

Massachusetts Directory of Recycled Product Manufacturers Survey

Please complete the questionnaire and return to the Chelsea Center.
Fax to: (617) 887-0399 or mail to: CHELSEA CENTER, 80 EVERETT AVE., STE. 221, CHELSEA, MA 02150
If you have any questions please call (617) 887-2300.

Summary Information:

Company: _____ Year established: _____

Business description: _____

Contact: _____ Title: _____

Street address: _____ City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____ e-mail: _____ Web address: _____

Product and feedstock information for manufacturing operations in Massachusetts only:

1) Do you use recycled materials as manufacturing feedstocks? Yes No

2) If **No**, are you interested in using recycled materials? Yes No

If you answered No to Question 1, please respond to Question 2, end survey here and return to the Chelsea Center.

3) If you answered **Yes** to Question 1, what recycled materials do you use? Please be specific. _____

4) Approximately what is the total **tonnage** of each source material used per year:*

Virgin? _____ Post-consumer? _____
Post-industrial (outside sources)? _____ Post-industrial (internal scrap)? _____

5) Have you always used recycled feedstocks? Yes No If no, when did you convert? _____

6) Why do you use recycled feedstocks?

Less expensive Better product/material characteristics Customer demand
Environmental benefit Less Toxic Other _____

7) Do you have any plans to *increase* your use of recycled materials? Yes No

Do you have any plans to *decrease* your use of recycled materials? Yes No

Please explain: _____

8) What types of manufacturing processes do you use? _____

9) What products do you make with recycled content? _____

10) How many product lines does your company produce? _____ Number of product lines from recycled materials? _____

11) Please categorize your product type(s) (check all that apply):

Finished product Intermediate product (for use as part of other products)
Raw material/feedstock (plastic flakes, cullet, pellets, etc.) Other _____

***Confidential: Not for publication by individual company. Data will only be used aggregated with other companies and to assist the Chelsea Center in designing programs.**

Please continue survey
on reverse

Company overview:

- 1) Number of full-time equivalent (FTE) employees? _____ 2) FTEs involved with recycled product operations? _____
- 3) Primary SIC code: _____ Secondary SIC code: _____
- 4) Who is your end market (check all that apply)?
Consumers Business to Business Government Export
- 5) How/where are your products available to consumers? _____
- 6) What is your annual sales volume?*
- Less than \$500,000 \$500,000 to \$1 million \$1 million to \$5 million \$5 million +
- 7) Annual growth rate for *previous* calendar year:*
- 0%-5% 5%-10% 10%-15% 15%-20% 20%-25% >25%
- 8) Projected annual growth rate for *current* calendar year:*
- 0%-5% 5%-10% 10%-15% 15%-20% 20%-25% >25%
- 9) What would help you expand/grow your recycled product business (please rank with 1 being most important)?
Capital _____ Loans _____ New markets _____ Technology _____ Workforce skills _____
Other _____ Please specify: _____
- 10) What are your primary obstacles to using more recycled materials (please rank with 1 being most important)?
Weak economy _____ Lack of demand _____ Lack of supply _____ Quality of materials _____ Price of materials _____
Trained workforce _____ Government regulation _____ Other _____ Please specify: _____
- 11) What sources of funding have you used in the past?
SBA SBIR Venture capital Bank loans State/federal grants Owner's equity
Municipal incentives Other _____

Additional information:

- 1) What assistance would you like to see from the state to help support your recycled product manufacturing operations?
Please specify: _____
- 2) In order to better understand your business operations and effectively target Chelsea Center programs and services, would your company be available for a site visit? Yes No
- 3) Is your company a member of any trade or industry associations? Yes No
If Yes, please list: _____
- 4) Do you think networks have a significant role in industry? Yes No
- 5) Have you heard about the Re-Made in Massachusetts Alliance, a network of recycled product manufacturers? Yes No
- 6) Would you like more information about the Re-Made Alliance? Yes No

Please send me additional information regarding Chelsea Center programs and services

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