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# Metal recycling safety found lacking

by MIKE BRESLIN

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In metal recycling, management is naturally focused on production and profits – sometimes at the sacrifice of safety.

Employee, customer and visitor safety should be the number one priority. Unfortunately often times it is not, compared to other dangerous industries.

“I am ashamed to report that the refuse and recycling collection industry (SIC Code 5093) is the fourth deadliest industry in America, behind commercial fishing, logging and private plane pilots,” reported John Gilstrap, director of safety at the Institute of Scrap Recycling Industries (ISRI). ISRI represents more than 1,700 companies nationwide that process, broker and industrially consume scrap commodities, including metals, paper, plastics, glass, rubber, electronics and textiles.

“We kill workers at the rate of 41.3 fatalities per 100,000 workers. To put that in perspective, miners get killed at a rate of 15.8 per 100,000 workers. In other words, we are 260 percent more deadly than an industry that sends people a mile underground to deal with cave-ins and natural gas leaks,” said Gilstrap.

According to the 2012 ISRI Scrap Yearbook, in 2011 the U.S. scrap recycling industry processed approximately 135 million metric tons of scrap com-



Scrap copper hydraulic cutter area at Universal Wrecking, Bayville, New Jersey. Worker wearing proper PPE (face shield, work gloves and long sleeve jacket). Fire extinguisher is nearby.

modities valued at \$100 billion while directly and indirectly supporting nearly 460,000 jobs. That’s nearly a half million people exposed to high risk environments. Conduct an Internet search on “recycling accidents” to see the carnage that’s happening across the industry.

While all industrial processes involve risk, few operations are more potentially haz-

ardous than metal recycling. It involves both sharp and heavy objects being loaded and unloaded and heavy equipment, shearing, torching, breaking, chopping, crushing, compacting, bailing and shredding.

On the other hand, Gilstrap thinks that while the industry poses a number of potential hazards, none of them are inherently dangerous. “There are potential

hazards, but we need to embrace the notion that injuries are not necessary. Owners should recognize the fact that injuries are not a part of doing business and start managing their safety program with the same vigor they manage every other element of their business.”

Gilstrap wants the four basic elements of management **See METALS SAFETY, Page 8**

# Arrests made in trash hauling scheme

Preet Bharara, the United States Attorney for the Southern District of New York, George C. Venizelos, the assistant director-in-charge of the New York Office of the Federal Bureau of Investigation (FBI), and George N. Longworth, the commissioner of the Westchester County Police Department announced the unsealing of charges against 32 individuals as part of a multi-year investigation into organized crime’s alleged continuing control of large aspects of the commercial waste-hauling industry in the greater New York City metropolitan area and in parts of New Jersey.

The main indictment charges 12 defendants under the Racketeer Influenced and Corrupt Organizations Act (RICO) for conspiring to participate in a racketeering enterprise that asserted illegal and extortionate control over commercial waste-hauling companies, and 17 other defendants with individual acts of extortion, loansharking and other crimes associated with those activities. The charges are

contained in three indictments, United States v. Franco, et al., United States v. Giustra, et al., and United States v. Lopez.

Manhattan U.S. Attorney Preet Bharara said, “As alleged, organized crime still wraps its tentacles around industries it has fed off for decades, but law enforcement continues to pry loose its grip. Here, as described in the indictments, organized crime insinuated itself into the waste disposal industry throughout a vast swath of counties in New York and New Jersey, and the tactics they used to exert and maintain their control come right out of the mafia playbook – extortion, intimidation, and threats of violence. And while these accused mobsters may have hidden themselves behind seemingly legitimate owners of waste disposal businesses, law enforcement was able to pierce that veil through its painstaking, multi-year investigation. Organized crime has many victims – in this case small business owners who pay for waste removal, potential competitors and



—U.S. Attorney Preet Bharara

the communities infected by this corruption and its cost. Organized crime is in a losing battle and we and our law enforcement partners remain committed to its extinction.”

The following allegations are based on the indictments and statements made in Manhattan federal court:

Twelve of the defendants, who are members and associates of three different **See WASTE CRIME, Page 4**

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## RecycleMania kicks off 2013 recycling competition

RecycleMania is back in action as college campuses compete to see who can reduce, reuse and recycle the most on-campus waste. For an eight week period, running alongside the NCAA basketball tournament, colleges and universities take part in a competition that increases recycling participation by students and staff, while raising awareness about waste reduction programs on campuses.

RecycleMania will run through March 30, 2013, with the involvement of 523 schools, more than 4.4 million students, and nearly 1 million faculty and staff participating in 47 states, the District of Columbia and Canada. New York has the best representation with 38 colleges participating, followed by Texas and Pennsylvania. The list of institutions taking part is diverse, ranging from Tulane University to Washington State University to Harrisburg Area Community College in Pennsylvania.

Schools compete in 11 categories to see which can recycle the most paper, cardboard, cans and bottles, and food waste on a per capita basis; which can produce the least amount of waste; and which

recycles the largest percentage of their overall waste stream. In one of two new categories – Game Day: Basketball – schools are challenged to increase their recycling and reduce waste generation at a single home basketball game. A second new category targeting film plastics will call attention to the recyclability of items such as dry cleaning bags, shrink wrap and shopping bags.

Colleges and universities choose which categories to participate in and have flexibility to compete in the formal rankings or go at their own pace in a less formal “Benchmark” division. Each week schools record how much was recycled or thrown out and the standings are regularly updated.

In 2012, 92 million lbs. of recyclables and organic materials were recovered, which prevented the release of nearly 150,000 metric tons of carbon dioxide equivalent. This reduction in greenhouse gases is comparable to the annual emissions from more than 25,800 passenger cars; electricity use of more than nearly 16,400 homes; or the burning of nearly 705 railcars’ worth of coal.

## Baja, California celebrates urban composting center

The U.S. Environmental Protection Agency (EPA), the Border Environment Cooperation Commission and the Municipality of Tijuana celebrated the opening of the Urban Composting Center in Tijuana, Mexico.

This is the first center of its kind on the Mexican side of the border region. The compost center will produce about 150 tons of compost in its first year which will be used to plant trees and nurseries throughout Tijuana.

The center was funded through a \$73,000 Border 2012 grant to Tijuana Calidad de Vida, a non-governmental organization, creating a partnership with Tijuana’s Municipality to develop landscape grade compost from landscape cuttings supplied by the municipality.

An additional \$20,000 under the new Border 2020 Program will be used to increase municipal capacity and raise community awareness on the benefits of composting and a path to zero waste.

The Urban Composting Center will be used to build municipal expertise on compost practices, as well as an educa-

tional venue to increase public awareness about composting as a practice to divert reusable, organic material from landfills.

Some of the grant money will go towards the development of a compost practice manual for distribution throughout the border region, a website with composting information resources and workshops for the city, community and other institutions to learn about composting practices. Many of the educational tools and resources were developed in collaboration with the City of San Diego, through the shared U.S.–Mexico Border partnership.

The Miramar Greenery composting facility in San Diego, California, for example, hosted several Mexican officials and advised the new center on institutional composting practices. The Urban Composting Center has already trained more than 170 individuals from various institutions to educate the public on how composting is used to redirect food, landscape and other organics from dumps and landfills.

## New Orleans hosted greenest game in Super Bowl history

It was the “greenest” game in Super Bowl history. The New Orleans Host Committee’s (NOHC) Environmental Committee worked for more than two years to implement a variety of environmental initiatives designed to green the game, the fans and the community of New Orleans.

Initiatives surrounding greening the Super Bowl game itself focused specifically on the venues and included:

•**Recycling:** All major Super Bowl venues offered recycling. Additionally, the NOHC Environmental Committee and Second Harvest Food Bank recovered unused food items from Super

Bowl events to donate to local nonprofits. They also teamed up with the Green Project and Repurposing NOLA to reclaim Super Bowl banners, displays, signage and other promotional items, which will be manufactured into a myriad of souvenir items, such as tote bags, wallets and shower curtains.

•**Transportation:** Convenient and free bike valet parking services were provided at the NFL Experience. Additionally, the NOHC Environmental Committee offered a Bike Share pilot program during Super Bowl week with bike checkouts at several convenient downtown locations.

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# Waste crime

■Continued from Page 1

organized crime families of La Cosa Nostra (LCN) – the Genovese, Gambino and Luchese Crime Families – are charged with participating in a RICO enterprise in which they worked together to control various waste disposal businesses in the New York City metropolitan area and multiple counties in New Jersey.

The Waste Disposal Enterprise was a criminal organization the members of which engaged in crimes including extortion, loansharking, mail and wire fraud, and stolen property offenses. Carmine Franco, Anthony Pucciarello, Howard Ross, Anthony Cardinale, Peter Leconte, Frank Oliver, Charles Giustra, Dominick Pietranico, Joseph Sarcinella, William Cali, Scott Fappiano and Anthony Bazzini (Enterprise members) were leaders and members of the Waste Disposal Enterprise who committed crimes as part of the racketeering conspiracy in order to accomplish the Enterprise's goals of enhancing its power, financially enriching its members and keeping its victims – including small business owners and potential competitors – in check by threatening economic and physical harm.

Waste Disposal Enterprise members avoided any official connection to the waste disposal businesses they controlled because they were either officially banned from the waste hauling industry, or unlikely to be granted the necessary licenses required to do business in the waste hauling industry because of their affiliations with organized crime. Accordingly, Enterprise members concealed themselves behind waste disposal businesses that were officially owned and operated by

non-Enterprise members (Controlled Owners), who were able to obtain the necessary licenses because they had no known affiliations with organized crime. Ultimately, Enterprise members exerted control over these waste disposal businesses by, among other things, dictating which trash pick-up stops that a particular hauling company could use and extorting payments in exchange for protection by individuals associated with organized crime. By asserting and enforcing purported "property rights" over the trash pick-up routes, the Enterprise members excluded any competitor that might offer lower prices or better service, in effect imposing a criminal tax on businesses and communities. Separately, some of the Controlled Owners were also committing crimes, including stealing property of competing waste disposal businesses and defrauding businesses of their customers.

The operation of the Waste Disposal Enterprise was coordinated by and among factions of the LCN families through the use of "sit-downs" to determine which faction would control a particular waste disposal company and established the financial terms upon which control of that company could be transferred from one faction to another in return for payment.

During the time period alleged in the indictment, Enterprise members extorted a Controlled Owner, who, unknown to them, was a cooperating witness (CW). The CW incorporated a waste removal company (CW Company) that ultimately was controlled by a number of different factions of the Waste Disposal Enterprise.

At various times, the CW Company was under the control of Carmine Franco, a Genovese crime family associate who was banned by New Jersey authorities from maintaining any involvement in the waste

hauling business in that state due to prior criminal convictions. A Genovese crime family crew based principally in Lodi, New Jersey (Lodi Crew), which included Genovese Family soldiers Anthony Pucciarello and Peter Leconte, as well as Genovese family associates Anthony Cardinale, Howard Ross, and Frank Oliver, subsequently wrested control of the CW's waste company from Franco, and further extorted the CW for weekly payments for "protection" from other LCN factions. In addition, at various times, a different faction of the Genovese crime family – led by Genovese soldiers Dominick Pietranico and Joseph Sarcinella – and a Gambino crime family crew – including Gambino family soldier Anthony Bazzini and associate Scott Fappiano – controlled the CW's waste hauling company.

