



SPEAKING UP FOR SCRAP

MORE THAN 100 ISRI MEMBERS WERE LITERALLY THE VOICE OF THE SCRAP RECYCLING INDUSTRY IN JUNE, MEETING WITH THEIR ELECTED LEGISLATORS DURING THE 2008 CONGRESSIONAL FLY-IN.

BY THEODORE FISCHER

Scrap is not waste. The recycling industry is good for the economy and the environment. Recyclers are part of the solution to the materials theft problem. But the industry needs help getting rail cars and fighting unfair rail shipping rates.

Those were the messages ISRI members carried to Capitol Hill en masse June 25 during the association's third annual Congressional Fly-In. More than 100 ISRI members—double last year's numbers—spread the word to some 175 offices of senators and representatives from 36 states. The participants exercised their constitutional right to petition the government, educated their legislators about the scrap industry, and made progress in achieving the industry's most pressing goals.

BASIC TRAINING

The evening before the fly-in, ISRI's Mark Reiter, assistant vice president for government relations, and Billy Johnson, director of political affairs, held an orientation session at the Fairmont Hotel to outline the next day's goal—to raise the scrap industry's visibility on Capitol Hill by explaining its priorities and concerns—and the strategies members could use to achieve it.

They urged attendees to emphasize three messages. First, recycling is a climate-friendly industry that reduces carbon emissions and conserves virgin materials such as iron ore, bauxite, and copper. Second, the industry would like Congress' help eliminating a few obstacles to recycling, most notably by differentiating scrap from waste in laws and regulations and lending a hand with widespread transportation problems, particularly regarding rail transport. Third, the recycling industry generates sales of \$71 billion a year and provides more than 85,000 "green-collar" jobs.

Session attendees broached a fourth subject they suspected might arise: materials theft. It's possible the legislators will have heard from other constituents about the subject, said ISRI President Robin Wiener. If they bring it up, "explain that the recycling industry is part of the solution to addressing this problem, and also remind them that we are victims as well," she said. "More than half of our membership have been victims of materials theft, many of them three or four times."

The staff also offered pointers on how to act during various scenarios. For example, what if your representative is called for a vote, and you end up meeting with a young legislative aide? "If that happens, don't think you're [meeting with]

somebody who's 20 years old," Reiter said. "Treat them as if they were the Congress member or senator, and you'll be fine." Make good use of your time, Johnson said. Don't expect meetings to last more than 15 minutes, so plan to use the last five minutes to summarize your points.

Even though the meetings might be brief, Johnson said later, it's hugely important for ISRI members to continually meet with their members of Congress. "It's important for the [legislators] to actually see the real, live people who live in their districts, work in their districts, employ people in their districts, pay taxes in their districts, and create businesses in their districts," he says. "You're providing a face to go with an issue, which personalizes it."

Johnson and Reiter drilled the fly-in participants on the ISRI mantra—"Scrap is not waste; recycling is not disposal"—and urged them to invite their legislators to join the 22 senators and 116 representatives in the Senate and House recycling caucuses, if they had not joined already. Legislators "love being asked for things that actually help them," Johnson later explained. "In this case, we're asking them to join our recycling caucus, which

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—BILLY JOHNSON



ISRI's Danielle Waterfield and John Chilcott of Earth Protection Services (Phoenix) described scrap recycling's economic and environmental benefits to Corey McDaniel, an aide to Sen. Jon Kyl.

SENATE (AND HOUSE) SNAPSHOTS

What's it really like to visit a senator or representative to advocate for the scrap recycling industry? Scrap Assistant Editor Lindsay Holst followed several ISRI members around Capitol Hill during the association's Congressional Fly-In on June 25 and recorded their hopes, expectations, and experiences.

HART SENATE OFFICE BUILDING, ROOM 516, 9 A.M.

