

Representing The Wiping Materials, Recycled Clothing, New Textile By Products and Fiber Industries

Industrial Launderer Faces Jail Time and Fines



The Pittsburgh Post Gazette reported on September 8 that the municipal water treatment facility has repeatedly been duped by a local industrial launderer. Upon learning of an inspection of their

laundry wastewater, Iron City Uniform Rental Co. got busy flushing toilets and running the sinks in an attempt to add clean water to dilute the polluted wastewater being generated.

Former manager, James Bell, pleaded guilty to falsifying reports, ordering employees to collect water samples from unapproved locations and add a little oil and grease to some samples so the waste water treatment (Alcosan) company would not become suspicious that Iron City's wastewater was "too clean" to represent genuine samples.

Prosecutors say Iron City, a firm founded in 1928 that launders uniforms, mops, rags, and other items in massive washing machines, systematically violated its federal discharge permit for five years, from 1995-2000.

Under a 1995 permit, which warned of prison and fines for violations, the company had to take various steps to pre-treat wastewater and specifically was prohibited from adding water to dilute pollutants.

It is these types of activities that create the need for EPA to finalize the wiper rule. SMART and INDA will continue pursuing this matter until it becomes law. The rule is not only good for business, but good for the environment as well.

Sen. Snowe Reaffirms call for AHP Passage

Olympia J. Snowe (R-ME), chairman of the Senate small business and entrepreneurship committee, last week called for colleagues to pass her association health plans legislation, citing a new report she says shows affordable healthcare is out of reach for most small businesses.

The report "Cost of Employee Benefits in Small and Large Businesses" was released by the Small Business Administration's Office of Advocacy. The report details the cost of employee benefits by firm size and looks at the cost of health insurance, pension plans, paid vacation and sick leave. The study concludes, "Allowing small firms greater access to methods of pooling risk and administrative costs in both pension plans and health insurance may also encourage a wider offering of these benefits."

AHPs would allow associations, without state oversight, to offer their members healthcare plans. Opponents say the healthcare plans would be inadequate without the state oversight, and skews coverage away from sicker people.

Among the SBA report's findings that Snowe highlighted:

- The ability to offer benefits and associated costs to employees varies dramatically with firm size. Less than 40% of employees in the smallest firms were eligible for health insurance coverage, while slightly more than 77% of the largest firms' employees were eligible for coverage.
- Small firms experienced a faster increase in health insurance premiums than larger firms from the mid-1990s until 2002. Snowe introduced S406, "Small Business Health Fairness Act of 2005" in February (*see "AHP bill introduced in Senate," 2/25*). The counterpart bill in the House already has passed

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7910 WOODMONT AVE., SUITE 1130, BETHESDA, MD 20814

301/656-1077 • Fax 301/656-1079 • bernie@smartasn.org

www.smartasn.org

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You Can “Bet” the SMART Meeting in Las Vegas Will Be Worthwhile



As we go to print with this newsletter, the registration for SMART’s 2005 Regional Meeting in Las Vegas is over 65. That is a great turnout and will enable SMART members and guests to meet with fellow industry members

from across the country. A sample of the states represented includes: Kentucky, Ohio, Massachusetts, California, Texas, New York and Maryland, Illinois, Wisconsin and Georgia. In addition, members are coming from Canada and France as well!

This meeting is planned to coincide with the Annual Meeting and Trade Show sponsored by the International Sanitary Supply Association (ISSA). SMART will gather on Tuesday, October 18 at the Las Vegas Hilton Hotel from 4 – 6 p.m. for a “reception only” meeting designed to maximize networking and personal interaction among members. The registration costs are as follows: Members @ \$50 and non-members @ \$60.

SMART’s Board of Directors will meet from 9 a.m. to 2:30 p.m. at the Las Vegas Hilton on October 18 for a business session. An informal golf outing is scheduled for the afternoon of Monday, October 17. The cost is \$140 per person and there is always room for more!

To register for the Regional Meeting or the golf outing, please contact the SMART office at 301/656-1077 or email maryann@smartasn.org.