In addition to the 12 defendants charged as members of the Waste Disposal Enterprise, 17 of the defendants are charged with carrying out various illegal activities in relation to the waste hauling industry. These illegal activities include: extortion, mail and wire fraud conspiracy, and interstate transportation of stolen property.

U.S. District Judges P. Kevin Castel, Colleen McMahon, and Laura Taylor Swain have been assigned to this case.

The case is being prosecuted by the Office's Organized Crime Unit. Assistant U.S. Attorneys Arianna R. Berg, Natalie Lamarque and Brian R. Blais are in charge of the prosecution. Assistant U.S. Attorney Martin S. Bell of the Office's Asset Forfeiture Unit is responsible for the forfeiture of assets.

The charges contained in the indictments are merely accusations, and the defendants are presumed innocent unless and until proven guilty.

# Microsoft sues E-Waste Harvesters of Phoenix

The Microsoft Corporation, based in Washington, is suing a Phoenix based electronics recycling company, E-Waste Harvesters in federal court, claiming that the company has been selling and distributing unauthorized copies of its software, according to the complaint.

E-Waste Harvesters, Inc. and its owner, Earl Campbell, have been accused of selling refurbished comput-

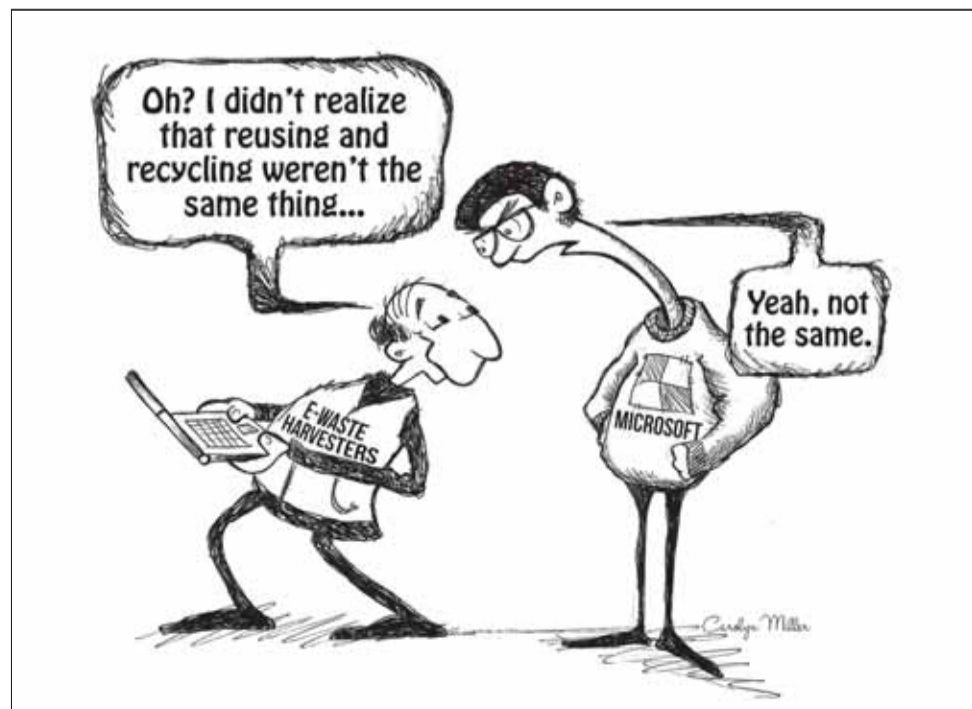
ers that contain illegal copies of Microsoft's old and outdated Windows XP operating system.

In June 2012, Microsoft warned E-Waste Harvesters that they violated copyright and trademark laws to make copies of Microsoft programs. E-Waste Harvesters were caught distributing an illegal copy of Windows XP in September 2012 (after the warning), according to the complaint.

The case is being heard at the U.S. District Court of Arizona in Phoenix.

Microsoft is asking for damages, injunctive relief and all the profits made off illegal sales of Microsoft products.

For a direct link to a copy of the complaint, view this article on [www.AmericanRecycler.com](http://www.AmericanRecycler.com).



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## New Mexico recycling industry could add 5,000 jobs

Many people associate recycling with something that is good for the environment, but not many realize the number of jobs created and what a significant economic driver the recycling industry plays in each state and country. In fact, nationally the recycling industry represents more jobs than the car manufacturing industry. A general rule of thumb is that for every landfill job there could be 10 recycling jobs for that same amount of material handled. The recycling industry is a \$236 billion industry compared to the \$45 billion waste industry.

A new report released by the New Mexico Recycling Coalition (NMRC) details the estimated number of jobs in the recycling industry and predicts how many jobs could be gained through increased recycling activities. It is estimated that close to 5,000 new direct, indirect and induced jobs will be created in New Mexico when the state recycling rate reaches 34 percent.

With recent investments and commitments made in both rural and urban areas, New Mexico is poised to meet this goal. Recycling activity is measured by the New Mexico Environment Department: Solid Waste Bureau, which calculates the state's 2011 recycling rate at 21 percent of the municipal solid waste stream. That rate has had a 16 percent average annual increase over the previous 5 years. If this trend continues, reaching the national average of 34 percent could be attained by 2015.

Jobs in recycling are created in four different sectors: collection, processing, manufacturing and reuse. First, the material must be collected. Then the material is processed at a facility for sale to the end-markets. The material then becomes part of the manufacturing sector, becoming a new product made from recycled-content material. The fourth sector is the reuse industry. The majority of jobs in the collection and reuse sectors remain in state. Jobs in the processing sector occur both in-state and out-of-state, and currently manufacturing jobs primarily take place out-of-state and even out-of-country.

The report was conducted as part of NMRC's multi-tiered Rural Recycling Development project funded by a Department of Energy grant. The report sheds light on the value of recycling activity as an economic driver and provides case studies of how communities can reach higher recycling rates. It also describes small-scale economic development niche business models suitable for New Mexico.

*"Look, kid," the coach said, "you know the principles of good sportsmanship. You know the Little League doesn't allow temper tantrums, shouting at the umpire or abusive language."*

*"Yes, sir, I do know."*

*"Good. Now would you please explain that to your mother?"*



# THIS IS HOW IT ALL STACKS UP

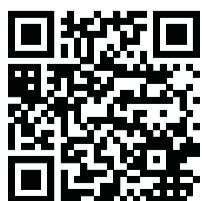


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# Keep America Beautiful receives \$1 million grant

Keep America Beautiful (KAB) received a \$1 million donation from the Lowe's Charitable and Educational Foundation (LCEF) to support the national nonprofit's mission to build and sustain vibrant communities. This is Lowe's second \$1 million contribution to Keep America Beautiful to engage volunteers to take action to benefit local communities across the country.

The Lowe's Community Partners grant will support more than 100 community improvement initiatives in 2013, ranging from creating community gardens and augmenting recycling programs to planting trees and leading disaster restoration projects.

The national nonprofit will directly solicit its affiliates for grant applications beginning in February.

The grant encourages KAB affiliates to engage with their local Lowe's Heroes program, a company-wide volunteer initiative that offers Lowe's employees the opportunity to work on projects in their own community, thereby furthering KAB's mission of making communities cleaner, greener and safer places to live, work and play.

"Last year was our first year working with Keep America Beautiful, and we've learned a lot about our shared passion for making communities clean, green and safe," said Marshall Croom, chairman of the Lowe's Charitable and Educational Foundation. "The projects completed in 2012 by our Lowe's Heroes and Keep America Beautiful vol-

unteers will have a lasting impact on communities across the country for years to come. We can't wait to roll up our sleeves and get to work with KAB in 2013."

Highlights of projects from the 2012 grant cycle included:

- Keep America Beautiful - Topeka and Shawnee County used its Lowe's grant to replant, re-paint, rebuild and renew Harveyville after a tornado devastated the Kansas community in 2011.

- In another restoration project, the City of Arlington, Texas, worked with Keep Arlington Beautiful and more than 500 volunteers to plant 1,000 trees at residential homes struck by tornadoes.

- The Ft. Knox Military Families Community Garden was a project inspired by the Governor's Garden Initiative of the Commonwealth of Kentucky. The Lowe's grant funded a one acre vegetable and ornamental garden that was planted in the spring of 2012 to introduce military families to edible gardening, and environmental and nutritional education.

- Keep Columbus (Ohio) Beautiful worked with 85 Lowe's Heroes and 600 additional volunteers to improve the storefronts of merchant properties on a 2-mile stretch of a Columbus business district. And in Houston, more than 100 Lowe's Heroes joined Keep Houston Beautiful to create a butterfly-themed natural play area in the Alief Community Garden.

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# US Composting Council names award winners

Urban agriculturist, composter and food justice advocate Will Allen of Growing Power was recognized by the United States Composting Council (USCC) for his outstanding service to the composting industry through grassroots efforts by being named the 2012 recipient of the H. Gregory Clark Award.

Allen said he was honored to be recognized by an association of professionals who, like himself, understands "it's all about the soil." The H. Clark Gregory Award is given to an individual who has displayed outstanding service to the composting industry through various grassroots efforts, including backyard composting, vermi-composting or public or end user education.

Also recognized at the awards luncheon was compost pioneer Francis Gouin, Ph.D., of the University of Maryland (retired), as the 2012 recipient of the Hi Kellogg Award for outstanding service to the composting industry. Gouin is a nationally and internationally recognized scientist and extension specialist in the area of compost use and environmental horticulture. During his career he served as chair of the Department of Horticulture and Landscape Architecture at the University of Maryland, authored hundreds of papers, articles and newsletters and developed the Master Composters Program in conjunction with the Master Gardeners program in Maryland.

Jeffrey Ziegenbein, of Inland Empire Regional Composting Authority (IERCF), received the 2012 Composter of the Year Award for excellence in compost production and marketing. The IERCF was constructed in a retrofitted IKEA warehouse, processes 200,000 wet tons of organic material per year and is the largest indoor composting facility in North America.

# Stericycle accused of overcharging

New York Attorney General Eric T. Schneiderman announced a \$2.4 million settlement with Stericycle, Inc., for improperly overcharging nearly 1,000 New York government entities, including police and fire departments, rescue squads, schools, jails and hospitals all over the state. Since 2003, Stericycle implemented a plan to charge automated price increases (APIs) without giving any notice to these customers and in violation of the contract terms.

As a result of the Attorney General's settlement, every impacted government entity will receive a check from Stericycle covering 100 percent of the overcharged amount, over \$820,000 in all. In addition, under the agreement, Stericycle will permanently discontinue APIs to the New York government customers covered by the settlement and provide notice and opportunity to opt-out before any future rate increases of any kind.



**"We're buying our 8th piece of Al-jon equipment to help us keep up with growth."**

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"Customer demand led to our purchase of a second 580. Even with the efficiency of one machine, we couldn't keep up with requests from new customers. When they discovered how efficient we were, they kept giving us more business. That's why we're buying a third 580," says Don.

"We tried another brand once," explains Lynn. "It cost a fortune for parts. Their service department was horrible and no one was helpful or cared about anything. Needless to say, we gathered our wits, embraced our Al-jon tradition and never looked back."

Over the past 16 years, Cascade has purchased eight Al-jon machines, which helped grow the business. "We never thought we would achieve what we have," states Lynn. "They have always gone over and above to make sure we had what we needed. If we have achieved some measure of success it was, in part, because of our relationship with the folks at Al-jon."

