



WasteWi\$e Update

DONATION PROGRAMS

TURNING TRASH
INTO TREASURE

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DONATION PROGRAMS

Turning Trash Into Treasure

One man’s trash is another man’s treasure. Just ask the WasteWi\$e partners and the donation recipients featured in this issue of WasteWi\$e Update.

Everyone wins when corporations donate surplus equipment, supplies, and materials to nonprofit organizations in need. These donations fill a massive void in the nonprofit community and can make the difference between the survival and elimination of services desperately needed by communities across the country. The donating companies benefit by knowing they are “doing the right thing.” In addition, they may reap rewards through tax breaks, avoided storage and disposal costs, and improved community relations. Moreover, the environment also wins. Donation is an important waste prevention strategy, since it reduces the need for the purchase and manufacture of new products and helps keep materials out of landfills.

Corporations have donated several billion dollars in equipment and supplies over the past 2 decades. The National Association for the Exchange of Industrial Resources (NAEIR) has provided over \$950 million worth of corporate inventory to America’s schools and nonprofit organizations since 1977. Similarly, in the past decade, nearly \$1 billion in newly manufactured products have been donated through Gifts In Kind International. Education Assistance Ltd. (EAL), which has been donating materials to universities in coordination with tuition scholarships since 1982, awarded more than \$3 million in tuition scholarships. These results are just a sampling of what American companies can achieve when donation becomes part of their corporate culture.

This issue of WasteWi\$e Update highlights several donation strategies implemented by WasteWi\$e partners. Many partners keep donations in the community by using local organizations. For example, the University of South Florida gives excess prepared food to a local chapter of the Salvation Army, a national nonprofit organization. Abbott Laboratories, Millipore Corporation, and Raytheon E-Systems donate materials to local charities and schools. Other partners, such as Baxter International and Thomas Jefferson University Hospital, take a more global outlook and donate materials to national nonprofits that redistribute the materials to those in need around the world.

Other donation strategies include developing a relationship with local handi-capped organizations to process items for reuse and recycling, contacting a materials exchange to identify prospective recipients, and contributing materials to state or local government agencies for special projects. Florida Power Corporation, for example, donates used concrete utility poles to an artificial barrier reef project sponsored by a local government agency. Apart from donation, companies might also consider employee give-aways, sale of surplus materials, and internal materials exchanges. These actions reduce waste, help your company’s bottom line, and boost employee morale.

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C O N T E N T S

Sampling of Partner Donation Programs.....3	Fighting Hunger Through Food Donations8
Medical Supplies: Saving Money & Lives.....4	Old Building Materials Erect New Life9
Artificial Reefs Are “Growing” in U.S. Lakes and Oceans6	Educating Others Through Corporate Donations.....10

Sampling of Partner Donation Programs

WasteWi\$e partners have implemented successful donation programs for everything from railroad ties to polystyrene peanuts. The following is a sampling of what other partners are donating:

- **Bell Atlantic** donated \$700,000 worth of unneeded office furniture to schools, charity organizations, and nonprofits, such as battered women's shelters.
- **The Capital Area Corporate Recycling Center (CACRC)** worked with the Louisiana Department of Transportation to find new uses for materials that had been going to landfills. As a result of CACRC assistance, local schools received leftover vinyl highway sign lettering material and plastic tubes to use in art projects. The Greater Baton Rouge Zoo received plastic sheeting to cover animals' outdoor cages during the winter.
- **Clorox** conserved 134,000 pounds of materials in 1996 by implementing an inventory tracking program in its research and development center and giving away products left over from pilot testing runs to nonprofit groups or employees. That same year, Clorox also donated \$250,000 worth of laboratory equipment and office furniture to schools and universities.
- **Dow Corning** donated railroad ties and plastic drums to fairs for grounds improvements and waste collection. The company also gave all of its cardboard, newsprint, plastics, and glass to a local nonprofit recycling center. The



Even Unusual Materials Can Find a Home

Donation organizations can find a use for almost any excess merchandise. In fact, materials that companies may not think to donate are often needed, such as:

- | | |
|---------------------------------------|------------------------------|
| ★ Access doors | ★ Nails and hinges |
| ★ Antiseptic hand soap | ★ Plumbing and bath supplies |
| ★ Bird feeders | ★ Plumbing supplies |
| ★ CD-ROM drives | ★ Screen doors |
| ★ Drafting supplies | ★ Screwdrivers |
| ★ Garage doors | ★ Vacuums |
| ★ Heat pumps | ★ Vending machines |
| ★ Lab equipment | ★ Welding supplies |
| ★ Metal cookware | ★ Yardsticks |
| ★ Mop bucket and wringer combinations | |

revenues generated help keep the recycling center in business. Dow Corning also donated furniture, supplies, and equipment to other local nonprofits.

- **Gillette** conserved 12,500 pounds of materials by donating corrugated packaging and promotional materials to the Boston Schools Recycle Center. The center provided free instructional materials and training to teachers to encourage them to develop experimental approaches for teaching reading, writing, math, and science. The company also gave more than 1,500 pieces of office furniture and equipment to local charitable and educational organizations.

- **NEC Electronics** donated more than 29,000 pounds of packaging materials to nonprofit organizations and packaging stores.

- **Pennsylvania Power and Light (PP&L)** reused or donated 1,852,000 pounds of utility poles in 1995. PP&L encouraged employees to find ways to reuse, donate, or recycle the poles and tracks the number of poles given away. Poles can be used to build gates, fences, or barriers, as well as for landscaping.

- **Rivertown Trading Company** donated polystyrene peanuts and other packaging materials, as well as aluminum cans and recyclable containers, to local packaging stores and nonprofits. An advocacy organization, Minnesota Missing Children, for example, received \$1,400 in one year by recycling aluminum cans donated by Rivertown.

We hope these ideas, as well as the profiles presented in this issue of the Update, will inspire your company to take a closer look at the possibilities of donation programs.

Medical Supplies: Saving Money and Lives

In the summer of 1994, a shipment of intravenous (IV) needles, gloves, surgical masks, and nutritional supplements arrived at a Rwandan refugee camp in Zaire. Doctors there used these donated medical supplies to treat refugees suffering from dehydration and gastrointestinal disorders, as well as to deliver babies. Imagine if those supplies had ended up in the bottom of a landfill, instead of being used to save refugees' lives.

