

What is Material Trader?

The Pennsylvania Material Trader web site, www.materialtrader.org, is a free on-line service offered by the Pennsylvania Small Business Development Centers to help promote the exchange of reusable materials which have traditionally been discarded. Operating under the premise that what may be "trash" to one company may be a "treasure" to another, companies with surplus or by-product materials can use Material Trader to connect with other businesses or organizations who can reuse these materials productively. Material Trader helps users reduce their disposal, purchasing and production costs.

The **Pennsylvania Small Business Development Centers (SBDCs)** work with small firms to help them compete and grow in today's highly competitive global economy. Combining the expertise of a professional staff with the resources of the state's best colleges and universities, the SBDCs provide high quality business management consulting, information, and educational programs that build small firms' capacities to compete in domestic and international markets. For more information and locations, visit www.pasbdc.org

Environmental Management Service Available

The PA SBDC Environmental Management Assistance Program (EMAP) provides the following confidential no-cost environmental and health and safety services to businesses:

- On-site waste minimization and energy efficiency assessments
- Assistance identifying and understanding environmental permits and compliance requirements
- Assistance preparing permit applications, forms and plans
- Assistance developing, financing, and commercializing new environmental technologies
- The First Stop newsletter and other business guidance
- Liaison to regulatory enforcement agencies
- Links to additional sources of technical and financial assistance

For more information, call our toll-free confidential hotline, 877.ask.EMAP or visit our website, www.askemap.org

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Small Business Development Centers
Helping businesses start, grow, and prosper.

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Environmental
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**There's
no cents
in wasting
materials.**

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The PA Material Trader is a service provided by the Environmental Management Assistance Program of the Pennsylvania Small Business Development Centers, a partnership funded, in part, by the Commonwealth of Pennsylvania, Departments of Community and Economic Development and Environmental Protection, the U.S. Small Business Administration and the participating colleges and universities. All programs and services are provided on a non-discriminatory basis. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA.

List it...

materialtrader.org

Who should use Material Trader?

Any business, industry, institution or organization seeking used items or feedstock materials... or those with surplus materials that are potentially reusable to someone else but have little or no market value (such as business overruns, seconds, outdated inventory, and empty containers).

How does Material Trader work?

Material Trader is available 24 hours per day, so it is always convenient to use. Simply log on to www.materialtrader.org to view categories of materials accepted. It is easy to submit an item to be listed or search the database for materials needed by your company or organization. Users can create new listings or search existing listings of available or wanted materials. All users posting listings must first register and provide basic contact information.

Are there any fees?

The Material Trader is a free service to any business, non-profit, or other organization. There are no fees for searching or listing materials. Listers have the option of requesting a nominal fee for the materials they post.

How is the Trade made?

Trades are handled directly between interested parties. Simply contact the person specified in the listing to make the necessary arrangements for pick-up and delivery.

...Find it!

We want to know when you make a successful trade! Please e-mail success@materialtrader.org or call us toll-free at 877.ask.EMAP with information about your trade.

What are the Listing Categories?

Materials that have the potential for reuse are grouped into categories for easy reference:

- Agricultural By-Products
- Ash
- Cardboard
- Chemicals
- Construction & Demolition Materials
- Computers & Electronics
- Equipment
- Glass
- Metals and Metal Sludges
- Oils and Waxes
- Paints & Coatings
- Paper
- Plastic & Rubber
- Sand
- Shipping Materials (drums, pallets, etc)
- Textiles
- Wood
- Miscellaneous