**Lynn & Don Roemer**

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# Metals safety

■Continued from Page 1

applied to safety. Establish a goal, communicate the goal to others, put a plan in place and assess the plan periodically.

“You can certainly set goals that are attainable, but they shouldn’t start with ‘zero accidents.’ Goals need to be set as positive achievements, not as the absence of a negative outcome. If you set zero accidents as a goal and then someone gets hurt, what have we learned? Even if the goal is achieved, we won’t know what we did to achieve it. All too often, we set ‘zero accidents’ as a goal because it’s easy to say, even for those who believe that accidents are inevitable. That’s also why supervisors who tolerate unsafe actions on their watch are rarely penalized in a meaningful way. By setting a goal that no one believes in the first place, no one is surprised when the safety goal isn’t met. It’s an entirely different standard for goal setting than is used for any other element of the management model.”

“If we’re serious about establishing a culture of safety, however, we can set meaningful and measurable safety goals. For example, if you realize you are having a hard time getting workers to wear personal protective equipment, set a goal for 90 percent compliance with hard hats and safety glasses as measured by safety observations. If you don’t reach that goal then there should be consequences in the supervisory chain. Once one goal is achieved, you can always proclaim victory and then establish a new goal, a new safety target. This process forces a conversation about safety at the highest levels of an organization and gives it an equal place at the management table.”

Today more than ever, managers have to be concerned with Occupational Safety and Health Administration (OSHA) rules

and regulations, but compliance should not drive the focus of the safety program. “OSHA is largely a performance based standard, to provide a safe and healthful workplace for employees,” said Gilstrap. “If you allow regulatory compliance to drive your goal setting you can end up with a lot of training records that do not necessarily reflect effective training and programs that don’t make the place safer. If, on the other hand, you start with a dedication to safety for safety’s sake, and you take the needs of the employees seriously and you train them effectively you have a much stronger safety program that will also comply with the regulations. Motivation is important.”

Gilstrap reported that he is seeing a much more aggressive interpretation of OSHA regulations under the current administration. Under past administrations, if an OSHA compliance officer found that a company did inadequate training for lead exposure, for example, the company would receive a single fine for the company-wide violation. Now, however, the company may be fined separately for each employee not receiving the proper training, thereby multiplying the number of fines.

An OSHA spokesperson said “Enforcement is just one of a range of tools OSHA uses to encourage employers to meet their responsibility to provide safe workplaces to their employees. For the majority of employers who want to meet or exceed these requirements, OSHA offers programs that help them abate their hazards and that recognize employers with the best injury and illness prevention programs. For some employers, it is only the threat of an inspection that motivates them to call for free compliance assistance. In the last several years, we have made strong, fair, and effective enforcement one of OSHA’s prime objectives. We have improved inspection targeting and hold the worst of the worst

employers accountable for their actions through our Severe Violator Enforcement Program. We will continue to conduct rigorous, targeted inspections so no employer will think that it is acceptable to expose workers to serious health or safety hazards.”

OSHA’s Scrap Metal Recycling page provides information on how to prevent workplace injuries, illnesses and deaths. In addition, OSHA has a number of publications, fact sheets and web pages that can provide information and training. For example, fact sheets and websites on proper machine lock out/tag out procedures.

American Recycler News also spoke with Bill Rouse at PK Metals, headquartered in Coram, New York. Rouse is quality, environmental, health and safety manager at PK with 22 years experience in safety. With approximately 80 employees, PK Metals is a private, family operated company that has been handling recycling needs for large corporations, governmental agencies, utilities and the general public since 1979.

Rouse participated in creating the ISRI Safety Manual, a 142 page document that provides a comprehensive template for a company to create its own safety program and manual. Rouse is also a member of ISRI’s, Safety & Environmental Council, a group of about 140 industry pros working to build best management practices.

Ironically, Rouse reported that PK does not have a safety manual per se, rather a strong safety program. His veteran experience is well worth noting: “Obviously the goal of our safety program is to control accidents. As part of our management system, we evaluated all of the processes that we do and we have a footprint to put those processes on. Then we take that and figure out what are the all potential hazards that can happen within the yard. Off those potentials, we ask does it affect that process. If it does, we need to figure out how we are


going to control that hazard. Obviously, the first choice is to try to engineer-out the hazard. Other than that you rely on training, personal protection equipment (PPE) and company policies. That would be the hierarchy for safety at any company.”

“A manual is nothing; it’s all about the program. It’s all about getting your employees to buy into it, make sure they wear their personal protective equipment, make sure they are following lock-out, tag-out procedures and wear respiratory protection when necessary. If you get buy-in from your employees, the enforcement part doesn’t really happen.”

PK holds departmental safety meetings at least weekly that run anywhere from half an hour to an hour. It’s an opportunity for each department to sit down and talk about problems that happened during the week. Meetings are led by supervisors and Rouse often sits-in to hear what’s going on and how the company can help. “I always tell them it does no good for me to walk around with an inspection card once a month and see the same thing a month later and find that they have been operating dangerously for 30 days. Our employees are the ones that report most of the hazards.”

Rouse believes it’s all about building a safety culture – a culture within a company where employees buy in to the safety program and fully understand the potential hazards and the possibility of death.

“Unfortunately, getting the whole company to buy into it requires somebody to be disciplined at some point. For instance, you just can’t walk around without safety glasses; otherwise you don’t have a job. I tell everyone when I hire them that I would rather fire you than hurt or kill you. So don’t put me in that position where I’m firing you and make me feel bad about it,” Rouse ended.



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## ALTERNATIVE ENERGY

# Juhl to install wind energy facility for Ohio Honda Plant

Juhl Wind, Inc. entered into an agreement with Honda Transmission Mfg. of America, Inc. to develop, install and operate two utility-scale wind turbines that will generate electricity for the plant in Russell's Point, Ohio.

Juhl Wind is providing full development services along with construction management of the \$8 million project, which is scheduled to be completed in 2013. Juhl acquired the development asset from Boulder, Colorado-based NexGen Energy Partners in 2011, and Juhl is expected to take ownership in the project under its Juhl Renewable Asset subsidiary. Juhl will be providing oversight of the construction and ongoing operation of the turbines.

Once the turbines begin operating later this year, the Honda transmission plant will be the first major automotive manufacturing facility in the United States to obtain a substantial amount of its electricity directly from wind turbines located on its property. The turbines, with blades approximately 160' long, will be installed

on 260' towers on Honda Transmission property, which is suited for a maximum of 2 wind turbines.

An evaluation of the project shows that renewable energy from the 2 wind turbines will supply approximately 10 percent of the plant's electricity, while also reducing CO2 emissions. Studies commissioned by Honda Transmission indicate that wind-generated power is a cost-effective source of electricity for the plant, and that the project will not adversely impact local wildlife or the environment.

Globally, Honda has established voluntary goals to reduce the environmental impact of its products and manufacturing operations by 2020. This includes a 30 percent reduction in CO2 emissions from Honda products, and significant CO2 reductions from the company's plants and other operations, compared with year 2000 levels. To achieve these new environmental targets, Honda is accelerating its efforts to advance the environmental performance of its products and operations throughout its North American Region.

# Philadelphia and Veolia Energy complete green steam project

Veolia Energy North America commemorated the completion of the company's multi-million dollar investment in its Philadelphia district energy network to convert it to 100 percent "Green Steam." The Green Steam project featured the installation of two new rapid-response boilers and an expansion of Veolia Energy's natural gas pipeline, which in turn will reduce the city's carbon footprint, while improving the long-term cost competitiveness of the network, supporting the city's central business and university city districts.

During a ribbon-cutting ceremony to commission the new boilers and the completion of the pipeline expansion, Veolia Energy officials were joined by the Honorable Michael A. Nutter, along with several other state and local leaders, who reflected on several of the project's benefits including the significance of the associated greenhouse gas emission reduction. The

Green Steam project will further reduce the carbon footprint of Philadelphia by 70,000 metric tons per year.

Veolia Energy has invested capital to upgrade Philadelphia's district energy infrastructure, which is the third largest district energy system in the United States.

In Philadelphia, Veolia Energy's district energy network serves more than 500 buildings from three steam production facilities and one chilled water facility. Veolia's 163 MW cogeneration / combined heat and power facility is an efficient plant that recycles the waste heat from its power generation process into useful thermal energy. The simultaneous production of electric power and steam significantly reduces the resulting air emissions and the total amount of fuel burn that would otherwise be required from the separate production of these two forms of energy.

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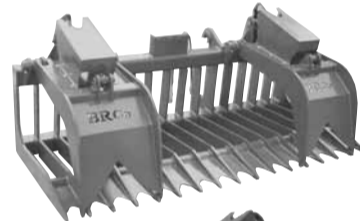
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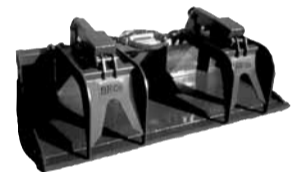
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## INTERNATIONAL

## Pakistan legislates to make disposable plastic products oxo-biodegradable

Symphony Environmental Technologies plc, a company in advanced plastic technologies, welcomed legislation in Pakistan which prohibits the import, manufacturing, stockpiling, trade, supply, distribution, sale and use all disposable plastic products made wholly or substantially of polyethylene or polypropylene or polystyrene – unless they are oxo-biodegradable.

The legislation – the Prohibition of Non-degradable Plastic Products (manufacture, sale and usage) Regulations 2013 was announced January 31, 2013 by the Federal Minister for Climate Change, and compliance is required in the federal territory as of April 2013.

The law prohibits not only the manufacture of conventional disposable plastic products in Pakistan, but also prevents them being imported into Pakistan. This means that all companies anywhere in the world exporting disposable plastic products to Pakistan made from or packaged in conventional or bio-based PE, or PP, or in PS must make and/or package them in future with oxo-biodegradable plastic technology from a supplier registered with the Pakistan government.

Symphony is bringing this to the urgent attention of their distributors serving more than 90 countries around the world.

Michael Laurier, chief executive officer of Symphony, said, “This legislation is an important step forward for Pakistan in protecting its cities, lands, waterways and coasts from the blight of plastic pollution, because it is not possible to collect or control all of the plastic, which would otherwise lie or float around in the environment for decades. The government of Pakistan has not banned plastic altogether, as it is a low-cost material essential for everyday living, and for protecting food from damage and contamination.

In his briefing, the Minister said that the Pakistan Environmental Protection Agency (PAK-EPA) had considered different options to deal with the plastic bag issue, which included a complete ban on plastic bags; or the introduction of photo-degradable plastic bags; hydro-soluble plastic bags; or oxo-biodegradable plastic bags. They recommended that oxo-biodegradable technology should be used. The Minister added that the Ministry of Environment had held meetings with the Plastic Bag Manufacturers Association and with users and exporters and that a consensus had been reached on oxo-biodegradable technology.

The Minister continued that “Plastic bags made with this technology if left in open air or water absorb oxygen, which gradually weakens the internal bonds of the plastic material thereby

allowing biological degradation to take place. Finally the bag will vanish leaving behind humus (a non-toxic product).”

The Minister said that a report by PAK-EPA showed that in 2004 about 55 billion plastic bags were being manufactured and consumed annually in Pakistan and that if current trends continued consumption would reach 112 billion by 2015.

The report said that more than 8,000 plastic bag factories were operating in the country. The Minister noted that “oxo-biodegradable technology is simple and needs no alteration in machinery nor in the manufacturing process. A small quantity of olefin-based additive is mixed with the raw material (granules) to develop biodegradable properties in plastic.”