Jolene Barlow, co-owner of WB Scrap Metal (Chalmette, La.), hopes to address the growing issue of materials theft with **Sen. David Vitter** (R-La.) at his monthly "Constituent Coffee." Barlow, who works in St. Bernard Parish southeast of New Orleans, is particularly concerned with a recent parish proposal that would allow scrapyards to purchase scrap only from contractors. WB Scrap, whose motto is "Keeping St. Bernard Clean—One Pound at a Time," relies heavily on peddler customers, she says. "The good news is that our yard has an excellent working relationship with the local police department," she adds.

Sen. Vitter is running slightly behind schedule, an aide announces. Barlow and a few other Louisiana residents mill around a small room holding paper cups of coffee, chatting nervously. The senator rushes in, and he looks as if he might rush out again at any minute. He apologizes for his tardiness. "It's crazy around here today," he says, just as a staffer adds, "We'll have to leave in a minute for a vote." Quickly, the visitors explain where they're from and who they represent. As Barlow tells him about her business, Sen. Vitter mentions that he grew

up near a scrapyard and asks what kinds of metals she processes. Mostly nonferrous metals such as copper, aluminum, and stainless steel, Barlow says—and just then, an aide announces that the senator must leave for a vote.

Before he leaves, Vitter poses for a photo with each constituent, which he will sign and mail to them. Barlow returns from her photo opportunity with a smile on her face. "I talked with him about metals theft while they were taking the photo!" she says, proud of her initiative. "I should have been a lobbyist," she jokes.

Next, Barlow meets with **Deb Glickson**, Vitter's legislative fellow, for a more in-depth discussion of the industry. Barlow describes scrap recycling's energy-saving benefits while Glickson listens intently and jots down notes. She looks amazed as Barlow details the energy savings from using recycled metals instead of virgin ore. "That is so cool!" she says.

Glickson asks Barlow details about her facility, and Barlow has the answers: WB Scrap has 2 acres of land, 16 workers, and between 100 and 120 customers a day. She switches to the topic of materials theft. "The

Though Sen. David Vitter could only visit with his constituents for a few minutes, Jolene Barlow of WB Scrap Metal (Chalmette, La.) briefly discussed materials theft issues with him before he left for a vote.

parish and the city government are placing ordinances on whom we can purchase material from across the board," she says. "Plus, the only form of identification that we are allowed to accept is a driver's license—not a passport. Our yard tries to follow the law, but it's becoming very limiting." Glickson promises to take the issues back to Sen. Vitter.

Before leaving, Barlow invites both Glickson and the senator to visit WB Scrap on their next trip home, and Glickson graciously accepts the invitation. "I'd love to see what you do in person," she says.

It's on to the Cannon House Office Building, where Barlow has an 11 a.m. meeting with **Rep. Charlie Melancon** (D-La.). On the way, she passes the Supreme Court, where camera operators are setting up their equipment as reporters dab their foreheads in the midmorning sun. Pausing for a moment in front of the Library of Congress, Barlow glances down at her feet. "Next time," she says, "I'm not wearing heels."



SIDEBAR PHOTOS BY LINDSAY HOLST

Some of the legislators and their aides "didn't have a lot of exposure to the scrap metal industry, so part of it was educating them about the business and where we had locations in their districts and state."

—JULIE HIRONS

allows them to learn more about our industry. They can learn about how we provide jobs in their districts, how we protect the environment, and all the other great things that we do. It's a win-win situation."

Members received an ISRI leave-behind—a blue folder labeled "The Business of Recycling" that contained industry statistics, talking points, and a printout of a May 1997 *Smithsonian* magazine article about the industry, "Mining the Scrap Heap for Treasure."

Above all, Johnson said, "go with the flow. Enjoy yourselves. Remember, you actually do have access as citizens."

The preparation continued the next morning at an early breakfast at the Fairmont. ISRI members planned and coordinated their schedules, reviewed the talking points, examined a map of the House and Senate office buildings, and read brief profiles of their legislators. Upstairs in a small meeting room, about 20 members held a fund-raising breakfast for Rep. Frank Pallone (D-N.J.), co-chair of the House Recycling Caucus. The congressman took questions and discussed a wide range of issues with those in attendance, from the presidential election to the record gas prices.