Each year, millions of dollars worth of medical supplies go unused by the U.S. hospitals that purchase them. The reason: U.S. law prohibits hospitals from using supplies once their packaging has been opened, even if the supplies themselves have not been touched. Rather than wasting these valuable supplies, many hospitals, including several WasteWi\$e partners, donate them to relief organizations. These organizations then distribute the supplies to developing nations around the world. Donating medical supplies enables hospitals to reduce their solid waste, avoid disposal costs, and help people in the far reaches of the world who are in dire need of medical relief.

Medical supply donation programs are relatively easy to set up and inexpensive to implement. These programs usually entail working closely with a national or local relief organization that accepts the supplies and sends them to places where they are needed. Donated supplies include everything from gloves, sponges, gowns, and sterile gauze, to sutures, syringes, catheters, and IV tubing. In addition, many relief organizations accept medical equipment, such as operating room tables, X-ray units, kidney dialysis machines, and wheelchairs. Hospitals store the supplies in properly labeled boxes or containers until the relief organization collects them. Depending on the relief organization, hospitals may be asked to sterilize the items before storing them. Other relief organizations, however, sterilize the products after receiving them. Most relief organizations



pay for the costs of transporting the supplies from the donating hospital to the warehouse where they are stored prior to shipment abroad.

A hospital's liability for donated medical supplies ends at the point of donation, if proper steps are taken. When relief organizations pick up the donated items, legal paperwork can be signed indicating the items the hospital has donated and that the relief organization is now liable for any malfunction of the supplies when they reach their final destination.

As the following WasteWi\$e partners' experiences show, one of the greatest benefits of donating medical supplies is that donation doesn't just save money, it can make the difference between life and death.

R E S O U R C E S

The following organizations accept donations of medical supplies:

- AmeriCares, 800 486-HELP
- Carelift International, 610 617-0995
- RACORSE, 510 832-2868
- Northeast Medical, 800 343-9755

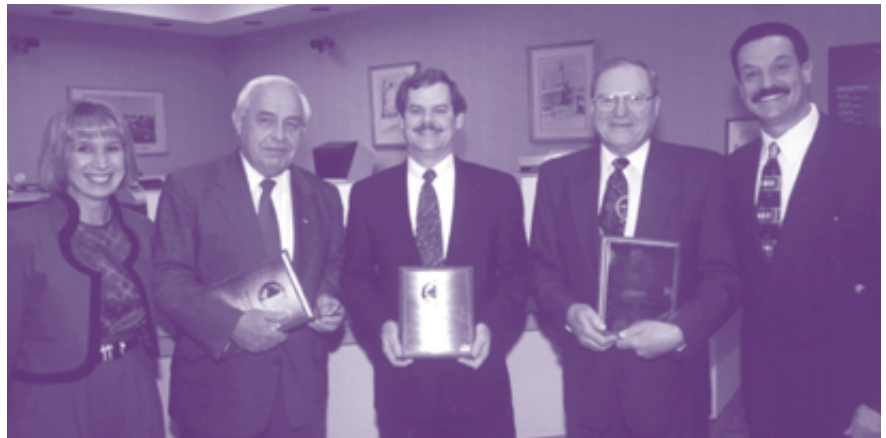
Thomas Jefferson University and Hospital Donate Supplies and Equipment

Employees at **Thomas Jefferson University and Hospital** in Philadelphia, Pennsylvania, were concerned when they saw the quantities of medical supplies the hospital discarded. They knew the unused supplies cost the hospital money to dispose of—and would be priceless in regions of the world where medical products are in high demand.

In 1994, the hospital (a WasteWi\$e partner) identified a local organization, Carelift International, that accepts donations of unused surgical supplies and medical equipment, such as X-ray machines and operating room tables. Carelift distributes the supplies and equipment to hospitals in the former Soviet Union, Africa, and the Far East. Carelift is notified when supplies are ready to be collected, then Carelift pays to transport the supplies to its distribution center. When a full X-ray room and dental clinic were no longer needed at the university and hospital, due to downsizing, this equipment was donated to Carelift as well. The total donations in the past 3 years have been worth more than half a million dollars and have saved the costs of storing or disposing of the products.

According to Bill Wardle, assistant vice president for materials management, the greatest benefit of the program has been giving new life to supplies that would otherwise be unusable. “By donating these supplies, we make them usable again, and someone benefits from our donation.”

For more information about Thomas Jefferson University and Hospital’s program, contact Bill Wardle at 215 503-6244.



Carelift International recognizes Thomas Jefferson University staff for their outstanding contributions and dedicated support for improving health care conditions throughout the world.

Baxter International Partners With AmeriCares

In 1987, WasteWi\$e partner **Baxter International** began working with AmeriCares, an international relief organization that distributes medical supplies worldwide. Baxter, a global medical products and services company, had been looking for cost-effective ways to manage its excess inventory, including IV, renal, and biotechnology products. Excessive inventory is expensive for Baxter to dispose of and represents a lost investment for the company. In addition, Baxter knew that its excess inventory could be a life saver in regions of the world where few medical supplies are available.