The Minister concluded by saying “PAK-EPA has approached local and multinational companies and users to promote oxo-biodegradable plastic bags, and the Lahore and Karachi Chamber of Commerce held workshops on biodegradable plastics to create awareness among entrepreneurs. Because of these efforts, a number of users like; Dawn Bread, KFC, McDonalds, Hyper Star, Sazgar, DHA, ICI Polyester, MENU etc. have started using oxo-biodegradable plastic bags as part of their social responsibility.”

## PLASTICS

## Klean Industries to recover valuables from waste plastic

Klean Industries Inc., a Canadian Energy Solutions Company will collaborate with The Dow Chemical Company to recover energy, chemicals and oil from end-of-life waste plastics that would otherwise be sent to landfill. This supports Dow’s drive to improve the sustainability profile of plastic packaging, its plans to collaborate with Klean on the possibility of developing low impact recovery facilities across North America.

The two companies have extended a three year letter of intent which allows them to combine proprietary technologies, knowledge and resources to provide solutions for end-of-life mixed plastics. The recovery of waste plastics for their energy value provides an opportunity to reduce dependence on fossil fuels while recovering a valuable resource. Klean’s advanced thermal conversion technology, which has been developed and used commercially in Japan captures the inherent value in oil rich packaging plastics.

With millions of tons of end-of-life plastic currently being landfilled and the ability to recover approximately 950 liters of oil (depending on the plastics) from a ton of mixed plastic waste, Klean believes there is potential for many such facilities around the globe. In addition to mechanical recycling there is a need for complementary methods to reclaim value from used packaging and there is a tangible market opportunity to increase the sustainability of end-of-life plastic packaging.

Klean proprietary technologies have been in commercial operation for over 30 years and are able to process a wide variety of polymer waste such as plastics and tires and other post-industrial materials. Oil based waste streams such as end-of-life plastics are converted into high grade liquid fuels, syngas, electricity and nano-scale carbon black fillers that are compatible with customers’ existing end uses and product formulations, making these products simple to integrate into new or existing products throughout the supply chain. These products help companies achieve sustainability goals, while helping manage the high cost of non-renewable raw materials.

“Dad, dad!” cried Philip, as he arrived home one evening. “I think I’ve been selected for the school football team.”

“That’s good,” said his father. “But why do you only think you’ve been selected? Aren’t you sure?”

“Well,” replied Philip, “it’s not been announced officially, but I overheard the football coach tell my teacher that if I was on the team, I’d be a great drawback.”



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## New Zealand's EnviroWaste acquired

Cheung Kong Infrastructure Holdings Ltd. has signed a sale and purchase agreement to acquire New Zealand waste management business EnviroWaste for \$411 million, plus \$9 million of assumed debt from Ironbridge.

Ironbridge originally acquired EnviroWaste from Fulton Hogan in April 2007, paying \$365 million for the asset.

The acquisition from Australian private equity firm Ironbridge, gives Cheung Kong infrastructure ownership of landfill sites, recycling depots and technology that captures methane gas for power generation in New Zealand.

## IP forms new entity with Grupo Orsa

International Paper and Brazilian corrugated packaging producer Jari Celulose, Embalagens e Papel S.A., a Grupo Orsa company, have finalized the formation of Orsa International Paper Embalagens S.A. The new entity, in which IP will hold a 75 percent stake, includes 3 containerboard mills and 4 box plants. The value of IP’s investment is approximately \$470 million at today’s exchange rate.

## WASTE

### Chemical Waste Management receives fine for waste violations

The Oregon Department of Environmental Quality has issued \$18,400 in penalties to Chemical Waste Management of the Northwest Inc. for permit violations at its hazardous waste treatment, storage and disposal facility in Arlington.

The facility, which accepts hazardous wastes from throughout Oregon, the Northwest and beyond, operates under a DEQ-issued hazardous waste treatment, storage and disposal permit. As part of the facility, the company operates an organic recovery unit, which treats soil and other media contaminated with petroleum products and other organics by indirectly heating the media to vaporize the contaminants.

DEQ learned of the violations after the company conducted an extensive, voluntary environmental audit and reported violations, as required in the permit, to DEQ.

Permit violations included:

- Failing to ensure that hazardous waste sludge generated from the facil-

ity's organic recovery unit met land disposal restrictions.

- Failing to comply with permit conditions for operation of its organic recovery unit. Specifically, the company failed to monitor for leaks in the unit by failing to properly calibrate leak detection equipment.

- Failing to comply with requirements outlined in its waste analysis plan for sampling wastes treated in the organic recovery unit. (DEQ did not assess a penalty for this violation.)

DEQ issued the penalties because strict adherence to terms of hazardous waste treatment, storage and disposal permits is necessary for facilities handling such waste to ensure that the waste doesn't pose a threat to public health or the environment. In calculating the penalties, DEQ acknowledged Chemical Waste Management's prompt disclosure and investigation of the violations as well as steps taken to help prevent these violations from occurring in the future.

### Massachusetts DEP increases permit limit of Southbridge landfill

Casella Waste Systems, Inc. reported that the Massachusetts Department of Environmental Protection (DEP) has increased the annual permit limit at the Southbridge Sanitary Landfill to 405,000 tons per year of municipal solid waste (MSW). The facility's permit limit previously was for 300,000 tons per year of MSW.

"The Southbridge landfill is a key component to our long-term strategy to fully vertically integrate our Massachusetts assets and improve the returns on our investments in that market," John W. Casella, chairman and chief executive officer of Casella Waste Systems, Inc. "We are now offering a full complement of customer solutions in the market, including municipal waste disposal,

Zero-Sort® Recycling at our Auburn and Charlestown facilities, clean energy generated at the gas-to-energy facility, and a range of organics disposal options, including through our anaerobic digester partnership."

### WM acquires Greenstar, LLC

Waste Management, Inc. (WM) announced that its subsidiary, WM Recycle America, LLC, has acquired Greenstar, LLC from NTR plc.

In 2012, the acquired operations of Greenstar and its subsidiaries managed approximately 1.5 million tons of recycled material for over 12,000 customers through 12 material recovery facilities, including seven single-stream plants, and a brokerage business for recovered material. With this acquisition, Waste Management will have capacity to manage approximately 15 million tons annually of recyclable materials for municipal, industrial, and commercial customers.

Operational activities at these facilities will continue as normal while integration with WM proceeds.

### Community to EPA: Stop nuclear fires at landfill

More than 300 people from the Missouri Coalition for the Environment, Missouri Jobs with Justice, and the Teamsters Union attended a public meeting held by the Environmental Protection Agency (EPA). There, community leaders spoke out against the increasingly dangerous and volatile situation at West Lake Landfill Superfund Site in Bridgeton, Missouri. The landfill is operated by Republic Services, the nation's second-largest trash company.

The site, located in the Missouri River floodplain, is home to radioactive wastes dumped there in 1973 following secret uranium processing in downtown St. Louis. In late October 2012, residents around the landfill began complaining of foul odors and burning eyes – and the Pattonville Fire Department expressed alarm at rising underground temperatures and the danger that the developing underground landfill fire could migrate toward the buried nuclear waste sites.

At the meeting, attendees demanded that the radioactive wastes be immediately isolated from the underground fire and then properly and completely removed from the floodplain.

"The site is becoming more radioactive over time," said Dr. Bob Criss, professor of Geo-Chemistry at Washington University and a Missouri River expert. "A floodplain in an urban area is one of the most absurd places to store radioactive wastes that I can think of."

The West Lake Landfill Superfund Site is the only radioactive site in the St. Louis area under the jurisdiction of the EPA. The Army Corps of Engineers has removed more than 1 million cubic yards of radioactive wastes from 4 sites in greater St. Louis. However, the EPA has yet to remove a single cubic yard of radioactive wastes from the West Lake Landfill site.

"According to the Missouri Department of Natural Resources, it was illegal to dump the radioactive wastes in the Missouri River floodplain in 1973. It should be illegal for the EPA to knowingly leave them there," said Ed Smith, safe energy director at the Missouri Coalition for the Environment. "It's technically feasible to remove the radioactive wastes and it should be done as soon as possible."

While the EPA has refused to take action to remove the radioactive wastes for decades, the recent fire at the landfill has caught the attention of local officials and the greater St. Louis community.

"We have members who live near and around the landfill. We also have members who work on the site, and we believe that the nonunion workers who work under Republic's thumb deserve protection as well. The fire on its own is a big problem. What if the landfill fire were to reach the radioactive waste?" said Marv Kropp, president of Teamsters Joint Council 13.

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## METALS

# December steel imports down 14 percent

Based on preliminary Census Bureau data, the American Iron and Steel Institute (AISI) reported that the U.S. imported a total of 2,339,000 net tons (NT) of steel in December, including 1,654,000 NT of finished steel (down 14 percent and 19 percent, respectively, from November final data). Preliminary total and finished steel imports for 2012 are 33.3 and 25.7 million NT, up 17 percent and 18 percent, each, respectively vs. 2011. Finished steel import market share in December was an estimated 20 percent and is estimated at 24 percent for full year 2012.

A key finished steel product with a significant import increase in December 2012 compared to November is hot rolled sheets (up 37 percent). Major products with significant full year 2012 import increases vs. 2011 include reinforcing bar (up 49 percent), line pipe (up 40 percent), sheets & strip galvanized hot dipped (up 36 percent), oil country goods (up 24 percent), sheets and strip all other metallic coatings (up

U.S. IMPORTS OF FINISHED STEEL MILL PRODUCTS BY COUNTRY OF ORIGIN (Thousands of Net Tons)					
	DEC 2012	NOV 2012	2012 Annual (est)	2011 Annual	% Change 2012 Annual vs. 2011
SOUTH KOREA	134	299	3,626	2,837	27.8%
JAPAN	80	143	1,924	1,477	30.3%
CHINA	164	159	1,646	1,231	33.7%
TURKEY	49	112	1,347	733	83.6%
GERMANY	92	101	1,245	954	30.5%
TAIWAN	42	75	815	647	25.9%
INDIA	44	69	762	717	6.2%
All Others	1,049	1,082	14,334	13,237	8.3%
<b>TOTAL</b>	<b>1,654</b>	<b>2,042</b>	<b>25,699</b>	<b>21,835</b>	<b>17.7%</b>

22 percent) and cut lengths plates (up 19 percent).

In December, the largest volumes of finished steel imports from offshore were all from Asia and Europe. They were China (164,000 NT, up 3 percent), South Korea (134,000 NT, down 55 percent), Germany (92,000 NT, down 9 percent), Japan (80,000 NT, down 44

percent) and Turkey (49,000 NT, down 56 percent). For full year 2012, the largest offshore suppliers were South Korea (3,626,000 NT, up 28 percent), Japan (1,924,000 NT, up 30 percent), China (1,646,000 NT, up 34 percent), Turkey (1,347,000 NT, up 84 percent) and Germany (1,245,000 NT, up 31 percent).

