

ecomaine Recycling Plant Manager John Morin not only achieved record revenue from ecomaine's recyclables in FY 2017, he was also named Operations Manager of the Year by the Maine Resource Recovery Association.

ecomaine



Leadership

JOHN MORIN REVIEWS RECORD RECYCLING REVENUES

THIS YEAR, ecomaine surpassed its recycling sales revenue budget by \$1.4 million. Recycling Plant Manager John Morin shares the story behind these results.

What drove this record recycling return?

It was a strong year for recycling and scrap markets and we were able to get above-average pricing on our recycled paper. Quantity and quality also play a role, as do supply and demand.

When you have more volume you get better prices. That's the advantage of quantity.

We have a quality advantage, too—an industry-leading 7 percent contamination rate. That's half of the industry standard!

Our member communities put the right stuff in their recycling bins.

You won the Maine Resource Recovery Association Operations Manager of the Year award. What is the secret to your success as a Recycling Manager?

I set high expectations for my team and motivate them to deliver results by working

hard, safe and smart. We also know that to buy and sell you need to have relationships. I was first hired by Great Northern Recycling over a case of beer in 1992 and met many of our buyers years ago. Those relationships still help our business.

What makes ecomaine stand apart?

When you look at our DOs and DON'Ts for recycling, it surprises people how many things we take that others won't. Clamshell trays, for example. We have a buyer who accepts them with PET plastic. Any bale with clamshells is worth slightly less, but we want to keep as many recyclable materials out of landfills as we can. We see the bigger picture, and that lets us save towns money and save the environment.