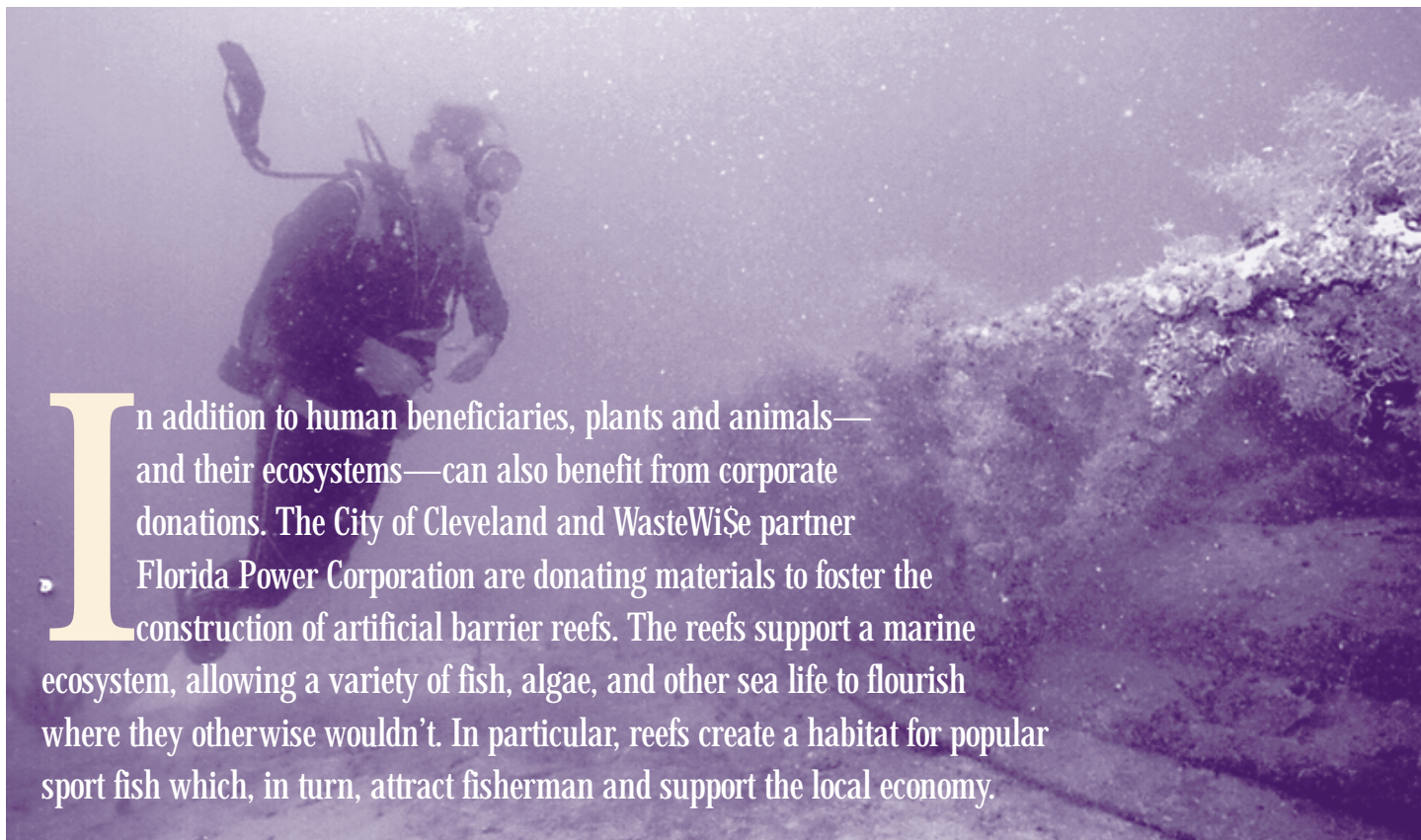
After researching several relief organizations that accept donated medical supplies, Baxter selected AmeriCares. “AmeriCares was the best fit for us,” says Patricia Morgan, coordinator of the company’s product donation efforts. “AmeriCares is a very large organization with warehouses all over the United States. As a result, they’re able to

ensure an easy movement of product from our warehouses to theirs.” In addition, AmeriCares ensures that recipients of the donated supplies use them properly and before their expiration dates. Through AmeriCares, Baxter’s donated products have been distributed to four continents and countries such as Rwanda, Croatia, Russia, and India. In 1994 and 1995, Baxter donated a total of 1,740,000 pounds of materials worth more than \$21 million.

Baxter has received numerous letters from small hospitals and clinics around the world acknowledging the supplies they received from Baxter and thanking them for the donation. The rewards of the program for Baxter stem from the satisfaction of helping others in need. “We know that hospitals that literally had nothing, now have a clean, workable product,” says Morgan.

For more information about Baxter’s program, contact Patricia Morgan at 847 948-4604.

Artificial Reefs Are “Growin



In addition to human beneficiaries, plants and animals—and their ecosystems—can also benefit from corporate donations. The City of Cleveland and WasteWiSe partner Florida Power Corporation are donating materials to foster the construction of artificial barrier reefs. The reefs support a marine ecosystem, allowing a variety of fish, algae, and other sea life to flourish where they otherwise wouldn't. In particular, reefs create a habitat for popular sport fish which, in turn, attract fisherman and support the local economy.

Sinking Costs for Florida Power Corporation

While utility poles can remain in use for approximately 25 to 30 years, utility companies are still faced with the disposal of a tremendous volume of old poles each year. Given the high costs of hauling and landfill disposal, utility companies have a clear incentive to search for alternative methods for managing their waste poles. **Florida Power Corporation** is breaking new ground with a creative approach to prevent its poles from entering the waste stream.

Over the years, Florida Power has found it quite costly and inefficient to dispose of its old concrete utility poles via landfilling. Today, Florida Power takes advantage of a unique local reuse opportunity for its used poles. The utility donates the poles and other concrete debris to the Pinellas County, Florida, artificial reef program, one of the largest in the country. Pinellas County accepts concrete, and other forms of clean rubble, that has been diverted from the landfill to use in the construction of artificial barrier reefs off the coast of Florida. The artificial reefs provide new habitats for marine life, attracting schools of tropical fish.

Jennifer Waggoner, Florida Power's corporate recycling program manager, first learned about artificial reef programs in 1996 through an article in a nature magazine. Waggoner quickly recognized how well such a project would fit with Florida Power's needs and began to contact the coastal counties in which the company has electric plants. She soon discovered that the staging area for Pinellas County's Clearwater Reef Program was located close to one of the company's utility pole take-down sites. Proximity would prove to be a key factor in determining the economic feasibility of the project.

Having found the project to be economically sound, Florida Power initiated its donation program with Pinellas County in July 1996. Florida Power removes the utility poles from the take-down site, loads them directly onto its own trucks, and transports the concrete straight to the reef staging area. From there, Pinellas County ships the poles on barges out to the reef sites. Through this unique, mutually-beneficial program, Florida Power has successfully avoided the costs of transporting and landfilling truckloads of poles, while also eliminating the additional labor required by the previous system. The reduction

g" in U.S. Lakes and Oceans

in hauling and landfilling fees, combined with the increase in efficiency, has amounted to a total savings of \$9,000 in just the first 7 months of operation. More significant, however, is the impressive 900,000 pounds of retired poles that have already been diverted from landfills to find new life in the Gulf of Mexico as a result of this program. As Florida Power's efforts continue in 1997, these numbers are steadily rising.