# January SIMA finished import permits increase

Based on the Commerce Department's most recent Steel Import Monitoring and Analysis (SIMA) data, the American Iron and Steel Institute (AISI) reported that steel import permit applications for the month of January totaled 2,629,000 net tons (NT). This was an 8 percent increase from the 2,438,000 permit tons recorded in December and up 12 percent from the December preliminary

imports total of 2,339,000 NT. Import permit tonnage for finished steel in January was 2,168,000 NT, up 31 percent from the preliminary imports total of 1,654,000 NT in December. January 2013 total and finished steel import permit tons would annualize at 31,546,000 NT and 26,014,000 NT, down 5 percent and up 1 percent, respectively, vs. the 33,348,000 NT and 25,699,000 NT imported in 2012. The

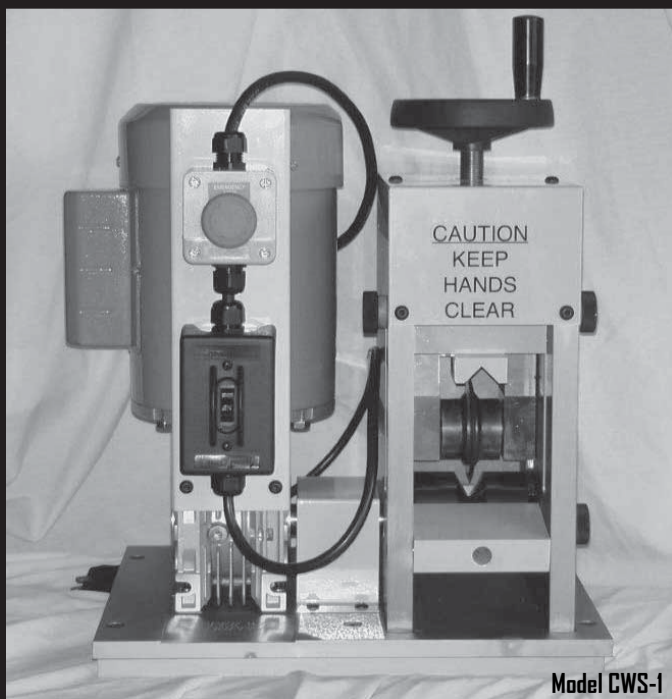
estimated finished steel import market share in January was 24 percent.

Finished steel imports with large increases in January permits versus the December preliminary include reinforcing bars (up 143 percent), heavy structural shapes (up 136 percent), sheets and strip galvanized electrolytic (up 103 percent) and oil country goods (up 89 percent).

In January, the largest finished steel import permit applications for offshore countries were for South Korea (368,000 NT) and China (184,000 NT).

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# Nucor reports lower earnings

Nucor Corporation reported consolidated net earnings of \$504.6 million, or \$1.58 per diluted share, for the full year 2012, compared with consolidated net earnings of \$778.2 million, or \$2.45 per diluted share, for the full year 2011. Nucor reported consolidated net earnings of \$136.9 million, or \$0.43 per diluted share, for the fourth quarter of 2012. By comparison, Nucor reported net earnings of \$110.3 million, or \$0.35 per diluted share, in the third quarter of 2012 and net earnings of \$137.1 million, or \$0.43 per diluted share, in the fourth quarter of 2011.

Non-cash inventory related purchase accounting charges associated with their acquisition of Skyline Steel LLC decreased to \$12.0 million (\$0.02 per diluted share) in the fourth quarter of 2012 compared to \$28.2 million (\$0.06 per diluted share) in the third quarter of 2012. The full year 2012 Skyline purchase accounting charges were approximately \$48.8 million (\$0.10 per diluted share).

Third quarter of 2012 results also included a loss on the sale of the assets of Nucor Wire Products Pennsylvania, Inc. of \$17.6 million (\$0.04 per diluted share). Fourth quarter of 2011 results were impacted by a non-cash gain of \$29.0 million (\$0.06 per diluted share) for the correction of an actuarial calculation related to the medical plan covering certain eligible early retirees.

For the full year 2012, Nucor's consolidated net sales decreased 3 percent to \$19.43 billion, compared with \$20.02 billion for 2011. Average sales price per ton decreased 3 percent from full year 2011. Total tons shipped to outside customers were 23,092,000 tons, a slight increase from 2011 levels.

Nucor's consolidated net sales decreased 7 percent to \$4.45 billion in the fourth quarter of 2012 compared with \$4.80 billion in the third quarter of 2012 and decreased 8 percent compared with \$4.83 billion in the fourth quarter of 2011. Average sales price per ton decreased 2 percent from the third quarter of 2012 and decreased 4 percent from the fourth quarter of 2011. Total tons shipped to outside customers were 5,478,000 tons in the fourth quarter of 2012, a 5 percent decrease from the third quarter of 2012 and a 4 percent decrease from the fourth quarter of 2011.

The average scrap and scrap substitute cost per ton used for the full year 2012 was \$407, a decrease of 7 percent from \$439 in 2011. The average scrap and scrap substitute cost per ton used in the fourth quarter of 2012 was \$372, a decrease of 2 percent from \$380 in the third quarter of 2012 and a decrease of 16 percent from \$441 in the fourth quarter of 2011.

Overall operating rates at steel mills were 74 percent for the full year 2012, which is consistent with 2011 and an increase from 70 percent in 2010. Steel mill utilization rates in the fourth quarter of 2012 (71 percent) were flat when compared with the third quarter and with last year's fourth quarter.



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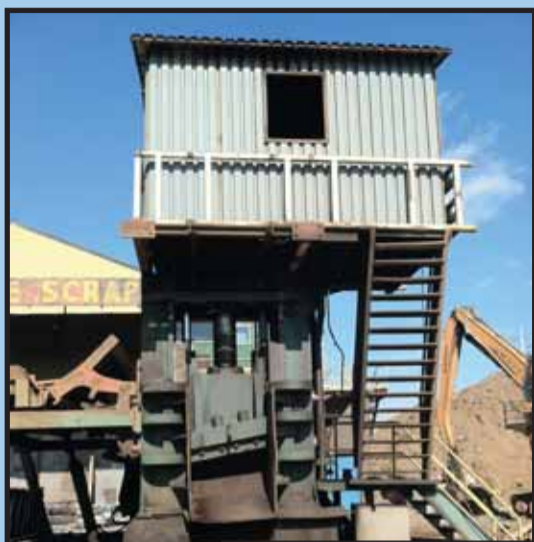
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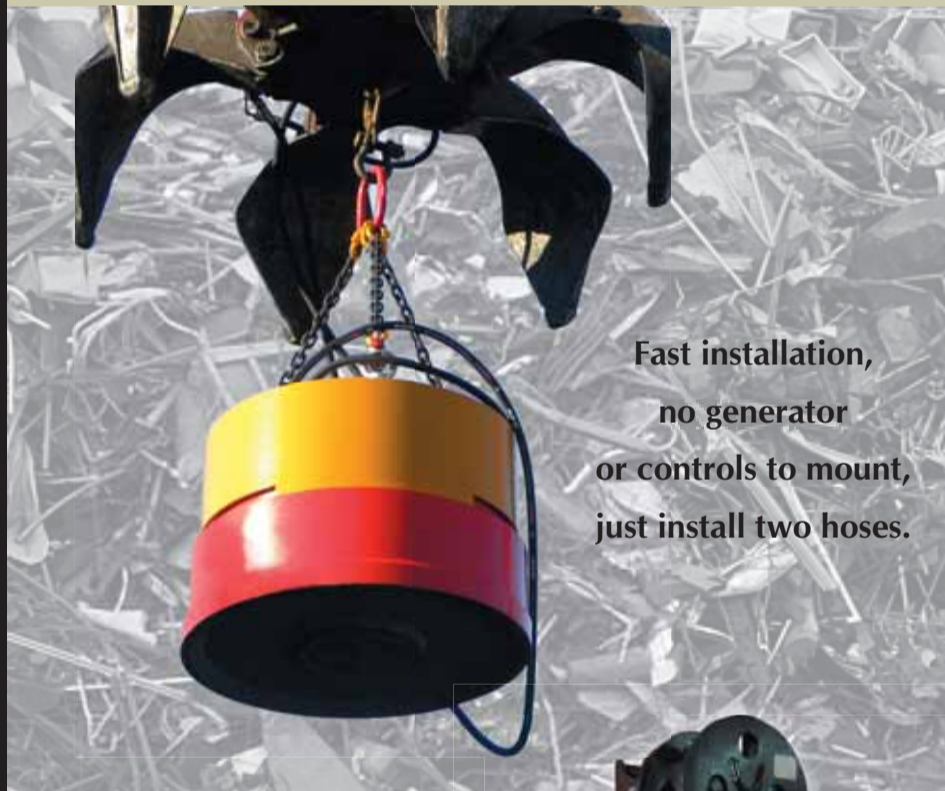
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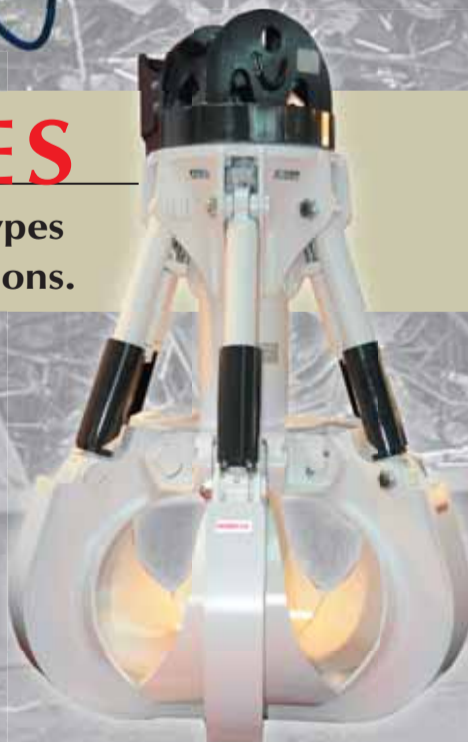
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# METALS

## BIR expresses concern over fraudulent transactions

The Bureau of International Recycling (BIR) has expressed concern in light of an on-going spate of spurious business offers in the international recycling industry involving non-existent cargoes of scrap metal.

In recent weeks, several cases were reported to BIR whereby cargoes of scrap metal were offered to member companies at knock-down prices. These 'deals' were accompanied by a set of documents confirming the quality of the goods on offer.

After verification through the ICC International Maritime Bureau (IMB) it became apparent that these documents were not authentic – in several cases, the same documents had been presented on multiple occasions with different company names. This suggests that either the same individuals were behind these offers, or that the documents were available in the public domain and ready to be manipulated by any fraudulent individual.

According to IMB, a further analysis of these offers revealed that they were quite frequently made in the name of real traders, whose identities were 'cloned' for fraudulent purposes. One strategy seemed to be the creation of a new website with a domain name similar to that of the genuine company, featuring its contact details but with different telephone numbers. In the meantime the

IMB found out that at least one of these numbers was used for multiple companies and that email communications allegedly sent from a UK-based company were actually generated in Nigeria.

IMB also pointed out that, if a potential buyer would be sufficiently tempted by these offers and agree to take a sample cargo, he would be provided with a set of shipping documents and a link to an online cargo tracking site to monitor the progress of these cargoes, which were allegedly transported by a well-known carrier.

IMB has also seen a number of cases of major carriers' websites being cloned to provide convincing tracking facilities. These are often hosted on domains with names similar to the genuine carrier's website.

Once funds are handed over but the customer does not receive the goods, there is very little he/she can do to recover the loss. Law enforcement will not get involved unless there is proof that a crime has taken place in their jurisdiction. Furthermore, many of the cases involve funds of under \$100,000, making them quite often low priority for the already overburdened police.

