

Remarketable News

CHelsea CENTER
FOR RECYCLING AND ECONOMIC DEVELOPMENT

MANUFACTURER PROFILE: BAY STATE PAPER COMPANY



Recovered old corrugated containers are fed into the repulping process at Bay State Paper Company.

Take a really old paper mill and a modern approach to customer service, and you've got Bay State Paper Company (BSP), located in Boston's Hyde Park industrial corridor along the Neponset River. Papermaking has occurred at the site since 1728, when a mill was chartered by the King of England, making it the longest continuously operating paper manufacturing site in the nation. Today, Bay State

Paper's 120 employees manufacture 100% post-consumer corrugating medium, 50% post-consumer/50% post-industrial liner board, and recycled bag stock for packaging manufacturers.

After acquiring the mill in 1994, Bay State Paper undertook extensive renovations to convert what had been a printing and writing paper mill operated previously by Patriot Paper and James River into a brown paper mill, including remodeling the paper cleaning system to allow it to handle old corrugated containers (OCC) and rebuilding the press sections of the two paper machines.

The mill now uses about 400 tons per day of OCC, double lined kraft, and mixed office waste paper to run at its average capacity of over 300 tons per day in paper production. The company closes the recycling loop locally by drawing its feedstock from Boston and other New England communities and selling it back to customers primarily on the East Coast.

The company's key to success is producing high-quality products in a well-managed, low-cost environment. In the highly competitive paper market, BSP sets itself apart from competitors by promising customers a near-immediate response to their orders—and delivering on that promise. "We are a service mill," says Randy Ellithorpe, technical manager. "A customer can call us today and get their paper shipped tomorrow." The setup of the mill allows BSP to change the grade or weight of the paper they are producing in a matter of hours, explains Randy, while it can take competitors several days to make the switch. He estimates that about 30 percent of the mill's production is in response to these quick turn-around orders.

The mill also stays competitive by constantly searching for ways to reduce costs. For example, since it opened, the mill has reduced its water use by 85%. BSP also took advantage of the Chelsea Center's internship program to examine outlets for the waste materials and rejects that can't be recycled internally. BSP's Ellithorpe is also a steering committee member of the Remade in Massachusetts Alliance (see page 2).

For more information about Bay State Paper, call Randy Ellithorpe, technical manager, at (617) 361-3500.

SERVICE PROVIDER PROFILE: UMASS LOWELL'S DEPARTMENT OF PLASTICS ENGINEERING



The Plastics Engineering Department at UMass Lowell has extensive lab facilities for designing, processing, and testing plastics. Many of the students enrolled in the program work on plastics recycling projects.

If you've got a problem with a plastic product, UMass Lowell's Department of Plastics Engineering is a good place to look for a solution.

Plastics recycling is an important component of the department's work and has grown out of student interest in the environmental aspects of plastics at both the undergraduate and graduate levels, says Robert Malloy, professor of plastics engineering. More than 50 graduate students have done their thesis research on plastics recycling over the last ten years, and many of those projects have directly assisted manufacturers.

Graduate and undergraduate research at UMass Lowell, funded in part by the Chelsea Center, has helped lead to the commercialization of several products, including Recycline's Preserve® toothbrushes. The toothbrushes are the first with a handle made from 100% recycled plastic, including at least 50% post-consumer plastic. The department helped develop the product from startup and continues to assist the company with manufacturing-related research. With Chelsea Center support, the department also conducted testing for Hood Milk on the recyclability of its pigmented HDPE bottle.

The department works with products and companies at all stages, from the creation of new products to troubleshooting problems with existing ones. Research is limited to the mechanical recycling of thermoplastics. Their commitment to recycling has led the department to pursue the development of a dedicated research facility for plastics recycling, with all of the necessary equipment under one roof.

The majority of the department's work with manufacturers is on a contractual basis, but in limited cases, projects can be assigned to students at little or no cost to the manufacturer if the project is suitable in scope and timing for a class project. To begin discussing a potential project, please contact Professor Robert Malloy at (978) 934-3418 or robert_malloy@uml.edu.



**COMMUNITY PROFILE:
CITY OF SPRINGFIELD**

Three years ago, leaders in the City of Springfield decided that embracing the concept of sustainability was one of the best ways to combat the deterioration of the city. By decreasing the environmental footprint, or environmental impact, of local businesses, the city could also help the business community become more economically healthy. Assisting businesses with the efficient use of materials through reuse and recycling is now a major part of the Sustainable Springfield strategy.

