



It's True!

*One's person's waste
can be another's treasure*

What is a Materials Exchange? What Types of Things Can I Exchange???

- Idle equipment
- Excess raw materials, supplies
- Discontinued products
- Waste streams, by-products
- Facilities, furniture
- Services
- Other!



Benefits of Reuse

- Divert goods & materials from the landfill
- Reduce the strain on valuable resources
- Create less air and water pollution than making a new item or recycling (which can be quite energy intensive)
- Save money in purchases and disposal costs (wasted resources = lost profits!!!)

Devens Enterprise Commission

- "The Great Exchange"
 - 20 companies originally involved
 - 2 hour event
 - Attendees able to network, pursue new business opportunities




DEC Great Exchange Participants



Their Results...

- In 6 months: ~200 tons of "waste" diverted, \$63,000+ in operational costs avoided
- Word spread – more wanted "in"
- Many partnerships in place for the long-term



Waste Turns to Art

- Art paper
- Dipping cups
- CD canisters
- Foam disks
- Plastic jars, covers
- Half-gallon jugs
- 10-gallon pails
- Fabric scraps
- Styrofoam blocks
- Large plastic bags



- One-time exchange of plastic bags led to weekly collection of
 - 3' x 5' plastic bags
 - Used gaylords
 - Shrink wrap
 - 5-gallon pails
 - Liquid dispensers
 - Product that can't be sold
 - Outdated boxes



So Let's Get To It!!!

- What do you have?
 - 1 time or consistent availability?
- What could you use?
- What are the future possibilities?
- What are some exchange venues?

Thank You



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