The Bureau of International Recycling has an agreement with IMB to share information on fraud and theft in the recycling industry. BIR urges its members companies that any suspicious documents or fraudulent activity be reported to IMB so that the information can be disseminated to manage risk.

To report a fraud, or for more information on IMB services, send an e-mail to [imb@icc-ccs.org](mailto:imb@icc-ccs.org).

## November steel shipments down

The American Iron and Steel Institute (AISI) reported that for the month of November 2012, U.S. steel mills shipped 7,397,149 net tons, a 0.5 percent decrease from the 7,430,267 net tons shipped in the previous month, October 2012, and a 0.2 percent decrease from the 7,409,450 net tons shipped in November 2011. Shipments year-to-date (YTD) in 2012 are 88,465,543 net tons, a 5.6 percent increase vs. 2011 shipments of 83,779,688 net tons for 11 months. 2012 shipments through November would annualize at 97 million net tons.

Shipments in November were 8 percent lower than the 2012 monthly average and slightly lower than November of 2011. Raw steel production in November was 7.5 million net tons – down 3.6 percent vs. the 7.8 million net tons produced 12 months ago.

A comparison of November shipments to the previous month of October shows the following changes: hot rolled sheet, up four percent, cold rolled sheet, down three percent and hot dipped galvanized sheets and strip, down six percent.



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# METALS

## New York District Attorney charges 17 with copper theft

Nassau County District Attorney Kathleen Rice stated that a grand jury indictment has charged 17 people for stealing more than \$250,000 worth of copper wire belonging to the Long Island Railroad (LIRR), selling it to a scrap yard and keeping the cash. Fifteen of the 17 are railroad employees.

Rice said that between January 1, 2010 and January 10, 2013, 17 people conspired to steal copper wire from the LIRR, 15 of which were employees of the railroad. The employees are part of Work Gangs 30, 31 and 33 in the railroads communications department where they maintain railroad yard signal systems, and the 2 non-employees charged were acquaintances of work gang members.

An investigation by the Metropolitan Transportation Authority Inspector General revealed that the defendants would steal new and used copper wire stored in railroad yards, often while on duty, and use LIRR trucks to transport the wire to their own personal vehicles. From there, they sold the stolen wire to Two Brother's Scrap Metal in Farmingdale for a total of \$253,694. The defendants used the drivers' license of a non-employee for the majority of sales to the scrap yard, and divided proceeds among others on their work gang.

Defendants would steal brand-new spools of wire, cut sections off the spools, or steal discarded copper wire the LIRR was gathering to sell for scrap. The price the defendants received was based on whether the wire was new or used, if it contained lead, and if the surrounding plastic coating had been stripped away.

Investigators from the MTA Inspector General's Office, the MTA

Police Department, Nassau County Police Department Electronics Squad, and the District Attorney's office collaborated to use high-tech investigation tools including GPS monitoring, pole cameras, license plate readers, and other techniques to catch the thieves in the act.

"The LIRR and MTA Inspector General first became aware of possible wrongdoing by certain employees last year and immediately took action that led to these arrests," said LIRR president Helena Williams. "We have been cooperating fully with the Nassau District Attorney's office during the investigation. The 15 employees allegedly involved have been suspended without pay. Any employee found guilty of these types of charges faces dismissal from the LIRR."

The charges are merely accusations and the defendants are presumed innocent until and unless proven guilty.

Charged in the indictment are: Craig Borsetti, 31, of Mastic. Borsetti is charged with two counts each of Conspiracy in the Fourth and Fifth Degrees. He faces up to four years in prison if convicted.

Afiba Moore, 26, of Brooklyn. Moore is charged with two counts each of Conspiracy in the Fourth and Fifth Degree, two counts of Criminal Possession of Stolen Property in the Fourth Degree, and Criminal Possession of Stolen Property in the Fifth Degree. He faces up to four years in prison if convicted.

For a full list of those charged in the indictment, view this article on [www.AmericanRecycler.com](http://www.AmericanRecycler.com).

## The AIST Foundation to offer new Junior Faculty Award

The Association for Iron & Steel Technology (AIST) Foundation has created the AIST Foundation Junior Faculty Award to increase the number of younger engineering professors with a vested interest in the iron and steel industry.

The AIST Foundation Junior Faculty Award is open to all technical engineering disciplines, and will assist junior faculty in building their research and professional service activities toward obtaining tenure.

The award will provide funding to encourage the junior faculty member to become better informed about the steel industry, encourage students to pursue careers in the iron and steel industry, provide seed money for steel-related research projects, and develop relationships between university and industry personnel.

"A core value for the AIST Foundation is not only to attract young, talented professionals into our industry, but also to assure that the brightest, most talented professors are attracted and retained as they

pursue a path to tenure," said Thomas J. Russo, AIST Foundation president, and president and chief executive officer of MMFX Technologies Corp.

One award will be given each year to faculty in year one to five of their initial tenure-track. The maximum grant per award will be \$35,000 per year, renewable for a maximum of 3 years. An annual report must be submitted for award continuation, and each new award will begin in August.

Proposals will be solicited from tenure-track professors of technical engineering disciplines at universities in North America. Proposals should include a three-year plan and indicate how the professor would approach the task of fulfilling the award objective. Complete details on the AIST Foundation Junior Faculty Award and the proposal process can be found at [AISTFoundation.org](http://AISTFoundation.org) under Scholarships and Grants.

## Gerdau acquires Cycle Systems

Gerdau has completed the acquisition of certain operating assets of Cycle Systems, Inc., a metal recycling company based in Roanoke, Virginia. The transaction will expand Gerdau's presence in the competitive mid-Atlantic region.

"This purchase supports our goal to minimize billet cost by having scrap sources closer to our steel mills," said

Guilherme G. Johannpeter, president of Gerdau's North American long steel division.

Cycle Systems has nine locations throughout central and western Virginia, including a shredder and several feed yards. All together, the company processed nearly 185,000 tons of materials in 2011.

Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$320.00	\$335.00	\$359.00	\$360.00	\$365.00
#1 Bundles	per gross ton	324.00	335.00	360.00	340.00	373.00
Plate and Structural	per gross ton	310.00	320.00	343.00	359.00	368.00
#1 & 2 Mixed Steel	per gross ton	310.00	340.00	344.00	345.00	350.00
Shredder Bundles (tin)	per gross ton	280.00	298.00	295.00	298.00	330.00
Crushed Auto Bodies	per gross ton	280.00	298.00	295.00	298.00	330.00
Steel Turnings	per gross ton	210.00	205.00	225.00	201.00	243.00
#1 Copper	per pound	3.29	3.05	3.40	3.45	3.51
#2 Copper	per pound	3.16	2.95	3.29	3.28	3.34
Aluminum Cans	per pound	.61	.65	.75	.68	.78
Auto Radiators	per pound	2.17	1.95	2.15	1.94	2.26
Aluminum Core Radiators	per pound	.58	.60	.70	.70	.71
Heater Cores	per pound	2.07	1.94	1.58	1.57	1.80
Stainless Steel	per pound	.66	.65	.79	.76	.78

All prices are expressed in USD. Printed as a reader service only.

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# AUTOMOTIVE

## Five Hondas make list of green vehicles for 2013

Five Honda vehicles have earned recognition from the American Council for an Energy-Efficient Economy (ACEEE) for superior environmental performance, including three Honda vehicles that have been named among the ACEEE's "greenest vehicles of 2013."

In the annual ACEEE's "Green Book Online" ranking of environmentally responsible vehicles, the zero emissions, 100 percent electric Honda Fit EV placed second on the greenest list and was joined by two Honda hybrid models – the Insight and Civic Hybrid – on the list of the 12 most environmentally

responsible, greenest vehicles available to the public.

The fuel-efficient subcompact Honda Fit and the Honda Odyssey minivan were also named as "greener choices of 2013" within their respective classes. This is the 15th straight year that multiple Honda vehicles have been named in the top 12.

The ACEEE ranking system uses a singular measure that incorporates fuel economy and health-related pollution impacts plus global warming and upstream emissions. All vehicles are analyzed and given a "Green Score" which is used to rank each vehicle's total

environmental performance, including a list of the 12 greenest and 12 meanest vehicles along with a ranking of greenest vehicles by segment.

The Honda Fit EV is part of Honda's diverse and growing portfolio of advanced alternative-fuel and fuel-efficient vehicles and has an EPA combined mile-per-gallon equivalency rating of 118 MPGe1.

Based on the popular five-door, five-passenger Fit and Fit Sport, the 100 percent electric Fit EV features a 20 kWh Lithium-Ion battery and a compact 92 kilowatt AC synchronous electric motor that produced 189 ft./lb. of motor torque.



PHOTO COURTESY OF HONDA

—Honda Fit EV

When connected to a 240 volt circuit, the Fit EV battery can be recharged in less than 3 hours. When connected to a charging device, charging can be monitored, scheduled, started or stopped by an included Fit EV interactive remote control, by an available smartphone application, or by any web-enabled device, such as a laptop or tablet PC.

## SALVAGING Millions

by Ron Sturgeon  
Autosalvageconsultant.com

### Getting to yes with your banker

This is a continuing series of articles from Ron's newest book, Getting to Yes with Your Banker, which is co-authored with Greg Morse, president of Worthington National Bank in Tarrant County, Texas.

#### Doing a personal financial statement right

**Ron:** All bankers have their own little thing that they like or don't like to see on a personal financial statement. I took my personal financial statement to one banker and it didn't list any personal belongings. I was wearing about \$10,000 worth of jewelry when we met, but I hadn't put any of that down on my financial statement. It turns out that a guy who had been to see the banker before me had listed all of his belongings, and he put personal items on there like TVs and clothes and jewelry. Now, we all know that we have TVs and clothes and jewelry at home, but we also know that if we're hit by a bus tomorrow, they aren't worth a thing. But this guy had listed (or placed a value on) all his personal belongings along with his real estate and cars. Then the banker met with me, and I didn't list any personal belongings on my financial statement. His attitude was that the values on the real estate and everything else that I had listed were probably more realistic than those of the guy who tried to show every dollar on his personal financial statement.

**Greg:** A lot of the statements that people give me have the appraised value of their property, so I'll double-check that with the appraisal district numbers. The tax appraisal values better not be too far off from the numbers the customer gave me. If you paid \$500,000 for this property a year ago,

and now you're telling me it's worth \$1 million, that's a red flag for me.

**Ron:** On my personal financial statement, I show the real estate and any other large assets at cost and at market. This provides the banker with an acid test. If I paid \$500,000 for it, and I am saying it's worth \$600,000 five years later in an appreciating market, he believes it's right. If I say I paid \$500,000, and it's worth \$700,000 (accompanied by a story about what a great deal it was), he thinks I am likely a dreamer and/or full of crap. Bankers are smart, so don't waste time trying to fool them. You're a lot better off having fewer assets but being really credible than having overinflated assets and not being credible at all.

**Greg:** I don't want to see that you've put your jewelry or your stamp collection or your arrowhead collection on there. It's much classier to disclose every penny that you owe, but we know you haven't put down everything you own.

**Ron:** I always make a statement that the real estate value is conservatively based on my knowledge of market comparables. This won't work unless you have credibility in this area. For purposes of the math, it's based on cost. But you have to be honest. It goes with letting them in the tent. It's a lot like doing a deposition: Always just answer the questions you're asked and don't try to add more information.

**Greg:** And again, that is going to speak to the kind of relationship you'll have with your banker in the future. I want to know that you're going to give me the information I need, when I need it.

