

RE: Summer's midpoint

It's hard to believe that it's almost the Fourth of July. Harder to believe that the Fourth marks just about halfway between the end of one school year and the beginning of the next. Once upon a time wasn't the Fourth the *beginning* of summer?

Approaching halfway to students coming back, I'd like to bring you up to date on IRN's surplus program and relief efforts in the Caribbean. Through the first surge of spring and summer projects, working on 103 different campuses, IRN has shipped more than 2 million pounds of furniture and equipment to relief and development projects in 2010. Most has gone to recipients in the Caribbean, but we've also shipped loads as far away as Armenia and Iraq.

So far, only small quantities have gone to earthquake victims in Haiti. Haiti's major port facilities were nearly destroyed by the January earthquake; since then most shipments that have reached the country have been urgent care supplies such as medicine, food and water, and basic shelter like tarps. With port facilities now opening up, there's a shift to long-term reconstruction, including much greater need for surplus from IRN and our clients. Starting now and for months and years, to come, Haitians will need literally thousands of shipping containers of furniture, building supplies, and other durable items.

In particular, there's vast need for beds and mattresses. Additionally, almost any furnishings from a residential setting, and seating, desks, and any other items that can be used to rebuild and outfit schools and classrooms. We know that many colleges see a late-summer surge in these items from renovations and furniture replacements before students come back, while others purge stored furniture that will not be needed or used in the new school year. If you have a project like this that will be generating furniture that needs to go away, we hope you'll call IRN rather than calling in dumpsters.

As always, we look forward to working with you. Please call or email ([mberry@ir-network.com](mailto:mberry@ir-network.com)) if you have any questions or would like to discuss a specific project. And enjoy the summer.

Best wishes,

Mark