Transitions:

New Address and phone number for: **Pacific Group**
Enterprises LLC
9701 SE Johnson Creek Blvd.
Portland, OR 97266
Tel: 503/788-4400



President’s Column

Robert Travis

As the summer of 2005 comes to a close, we return to our offices with renewed energy and purpose. Many of my SMART colleagues and friends tell me business is better than it has been and they are optimistic about the future of our industry. However, surviving in business doesn’t seem to be getting any easier. It seems as though each day our companies are faced with new challenges and problems no one could have envisioned only a year or two ago.

Coming together formally and informally as an industry group affords us the opportunity to learn, share ideas, and work together on issues of mutual concern. While it is unrealistic to believe our entire group will ever come to total agreement on anything, (which is okay and what groups do) we can agree to work on problems we all share. SMART is not unlike the thousands of other trade and business groups that are composed of competing businesses and firms, but share a vision for success and profitability.

It thrills me to see that more than 35 firms have contributed to SMART’s Legal Reform efforts. We are at the half-way mark of reaching our goal of raising \$20,000 and need only 35 more companies to pledge. Our attorneys have been in contact with the U.S. Customs Agency and are gathering the information they can use to build a case to have them revise their thinking on used clothing. At the same time, legal counsel has drafted language we will take to Capitol Hill and ask for it to be included on future legislation. If successful, this provides a permanent fix to the problem. If you have submitted your pledge form or check to SMART, please do so today! Come on, we can do it!

Next month SMART Members from across the U.S. and Canada will gather in Las Vegas, for our final regional get-together of the year. This event follows our highly successful Regional Meeting in Canada that attracted more than 80 people. Next month’s meeting is another opportunity created by SMART to bring people together to learn, share ideas, and gather new information. The majority of those attending will also have the opportunity to visit the ISSA Show—the world’s largest janitorial supply exposition.

See you there!

EPA Inspector General To Release Shop Towel Report



A spokesperson for the Environmental Protection Agency's (EPA) Inspector General's office indicated the final report on its review of the agency's development of the proposed shop towel rule

is scheduled for release in late September, according to BNA's *Daily Environment* publication. The spokesperson also noted that EPA Inspector General Nikki L. Tinsley sent a draft to Thomas Dunne, EPA Deputy Administrator For Solid Waste And Emergency Response on August 9. EPA officials have 30 days to respond to the IG draft document.

– Administrative costs of some benefits are as much as 14 times more for the smallest firms than for their largest counterparts.

The study can be found at www.sba.gov/advo/research/rs262tot.pdf

2006 Annual Convention in Beautiful Naples, Florida

SMART will hold its 2006 Annual Convention March 19 – 22 at the beautiful Ritz-Carlton Hotel Golf Resort in Naples, Florida.

The specifics of the program are still in development, but we can tell you some details about the hotel where SMART will hold its 2006 Annual Convention.



The Ritz-Carlton Golf Resort, Naples was opened in January 2002. The resort features 295 guestrooms including 38 suites. In addition to a selection of 6 restaurants, the hotel features heated outdoor pools, full-service Fitness center and four Har-tru tennis courts. Golf lovers will appreciate the Greg Norman designed Tiburon golf courses – 36 holes of the most challenging Florida golf you will find.

SMART guests will be entitled to all the amenities of the close-by Ritz-Carlton, Naples – a Mobil Five-Star, AAA Five Diamond property – one of only 15 in the world. This resort is located just steps away from the pristine white sand beach of the warm Gulf of Mexico. A shuttle bus is available to move guests the 3 miles between the two properties.

Mark your calendars for the next SMART Annual Convention – March 19 – 22.

SMART President, Eric Stubin Attends Asia Conference

Submitted by SORT President Eric Stubin

On June 26th I attended the 45th annual conference of the American Institute for Shippers' Associations (ASIA) in Annapolis, Maryland. Helping to lead one of the few active shipping associations in existence today, I feel it is important to increase my knowledge, and maintain relationships with other shippers' associations in an effort to better run SORT. While I found the meeting to be highly informative, it is also important to support ASIA as it acts as the voice and advocate of SORT and shippers' associations throughout the United States.

In attendance were fifty plus professionals including directors of other shippers' associations, forwarders, logistic providers, trucking companies, ocean carriers and ancillary service industry members. In general, the meeting was highly productive as it gave me additional insight as to the issues and problems facing shippers' associations, as well as the ability to compare notes with similar organizations.