Due to pole-size constraints, the Pinellas Clearwater Reef Program can not accept all of the used poles Florida Power takes down. Nonetheless, Waggoner has not given up so easily on finding a way to avoid landfilling the unsuitable poles. In pursuit of a home for the "unreefable" material, Waggoner raised the issue at a Pinellas County Business Recycling Network meeting. The network members referred her to a company that accepts concrete debris for conversion into roads and pavement, the site to which Florida Power now brings all remaining poles and debris.

Similar programs exist along coastal zones all over the country. If concrete, brick, limestone, or another type of clean rubble makes up a significant part of your waste stream, you may want to contact city or county officials to inquire whether such a program exists in your region. For further information on getting a concrete donation program started, contact Jennifer Waggoner of Florida Power at 813 866-5395. To find out more about Pinellas County's artificial reef program, contact Ocean Operations Supervisor Bob Gatland at 813 596-7302.

Cleveland Stadium Makes Waves

Fish will soon swim through Cleveland's old football stadium. The city of Cleveland, Ohio, with the guidance of Ohio State University's Sea Grant Extension Program, is converting its old football stadium into an artificial barrier reef.

Along with the plans for construction of Cleveland's new football stadium inevitably comes the need to demolish the old stadium. With the stadium's demolition, hundreds of thousands of tons of concrete rubble will require disposal. David Kelch, district specialist for Ohio State University's Ohio Sea Grant Program, envisioned the lakefront demolition site not as a pile of rubble, but rather as "a perfect opportunity to utilize a tremendous amount of material." The environmental benefits and economic incentives for

adding the stadium rubble to the reef project include:

- Reducing the need to purchase or manufacture materials for a new reef.
- Greatly relieving hauling costs due to the stadium's lake-side location, conveniently adjacent to the reef staging site, and eliminating landfill disposal costs for the city.
- Creating a habitat for the lake's most popular sport fish: yellow perch, walleye, and smallmouth bass.
- Attracting anglers from outside the area, indirectly boosting profits in the reef communities.
- Creating safe, accessible recreational areas for fishing and SCUBA diving.

When plans for the new stadium were made public in February 1996, Kelch immediately approached the city of Cleveland with a proposal that they donate all usable concrete for the construction of an artificial reef in Lake Erie. When completed, the site will be the largest freshwater, underwater artificial reef in the world!

According to Kelch, the North Central Ohio Sea Grant Committee has been constructing artificial reefs in Lake Erie since the early 1980s. Two demonstration projects, located off the shores of the cities of Lorain and Cleveland, have shown that properly planned and constructed reefs can be highly successful. Biological research conducted on the reef sites during the early to mid-1990s indicated those reefs fostered a concentration of fish 25 times greater than found in nonreef areas. Further, the economic value of the Lorain reef was estimated to be \$275,000 annually, more than twice the construction costs. The stadium reef project is slated to be much larger than the existing reefs, ensuring even greater benefits to the community.

To find out more about artificial reef projects, contact David Kelch of the Ohio Sea Grant College Extension Program at 216 322-0127.

Animals Rest Easy with Florida Power Donations

Florida Power donations support other animal life, as well as fish. Bengal Tigers, for example, at the Wildlife Rescue Rehabilitation Center lounge on worn rubber blankets donated by Florida Power. The utility also donates used rubber gloves to the Mote Marine Laboratory, the Florida Aquarium, and the Suncoast Seabird Sanctuary for use in handling fish and birds.

Fighting Hunger Through Food Donations

Up to 20 percent of the food produced in this country goes to waste. The annual value of this wasted food is estimated at \$31 billion—enough to feed roughly 49 million people.

Where does all of this wasted food end up? In the dumpster. The uneaten food from your company's cafeteria can, however, go toward feeding a hungry child or senior with the Meal-on-Wheels program. More and more companies are partnering with food programs, shelters, and human service agencies to put this wholesome food where it belongs — in the mouths of needy people. Two WasteWi\$e partners, **Boeing North American, Inc.** and the **New College/University of South Florida at Sarasota**, are donating the leftover food from their cafeterias to feed needy people in their communities.

Both partners started donating their food through very different means. Ken Jones, lead engineer with Boeing, said that about 10 years ago, staff at the facility decided that donating food was a socially conscious way of getting rid of the excess food. To locate an organization that would accept leftover food, Boeing first contacted a local food bank— LA Shares. The food bank then put Boeing in touch with a local shelter who could use the food. Alternately, Anne Tazewell, resource conservation coordinator with New College, explains that in November 1996, the university was trying to implement a food scraps composting program. For several days, Tazewell monitored the cafeteria to research what was being thrown away. "I was amazed to see how much perfectly good food we threw away each day. In addition to establishing a composting program, I contacted the Salvation Army about donating the food to them."

And the rest is history. Now, the Salvation Army food service director comes to the college cafeteria every afternoon and picks up about 10 gallons of prepared food, which will feed approximately 100 people. The cafeteria staff also have noticed a small reduction in their workload. Tazewell explained, "Each day, the Salvation Army brings our contain-

ers back washed and ready for staff to use again." For the past 4 years, Boeing has donated \$20 to \$100 worth of less perishable foods, such as bakery goods, milk, fruit, and mistaken deliveries, each week to the Affirmative Action shelter in Long Beach, California. Sam Vance, food manager with Aramark, a food service contractor and also a WasteWi\$e partner, has been overseeing the program for Boeing for the last 3 years. "The program is part of our daily routine. We have a certain place we put the food during the week, and, on Friday afternoons, shelter staff come by and pick up the food."

This type of program often can be established just by talking with food service management. "Food service people see the waste everyday, and, as long as the program is easy to follow, most employees have been more than eager to help," Tazewell explained.

Both partners would like to expand their program. Tazewell would like to see the entire University of South Florida system donate their leftover food. Vance is also interested in expanding his program and is currently looking into donating their prepared food as well.