Last year, with Chelsea Center grant support, the City studied the potential for an eco-industrial park on a brownfield site in the city's Indian Orchard neighborhood. The study examined the material byproducts of local manufacturers that could be used as feedstock resources for existing or new businesses associated with an eco-industrial park. Now, because of delays in the site's cleanup, the City is looking at the concept of an eco-industrial network within the city at large, rather than an eco-industrial park on a single site.

While many Springfield businesses have local supply connections, the City found that few use the waste streams of other local businesses as inputs into their own production processes. "We want to strengthen those business to business connections," says Katie Galluzzo, a senior planner with the City of Springfield. With a second Chelsea Center grant, the City is now working with Corex Products, Inc., to demonstrate the benefits of building these recycling-based relationships between businesses.



Corex Products Inc. in Springfield manufactures recycled wood and plastic composite products used to build school furniture.

Corex uses recycled materials to manufacture parts for school furniture. Although Corex has manufactured wood composite products with up to 85% waste wood for more than 35 years, it only recently began to use recycled plastics instead of virgin plastics. The company would like to expand the amount of material it uses from the local waste stream, including wood waste, paper pulp, and plastic.

"As part of our business retention strategy, we are helping Corex locate more recycled feedstock locally," explains Galluzzo. "For example, we are working with school systems to re-harvest their old furniture to be recycled by Corex." By working with Corex as a case study, the City hopes to learn what role it should play in making recycling-based connections between businesses.

For more information about Sustainable Springfield and the City's work with recycled product manufacturers, contact Katie Galluzzo at (413) 787-6020 or galluzzo@javanet.com.

**RE-MADE IN MASSACHUSETTS
ALLIANCE UPDATE**

**ALLIANCE CONTINUES TO GROW;
IDENTIFIES MUTUAL AREAS OF INTEREST**

The Re-Made in Massachusetts Alliance continues to grow, with a total of 16 members to date. This dynamic network is currently developing its organizational structure and discussing the best ways to serve Massachusetts manufacturers of recycled products.

During the Alliance's January meeting, nine members participated in an exercise to identify issues of concern to members that could be used to develop an action plan for the Alliance. Members brainstormed nearly 30 potential issues with topics such as the procurement of raw materials, expanding market share, financing, and strategic planning receiving the most interest. During future meetings, the Alliance will set its priorities and begin developing projects to address those priorities.

"I hope our involvement in the Alliance will help us continue to cut costs by working with other businesses to share information on topics such as regulatory and training issues and other problems common to small manufacturers using recycled materials," says Randy Ellithorpe, technical manager of Bay State Paper Company, a steering committee member.

The Alliance's principal mission is to create greater awareness of recycled products manufactured in Massachusetts and to assist members in their marketing efforts. The agenda and projects are member-driven, however, and can meet other needs as desired, such as training and education. In the last year, the Alliance has developed a logo for members to use on letterhead, products, and shipping boxes. A mock-up of a future joint website was also created. Loose-leaf binders with product information are being prepared, which can be taken on sales calls by members, allowing them to open doors for each other with potential customers.

The Alliance meets every 4-6 weeks at a member's facility, often with a tour. Meetings are open to all Massachusetts recycled product manufacturers. To learn more or to join the Alliance today, please contact Michael Dimino at the Chelsea Center at (617) 887-0410 or michael.d@chelseacenter.org.

Founding Members of the Re-Made in Massachusetts Alliance

- | | |
|----------------------------------|-------------------------------------|
| Aaron Industries Corp. | Littlebrook Management, Inc. |
| Bay State Paper Company* | Longleaf Lumber, LLC |
| Claremont Flock Corp. | Mill-Tex |
| Conigliaro Industries, Inc.* | Pro Pel Plastech* |
| Corex Products, Inc. | Recycle Away Group Services (RAGS)* |
| Creative Packaging & Paper, Inc. | Recycline, Inc. |
| Datron | Red Sun Press |
| Innovative Design, Inc. | SelecTech, Inc.* |

* Steering Committee Member

RESOURCES AVAILABLE FROM THE CHELSEA CENTER

COMMUNITY ECONOMIC DEVELOPMENT GRANTS AVAILABLE

If you live or work in a community that is interested in using their wastes to support or create new businesses, consider the Chelsea Center's Community Economic Development Grant Program. Funding can cover such activities as updating the municipal economic development plan, starting up a small recycled products manufacturing business, and working with the community to determine recycled products manufacturers appropriate for the area.