In addition to overseeing the production of SORT's web site, I am examining the proposals of a logistics provider and an insurance program that could benefit our members. All of these activities are aimed at making SORT a more productive shippers association for all of us.

USTR Supports SMART's Effort to Remove Trade Barriers on Recycled Clothing



In a meeting held several weeks ago, SMART Executive Director Bernie Brill spoke with United States Trade Representative Florie Liser about trade bans and barriers regarding used clothing exports to Tanzania, Kenya, and the upcoming SACU FTA talks.

Liser is the Assistant U.S. Trade Representative For Industry and chief trade negotiator for Africa. The trade representative was well informed as to our issues and aware of the tariff issue regarding Tanzania and Kenya. She said efforts are underway to have the increased tariffs rolled back to pre-2005 levels.

As a result of the increased tariffs, Liser called into her office the Tanzanian Ambassador to the U.S. to share with him the United States' disappointment with this action. Secondly, the U.S. issued a demarche, or formal political protest, over this action. This letter was personally delivered by the Charges d' Affairs Michael Owens who met with the Tanzanian Trade Minister to discuss in detail this issue.

Liser explained that this was a unilateral action taken by Tanzania. In fact, the EACU (East African Customs Union) was opposed to this decision! Since political pressure from inside the country is the most effective means of having the new tariff rolled back, Liser suggested that SMART members ask their customers and distributors in Tanzania to contact the following individual and express their desire to have the tariff on used clothing reduced to 2004 levels.

Hon. Nuwe Amanyu Mushega, Secretary General
East African Community (EAC)
Arusha International Conference Centre (AICC) Building
Kilimanjaro Wing, 5th Floor
P.O. Box 1096
Arusha, Tanzania

Liser stated that the EAC is not really the focus of action on this issue, which is being driven by the three trade ministers of the member countries.

Benefit for SMART Members

APPI Savings Solutions Reports Important Developments



The Affiliated Power Purchasers International (APPI) Savings Solutions program is a quality benefit for SMART members. Although everything seems to be going up these days, APPI reports that there are opportunities for your business to increase margins using their services.

Utility Audit

SMART members from any state are eligible to participate in an APPI Utility Audit. This service includes a thorough analysis of:

Energy Including Electricity And Natural Gas;

Water;

Waste Removal/Recycling;

Freight;

Credit Card Processing;

Telecommunications (Voice And Data) Services;

Fees, Tariff Rates; and Service Plans.

Savings of 10 to 25% have been found for SMART members participating in audits over the past year. Don't hesitate to contact Matt Shortall APPI at mshortall@appienergy.com to schedule your audit today!

Electricity

The best opportunities for savings on electricity are in competitive deregulated markets. If your business is located in Maryland, Massachusetts, Michigan, New York or Texas, there may be electricity savings opportunities for you.

Texas remains the best market for electricity savings. APPI finalized its seventh program in Texas in the first quarter of 2005. Savings to participants will exceed \$1 million over three years.

In Texas members can also reduce the cost of electricity in their homes. A new residential program is available to owners of Texas businesses. Employees of those businesses are eligible as well. To sign up requires a confidential online registration that is designed to be fast and easy for all participants.

Natural Gas

Natural gas management programs continue to yield opportunities. The APPI program provides businesses spending more than \$50,000 per year on natural gas with expert advice and consultation. The states offering the best opportunities include California, Georgia, Illinois, Michigan, Pennsylvania, New Jersey, New York, Ohio and Texas.

If you are interested in any of the APPI opportunities, please contact: Walter W. Moore, president of APPI at: wmoore@appienergy.com
Mandi Krack at mkrack@appienergy.com
Matt Shortall at mshortall@appienergy.com
The telephone is 800/520-6685
The website is www.appienergy.com

Add Cell Phone to Do Not Call List

In September 2005 cell phone numbers will be released to telemarketing companies. That means you will start to receive sales calls on your cell phone. Because of the way cell phone plans work, you will be charged for each of those calls.



If you want to prevent telemarketing calls, you can register your cell number on the *Do Not Call List*. From your cell phone call 888/382-1222 or go on line to register at www.donotcall.gov. Your number will be blocked for five (5) years.

