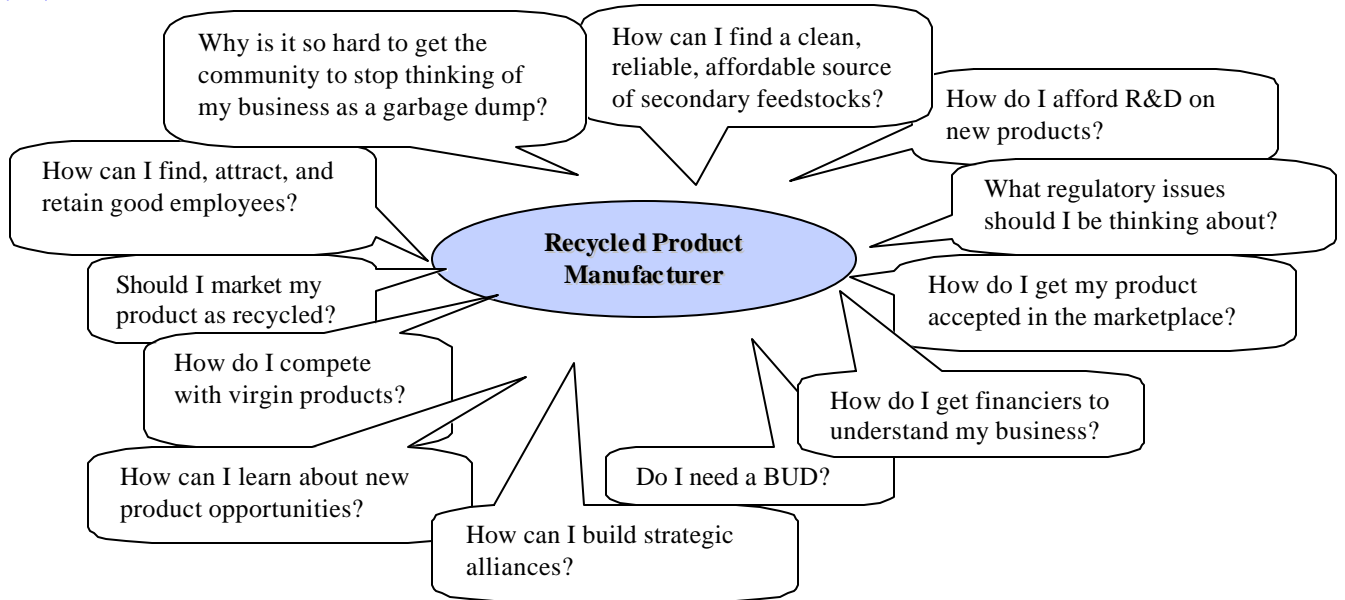




Whether relying on glass, paper, metal, organics, plastics, or other secondary material to manufacture your product, recycled product manufacturers share many similar challenges and opportunities.



How a Network Can Help You

A Network is a group of companies in a single industry or complementary industries that join together to strengthen individual businesses and enhance their profitability. They do this through sharing information, leveraging resources, and conducting joint business arrangements. Networks allow firms to accomplish together those goals that they cannot achieve alone. Networks provide the ability and flexibility for growing firms to stay independent, yet use the leverage of other companies to achieve large-scale success.

The Re-Made in Massachusetts Alliance

is a dynamic and growing network of recycled product manufacturers located in Massachusetts. The idea for the network was recommended in the Commonwealth's *Strategic Plan for Recycling Market Development* to provide a mechanism through which Massachusetts recycling firms could develop formal and informal relations with one another, and identify and act on issues and opportunities of common interest. After several surveys, interviews, and a meeting coordinated by the Chelsea Center for Recycling and Economic Development, a Steering Committee, comprised of representatives from Bay State Paper, Conigliaro Industries, Pro Pel Plastech, Recycle Away Group Services, and SelecTech, Inc., was formed. This Steering Committee began meeting in December 2000 to discuss priorities and how to build the network. In May 2001, a recruitment drive was kicked off with a reception at the New England EnviroExpo, and by December, seventeen companies representing a range of materials and product categories had joined as founding members. These companies meet regularly to share ideas and to define the organizational structure and an action agenda. The network is manufacturer driven, with staff support provided by the Chelsea Center, a program of the University of Massachusetts created to support the use of recyclable materials by Massachusetts manufacturers.

How to Participate

The Steering Committee and the membership continue to meet to discuss projects, priorities and network structure. Meetings are open to all Massachusetts Recycled Product Manufacturers. If you would like to get involved in the Steering Committee, join the Alliance or provide input on network activities, contact Michael Dimino at the Chelsea Center at 617-887-0410, or email michaeld@chelseacenter.org.