"Overall, this program gives us the feeling that we are doing the right thing." Tazewell states, "Feeding people instead of throwing away perfectly good food is personally satisfying."

Every state has a food donation or "Good Samaritan Law." In October 1996, President Clinton signed The Bill Emerson Good Samaritan Food Donation Act, a federal law that promotes food recovery. This legislation limits the liability of donors to instances of gross negligence and intentional misconduct, and establishes nationwide uniform definitions pertaining to donation and distribution of nutritious foods.

For more information on New College's food donation program contact Anne Tazewell, resource conservation coordinator, at 941 359-5753. Sam Vance, food manager with Aramark, can be reached at 310 797-2530. To obtain a WasteWi\$e tipsheet, *Donating Leftover Food to the Needy*, please call the Helpline at 800 EPA-WISE.

Food Donation Resources

Foodchain—

A network of prepared and perishable food rescue programs. Provides listings of local organizations that accept donations and distributes them to those in need: 800 845-3008

Second Harvest—

Operates a national network of local food banks that distribute nonperishable foods: 800 532-FOOD

Old Building Materials Erect New Life



Looking for a way to get rid of your used or surplus building materials? Many WasteWi\$e partners have found donating used building and construction materials to be a cost effective and environment friendly alternative to landfilling. According to John Lamberton of the Loading Dock—a Baltimore, Maryland-based nonprofit organization that channels reusable building material donations to needy organizations—the 400 manufacturers, distributors, and contractors that donated to the organization in 1995 saved \$500,000 in disposal fees (based on a \$67.50 per ton), received an estimated \$220,000 in tax breaks, and prevented 7,500 tons of construction waste from entering landfills.

WasteWi\$e partner **Texaco Bakersfield Region** knows the benefits of donating building materials firsthand. Since 1994, the company has donated over 4,000 tons of materials from its office remodeling project to local nonprofit agencies. Materials, such as ceiling tiles, mini blinds, fluorescent light fixtures, used cabinets and sinks, curtains, and carpet that once would have ended up in the company's waste stream, now are put back to good use.

"Texaco's donation program has been a real success for both the company and the nonprofit community of Bakersfield," explains Jay Williams, waste management and minority business coordinator at Texaco. In addition to providing local nonprofit organizations with much needed materials, the donation program has helped Texaco save over \$100,000 in avoided disposal fees and earn tax deductions on the materials donated.

In order to address liability concerns, Texaco requires organizations accepting donated materials to sign an agreement of transfer of property with terms and conditions. Materials donated by Texaco are done on an "as is, no return basis." According to Williams, none of the organizations benefiting from Texaco's donation program have any trouble with this policy.

Williams suggests that companies interested in starting a donation program begin by calling their local United Way

office to learn about organizations that need their support. He also recommends that companies consider donating materials to groups such as the Boy and Girl Scouts, Senior Centers, and Youth Clubs that can often use the materials in fundraising events.

Another WasteWi\$e partner that can provide some good advice on donating old building materials is **The Walt Disney World Company** in Lake Buena Vista, Florida. Since 1993, The Walt Disney World Resort has been actively involved in a program with the Orange County Community Distribution Center to donate excess construction and demolition debris to local nonprofit groups. Last year alone, The Walt Disney World Resort saved more than \$26,000 in avoided disposal fees by donating 1.1 million pounds of materials such as paint, floor coverings, lumber, piping, and light fixtures.

According to Bryan Christiansen of Walt Disney World Company's Environmental Initiatives Department, "Disney's decision to initiate its building material donation program was two-fold: one, the cost savings through avoided disposal fees, and two, the benefit to community nonprofit agencies and accompanying community relations exposure." When asked whether tax benefits were also a factor in Disney's decision to donate, Christiansen noted that the company is ineligible to receive a tax deduction for the donated materials, since most of the items are already covered in the depreciation of capital items.

For more information about Texaco's program, contact Jay Williams at 805 392-2200. Contact Bryan Christiansen of Walt Disney World at 407 824-7294 or via e-mail at (bryan_christiansen@wda.disney.com).

Educating Others Through Corporate Donations

Donating discards not only reduces waste and cuts costs, it also provides valuable education tools to students of all ages. The donations of WasteWi\$e partners **Millipore Corporation** and **Raytheon E-Systems** have helped children looking for project materials and adults looking to learn a new vocation. Millipore's donations of scrap materials and discarded plastic moldings encourage both imagination and creativity in the students who make arts and science projects from them. Meanwhile, Raytheon E-Systems' donation of scrap aluminum provides a much needed medium for students to practice their technical welding skills. Both companies agree that, while donation has significant environmental benefits and saves them money, they do it to promote strong corporate citizenship and good will.

Scraps From Raytheon E-Systems Help Keep a Local Vocational School in Business

Observant and active employees are often the key to finding new homes for unwanted materials. Paul Boucher, an employee with WasteWi\$e partner Raytheon E-Systems in Saint Petersburg, Florida, helped the company establish a unique scrap donation program. Raytheon's Saint Petersburg facility manufactures electronic equipment. Boucher, an employee in the company's machine shop, also teaches welding at the Pinellas Technical Education Center (PTEC), a local vocational school. PTEC's

welding program has a limited budget and, therefore, is unable to purchase many needed welding materials, such as aluminum. Recognizing the school's need and observing the aluminum scraps produced at Raytheon, Boucher initiated the company's donation program with PTEC.

Rather than going to a recycler, 1,600 pounds of the company's sheet and block aluminum scraps (approximately 10 percent of the total aluminum scrap generated), valued at \$650, now go to PTEC each year. Every piece of the donated aluminum is used in the classroom—nothing goes to waste. Since Raytheon is PTEC's only aluminum donor, this material is essential to the success of the welding program. As described by Craig Pethe, a Raytheon environmental engineer, "From the company's perspective, our donation program helps create an outstanding welding program, which produces well-trained graduates who could someday be Raytheon employees."

In 1996, Raytheon received the 1995 Pinellas County Recycling Award, in the large business category. This award recognized the company's efforts in donating and recycling numerous materials, including aluminum scrap. For more information on Raytheon's Saint Petersburg donation program, contact Craig Pethe at 813 381-2000.