Up to \$25,000 is available for each project. Applicants must show a partnership between municipal economic developers, recycling officials, a local community-based organization, and a business leader.

The FY 2003 Request for Responses (RfR) is available at www.chelseacenter.org/ProgramsServices1.htm. The RfR includes examples of eligible partnerships and projects and explains the criteria used to evaluate proposals. Pre-proposals were due March 15, 2002 and full proposals are due May 24, 2002. If you missed the deadline, it's not too early to start putting together a project for next year.

For more information, contact Jennifer Capuano at jenniferc@chelseacenter.org or (617) 884-6237.

RESEARCH GRANTS AVAILABLE

The Request for Responses for the Chelsea Center's annual Research and Development Grants is now available. Funds are available to university and private researchers to overcome technical barriers to the use of recovered materials by manufacturers. Proposals are due April 15, 2002. For more information or a copy of the Request for Responses, go to www.chelseacenter.org/ProgramsServices1.htm or contact Alan Moore at alanm@chelseacenter.org or (617) 884-4324.

PRODUCT DEVELOPMENT AND TESTING GRANTS AVAILABLE

The Chelsea Center still has limited funding for product testing and development. These are grants of up to \$5,000 each for manufacturers that are seeking to refine, develop, or test products using recovered feedstocks, or who require testing to implement or improve their use of recovered materials. For more information, go to www.chelseacenter.org/ProgramsServices1.htm or contact Alan Moore at alanm@chelseacenter.org or (617) 884-4324.

NEW TOOLS FOR COMMUNITY MATERIALS INVENTORIES

The Chelsea Center has developed a series of tools for communities that wish to gather and analyze information about the recyclable materials available in their areas: a case study, a survey instrument, and a database. This information can be used to promote community economic development by creating exchanges of materials between businesses (e.g. one business's waste stream becomes another's feedstock). The data can also be used to attract businesses that could use locally generated wastes to make new products and to develop new manufacturing businesses that could use these materials.

"Assessing the Flow of Materials in a Region: Lessons Learned from Three Massachusetts Communities" is a case study that provides a step-by-step guide to assessing material flows in a community based on the experiences of three Chelsea Center grantees in Adams/North Adams, Springfield, and Taunton. The Survey Instrument can be used to gather company information, company trash generation, recyclable material generation, and information about manufacturing operations.

Data collected with the survey can then be compiled in the Community Materials Inventory Database (CMID), a Microsoft Access program. The CMID includes fields for general company information, processes, waste composition, feedstock information, and record maintenance. Report options generated by CMID include total tons by material, tonnage detail by material, and tonnage detail by company. Additional reports can be produced that might include aggregated data by SIC code, number of employees, processes used, or feedstock used.

A guide to the database and survey provides basic, instructional information. The survey and database were designed to be used together, and changes in one would necessitate changes in the other.

For more information about these tools, contact Jennifer Capuano at (617) 884-6237 or jenniferc@chelseacenter.org

RECYCLING INTERNS AVAILABLE THIS SUMMER

It's not too early to start thinking about summer internship opportunities at your company. Through our ReTERN program, the Chelsea Center will help Massachusetts recycled product manufacturers locate a qualified senior or graduate student to help with a business or technical problem. The Chelsea Center will provide a stipend for up to 375 hours of work. Projects must begin on or after July 1, 2002. For more information, please call Kirsten Hickey at (617) 887-2300.

NEW TECHNICAL REPORTS AVAILABLE

Two new technical reports on research sponsored by the Chelsea Center have been released since our last newsletter:

Technical Report #38: Feasibility of Converting Polyester Fleece Waste into PET Pellets

Technical Report #39: An Investigation of the Performance of Paving Units Made from Recycled Glass with a Mineral Additive

Additional reports will be added to our website soon including "Powder Processing Techniques to Recycle Rubber Tires into New Parts from 100% Reclaimed Rubber Powder/Crumb" and "Use of Shell Chitin Extracted from Seafood Processing Waste to Recycle Nutrients in Aquaculture Effluents and Residual Dyes in Textile Wastewater."