SCRAP 101

"There are three different reasons why you might go visit a member of Congress," ISRI's Johnson explains. "One is to introduce yourself and to build a relationship. The second is to maintain that relationship. Third [is when] you have a problem and you need help fixing it. If you haven't gone through the first two steps," your chances of getting the legislator's attention on the third "are pretty low," he says. "But if you've gone through the first two steps by coming to Capitol Hill regularly and maintaining and building that relationship, that member of Congress will not only be on the lookout for you should you run into a problem, but [he or she] will really try and fix it for you." The congressional encounters during the daylong fly-in fit roughly into those three



Laura Carrell (top center), legislative assistant to Rep. Jim Gerlach, heard concerns about railcar availability from Fred Cornell of Sims Metal Management (Jersey City, N.J.), Rick Allan of ISRI's Mid-Atlantic Chapter (Dallas, Pa.), Steven Moss of Stanton A. Moss (Bryn Mawr, Pa.), Jeremy Lincoln of Lincoln Metal Processing (Erie, Pa.), and George Chen of GGT Trading International (Clifton, N.J.). Above, Chip Koplín of Macon Iron & Paper Stock Co. (Macon, Ga., third from left) has known Sen. Saxby Chambliss (second from left) since his congressional campaigns in the 1990s, setting a relaxed tone for their June meeting, which also included David Lipton of Metro Alloys (East Point, Ga.), far left, and Andy Wahl of Newell Recycling (East Point, Ga.), far right.

categories: informational, relationship-building, and problem-solving.

Some of the legislators and their aides "didn't have a lot of exposure to the scrap metal industry, so part of it was educating them about the business and where we had locations in their districts and state," said Julie Hirons, a first-time fly-in participant who handles commercial scale operations for Advantage Metals Recycling (Kansas

City, Mo.). Hirons said of her meetings with four Kansas legislators or their staffs, "For all of them it was like a light bulb went on in their minds: 'Wow! There's an industry out there.'"

At the office of Sen. Sam Brownback (R-Kan.), Hirons and John Rakos of Advantage Metals' fer-

rous commercial and operations department gave legislative correspondent Brian Larkin an overview of the economic importance of Kansas' recycling industry. "Scrap is a waste-negative business," Rakos said. Then, broaching the issue of rail transportation, he explained what gondola

LONGWORTH HOUSE OFFICE BUILDING, ROOM 1508, 10:30 A.M.

Nik Galiatsatos, who manages electronics recycling for Windfield Alloy (Atkinson, N.H.), has been up since 4 a.m. He flew into Washington this morning from Boston, and he comes jogging down the Longworth hallway fresh out of a cab, a book bag slung over his shoulder. This is his first fly-in experience, and he's not quite sure what to expect. "I'd like to explain a little bit about our industry and make sure that the congresswoman understands what it is that we do," he says.

Rep. Carol Shea-Porter's (D-N.H.) office is bustling with action. Frenzied staffers stuff envelopes and dig through boxes as Galiatsatos examines the various New England artifacts lining the shelves: a maple syrup bottle, *Robert Frost's New England*, and a Red Sox hat. "A Sox fan!" he exclaims. "I like her already!"



Legislative Director **Robert Moller** soon summons Galiatsatos into the representative's office, a serene space that still has vacuum lines on its blue carpet. Moller says he is familiar with demilitarized scrap processing because Shea-Porter sits on the House Armed Services Committee. Using this as a jumping-off point, Galiatsatos explains how Windfield processes its metals. Then he hits on one of the ISRI talking points: New England's declining railcar availability is hurting the company, he explains, as Moller takes notes.

Galiatsatos also brings up Windfield's participation in recycling days in various New Hampshire towns. Moller mentions that Rep. Shea-Porter also sits on the House Education and Labor Committee and asks if the company has considered participating in recycling events at local schools as well.

Galiatsatos invites the congresswoman to join the House Recycling Caucus, and Moller responds positively to the idea. His first Capitol Hill experience under his belt, Galiatsatos makes the short trek to the Cannon Building for his next meeting.