R E S O U R C E S

Local school districts are an excellent place to start when looking for a donation recipient. In addition, the following organizations accept donations for art, cultural, and educational programs:

Educational Assistance, Ltd., makes available commercial, industrial, and retail equipment to more than 130 colleges and universities.

Contact: **Claudia Mancini**

Phone: **630 690-0010**

Material for the Arts, is a program of the city of New York, Department of Cultural Affairs, in partnership with the Department of Sanitation. This municipally operated donation program distributes items to nonprofit arts and cultural organizations and programs in New York City.

Contact: **Susan Glass**

Phone: **212 255-5924**



The raw materials from Millipore (insert) and the final product (above).

Millipore Supplies Young Artists

Toy eyeglasses, floating gardens, and a ‘Millipore Chia Pet’— these are just a few of the projects created by students using materials donated to the Children’s Resource Center by WasteWi\$e partner Millipore Corporation, which manufactures filters for the high technology industry. The Children’s Resource Center, located in Belmont, Massachusetts, accepts a variety of materials from Millipore for use in children’s art and science projects, including rejected plastic moldings, netting, and almost anything conceivable that is clean and safe for children’s use. The center then sells the materials at a minimal cost (usually items go for just pennies!) to local teachers and parents, so the kids can have creative materials to make science, art, and other educational projects. Last year, Millipore donated approximately 15 cubic yards (a full truckload!) of plastics and other miscellaneous materials to the center. Beverly Wilkins, an environmental technician for Millipore, notes, however, “We usually send samples of materials before sending a whole truckload, just to make sure the material is acceptable and useful.”

Students occasionally send samples of their finished products back to the company, in thanks. Millipore has created a display of these items for all employees to enjoy. Not only do the kids have a fun time making the toys, but Millipore employees get a kick out of seeing creative uses for their scientific parts. “It’s important to remain open-minded about materials—something that looks like junk, or is useless to the company, may be very useful in encouraging creativity and imagination in children,” says Steve Dark, an environmental engineer at Millipore.

For more information on Millipore’s donation program, contact Steve Dark or Beverly Wilkins at 603 532-8711.

Steps for setting up a donation program might include:

- Assess materials available for donation. Companies can begin by reviewing the contents of their storage areas and examining materials routinely thrown away. These materials might include overstocked items; surplus finished products, such as promotional items; or items whose packaging has changed.
- Review liability issues. To guard against future lawsuits, companies should review potential liabilities prior to donation.
- Locate and contact a user or distributor for the donated materials. Options include local chapters of national nonprofit organizations (Salvation Army and Goodwill), national nonprofit organizations that match materials available to materials needed (Gifts In-Kind, The Trade Bank, and NAEIR), materials exchanges, and local nonprofit organizations or educational institutions.
- Confirm with the user or distributor that materials are acceptable and needed. Often nonprofit organizations are seen as the dumping ground for unusable or obsolete items. While companies are doing the right thing by trying to find a reuse avenue for the materials, providing a nonprofit organization with materials they can not use actually increases their burden. The distributor or user must then locate someone who can reuse the materials or pay for their disposal. Companies are encouraged to call ahead and check before sending any materials. Also, you may want to confirm how transportation charges are distributed.
- Track materials donated. Tracking the weight, volume, and value of materials generated will help you calculate potential tax deductions, cost savings through avoided disposal costs, and total amount of materials diverted from landfills. Many nonprofit organizations will provide such measurements for tax purposes. Companies are encouraged to ask about any paperwork involved beforehand to avoid any unnecessary hassles.
- Publicize results. Companies can use tracking information to report waste reduction and cost savings to WasteWi\$e, as well as employees, customers, and shareholders. Companies often benefit from improved community relations as a result of donation programs.

Abbott Labs Say YES to the Local Community

As a technology driven company, WasteWi\$e partner **Abbott Laboratories** needs to stay on the cutting edge. As a result, Abbott continually upgrades equipment to improve productivity. While some of this equipment no longer has value to Abbott, it is often very useful for schools and charitable organizations in the Chicago and southeastern Wisconsin areas. The company maintains a waiting list of requests for its old equipment, such as computers, office furniture, lab equipment, and vehicles. When equipment becomes available, Abbott donates it to an organization that can use it. The company donates approximately \$250,000 worth of equipment each year to several nonprofit organizations.



Jim Greiner, manager of recycling says Abbott likes to donate to local organizations. "Donating to local organizations allows the company to reinvest in the communities in which our employees live and enhance the corporation's public image."

For more information, contact Jim Greiner, manager of recycling at Abbott Laboratories, at 847 937-8090.

We'd Like to
Hear
from
You!



If you are not yet a WasteWi\$e partner and would like to join, please let us know. State and local government agencies are now welcome to join the WasteWi\$e program. Contact us at 800 EPA-WISE for more information.



United States
Environmental Protection Agency
(5306W)
401 M Street, SW.
Washington, DC 20460

Official Business
Penalty for Private Use
\$300



Publications on Donation and Reuse

Many partners have worked successfully with local reuse organizations to donate surplus supplies and equipment for reuse. Local organizations are often easily accessible, which can simplify the logistics associated with donating items. Further, contributing locally can boost employee morale and provide a positive source of recognition in the community. Check your yellow pages or the publications listed below to identify local reuse organizations and donation opportunities.

General

▼ ***Electronics Reuse and Recycling Directory.*** U.S. EPA. This directory provides numerous practical options for reusing and recycling consumer electronics including computers, televisions, video cameras, and more. The listing, organized by state, details manufacturers with take-back programs, scrap dealers, electronics refurbishers, charitable organizations, and materials exchanges for electronic products. This document is available on the Internet via EPA's Public Access Server at (<http://www.epa.gov/epaoswer/non-hw/index.htm#reduce>). To order an original copy, call the WasteWiSe Helpline at 800 EPA-WISE (372-9473).

▼ ***WasteWiSe Materials Exchanges EPA WasteWiSe Program.*** This listing presents materials exchanges organized by EPA Region and includes contact information, services provided, and materials available for exchange. To obtain a copy, call the WasteWiSe Helpline at 800 EPA-WISE (372-9472).

