



# IRN Surplus Property Program Everybody Wins with Reuse

*Surplus is an issue for every organization.* It's "too good to throw away", but it has no further use. Some can be sold to liquidators, some can be given to employees or local charities. But these outlets absorb only a small fraction of usable surplus. In the end most of it is, unfortunately, thrown away.

IRN offers a solution. IRN matches surplus with U.S. and international relief organizations for relief and development projects around the world. Since 2002 we have handled more than 40 million pounds of surplus from more than 1,400 projects across the country. Working with over 50 charitable organizations, we have provided desperately needed furniture and equipment to communities in 49 foreign countries and 27 U.S. states.

There are great reasons to manage surplus for reuse. It's good for the environment. Socially it's the right thing to do. It costs less than throwing surplus away. And through IRN, it's just as easy.

Reuse is the right thing to do.

IRN  
THE RECYCLING NETWORK

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# If you can imagine someone using it, we can use it

There are few restrictions on what can be sent for reuse. In the U.S. and around the world, there is unlimited need for usable surplus that we throw away every day:

***Residential and dormitory furniture***

***Reception and lounge furniture***

***Office, conference and systems furniture***

***Classroom and school furnishings***

***Kitchen and cafeteria equipment***

***Gym and athletic equipment***

***Library furniture***

***Lab and science furnishings and equipment***

***Hospital and medical equipment***

***And everything else;*** IRN has placed AstroTurf fields, stadium lighting, bathroom partitions. Even the kitchen sink.





# Why Reuse?

Reuse is a triple bottom line solution. Good for the people it helps.  
Good for the environment. Good for your budget.



## People

*Your surplus helps desperately needy individuals and communities*

Your surplus is provided to nonprofit organizations to rebuild homes, schools and businesses that have been devastated by hurricanes, tornadoes, and earthquakes. Some is used in development projects to help raise people out of poverty. 100% of your surplus is put to good use.



## Environment

*Reuse conserves resources and raw materials*

Reuse eliminates the environmental impacts and energy consumption from manufacturing new products.