While the rest of the office is abuzz with activity, Nik Galiatsatos of Windfield Alloy (Atkinson, N.H.) raised the issues of railcar availability and electronics processing with Robert Moller (left), legislative director for Rep. Carol Shea-Porter, in the quiet of the congresswoman's office.

Galiatsatos arrives at the office of **Rep. Paul Hodes** (D-N.H.), which is slightly less hectic than the previous one. He sinks into a leather couch, examining a patchwork quilt that hangs on the wall, and marvels at the relative ease with which constituents can visit a congressional office. "I had no idea it was this easy," he says.

Galiatsatos begins by describing the greenhouse gas-reducing benefits of recycling to **John Agan**, a legislative assistant for Rep. Hodes. The congressman "is very excited about the environment," Agan says, noting that his absence from the recycling caucus was "not a conscious decision." Galiatsatos brings up his rail transportation and container availability concerns. Rep. Hodes has been working with Rep. Shea-Porter on regional rail initiatives, Agan says.

Galiatsatos wraps up the meeting by inviting Hodes to visit the Windfield Alloy facility, even offering to let him drive a forklift. The congressman would be thrilled to visit, Agan says, but he asks one favor in return: "Please don't put him in a forklift," Agan says. "Even though he'd want to [drive one], please don't."

Broaching the issue of rail transportation, John Rakos explained what gondola cars are and why recyclers need many more of them. ... "We would load 25 gondola cars a day at our facilities alone—if we could get them."

cars are and why recyclers need many more of them. "We're looking for a little investment from the railroads," Rakos said. "We would load 25 gondola cars a day at our facilities alone—if we could get them." On the way out, Rakos invited Brownback to join the recycling caucus and added a second invitation—a facility tour.

In a conference room adorned with Arizona nature scenes, five ISRI members briefed Corey McDaniel, a legislative aide to Sen. Jon Kyl (R-Ariz.), on the scrap industry's importance to Arizona. "Scrap is so much more environmentally friendly than other material," said Henry Fleet, president of Southwest Metal Industries (Glendale, Ariz.). "Scrap is one of [the state's] only industries still above water," he noted.

Pointing out that Arizona lacks representation on the recycling caucus, Fleet urged the senator to join and invited McDaniel and the senator to tour a Southwest Metal facility the next time they get back home.

Crowded around a small table in a House office waiting room, Laura Carrell, legislative assistant for energy and transportation to Rep. Jim Gerlach (R-Pa.), also got an earful about the railcar crunch. "We order 10 and get five—if any show up at all," said Jeremy Lincoln, vice president of purchasing for Lincoln Metal Processing Co. (Erie, Pa.). "We have to send [the scrap] by truck."

Rick Allan, executive director of ISRI's Mid-Atlantic Chapter (Dallas, Pa.), mentioned the poor treatment of the scrap industry in general—someone on NBC News referred to scrap as "garbage," he said—and of the materials theft issue in particular.

Though Gerlach already belongs to the recycling caucus, Carrell solicited a different, and welcome, invitation: "Could you tell me the location of yards in his district that Rep. Gerlach and I could tour?"

FAMILY REUNIONS

Other fly-in encounters had less to do with delivering a message than renewing old ties.

"How's the junk business?" is a greeting that normally elicits a stern recitation of the ISRI talk-

ing points, but coming from Sen. Saxby Chambliss (R-Ga.), a member of the Senate Recycling Caucus and old friend of the three-man ISRI delegation, it elicited only rolled eyeballs and knowing chuckles. "We go way back," Chip Koplin from Macon Iron & Paper Stock Co. (Macon, Ga.) said of the senator. "We've know him since his early congressional campaigns in the '90s, and we make it a habit to see him at some of his events. In fact, he toured our recycling yard many years ago."