▼ ***Choose to Reuse.*** Nikki and David Goldbeck. This book provides an alphabetical directory containing more than 2,000 products, services, and organizations that facilitate the reuse of goods or offer durable alternatives to disposables. Organized by product type, subheadings classify opportunities for maintenance, repair, rental, remanufacture, purchase or sale of used products, secondary reuse, and donation. Case studies throughout the directory highlight organizations that have successfully implemented reuse initiatives. To order, contact Ceres Press at P.O. Box 87, Dept. CTRB, Woodstock, NY 12498. Phone/Fax: 914 679-5573.

▼ ***Institute for Local Self Reliance***

▼ The following four publications can be ordered from the Institute for Local Self-Reliance, 2425 18th Street

NW., Washington, DC 20009-2096. Phone: 202 232-4108. Fax: 202 332-0463. (ilsr@igc.apc.org). (<http://www.ilsr.org>).

▼ ***Creating Wealth from Everyday Items.*** Institute for Local Self-Reliance. This report profiles seven household collection programs and six model reuse operations that handle reusable goods. By providing data on working models and tips for replication, this report will help recycling professionals, economic development planners, and community-based organizations to contain waste handling costs, meet waste reduction goals, and link recycling with local economic development. Contact information is provided for the 13 featured programs.

▼ ***Plug into Electronics Reuse.*** Institute for Local Self-Reliance. This report provides contact information for more than 150 operations that repair or recycle computers. Thirteen facilities that focus on computer reuse are profiled in depth.

▼ ***Sustaining Businesses & Jobs through Pallet Reuse and Repair.*** Institute for Local Self-Reliance. This report documents job opportunities in the pallet repair and reuse industry and provides data on 31 pallet reuse businesses interested in expanding. Profiles of five enterprises detail the logistical specifics of the pallet repair industry. Appendix lists 193 pallet repair and recycling facilities.

▼ ***Weaving Textile Reuse into Waste Reduction.*** Institute for Local Self-

Reliance. By documenting 10 programs that collect discarded textiles, this report lays out how communities can integrate textile recycling into their existing textile infrastructure. Tips for setting up similar textile recycling programs, such as keeping textiles dry and partnering with local charities and nonprofit organizations, are highlighted. An appendix lists companies around the country that accept nonindustrial textiles locally.

WasteWiSe maintains a listing of additional reuse organizations, organized by EPA Region. For more information on local reuse organizations, or to let us know about a reuse organization your company has been involved with, please call the WasteWiSe Helpline at 800 372-9473.



National Donation and Reuse Organizations

Some businesses and institutions prefer to work with national donation and reuse organizations. National organizations may be more appropriate and effective for situations in which the donor company has large quantities of an overstocked item or excess finished products. The list below is a sampling of national donation and reuse organizations.

General

▼ Educational Assistance, Ltd. (EAL):

EAL provides donated commercial, industrial, and retail inventory to over 130 colleges and universities. These institutions establish scholarships equal to 90 percent of the inventory's value to help their neediest students. EAL charges no membership fees. Call for EAL's free guide explaining how companies earn tax writeoffs while helping disadvantaged students go to college. Contact: Claudia Mancini, P.O. Box 3021, Glen Ellyn, IL 60138. Phone: 630 690-0010. Fax: 630 690-0565. (scholar@eduassist.org).

▼ Gifts In Kind International:

Gifts In Kind International operates a program that matches donations from nearly 1,000 donor companies with a network of 50,000 nonprofit organizations. The organization accepts newly-manufactured products as well as used products meeting its used equipment giving guidelines. Materials handled include office equipment and supplies, furniture, personal-care products, clothing, bedding and all kinds of building supplies (no food or chemicals are accepted). Contact: Veronica Connelly, 700 North Fairfax Street, Alexandria, VA 22314. Phone: 703 836-2121 Ext. 41. Fax: 703 549-1481. (<http://www.giftsinkind.org>).

▼ Goodwill Industries International:

Operates more than 1,200 autonomous dropoff sites and thrift stores where donated goods are sold to finance Goodwill's job and rehabilitation programs for the disabled and socially disadvantaged. In addition to typical thrift-shop merchandise such as household goods and clothing, Goodwill accepts working vehicles of all kinds, and many branches accept

items in need of repair, for which they employ handicapped individuals to do the work. For partners located in the District of Columbia area, please note that EPA awarded a grant in May 1997 to the Davis Memorial Goodwill Institute local office to help establish a computer collection program servicing DC, Maryland, and Virginia. Computers will be either upgraded or repaired for sale or donation, or dismantled for recycling. Contact: Goodwill Industries International, 9200 Rockville Pike, Bethesda, MD 20814. Phone: 301 530-6500. TDD: 301 530-9759. Fax: 301 530-1516. (goodwill@goodwill.org). (<http://www.goodwill.org>).



▼ **National Association for the Exchange of Industrial Resources (NAEIR):** NAEIR accepts excess inventory (new, finished merchandise) at its 450,000 square foot warehouse, where it is distributed to more than 6,000 nonprofit member organizations across the country. A free tax reduction toolkit that explains the donation process and includes a formula for calculating potential tax savings is available by calling NAEIR. Contact: Corporate Relations, 560 McClure Street, Galesburg, IL 61401. Phone: 800 562-0955. Fax: 309 343-0862. (donor.naeir@misslink.net). (<http://www.misslink.net/naeir/naeir.htm>).

▼ **Salvation Army:** The Salvation Army accepts most donated items of any size, including broken items if needed repairs are minor. Donations are sold in the Salvation Army's 1,300-plus thrift shops, and proceeds are used to fund their drug and alcohol rehabilitation programs. Contact: James Bradley, P.O. Box 269, Alexandria, VA 22313. Phone: 703 684-5522. Fax: 703 684-5538. (<http://www.salvationarmyusa.org>).

▼ **The Surplus Exchange:** The Surplus Exchange provides refurbished computers and other business equipment to nonprofit organizations. Surplus serves nonprofits both locally and nationally. The organization solicits equipment donations from companies across the nation. Contact: Rick Caplan, 1107 Hickory, Kansas City, MO 64101. Phone: 816 472-0444. Fax: 816 472-8105.