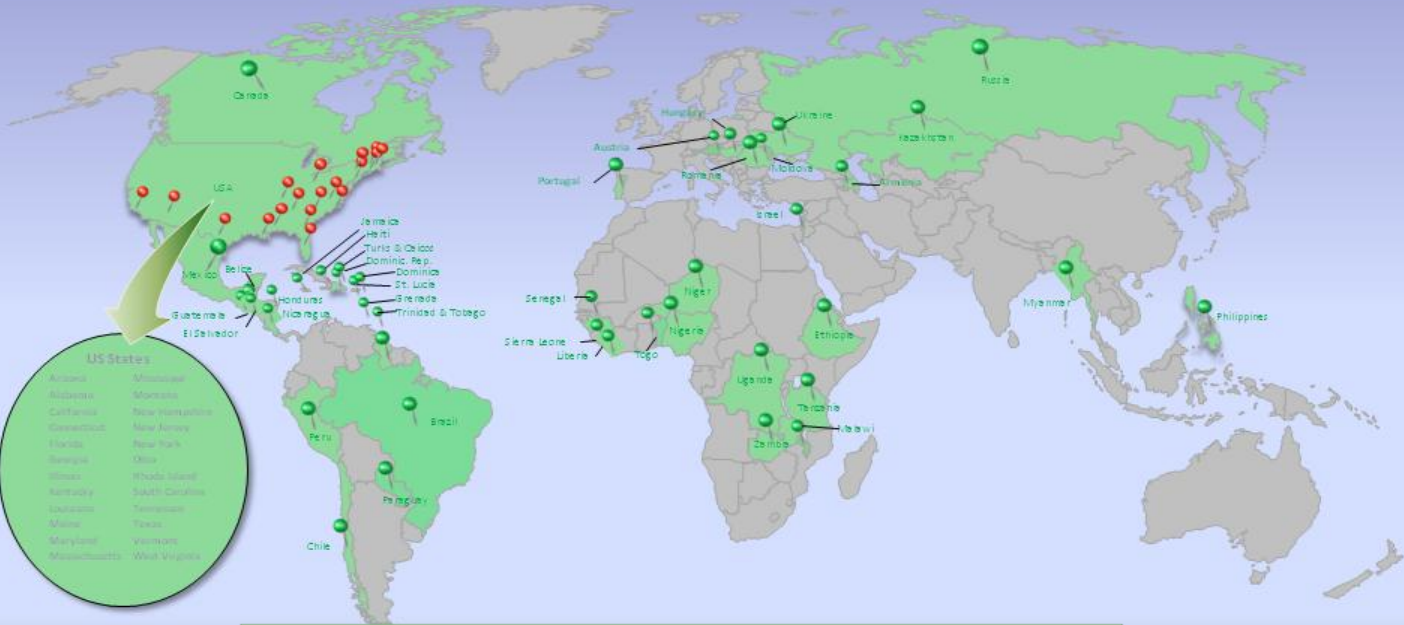
## Economics

*Managing for reuse costs less than throwing your surplus away.*

A single trailer holds as much as three or four dumpsters. There's a cost for the trailer, but it's much less than the equivalent dumpster cost. And it takes no more labor to fill the container. At the end of the day, you're saving money by doing the right thing.



# Destinations



Since 2002 IRN has sent surplus for disaster relief and economic development to 51 countries on five continents, and to 24 U.S. states.



# Simple, Straightforward Process



In more than 1,400 projects in 26 states, IRN has developed a turnkey process that's flexible to adapt to any location and situation, fitted specifically to your schedule, budget, logistics, and staffing.

**Project information.** Location, schedule, material quantity and composition, layout, logistics, labor, etc. A site visit is normal for larger projects or organizations new to reuse.

**Inventory.** This is what IRN offers to its charitable partners.

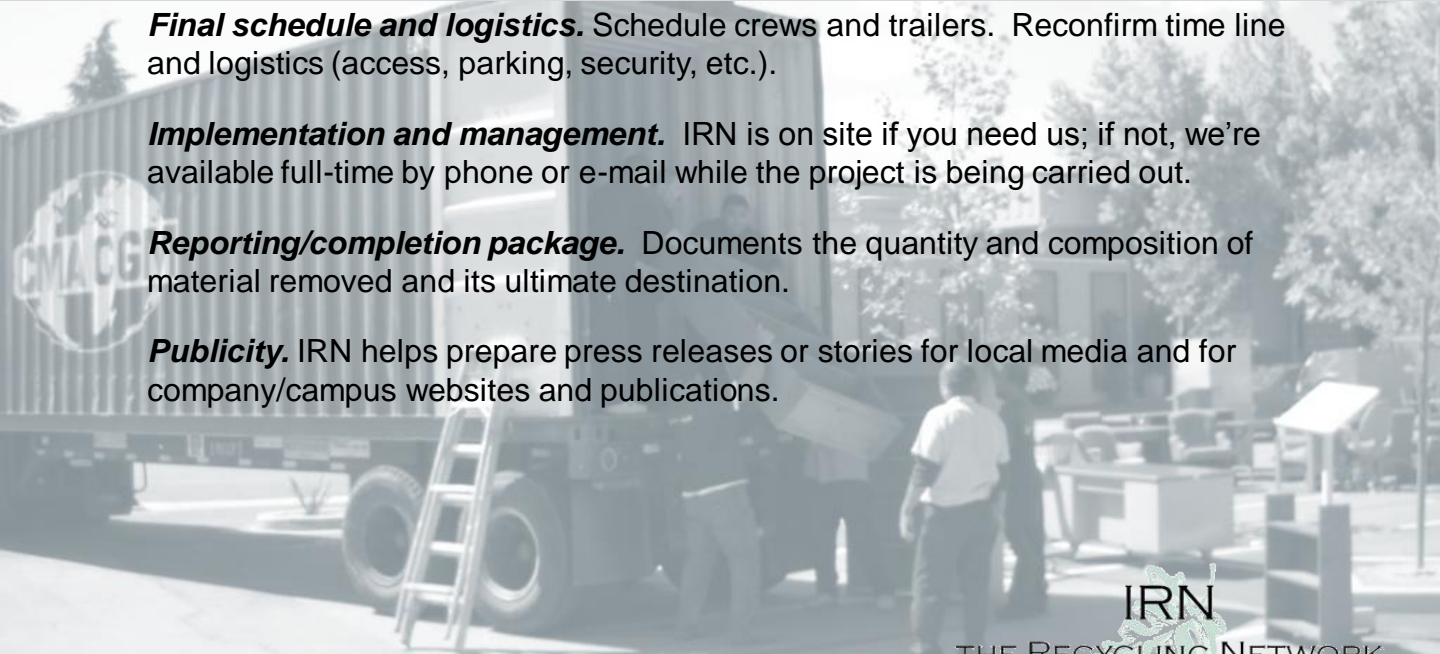
**Work plan and budget proposal.** This spells out the scope of the project and responsibilities of all parties. The budget is a not-to-exceed value.