The familiarity with scrap recycling that Sen. Jim Bunning (top, far right) displayed opened up his meeting to wide-ranging discussions of factors affecting the economy. Seen here from left are Greg Dixon of Baker Iron & Metal (Lexington, Ky.), Bunning legislative aide Bill Beaver, Jim Wiseman of Industrial Services of America (Louisville, Ky.), and freelance writer Theodore Fischer. Above, Rep. John Shimkus greeted (from left) ISRI officers Jerry Simms of Atlas Metal & Iron Corp. (Denver), George Adams of SA Recycling (Anaheim, Calif.), and John Sacco of Sierra Recycling & Demolition (Bakersfield, Calif.) at an ISRI-sponsored fund-raising lunch in his honor at the Capitol Hill Club.

RAYBURN HOUSE OFFICE BUILDING, ROOM 2244, 1:15 P.M.

Under normal circumstances, the Tampa, Fla., facilities of Trademark Metals Recycling and OneSteel Recycling USA are competitors. Today, however, representatives from both companies are working toward a common goal: urging Rep. Lincoln Diaz-Balart (R-Fla.) to join the House Recycling Caucus.

As Chester Jones, Tyrone McCloud, and Jeremy Wax of TMR and Lisa Matthews of OneSteel settle into the seats and couches of Diaz-Balart's spacious office, the congressman gets right down to business. "Give me an elemental education in scrap recycling," he says. The ISRI members are up for the challenge. They begin listing the types of metals they process and quickly segue into recycling's economic and environmental benefits. Then they raise the issue of rail infrastructure and container availability.

Jones asks the congressman if he would be willing to join the recycling caucus. "Yes, absolutely," Diaz-Balart says. He looks over his shoulder to an aide sitting nearby. "Put me on that," he says, as the staffer nods and scribbles down a note. True to his word, Diaz-Balart later joined the caucus.



A group of Tampa, Fla., recyclers that included (from left) Lisa Matthews of OneSteel Recycling USA and Jeremy Wax, Chester Jones, and Tyrone McCloud of Trademark Metals Recycling discussed transportation issues with Rep. Lincoln Diaz-Balart (right) in a meeting that prompted the congressman to join the House Recycling Caucus.

Though most of the ensuing conversation addressed the hot weather—both in D.C. and in Georgia—mutual friends, and the stresses of the upcoming political campaign, it wasn't all idle chitchat. Andy Wahl, nonferrous vice president at Newell Recycling (East Point, Ga.), mentioned that Newell's nine Georgia plants combined employ more than 700 workers and have strong business relationships with other major Atlanta-area firms.

Chambliss predicted the growing importance of recycling, then made his farewells: "See you guys back in Georgia sometime soon."

Similarly, Sen. Jim Bunning (R-Ky.) needed no orientation from ISRI's seven-man delegation. Meeting in the senator's conference room—lined with baseball memorabilia collected by this baseball Hall-of-Famer, from brass mitts and Kentucky-made Louisville Slugger bats to photos of the Detroit and Philadelphia ballparks in which he played—the group's presentation elicited only a single question from the senator: "Who owns the scrapyards I go by every day when I drive home?" (The group determined it's probably River Metals Recycling's Louisville, Ky., plant.)

The low-key discussion covered monetary policy—"If you like a weak dollar, you'll like what's going on now," Bunning said—Federal Reserve

initiatives, gas prices, and a new energy-generating facility. "You'll be for the new coal [to] diesel plant we're going to build in Paducah," he said.

The ISRI members were pleased with their encounter with Sen. Bunning. "I think that meeting went really well," said Greg Dixon, general manager of Baker Iron & Metal Co. (Lexington, Ky.), a subsidiary of Cohen Brothers (Middletown, Ohio). He points out that, like most legislators, the senator works on many issues at once, "so it is important that you follow up with the staff after your meeting to keep your points in front of them."

In an even more relaxed setting, a dozen or so ISRI members attended a fund-raising luncheon at the Capitol Hill Club for Rep. John Shimkus (R-Ill.), co-chair of the House Recycling Caucus. Between bites of his roast beef wrap, Shimkus assured his audience that he's a great supporter of recycling who practices what he preaches: Back home, he dutifully separates materials and fills his recycling bins with everything "except this," he said, brandishing a Pepsi soda can. Is he averse to aluminum? Not at all: "My sons and I take them and sell them to an old man down the road who runs a scrapyards."

