A	Depends on the item; average savings: 15%
UPS LTL Freight. Average savings per shipment off net shipping charges, 12 month rolling average.	Minimum 70% discount on LTL Freight	\$500	\$500	Per shipment
Fast Markets Professional. A one-stop shop for pricing and economic analysis on the scrap industry.	\$3,150	\$5,000	\$1,850	First user rate (more users equate to a larger discount)
OTHER				
ISRI Member Directory. The industry's most accurate listing of facilities and staff, commodities handled, and equipment used.	Free	\$950	\$950	Per directory
Scrap Magazine. Subscriptions are a part of your membership.	Free	\$48	\$48	Per subscription
ISRI Newsletters. Leadership Update (weekly); Scrap Policy & Advocacy News (monthly); ISRI Member Alerts; Commodity-specific Newsletters (quarterly).	Free	Varied		Costs can vary from a few hundred dollars per year and up.
Youth Outreach. A recycling education campaign developed for students in k-12 by Jason Learning and for use by ISRI members and teachers.	Free	Free		