



NewsLink

INFORMATION FOR BUSINESSES USING RECYCLED MATERIALS IN THEIR PRODUCTS

IN THE NEWS

What the media are saying about LinkUp partners

Several national trade publications profiled LinkUp partners in recent months.

Editorial power

In February, *BioCycle* editor Jerry Goldstein cited the LinkUp program, along with several other municipal programs, as important resources in creating markets for recycled products. "In [economic] times like these," said Goldstein in his editorial, "the value of programs like King County, Washington's LinkUp... should be acknowledged."

A local solution

In the March 2003 issue of *Independent Sawmill & Woodlot*, Jim Newsom of Urban Hardwoods discussed ways he markets local wood to his customers. In the story, Newsom gives LinkUp credit for "making connections I never would have made otherwise." This trade publication provides readers with information on sawing, drying, land management and new wood products.

A glass act

Glass artist Maria Ruano of Bedrock Industries was featured in the January/February 2003 issue of *In Business*. This bimonthly magazine targets entrepreneurs who are engaged in environmentally friendly businesses, such as recycling and sustainable practices. A four-page feature on the LinkUp program was also included in this issue.

Trade coverage

An article on Schuyler Rubber Company appeared in the February 2003 edition of *Harbour & Shipping*, a Canadian marine publication. The company was also profiled in January's *Scrap Tire News* and *Recycled Products Guide*.

Urban Hardwoods: Building a business on urban wood

Tucked under the First Avenue Street bridge in south Seattle, along a quiet stretch of the Duwamish River, is the no-frills woodworking shop of Jim Newsom.

Newsom, owner of Urban Hardwoods, builds high-end residential furniture and custom cabinets using trees cut down by Puget Sound area tree service companies, utility crews and building contractors. He mills the wood at his own facility, transforming about 90 percent of it into fine furniture and selling the rest to wood hobbyists and other furniture makers.

Encouraging new markets for urban wood waste is a priority for King County. "A lot of urban trees that are cut down are chopped for firewood, chipped for landscape mulch or disposed of in landfills," explains Erv Sandlin, LinkUp program manager. "Jim Newsom, on the other hand, recycles urban wood into quality products with high resale value."

Harvesting urban trees

Newsom has always been interested in giving new life to old wood. Early in his career, he collected driftwood from area beaches, turning the found wood into furniture and decorative items. Seven years ago, he launched JN Woodworking, and in 1999, he added a sawmill to his operation. Urban Hardwoods, begun last year, focuses on providing urban-sourced wood for his own furniture projects and for sale to other woodworkers.

According to Newsom, urban wood promises a bountiful supply. "In the past six months, the amount of urban wood I have on hand has grown tenfold," he says.

Much of this increase is due to a recent deal with the Seattle Housing Authority. "A new development at Rainier Vista sat on 30 acres," says Newsom. "Jeffrey



Jim Newsom, Urban Hardwoods, reclaims urban trees, transforming them into custom furniture and other hardwood products.

Saeger, construction project manager, read about me in the newspaper and realized that reclaiming those trees would be a good opportunity for both of us." That relationship netted him about 30 maples, oaks and other hardwoods.

Newsom is now in line for trees on a 130-acre housing project site in West Seattle.

A growing concern

To keep up with his expanding business, Newsom has added one employee and purchased a kiln to dry wood on site. He has also launched a website for his business (www.urbanhardwoods.com).

As a LinkUp partner, Urban Hardwoods is receiving both promotional and technical assistance. A media campaign resulted in several feature stories in local newspapers and national trade publications. The team also provided graphic design services.

NewsLink is published quarterly by the King County Department of Natural Resources and Parks, Solid Waste Division, as part of the LinkUp program. For information about LinkUp, contact Erv Sandlin at (206) 296-0233 or erv.sandlin@metrokc.gov, or go to <http://dnr.metrokc.gov/linkup>.