TAKIN' CARE OF BUSINESS

The third type of congressional encounter is what most ISRI members say they expected when they signed up for the fly-in: a constructive exchange with well-informed Washington types in which they make their case, express their concerns, and (just possibly) influence the legislative process.

Because official business erupted on the House floor at the time of the scheduled appointment, a five-person ISRI delegation missed its opportunity to meet Rep. Mary Bono Mack (R-Calif.). They did get to inspect the gold record for "I Got

You, Babe" that belonged to her late husband, former Rep. Sonny Bono (and his then-wife, Cher), displayed in the waiting room. And they had a fruitful meeting with Chris Foster, Bono Mack's legislative director.

Foster came right out and asked the ISRI members for help dealing with "green waste," such as yard clippings, piling up in the representative's district, which extends from the eastern edge of San Diego to the Arizona border. "It ends up in amazing parts of the district, like tribal lands," said Foster, who expressed similar concerns about "e-waste."

"SA Recycling has 38 facilities, and we collect electronic scrap in most of them," said George Adams, SA president (Anaheim) and ISRI chair, but he admonished Foster for uttering the W-word. "The minute you say it's waste, we get sucked into the laws about stuff that's going to the dump."

Foster also looked to ISRI for guidance in dealing with climate change. "My boss is up to her eyeballs in carbon footprints," he said. "If nothing else, pushing some sort of national initiative

Chris Foster (below left), legislative director for Rep. Mary Bono Mack, hears the difference between scrap and waste from ISRI Chair George Adams (second from right). Also at that meeting were ISRI President Robin Wiener, George Chen, Fred Cornell, and Doug Kramer of Kramer Metals (Los Angeles).



Above, Ken Mueller of Sims Metal Management (Phoenix) tells Rep. Brad Ellsworth of the many measures scrap companies are taking to combat materials theft. Sims has three facilities in Ellsworth's state of Indiana.



DIRKSEN SENATE OFFICE BUILDING, ROOM 355, 3 P.M.

Howard Glick, president of Tri-State Iron & Metal Co. (Texarkana, Ark.), speaks with **Sen. Blanche Lincoln** (D-Ark.) like the old friend she is. After they talk briefly about family and travel, the senator asks what she can do for him.

"Well, this materials theft [issue] has really been giving our members a lot of problems," he says to the senator, who seems familiar with the subject. "I know it!" she exclaims. "I had to calm down four sheriffs just the other day. I told them that scrap recyclers represent good, family-owned businesses, and that they want to help solve these problems." Glick goes on to describe the detrimental effects of the tag-and-hold legislation introduced by some state and local governments. "We recently bought 500 tons of material in one day," Glick says. "I just don't have enough room to store that for a few days."

Materials theft leads to a discussion of the rising prices of metals, which Lincoln marvels at: "Not just copper—stainless and aluminum as well!" she exclaims. Glick then addresses the rail transportation issue, describing a recent occasion on which his company had to transport material using 350 trucks because no rail-cars were available.

As two staffers took notes, Lincoln assures Glick she will keep an eye on the issue.

Howard Glick of Tri-State Iron & Metal (Texarkana, Ark.) chatted with **Sen. Blanche Lincoln** about topics that ranged from materials theft legislation to her twin sons.



would help all you guys. We're trying to find a federal nexus" on the subject.

"The important thing about climate change is that our business is a tremendous reducer of carbon gases," Adams said. "If you shut down the shredder, you'll [generate] 10 times the amount of carbon gases to produce new steel."

The meeting ended with Doug Kramer of Kramer Metals (Los Angeles) proffering a warm invitation for Bono Mack to join the House Recycling Caucus. "The recycling caucus is not political," he said. "To be in the recycling caucus is to be on the right side of the issue." (Bono Mack joined the caucus immediately after the fly-in.)

One legislator who demonstrated a great understanding of the industry and its issues that day was Rep. Brad Ellsworth (D-Ind.). "I can give you guys a few ideas," Ellsworth announced to the ISRI group meeting with him in his Capitol Hill office. "The last time I flew into Iraq, we flew over a scrapyard as big as the National Mall. I figure somebody could be making some money out of this. You could help them get that stuff to a smelter."