**Final schedule and logistics.** Schedule crews and trailers. Reconfirm time line and logistics (access, parking, security, etc.).

**Implementation and management.** IRN is on site if you need us; if not, we're available full-time by phone or e-mail while the project is being carried out.

**Reporting/completion package.** Documents the quantity and composition of material removed and its ultimate destination.

**Publicity.** IRN helps prepare press releases or stories for local media and for company/campus websites and publications.



# Case Study in Reuse: Columbia University

Columbia University is a regular user of IRN's surplus program. In May 2012 Columbia filled five containers with furnishings from a half dozen different buildings on campus, including residential furniture, lounge and reception furnishings, seating, and appliances. The Columbia furniture was shipped through IRN partner Food for the Poor to community development projects in El Salvador.

## May 23

Columbia staff and contractors began to move and stage materials before the first container arrived.

Loading the first container. Trailers are packed as high and tight as possible to maximize what can be shipped, and minimize damage in transit.



Using large recycling hampers to bring down loads of 4-6 chairs at a time. IRN and Columbia have blocked off about 100 feet of curbside with cones and police barriers

Finishing off a container. Three containers were loaded from three different locations on May 23. In the yellow shirt is Columbia's project manager, Jose Rosa.



## May 24

Columbia staff have staged furnishings from two dormitories for this day's move, including desks, chairs, bureaus, beds, wardrobes, reception and lounge furniture.

There are typically two men packing in the trailer. They are fed by a crew who remove furnishings from the building.



Columbia supplies its own moving crews for IRN projects. This is a variable. Many organizations request IRN to provide labor, which we do through a national network of professional movers.

The last container of the project. When the doors are closed, we complete customers paperwork and attach a customs seal. The trailer will not be opened again until it reaches its final destination.



# IRN CLIENTS: Who Chooses to Reuse

More than 400 organizations. Twenty-seven states. More than 1,400 projects.

A Better City • Allied Administrators • American University • Arbee Associates • Aspect Technology • Babson College • Bainbridge High School • Barry University • Baystate Medical Center • Beacon Partners • Beaver Country Day School • Bellarmine College Preparatory • Bentley University • Berklee College of Music • Beth Israel Deaconess Medical Center • Billerica Public Schools • Boeing • Bostik • Boston College • Boston Dynamics • Boston Medical Center • Boston University • Brandeis University • Bridgewater State University • Brown University • Bryant University • Burlington Public Schools • California Institute of Technology • California State University - Long Beach • Chelsea School District • Chevron Corporation • Chilcote Company • Choate Rosemary Hall • Claremont McKenna College • Clark University • College of Saint Rose • College of the Holy Cross • Columbia College of Chicago • Columbia University • Concord School District • Construction Monitoring Services • Contrax Furnishings • Cornell University • Cor-O-Van Moving and Storage • Corporate Interiors, Inc • Dana-Farber Cancer Institute • Danvers High School • Dartmouth College • Dartmouth Hitchcock Medical Center • DC Beane and Associates • Dean College • DeKalb Office Environments • Designtex • Drexel University • Duane Morris • Dynamics Research Corporation • Educational Testing Services • Emerson College • Emmanuel College • Entergy • Federal Deposit Insurance Corporation • Federal Reserve Bank of Boston • Fitchburg State University • Flom Corporation • Floyd's Office Solutions • Foliot Furniture • Frostburg State University • Genzyme Corporation • Gibbs College • Good Samaritan Medical Center • Harvard Law School • Harvard University • Harvey Mudd College • Hillsborough County Superior Court • Home for Little Wanderers • Howard University • IKEA • Indiana University • ING - Corporate Real Estate • Inland Empire Moving & Storage • Ithaca College • John Carroll University • Johns Hopkins University • Johnson and Wales University • Juilliard School of Art • Keane, Inc • Keene State College • Laconia Middle School • Lahey Clinic • Liberty Mutual • Loomis Chaffee School • Marian High School • Mass. College of Pharmacy & Health Sciences • Mass. Dep't of Education • Mass. Dep't of Mental Health • Mass. Dep't of Transportation • Mass. Dep't of Youth Services • Mass. Div. of Capital Asset Mgmt • Mass. Office of the Attorney General • Mass. Operational Services Div. • Massachusetts Bay Community College • Massachusetts College of Art and Design • Massachusetts College of Liberal Arts • Massachusetts College of Pharmacy • Massachusetts Dept of Children and Families • Massachusetts Dept of Education • Massachusetts Dept of Environmental Protection • Massachusetts Dept of Industrial Accidents • Massachusetts Exec Office of Public Safety • Massachusetts Maritime Academy • Massachusetts Office of the State Auditor • Massachusetts Teachers' Retirement System • Massasoit Community College • Messiah College • Michigan State University • Middlebury College • MIT • New England Baptist Hospital • New England Office Connection Inc • New Hampshire Electric Co-Op • New York State Dept of Environmental Conservation • New York University • Newport Hospital • Newport Hotel Group • Newton North High School • Newton-Wellesley Hospital • Nichols College • Nobles & Greenough School • North Shore Community College • Northeastern University • Northfield Mount Hermon School • Office Concepts • Office Environments of New England • Olson & Gould • Olympia Moving and Storage • Oracle • Palo Alto Medical Foundation • Parsons Transportation Group • PENSCO, Inc. • Pepsico • Phillips Academy • Pine Manor College • Plymouth State University • Point Loma Nazarene University • Pomona College • Princeton University • Procter & Gamble • Prologis • Providence College • Quinnipiac University • Rand-Whitney Recycling • Reading Public Schools • Reads Moving Systems • Red Thread • Rivers School • Rockland Trust • Roger Williams University • RR Donnelley • Saint Joseph's University • San Jose State University • San Mateo County • Santa Clara University • Saunders Hotel Group • Shrewsbury Public Schools • Simmons College • Skidmore College • Smith College • Stanford University • Staples, Inc • State University of New York, Buffalo • Steelcase, Inc • Suddath Relocation Systems • Sun Microsystems • Taylormade Golf Company • Temple Israel • The Catholic University of America • The First Church of Christ Scientist • The Juilliard School • Trinity College • Turner Construction • Union Bank • United States Air Force • University of California - Santa Barbara • University of Central Missouri • University of Colorado - Boulder • University of Massachusetts - Amherst • University of Massachusetts - Lowell • University of Minnesota Duluth • University of New Hampshire - Durham • University of Notre Dame • University of Pennsylvania • University of Toronto • University of Vermont • UNUM Provident • Ursinus College • Vertex Pharmaceuticals Inc • Vinfen Corporation • Walnut Hill School For The Arts • Warner Brothers/Turbine • Washington State University • Wayne Moving and Storage • Wellesley College • Wellesley Public Schools • West Contra Costa Unified School District • Western New England University • Western Washington University • Westfield State University • Wheaton College • Wheelock College • Wilmington Trust • Worcester Academy • Worcester Polytechnic Institute • Worcester State University • Xerox • Yale University • Yum! Brands, Inc •