## ERC named 2013 Heavy Duty Remanufacturer of the Year

The Automotive Parts Remanufacturers Association (APRA) awarded Electronics Remanufacturing Company, LLC (ERC) of Walled Lake, Michigan, it's prestigious "Mike Hill Heavy Duty Remanufacturer of the Year Award."

The award is given to a company or individual who has demonstrated innovative ways to grow a successful business and in the process supported industry efforts to advance the science of remanufacturing.

According to Bill Gager, president of APRA/HDRG, the panel's decision to award ERC, LLC this year's award was because of the path they have pioneered for electronics remanufacturing in the commercial vehicle market.

ERC was recently awarded the 2012 North American Company of the Year Award in the Remanufacturing Electronics market by Frost & Sullivan. ERC has been a member of APRA and its' HDRG Division since its inception in 2010.

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## AUTOMOTIVE

# Automotive electronics maker fined for illegal devices

In a settlement with the United States on behalf of the U.S. Environmental Protection Agency (EPA), automotive electronics manufacturer Edge Products LLC has agreed to pay a \$500,000 civil penalty for manufacturing and selling electronic devices that allowed owners of model year 2007 and later diesel pickup trucks to remove emission controls from their vehicles. Diesel trucks that are not equipped with emission controls known as "diesel particulate filters" emit excess particulate matter (PM).

The company, located in Ogden, Utah, sold more than 9,000 of these electronic devices nationwide, resulting in an estimated 158 tons of excess PM emissions released into the atmosphere. This is equivalent to the emissions from 422 new long-haul semi trucks operating for a period of 29 years.

"The Department of Justice will continue to vigilantly protect America's health and environment through the enforcement of the Clean Air Act standards governing emissions from vehicles and engines," said Ignacia S. Moreno, Assistant Attorney General for the Justice Department's Environment and Natural Resources Division. "This settlement holds Edge Products accountable for selling devices that allow consumers to disable the emission controls on their vehicles by requiring the company to pay a penalty, buy back the devices, and perform a project to offset the air pollution resulting from the Clean Air Act violations."

"Our goal is to have these illegal devices removed and proper emission controls installed," said Jared Blumenfeld, EPA's Regional Administrator for the Pacific Southwest. Diesel particulate filters remove approximately 90 percent of the particulate matter emissions from a truck's exhaust. If the filter is removed, the truck will generally not operate

## Insurance Auto Auctions' Hildreth appointed to advisory board

Insurance Auto Auctions, Inc. (IAA) a live and live-online salvage auto auction company and wholly-owned subsidiary of KAR Auction Services, Inc., has appointed Brian Hildreth, director of corporate development, to serve a two-year term as a member representing the interest of salvage yards and auto recyclers on the Bureau of Justice Assistance's NMVTIS Advisory Board.

Hildreth is one of 25 representatives from key stakeholder groups, including law enforcement, state motor vehicle titling agencies, insurance carriers, auto industry organizations, consumer advocacy organizations and technology partners.

properly as the filter is monitored by the truck's computer. However, the electronic devices sold by Edge allowed individuals to reprogram the truck's computer so that the truck would continue to operate even after the filter had been removed.

Although Edge stopped selling the illegal devices in mid-2011, the consent decree requires Edge to offer to buy back the devices from anyone who possesses one. In order to sell the device back to Edge, the truck from which the device came must be returned to its original factory programming. Edge is also required to spend at least \$157,600 to implement an emission mitigation project to offset the excess PM emissions that it caused. Edge will use the additional funds to offer rebates to individuals who own old wood-burning stoves and who wish to replace them with cleaner burning appliances such as new pellet stoves or EPA-certified wood stoves.

The civil penalty of \$500,000 is based on the United States' determination that Edge has a limited ability to pay a penalty in this matter.

The consent decree resolves allegations in a complaint that Edge violated the Clean Air Act by manufacturing and selling motor vehicle parts or components whose effect is to bypass, defeat or render inoperative a motor vehicles emission control device.

## Maps detail EPS recycling locations

The EPS Industry Alliance has developed a new resource to assist those seeking to recycle expanded polystyrene (EPS) packaging. An interactive Reuse and Recycling map, powered by Google, allows consumers and businesses to locate a facility to dispose of their EPS packaging quickly and simply.

The EPS Reuse and Recycling Map was designed to be intuitive and comprehensive. For easy distinction loose fill drop-off centers are displayed with a red icon and locations that handle other EPS packaging are blue. Locations can be filtered by zip code as well as by the type of EPS packaging the facility handles. With over 1,050 EPS drop-off locations nationwide, users can access recycling information in just one or two clicks.

The EPS Industry Alliance has developed several new tools to help consumers locate EPS collection centers. Loose fill reuse centers have been provided with business card inserts displaying a QR code that will direct them to the EPS Reuse and Recycling Google map. These cards can be easily reproduced and included in packages that contain EPS loose fill. Participating businesses will be clearly labeled as loose fill drop-off locations by a newly designed, eye-catching window sticker.

Locations accepting loose fill packaging reuse the material for their own packaging needs. Locations that recycle other EPS produce new EPS or convert it in to raw materials to produce new products.

## IF YOU NEED A CARPET STEWARDSHIP PLAN, YOU'RE NOT ALONE.

The era of AB 2398 has begun. To comply with the new California law, all carpet manufacturers must register and submit a stewardship plan to CalRecycle. Fortunately, you don't have to do it alone.

You can participate in the stewardship plan developed by Carpet America Recovery Effort (CARE). We can ensure that you comply with CalRecycle's requirements.

As of April 1, 2012, retailers and wholesalers will only be able to sell from manufacturers who are in compliance with AB 2398.

So act now.

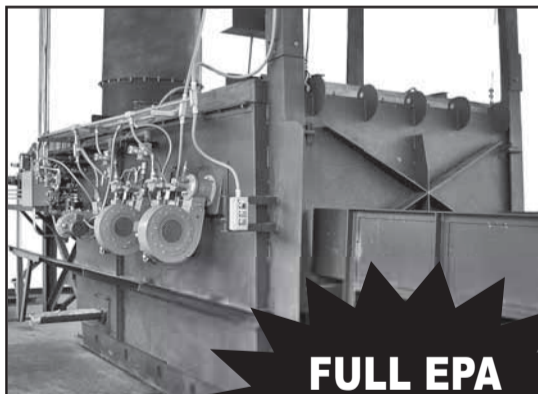
To participate in CARE's stewardship plan, go to [www.carpetrecovery.org](http://www.carpetrecovery.org) or call 706-428-2127.

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# BUSINESS BRIEFS

## ARCA extends contract to Southern California Edison

■ Appliance Recycling Centers of America, Inc. announced that Southern California Edison (SCE) has selected the company to continue to provide appliance recycling services for the utility's Refrigerator and Freezer Recycling Program through March 2015. ARCA has provided recycling services for SCE's program since 1994.

Through the program, participating SCE residential electric customers who turn in operating but energy inefficient refrigerators and freezers are eligible for a \$35 rebate for each qualifying appliance. Customers may turn in two qualifying appliances per year.

## Doug Trasatt named Akro-Mils director of sales

■ Doug Trasatt has been named director of sales and marketing of Akro-Mils. In his new position, Trasatt oversees all sales, marketing and communications initiatives for Akro-Mils, which is based in Akron, Ohio.

Prior to joining Akro-Mils, Trasatt was sales and marketing manager for Katy Industries, Inc., in Bridgeton, Missouri. He holds a Master's Degree in Business Administration from the University of Cincinnati and a Bachelor's Degree from the University of Illinois.

## WCA Waste Corp. appoints Cowhey as new CEO

■ WCA Waste Corporation appointed James J. Cowhey, Jr. as WCA's chief executive officer. Cowhey joined WCA following the sale of Chicago-based Land and Lakes, Co., where he had served as president and CEO since 2001.

Paul Mitchener, who served as interim CEO, will continue as the chairman of the board of WCA.

## AMCS acquires Insight Environmental

■ AMCS Group has acquired Insight Environmental, a software provider for the recycling and waste industries.

The acquisition of Insight Environmental adds to AMCS' growing presence in the North American market and adds to the capabilities of its distributor. Insight products will complement those offered from AMCS.

## Bomag agrees to acquire certain assets from Terex

■ Bomag has entered into a purchase agreement to acquire certain product lines in North America and the Roadbuilding operations of Latin America.

This acquisition will position Bomag to offer road building products and solutions to customers, and reinforce the global leadership of Marini-Ermont in the mixing plant segment in Latin America.

## Events Calendar

### March 10th-13th

**The 26th Southeast Recycling Conference & Trade Show.** Hilton Sandestin Beach Golf Resort & Spa, Destin, Florida. 800-441-7949 • [www.southeastrecycling.com](http://www.southeastrecycling.com)

### March 13th-15th

**13th International Automobile Recycling Congress IARC 2013.** Brussels, Belgium. 41 62 785 10 00 • [www.icm.ch](http://www.icm.ch)

### March 20th-21st

**Association of Postconsumer Plastic Recyclers Meeting.** The Sheraton New Orleans, New Orleans, Louisiana. 202-316-3046 • [www.plasticsrecycling.org](http://www.plasticsrecycling.org)

### March 20th-22nd

**Global Plastics Environmental Conference.** Sheraton New Orleans, New Orleans, Louisiana. 810-223-1949 • [www.sperecycling.org](http://www.sperecycling.org)

### April 2nd

**NERC Spring Workshop, Textiles Reuse and Recycling.** Nathan Hale Inn and Conference Center, Storrs, Connecticut. 802-254-3636 • [www.nerc.org](http://www.nerc.org)

### April 8th-10th

**Aluminum Association Spring Meeting.** Wild Dunes Resort, Isle of Palms, South Carolina. 703-358-2960 • [www.aluminum.org](http://www.aluminum.org)

### April 9th-13th

**ISRI 2013 Convention and Exposition.** Orange County Convention Center, Orlando, Florida. 202-662-8544 • [www.isri.org](http://www.isri.org)

### April 20th-23rd

**C&D World, the Annual Meeting of the CMRA.** Tampa Convention Center, Tampa, Florida. 630-585-7530 • [www.cdrecycling.org](http://www.cdrecycling.org)

### April 24th-26th

**11th Annual CARE Conference.** Saddlebrook Resort, Wesley Chapel, Florida. 706-428-2127 • [www.carpetrecovery.org](http://www.carpetrecovery.org)

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WasteExpo 2013 will also draw eager attendees from around the globe, providing unequalled opportunities for making important connections and advancing business goals. And the setting couldn't be more conducive to success. So join us. Book now at [wasteexpo.com](http://wasteexpo.com). And get to know hot and spicy up close and personal.



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Exhibits: May 21-23, 2013

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## NEW PRODUCT SHOWCASE



### ATLAS COPCO INTRODUCES NEW SB 702 HYDRAULIC BREAKER

Atlas Copco's SB 702 hydraulic breaker is designed with a solid body, a feature no other breaker in the 1,500-lb. class has. The SB 702 has been engineered to consume less fuel, produce lower vibration levels and create less noise. It is well suited for landscaping, construction and demolition applications.

The SB 702 is compact and easy to handle. It can be installed on a variety of carriers. A protection valve prevents damage to the breaker and helps avoid downtime in the event of a hydraulic overload.