All reports are available free of charge to businesses, individuals, and governments in Massachusetts, and are \$10 each for out-of-state requests. The reports are also available free of charge in PDF format on our website, under "Publications."

FIND MASSACHUSETTS MANUFACTURERS OF RECYCLED PRODUCTS ONLINE

Looking to buy a particular item made from recycled materials? Want to support a Massachusetts business? Visit the Chelsea Center's website for a listing of over 160 companies in the state that manufacture products with recycled content. Over the next few months, intern Noam Shore will be updating the directory regularly. Listings can be searched alphabetically by manufacturer, by the type of recycled material(s) they use, and/or by product type and by city/town, and include brief company profiles and links to their websites, where available. You may also use our interactive map that allows you to select a county within Massachusetts linking you to manufacturers available within that county. If you know a Massachusetts recycled product manufacturer that isn't on the list or you are one and would like to be included, contact Noam at the Chelsea Center at (617) 887-2300. A company must complete a profile to receive Chelsea Center services.

NEWS FROM THE CHELSEA CENTER



National Recycling Coalition Awards Chair Lori Gummow presents the Chelsea Center's Amy Perlmutter with NRC's Award for Outstanding Market Development.

NATIONAL RECYCLING COALITION HONORS CHELSEA CENTER

The National Recycling Coalition (NRC) has honored the Chelsea Center with its prestigious "Outstanding Market Development" Award. The NRC's awards committee was impressed by the Chelsea Center's activities and how the Chelsea Center's programs could be duplicated in other states. "Professionals in the recycling field are always looking for inspiration and the Chelsea Center really shines above the rest," says Lori Gummow, chair of the awards committee. The Chelsea Center received top scores in every category the judges reviewed, says Gummow. "We are very pleased to receive this national recognition for the work we are doing in Massachusetts to help recycled product manufacturers and communities," says Executive Director Amy Perlmutter. The award was presented to the Chelsea Center during the NRC's 20th Annual Congress & Exposition in Seattle in January.

CHELSEA CENTER EDUCATES OTHERS ABOUT USING RECYCLING TO DRIVE ECONOMIC DEVELOPMENT

The Chelsea Center recently participated in two important forums to promote recycling as an economic development tool. Executive Director Amy Perlmutter made a presentation at the Second Annual Sustainable Development Forum held at MIT in September. During a workshop entitled "Growing Green Business: Environmentally Sound Business Development," Amy discussed how the Chelsea Center's services can help companies leverage financing. Information from the workshop is available at www.newecology.org/documents/Complete%20Forum1.pdf

Amy also provided input on the state's new economic development strategic plan during the Department of Economic Development's regional meeting in Boston. The Chelsea Center commented on how recycling can help create jobs while supporting the environment. You can find supporting statistics at www.chelseacenter.org under "Facts & Statistics." To learn more about the plan, go to www.massconnect.state.ma.us and click on "Economic Initiatives."

FOCUS GROUP EXPLORES BARRIERS TO DEVELOPING MARKETS FOR TEXTILE SCRAP

In October 2001, the Chelsea Center hosted a focus group with representatives of several textile processors, end users, the Massachusetts Department of Environmental Protection and the Department of Textile Sciences at UMass Dartmouth to explore opportunities for Massachusetts manufacturers to use scrap textile waste.

The workshop discussion revealed several practical issues that could make market development for textile scraps difficult. For example, while there is demand for textile waste from manufacturers, textile

manufacturing is declining in Massachusetts and the Northeast. Additionally, demand is low for scrap consisting of mixed fibers, which cost too much to sort.

Textile waste was identified as a medium-level priority material for the Chelsea Center's attention in Technical Report #28: Feedstock Conversion Strategies, July 2000. The report is available at www.chelseacenter.org. For more information, contact Alan Moore at alanm@chelseacenter.org or (617) 884-4324.

GRANTS TO HELP COMMUNITIES PURSUE RECYCLING-BASED ECONOMIC DEVELOPMENT

The Chelsea Center has awarded six new grants through its Recycling-based Community Economic Development Program. The following communities received first-year grant funding for their projects:

"E6 Recycling Project (Environmental/Empowerment/Employment/Enterprise/Education/Economics)"

The Martin Luther King, Jr. Business Empowerment Center, Inc.