# What Clients Say . . .

“IRN has handled surplus from over a dozen Emerson buildings on some of the busiest streets in Boston, including buildings without elevators, buildings without loading docks, kitchens, TV studios, structures where they’ve had to call in cranes and rigging crews. Whatever the situation, they’ve worked it out.” **Margaret Rogan, Emerson College**



“When we heard that IRN can handle ‘just about anything’, we decided to test them on our stadium. They found a new home for our Astroturf field, and for everything we pulled out when we upgraded our sound system: speakers, electronics and even the flagpoles and speaker mounts. It couldn’t have gone smoother.” **Don Woodring, Boston College**



We’ve made a real effort to track all wastes and recycled materials leaving campus. With IRN’s surplus program, we know by item and weight what materials are recycled or reused, and just as important, where everything goes.” **Gerry Boyle, Boston College**

“Middlebury’s cost to manage surplus for reuse was about 40% less than what we budgeted for disposal, and we know it went to satisfy the needs of those affected by natural disasters. It’s a huge double benefit for our campus.” **Linda Ross, Middlebury College, VT**



“When we reviewed the cost of disposal compared to reuse and donation, we were surprised to find how much less it cost to use IRN. The choice to make use of IRN was therefore very easy. In addition to financial benefits, the project took no more time, flowed very smoothly, and has improved our community relations on and off campus.” **David Bates, Sr. Construction Manager, Mass. State College Building Authority**



“This used to be one of my biggest headaches, but now it’s just another phone call. I know the furniture will be removed professionally, on time, and with a budget that’s a lot less than disposal. It doesn’t get any easier.” **Tom Shaffer, Harvey Mudd College, Claremont, CA**

“Our used furniture went to economic relief efforts in Nigeria and Romania, orphanages in Guatemala, a school for at-risk teenagers in Virginia, and hurricane relief in Louisiana and Mississippi. There’s no better message, socially or environmentally, that we can give our students, staff, faculty, or alumni.” **Tom Emmons, Princeton University**



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