In addition to his tip about the potential Baghdad bonanza, Ellsworth pledged support for another industry-critical area: materials theft. "This may already be on your radar screen, with

the media talking so much about metals theft, but legislatures are working on laws to make you keep records like a pawnshop," he said. The envoy—ISRI's Johnson, Josh Carter of Integrity Metals (Connersville, Ind.), Jeff Wilke of OmniSource Corp. (Fort Wayne, Ind.), and Ken Mueller of Sims Metal Management (Phoenix)—delivered its materials-theft message and described ISRI's joint efforts with the National Crime Prevention Council, members' partnerships with local police, and their community education programs—and Ellsworth conceded that laws are not the answer. "You can write all the laws you want, but unless you get people to cooperate with the police, it won't do any good," he said, ending the discussion on a positive note: "Figure out what you want to do about the problem, and tell us what you need."

In the office of Sen. Ron Wyden (D-Ore.), four West Coast ISRI members huddled with David Berick, Wyden's senior adviser for energy and investigations. Berick's opening question: "What can we do to be helpful?"

"The biggest national issue is surface transportation—we need more railroad cars and road infrastructure modernization investment," said Marc Madden, assistant general manager of Schnitzer Steel Industries/California (Portland,

Ore.) and chair of ISRI's government relations committee. "It would be very helpful, for example, if the federal government offered tax incentives for additional railcar construction."

"We've heard this song before," Berick responded. "You hear it from farmers; you hear it from everybody."

Jay Sternoff, then vice president and director of scrap metal purchasing for Pacific Iron & Metal (Seattle), added that similar problems exist for sea transportation. "There's a big export container

The half-hour session in Sen. Ron Wyden's office ended with senior adviser David Berick's promise to take action: "I will talk to transportation people, talk to port people, and see what we can do to be helpful."

shortage. The largest containers go to California, the smaller ones go to Seattle and Vancouver."

Halfway through, Sen. Wyden entered the meeting room and received a brief summary of the issues at hand. "It's a tough time to be in the global market," Wyden commented on his way back out, "but we'll help on the transportation front."

Asked about any other pressing concerns, Sternoff cited semantic ones. "The biggest thing we fight is the *waste* versus *scrap* issue," he said.

"You need to come with a new phrase for scrap," Berick suggested, "like auto dealers came up with *pre-owned* to replace *used*."

The half-hour session ended with Berick's promise to take action: "I will talk to transportation people, talk to port people, and see what we can do to be helpful."

REVIEWING THE RESULTS

This year's fly-in taught ISRI members a lot about how to get business done in Washington, and it already has yielded some substantive results.

"One thing I've learned during our visits" to the Hill "is that it is important to hit your key points, stay focused, and be precise," said Baker Iron's Dixon, a veteran of three fly-ins. "If you hit your points and stay on your game plan, then the congressman or his staff will have time to open up the dialogue and allow you to expand on your ideas."

"I think it went well," Macon's Koplín said. "Luckily, we didn't have any huge action issues this year, so [our visit] was mainly just to remind the legislators that the recyclers are still out there."

Hirons of Advantage Metals reported that her fly-in experience yielded at least one measurable victory. "We had a real pleasant visit with the aide of Congressman Jerry Moran (R-Kan.), and Mr. Moran was able to join us," Hirons said. "Later we received word that Mr. Moran did join the caucus—[becoming] the first Kansas representative in the caucus—so we felt really excited to achieve one of our goals." ■

Theodore Fischer is a writer based in Silver Spring, Md.



Other meetings held during the June fly-in included a discussion (top) between Rep. Joe Wilson (R-S.C.) and Chad Prescott of A&P Recycling Co. (Sumter, S.C.). Above, John Chilcott of Earth Protection Services (Phoenix) greets Sen. Ron Wyden, who offered the industry his support on rail and sea transportation issues. At right is David Berick, Wyden's senior adviser for energy and investigations.