▼ **Trade Bank International (TBI):** TBI is a nonprofit organization with more than 250 international nonprofit members. Through their In-Kind Donation Management Program®, TBI works with asset recovery firms to manage the sale of donated items according to guidelines specified by the donating corporation. The nonprofit member (which has taken the title to the materials) receives 100 percent of the donations net value in cash and trade credits (usable with vendors in a vast buying compendium). Contact: Elke Lewis, 2022 Storm Drive, Falls Church, VA 22043. Phone: 703 556-0699. Fax: 703 556-9336.

Construction And Demolition

▼ **American Salvage.** American Salvage buys and sells new and used liquida-

tion items, including building materials, office furniture and supplies, restaurant furniture, household goods, and warehouse supplies. (No food or clothing is accepted.) American Salvage is a for-profit company (although it does donate some goods to charity) that works primarily east of the Mississippi; however, the company does some work on the west coast and is happy to provide referrals to other salvage companies if American Salvage cannot meet callers' needs. Contact: Terry Waldron, 9200 NW. 27th Avenue, Miami, FL 33147. Phone: 305 691-2455.

▼ **The Loading Dock (TLD):** The Loading Dock is a self-sufficient nonprofit organization for the reuse of building materials. Through the partnerships The Loading Dock has established with nonprofit housing groups, environmental organizations, local governments, building contractors, manufacturers, and distributors, TLD facilitates and coordinates the reuse of building materials for low income housing production in the Mid-Atlantic region and across the country. Materials handled include lumber, toilets, nails, paints, carpeting, and more. Contact: John Lambertson, 2523 Gwynns Falls Parkway, Baltimore, MD 21216. Phone: 410 728-3625. Fax: 410 728-3633.

Education And Cultural Arts

▼ **Children's Re-Source Center:** The Children's Re-Source Center is a local nonprofit organization that accepts foam, fabric, cardboard, and other materials from companies that have overruns, endpieces, scraps, or other rejects that are no longer usable for the manufacturer but which may be useful for children's arts and crafts projects. Materials are individually priced and very cheap, and are especially suitable



for use by teachers and camps. Contact: Sylvia Murphy or Dottie Keosain, 42 Trapelo Road, Belmont, MA 02178. Phone: 617 484-9290.

▼
Material For the Arts (MFA): MFA is a local program of the City of New York, Department of Cultural Affairs in partnership with the Department of Sanitation. This municipally-operated donation program distributes furniture, computers and other office hardware, construction materials, paint, paper products, and other media to over 1,300 nonprofit cultural organizations and social service agencies with arts programs in New York City. MFA has also prepared a guidance document entitled "Starting a Materials Donation Program" for groups interested in developing their own donations programs. Contact: Susan Glass, 410 West 16th Street, New York, NY 10011. Phone: 212 255-5924. Fax: 212 924-1925. (materialsforthearts@Juno.com).

Food Donation Resources

▼
Foodchain: Foodchain is a network of prepared and perishable food rescue programs. It also provides listings of local organizations that accept donations and distributes them to those in need. Contact: Jeff Whited, 912 Baltimore Street, Suite 300, Kansas City, MO 64105. Phone: 800 845-3008. Fax: 816 842-5145. (rescuefood@aol.com).

▼
Second Harvest: Second Harvest distributes perishable and nonperishable food and grocery products to the needy through a nationwide network of nearly 200 certified affiliate food banks. Nonfood items may fall under the categories of excess or test product inventory, discontinued items, or mislabeled or off-spec product, and may

include such products as cleansing agents, insecticides, laundry products, and health and beauty aides. Second Harvest will pick up product from any location in the United States, and also provides a nationwide listing of food programs. Contact: Marketing Department, 116 South Michigan Ave - Suite 4, Chicago, IL 60603. Phone: 800 771-2303 Ext.122. Fax: 312 263-4357. (grocerydonations@secondharvest.org). (<http://www.secondharvest.org>).

▼
USDA National Hunger Clearinghouse's World Hunger Year (WHY): WHY provides referrals to anti-hunger and -poverty organizations nationwide. In the interest of promoting self-reliance, food security, and economic justice, WHY partners with and supports grassroots organizations and conducts research and educational outreach for policy makers, the media, and the general public. Contact: Peggy Hupcey, 505 8th Avenue, 21st Floor, New York, NY 10025. Phone: 800 GLEAN-IT (453-2648). Fax: 212 465-9274. (NHCATWHY@aol.com). (<http://www.iglou.com/why/usda>).

Medical Supplies

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AmeriCares: AmeriCares is a private nonprofit disaster relief and humanitarian aid organization that provides immediate response to emergency medical needs and supports long-term health care programs for all people around the world. To do so, AmeriCares obtains donations of medicines, medical supplies, and other relief materials from American companies. AmeriCares then delivers these materials to indigenous health and welfare professionals in many countries. Contact: Steve Skakel, 161 Cherry Street, New Canaan, CT 06840. Phone: 800 486-HELP. Fax: 203 972-0116.

(info@americares.org). (www.americares.org).

▼
Carelift International: Carelift International solicits recyclable or reusable medical and dental equipment, supplies, and pharmaceuticals; collects and transports medical goods to Carelift's Service Center; and there inventories, values, and repairs equipment and readies medical goods for shipment. Carelift delivers and installs harvested medical and dental goods, based on needs assessments, to hospitals in developing countries that have requested aid. Contact: Lane Liebman, GSB Building, Suite 425, One Belmont Avenue, Bala Cynwyd, PA 19004. Phone: 610 617-0995. Fax: 610 668-0930. (carelift@netaxs.com).

Other

▼
Carpel Video: Carpel Video purchases used video tapes for reuse and video duplication from video production companies, television stations, libraries, universities, and individuals, and sells them to smaller organizations such as smaller television markets and advertising agencies. Transportation may be provided. Contact: Andy Carpel, 429 East Patrick Street, Frederick, MD 21701. Phone: 800 238-4300 or 301 694-8273. Fax: 301 694-9510.

▼
GreenDisk: GreenDisk is a company that accepts out-dated, unused software packages, computer disks, and compact disks, from across the country. The company cleanses, tests, erases and reformats the disks for resale to consumers as blank, high quality disks. The disks come preformatted and prelabeled. Contact: Janna Peach, 8124 304th Avenue, SE., Preston, WA 98050. Phone: 800 305-DISK or 425 222-7734. Fax: 425 222-7736.