



## Terrence Grady Joins Electronic Recyclers International to Head East Coast Sales

**Tuesday, Apr. 8 2008**

Electronic Recyclers International, the nation's leading recycler of electronics and e-waste, announced today that Terrence Grady has joined its staff as Recycling Specialist, overseeing sales efforts for ERI's East Coast operations.

With twenty-nine years experience as a sales management professional in the solid waste industry, including the last fourteen years as a municipal services manager for the New England area for Allied Waste Services, Grady brings to ERI a rich background in the commercial, industrial, and residential solid waste industry as well as a deep understanding of waste industry activities and issues relative to collection, disposal, and transportation.

"Having Terry join our team emphasizes our commitment to industry expertise on a coast-to-coast level," said John S. Shegerian, ERI's President and CEO. "He is known as one of the industry's leading problem solvers, and many years of first-hand experience, not only in relationship-building for this industry but also playing a key role in clarifying and resolving contractual and service issues with municipalities on behalf of the collection districts while negotiating new contracts and existing contract extensions. He really knows this industry inside and out. We are proud he's here and I'm confident his presence will help take us to yet another level as we continue to expand into other states around the country."

As Municipal Services Manager for Allied Waste Services' New England office, Grady oversaw and coordinated the bidding/proposal process for residential contracts for all collection districts within the states of New England and developed pricing models for all bids and proposals using operational, financial, and demographic data.

Grady sits on the Board of Directors for MassRecycle and has been a Massachusetts and New York member of the Solid Waste Association of North America since 1995. He is a four-time winner of the President's Club Award for Outstanding Achievement in Sales.