New Members

Jerry Kohen
President
American Waste Unlimited, Inc.
2550 S. Soto St.
Los Angeles, CA 90023
Tel. 323/268-4210; Fax. 323/268-0856; Email:
americanwaseunlimited@hotmail.com

Harry Meier's Story Retold

Long time SMART member Harry Meier was recently featured in the local newspaper near Meier's hometown of Sarasota, Florida. The article recounts the stirring story of how Meier's family left Germany to escape Nazi threats in 1939, arrived in the United States on New Year's Day 1940 and then sent Harry back to Germany as a member of the American 71st Infantry Division in 1945.



Meier was a valuable member of the American forces. His ability to speak German earned him a Bronze Star when he was given control of 20,000 to 30,000 German prisoners waiting for a move to camps. Eventually Meier's language skills earned him a place in intelligence and reconnaissance. His job was to go out ahead of the troops and attempt to gather information about the enemy. During this period of service Meier earned a Purple Heart.

Meier's family had settled in Baltimore when they arrived in the United States. After serving in the military, Meier returned to Baltimore and began his career in the textile business at Schapiro and Whitehouse. He stayed there for 36 years until starting a company called Fab-Tech in 1983. Feb-Tech is currently located in Owings Mills, Maryland and owned by Robert Goode. Harry and his wife Jarri live in Florida and he is still a valuable member of the company.

SMART Polls

Watch your email for the chance to participate in SMART member polls. Your input will provide each poll a more complete picture. Questions so far have included: What is the biggest challenge to the profitability of your business today and a rating of your company's situation today compared with the previous six months.

Here are the results of the poll on the situation today as compared with previous six months:
improved – 54 %
about the same – 18%; and
worse – 27%.

The total responses on both questions were a small percentage of the total SMART membership. Look for the poll questions in your email from SMARTLine.

USTR's Publication on Foreign Trade Barriers

Each year The Office of the United States Trade Representative releases its 2005 National Trade Estimate Report on Foreign Trade Barriers (NTE), an annual report documenting foreign trade and investment barriers and U.S. efforts to reduce and eliminate those barriers.

"Eliminating trade barriers so that American workers, farmers, and businesses can have increased access overseas for our goods and services is one of USTR's core missions," said Acting U.S. Trade Representative Peter F. Allgeier. "The NTE report highlights many of the barriers, large and small, that Americans face around the world.

Every day, USTR works closely with other U.S. Government agencies to press our foreign trading partners to eliminate their barriers. "Consultations, negotiations and litigation are among the tools at our disposal, and we are using them aggressively to make sure that Americans are treated fairly," added Allgeier.

The NTE provides an account of barriers and unfair trade practices to American exports of goods, services, and farm products. Besides limiting opportunities for U.S. businesses and farmers, such barriers also undermine the benefits that foreign countries, particularly developing countries, see from trade liberalization. The NTE covers 61 major trading partners in each region of the world and profiles policies restricting market access.

In the past SMART has submitted information about countries that either have formal bans, or other restrictions in place that act as bans, on our member's products. These reports must be submitted country by country. For example, countries that have excessive tariffs, unreasonable licensing requirements, or outright bans on clothing must be singled out.

For example, in the 2005 edition under "Southern African Customs Union" South Africa is singled out and it clearly states:

"Used goods: Import permits are granted only if such goods or substitutes are not manufactured domestically, constituting a de facto ban on such goods. These restrictions are designed to protect domestic industries such as clothing, motor vehicles, machinery and plastics, but also restrict imports of low-cost used goods from the United States and Europe."

Background

The USTR works closely with the rest of the U.S. Government, including American Embassies, to prepare the NTE report, a document required by the Omnibus Trade and Competitiveness Act of 1988. The information in the report is gathered from the Administration's monitoring program and from the public and private sector trade advisory committees. These issues are also discussed in detail in meetings with Members of Congress throughout the year.

USTR is encouraging SMART to continue pursuing open and fair trade in all countries. If you are interested in providing specific information that can be submitted for the 2006 issue of the National Trade Estimate Report on Foreign Trade Barriers, please contact Bernie Brill at SMART.

New Passport Rules Delayed

An article in MeetingsNet Extra magazine reports the proposed requirement for Americans to show passports upon reentering the U.S. from Mexico, Canada and the Caribbean is expected to be set back one year to January 2007.