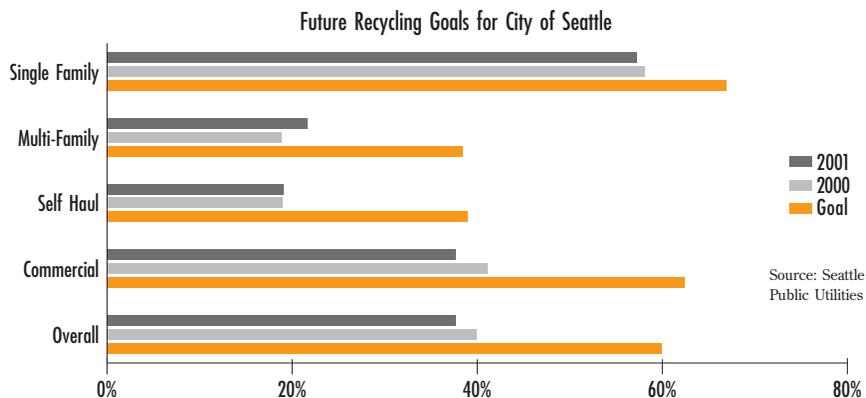
LinkUp seeks new partners for 2003

LinkUp provides eligible Puget Sound manufacturers with technical assistance and marketing support. To be considered for program participation, download an application form at <http://dnr.metrokc.gov/linkup> or call Erv Sandlin at 206-296-0233.

FAST FACTS

Seattle aims for 60% recycling

Seattle is hoping to boost its current 38 percent recycling rate to 60 percent. The proposed plan includes a food waste collection program for businesses, curbside recycling for more businesses and a ban on paper in garbage. Pending approval, programs will be phased in between 2004 and 2006.



SPOTLIGHT ON KING COUNTY

Manufacturer of recycled ceramic tile is latest partner

Quarry Tile Company, Spokane, Wash., is the newest LinkUp partner. The company manufactures Eco-Tile, made of approximately 70 percent recycled materials—recycled glass, recycled grinding paste from the computer industry and recycled soil/rock waste from the sand and gravel industry. The company uses mixed-color glass cullet from TriVistro Corporation, also a LinkUp partner. (See related story, below.) Glass cullet has been designated a priority material for market development by King County's Solid Waste Division.

The LinkUp team will help Quarry Tile find new markets for its Eco-Tile line. Team members may also provide market support and materials testing.

TriVistro: A Green Globe winner

TriVistro Corporation, Kent, Wash., received a 2003 Green Globe Award in April as a Leader in Market Development for Recyclable Materials. TriVistro converts low-value scrap glass from the King County recycling program into a variety of useful products, such as industrial

blasting abrasives, crushed glass filtration, colored glass aggregate for flooring and tumbled glass for home, garden and craft markets. The Green Globe Awards, sponsored by King County's Department of Natural Resources and Parks, recognize companies and individuals whose activities foster environmental stewardship by protecting the environment, managing natural resources and benefiting the community.

Tech grant to Y.K. Products

In December, Y.K. Products received a grant from Washington Technology Center to test the performance and environmental impact of U.S. Cold Patch, a dry, odorless compound containing up to 70 percent recycled asphalt used for patching potholes and other road-surface repairs. LinkUp is also supporting the study in part by offering financial assistance and by designating sites where engineers from Washington State University can field-test this innovative product. In the past two years, the number of companies, municipalities and state agencies using U.S. Cold Patch has more than doubled.

CHECK IT OUT!

SETTING SAIL

"Charting a New Course for Recycling" is the theme of this year's National Recycling Coalition annual congress and expo, scheduled for Sept. 14-17 in Baltimore. For more information, visit www.nrc-recycle.org or call 202-347-0450.

GREEN BUSINESS NETWORK

Learn how to strengthen environmental performance and the bottom line through information and resources provided by the Green Business Network, a service of the National Environmental Education and Training Foundation. Go to www.neef.org and click on "Green Business Network."

ALL ABOUT PLASTICS

Nearly 70 presentations will be offered at the World Plastics Showcase, slated for June 23-27 in Chicago. The triennial show is sponsored by Society of the Plastics Industry, Inc. For more information, go to www.npe.org or call 202-974-5235.

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King County
Department of
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Solid Waste Division
LinkUp Program
King Street Center, KSC-NR-0701
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