The E6 Project aims to create a new minority, recycling-based business enterprise through the reuse and remanufacture of discarded bulk wood waste. The E6 Project plans to address several community needs, including employment and training opportunities for low- to moderate-income Worcester residents; development of a more efficient curbside bulk recycling program; and providing low-income students with low-cost and high-quality furnishings.

"Sustainable Greater New Bedford: Using Local Materials as Feedstocks for Businesses and Employment" New Bedford Area Chamber of Commerce

The New Bedford Area Chamber of Commerce will examine three waste streams in its local economy: organic food wastes from fish/shellfish processing and other sources, rubber wastes from the local processing industry and used tire dumps, and scrap wood wastes from construction and demolition sources. These waste streams will be examined for potential business opportunities, and one will be chosen for further analysis as a potential business feedstock.

"Recycling Database for Industry and Business in Western Massachusetts" University of Massachusetts, Amherst/Environmental Sciences Program

In Western Massachusetts, some of the barriers to recycling and reuse include the low quantity of material generated and the greater transportation costs associated with a more rural environment. This project will examine the material flows (inputs and outputs) of various businesses in the Western Massachusetts region with the help of the Chelsea Center's Community Materials Inventory Database. Analysis of the data will be used to help create new, local markets for materials.

Three communities received a second grant to continue or implement projects previously funded by the Chelsea Center:

Springfield Eco-Industrial Park Baseline Study, Phase II City of Springfield/Department of Planning

In 2001, the City of Springfield examined the flow of materials in the city to identify opportunities for an eco-industrial park. With this grant, the City will work with a local corporate partner, Corex Products, Inc., to demonstrate the benefits of building recycling-based relationships. The project hopes to show how the

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city can connect local businesses to local material suppliers and attract other recycling- and reuse-based businesses to the area. (see feature on p. 2)

MERCURY Project, Phase II

Asian Community Development Corporation Boston, MA

In 2000, the Asian Community Development Corporation identified opportunities for remanufacturing and recycling in two major industry clusters in the Boston Chinatown neighborhood, the medical and dental cluster and the food-related business cluster. During the second phase of the project, a start-up plan and strategic partnerships will be developed to launch a dental chair and hospital bed remanufacturing venture. The project will also complete a targeted marketing plan for specific Asian markets and domestic market strategies will be explored as well.

Lowell Community Partnership for a Food Waste Composting Enterprise-Phase II

Center for Family, Work & Community/University of Massachusetts/Lowell Since July, 2000, the UMass Lowell's Center for Family, Work & Community, the City of Lowell, and City Soil & Greenhouse Co. have partnered to develop a food waste composting venture resulting in a vermicomposting pilot site located on UMass Lowell's North Campus. Now, the project will build on this partnership to help launch a commercial composting operation in the Lowell community.

MARCH WORKSHOP EXPLORES USE OF SCRAP TIRES IN CIVIL ENGINEERING APPLICATIONS

With funding from the Chelsea Center, JP Routhier and Sons of Littleton has developed a curriculum on the use of scrap tires in civil engineering applications. Routhier held workshops on this topic in January and March. If you missed the workshops, but would be interested in attending one in the future, please let us know. You can also contact JP Routhier and Sons at (978) 772-4251. For more information, contact Rose at JP Routhier, (978) 772-4251.

CHELSEA CENTER BECOMES PART OF LOWELL CENTER FOR SUSTAINABLE PRODUCTION

The Chelsea Center is now part of the Lowell Center for Sustainable Production at UMass Lowell. The Lowell Center for Sustainable Production develops, studies, and promotes environmentally sound systems of production, healthy work environments, and economically viable work organizations. The Center is associated with the Department of Work Environment and the Toxics Use Reduction Institute at the University of Massachusetts Lowell, as well as the Product Stewardship Institute. This new association will help us expand the services that we can provide to our clients.

BUSINESS TRAINING IN SUSTAINABILITY AVAILABLE

The Lowell Center for Sustainable Production offers a one-day training course on sustainability that can be modified to meet specific needs. The full training covers sustainable product indicators, how companies can use sustainability concepts as market opportunities, implementation of programs, case studies, and more. For more information or to set up a training, contact Cathy Crumbley at (978) 934-2980 or Cathy_Crumbley@uml.edu.

CHELSEA CENTER CONNECTIONS BRING NEW PRODUCT ON THE MARKET

Early last year, the City of Boston Street Lighting Department approached the Chelsea Center for assistance in locating a manufacturer to design and produce a recycled plastic insulator for pull boxes. The ungrounded steel covers of these electrical junction boxes can become electrified if the wires they contain lose their insulation and come in contact with the metal cover. Some dogs had been electrocuted as a result of this problem.

Finding no such recycled product on the market, the Chelsea Center contacted a number of potential manufacturers in Massachusetts, who met with Glenn Cooper, principal electrical engineer of the Street Lighting Department and Bob Malloy, a professor in the UMass Lowell Department of Plastics Engineering, to discuss product requirements and specifications. Subsequently, three concepts were submitted for review by the Lighting Department, and from these, the Department drew up the specifications, and the product was put out for bid. In September, a contract for 10,000 pull box insulators was awarded to The Kelly Company of Clinton. These recycled plastic pull boxes should be suitable for use in other municipalities. For more information, or if you have a product you'd like to see developed with recycled content, contact Michael Dimino at the Chelsea Center, (617) 887-0410.

OTHER NEWS FROM AROUND THE STATE

RECYCLING LOAN FUND FINANCES FOUR IN 2001

The Recycling Loan Fund approved loans to four different companies in 2001 for a total of \$1 million, which leveraged an additional \$1.43 million in private sector financing. The program is operated by MassBusiness and funded through the Massachusetts Executive Office of Environmental Affairs and the Department of Environmental Protection.

The Recycling Loan Fund most recently approved a \$300,000 loan for working capital for Union Products of Leominster, which manufactures a variety of injection molded and blow molded plastic lawn, garden, and holiday products, including those infamous pink flamingos. Union Products uses 350 tons of recycled resin in its products every year.

For more information about the loan fund, visit www.mass-business.com or contact Karen Michalski at (617) 350-8877, ext. 29 or kmichalski@mass-business.com.

MASS HIGHWAY SUPPORTS USE OF RECYCLED TIRES AND COMPOST

MassHighway engineers were on hand as the Town of Tewksbury began installation of its tire shred layer in the Livingston Street Reconstruction Project in December. The Town is expected to use approximately 250,000 tires as lightweight fill underneath the roadway. Throughout the project, the performance on the tire shred layer will be monitored and tested and MassHighway Standard Specifications will likely be developed.

MassHighway is also working with the Department of Environmental Protection, the Executive Office of Environmental Affairs, and several compost suppliers to develop a research and demonstration project to test the use of composted materials in erosion control applications. For more information, contact Jessica LeBlanc, Mass Highway's recycling manager, at (617) 973-7820 or jessica.leblanc@mhd.state.ma.us

**STATE AWARDS RECYCLING INDUSTRIES
REIMBURSEMENT CREDIT GRANTS FOR 2002**

The Department of Environmental Protection has awarded a total of \$787,000 through its Recycling Industries Reimbursement Credit program (RIRC) to the following grantees: Amy Bauman, Architectural Timber & Millwork, Capital Paper Recycling, Conigliaro Industries, Crispina Designs, Groundscapes, Martin's Farm Recycling, Mill-Tex, New England Demo & Salvage, SelecTech, PAC Trading, and Waste Options.

RIRC provides companies and corporations with grants up to \$50,000 for capital equipment and research and development to increase their recycling throughput, such as processing recycled materials into feedstock and using recycled feedstocks to manufacture products. DEP selects an annual list of eligible recyclable materials and recycled feedstocks. For more information about the RIRC program, contact Steve Long at (617) 292-5734.

**NEW OPPORTUNITIES TO SELL RECYCLED PRODUCTS
TO THE STATE**

The Massachusetts Operational Services Division has placed the latest edition of its Recycled and Environmentally Preferable Products Guide for State Contracts on its website at www.state.ma.us/osd/enviro/material.htm. Watch for these new Request for Responses, which will be available in the coming months: Carpet and Flooring Products, Recycled - FAC25; Alternative Snow and Ice Control Products; Building Materials; and Environmentally Preferable Cleaning Products. Manufacturers should consult www.comm-PASS.com for more details.

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**CHELSEA CENTER FOR RECYCLING
AND ECONOMIC DEVELOPMENT**

WE'VE MOVED!

UMass Lowell
80 Everett Avenue, Suite 221
Chelsea, MA 02150
tel: (617) 887-2300
fax: (617) 887-0399
e-mail: info@chelseacenter.org
www.chelseacenter.org

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