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### NORTHSHORE DEBUTS NEW BALE CLAMP FOR MATERIAL HANDLING

Northshore Manufacturing introduces its new Bale Clamp Grapple, which is specifically designed for heavy-duty use.

Ideally suited for stacking and picking bales of solid waste, paper, cardboard or other materials, the grapple includes features such as raised dimples for grip, a variable opening up to 85" and solid steel arms for strength and durability.

Additionally, dual rotation motors assure quick and steady placement.

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### TEREX FUCHS MHL360 E BOOSTS POWER, REDUCES EMISSIONS

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www.terex.com

## BUSINESS BRIEFS

### Jim Bohlig joins board of Recycling Reinvented

Recycling Reinvented, a national non-profit working to advance extended producer responsibility for waste packaging and printed paper, announced that James Bohlig, founder of ReCommunity, has accepted an invitation to join the board of directors of Recycling Reinvented.

Bohlig brings significant experience and expertise to his new role as board member. Bohlig has over 35 years of experience in the nuclear energy, cogeneration, renewable energy and waste and construction industry sectors. Most recently Bohlig founded ReCommunity, a Charlotte-based recycling company that works with 36 communities in 13 states to process more than 1.8 million tons of valuable commodities each year.

Prior to co-founding ReCommunity, Bohlig spent 19 years with Casella Waste Systems, a leading regional integrated waste management company. Bohlig held various positions at Casella, including president, chief operating officer and chief development officer. Prior to that Bohlig worked at Westinghouse Electric Corporation in various nuclear and waste to energy development and leadership roles.

### Southwest Bobcat provides Bandit parts and service

Bandit Industries has partnered with Southwest Bobcat to provide Bandit parts and service support at all five Southwest Bobcat locations throughout Southern California and Nevada. In addition, Southwest Bobcat will also stock and sell Zenith knives and Bandit Revolution® stump grinding wheels/teeth for most chipper and stump grinder makes and models. Bandit Tree Care Products of Southern California will continue to handle new Bandit equipment sales. Both companies will work together to ensure the needs of Bandit customers and tree service professionals are met throughout the Southwest.

Southwest Bobcat has locations in Los Angeles, Orange County, San Diego, Riverside, and Las Vegas. Bandit Tree Care Products of Southern California is located in Anaheim.

### Vermeer makes changes to leadership team

Vermeer made several promotions within its leadership team. Jason Andringa has been named president, forage and environmental solutions, and Doug Hundt has been named president, underground and specialty excavation solutions.

Both Andringa and Hundt will co-chair the Vermeer executive team, reporting to Mary Andringa in her continuing role as chief executive officer of Vermeer. In addition, Tony Briggs has been named to vice president, sales and distribution.

Jason Andringa has been with Vermeer since June 2005, most recently as vice president with responsibility over distribution and global accounts. As president, he will have oversight of the forage and environmental segments, building visibility to biomass, as well as industrial distribution and corporate engineering.

With 19 years of service with Vermeer, Doug Hundt has been involved in sales, marketing, product development and manufacturing. He was named a Vermeer vice president in 1999, and was group vice president over industrial prior to this promotion. In his role as president, he will oversee the underground and excavation segments, as well as international entities and emerging markets.

Tony Briggs has been named to his vice president role after joining Vermeer in 1998 and working in marketing, sales and various management positions around the company. Briggs was most recently director of underground solutions.

### Kralicek retires after four decades of service

Kolberg-Pioneer, Inc. (KPI-JCI) thanked Dennis Kralicek for more than four decades of service.

Kralicek worked for Kolberg-Pioneer, Inc. for 41 years, starting at the age of 19 when he moved back to his hometown from Sioux Falls, South Dakota.

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## BUSINESS BRIEFS

### Wastequip adds several key leadership positions

■ Wastequip has added several key leadership positions to support its new mobile products division.

Shawn King, previously Wastequip's vice president of sales, has been named as president of the mobile products division, assuming leadership of the mobile division with responsibility for the Galbreath, Cusco, Mountain Tarp/Pioneer and Parts Place brands. During her career, King has held various marketing, sales and product management positions for manufacturers within the building products, industrial/automotive, chemicals and textile industries.

Connie Lepley has been hired as general manager for Galbreath. Lepley brings extensive experience in plant operations and business unit leadership, primarily in the automotive industry, to her new role.

Anne Brantley has been promoted to director of product management for the mobile products division. Brantley was previously the product manager for Wastequip's container division. Prior to joining Wastequip, Brantley experience includes product management and engineering roles in the power generation, heavy equipment and tools industries.

Brian Hatter has been hired as general manager for tarps with responsibility for all tarps facilities including service and installation locations. Hatter has over 30 years of experience in various manufacturing leadership roles in the automotive industry.

Chris Nicolazzo was promoted to vice president of finance for the mobile division. Nicolazzo previously served as controller for the tarps group and has held managerial positions in finance for transportation and consumer retail companies.

*My sister has a lifesaving tool in her car which is designed to cut through a seat belt if she gets trapped.*

*It might help her some day, if I can convince her not to keep it in the trunk.*

### Jerry Shepherd retires from East after 24 year's service

■ East Manufacturing Corporation Midwest regional sales manager Jerry Shepherd has retired after 54 years of service to the trucking industry, the last 24 with East. He will be succeeded by Mark Fletcher, who joined the company in March 2011.

Shepherd started his career with Fruehauf Trailers in 1962 and joined East Manufacturing in 1989.

### Mike Caldwell joins KPI-JCI sales and marketing team

■ KPI-JCI and Astec Mobile Screens welcomed Mike Caldwell to its sales and marketing team as a regional sales manager for the western United States.

Caldwell, who joined the department in January, will cover the states of Arizona, New Mexico, Oregon, Washington, Alaska and Hawaii and will sell crushing and screening equipment.

### Harris hires new regional sales manager

■ Harris Waste Management Group, Inc. has hired Ken Ventullo as the north east regional sales manager.

Ventullo has over 10 years sales experience in the environmental, recycling, and waste industries.

Ventullo is a graduate of Kelly Westfield State College and will be located near Boston, Massachusetts.

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## Auction Calendar

**March 7, 10:00 am**

**1161 San Felipe Road, Hollister, CA:**  
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Online auction at our website.  
West Auctions, Inc.  
800-499-9378 • [www.westauction.com](http://www.westauction.com)

**March 28, 9:00 am**

**1524 Atokad Drive, South Sioux City, NE:**  
Trucks and trailers, complete list on website.  
Taylor & Martin, Inc.  
800-654-8280 • [www.taylorandmartin.com](http://www.taylorandmartin.com)

**April 11, 8:30 am**

**100 Liberty Road, Villa Rica, GA:** Large consolidated construction equipment and utility fleet. Over 400 pieces of equipment included.  
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855-402-5263 • [www.jjkane.com](http://www.jjkane.com)

**April 24, 9:00 am**

**3502 E. Kiest Blvd., Dallas, TX:** Bishop Truck Parts. Complete inventory liquidation.  
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**2006 Hitachi ZX270LC** - 3 equipped with LaBounty MSD2000R mobile shear with 360 degree rotation and less than 250 hours since complete factory rebuild. Through shop, checked, serviced, and ready to go!!! **\$219,500**



**(2) 2009 Cat M318D MHs** - 4,400/4,700 hrs., hydraulics cabs, A/C, outriggers + blade, and solid tires, gen set and/or grapple available.



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- (5) 2007-09 M322D MH (Rubber) 38' Reach, Hyd Cab, 12.5KW Gen, Grapple
- 2004 M322C MH (Rubber) 38' Reach, Hyd Cab, 15KW Gen, Grapple
- 2007 M325D LMH (Rubber) 51' Reach, Hyd Cab, 20KW Gen, Grapple
- (2) 2007-08 M325D MH (Rubber) 47' Reach, Hyd Cab, 15KW Gen, Grapple
- 2006 M325C MH (Rubber) 47' Reach, Hyd Cab, 15KW Gen, Grapple
- LIEBHERR**
- (4) 2006-09 A904C (Rubber) 38' Reach, Hyd Cab, 10KW Gen, Grapple
- (2) 2001-04 A904B (Rubber) 38' Reach, Hyd Cab, 15KW Gen, Grapple
- (2) 2007-08 A924C (Rubber) 42' Reach, Hyd Cab, 15KW Gen, Grapple
- (3) 2006 A924B (Rubber) 42' Reach, Hyd Cab, 15KW Gen, Grapple
- (3) 2008-09 A934C (Rubber) 52' Reach, Hyd Cab, 20KW Gen, Grapple
- (2) 2005-06 A934B (Rubber) 48' Reach, Hyd Cab, 20KW Gen, Grapple
- 2009 A944C (Rubber) 48' Reach, Hyd Cab, 20KW Gen, Grapple
- 2005 R944B HD (Crawler) 49' Reach, Hyd Cab, 20KW Gen, Grapple
- 2004 R934B (Crawler) 47' Reach, Hyd Cab, 20KW Gen, Grapple
- 2007 R924C (Crawler) 42' Reach, Hyd Cab, 15KW Gen, Grapple
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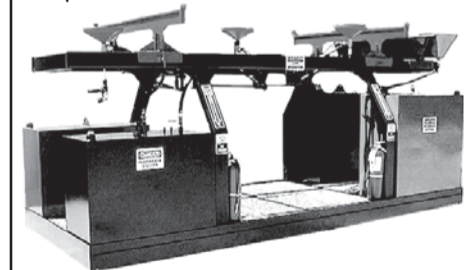
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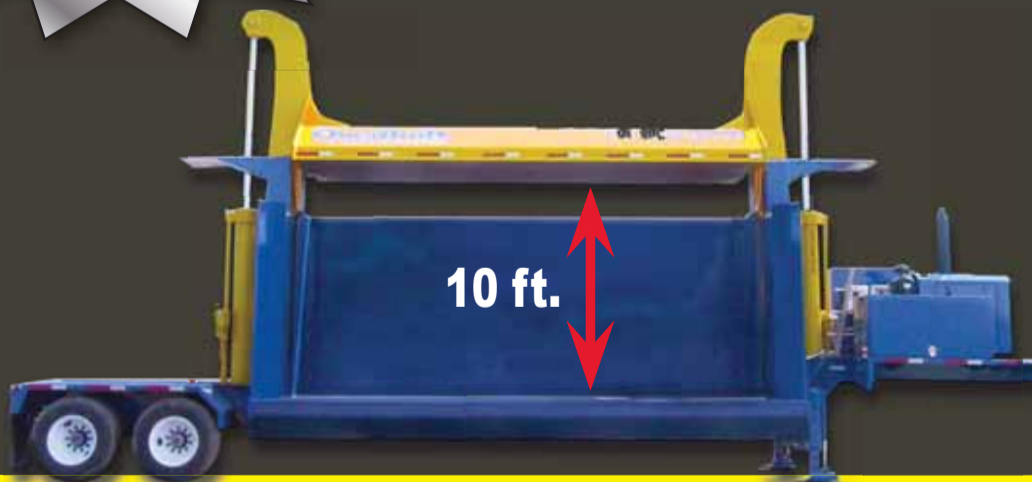
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# LEED change impacts C&D recycling

by MARK HENRICKS

mhenricks@americanrecycler.com

A new rule expected from the U.S. Green Building Council (USGBC) this summer will stop giving construction and demolition recyclers credit for the recycling technique most widely used to win green certification under the Leadership in Energy and Environmental Design (LEED) building rating system.

“That’s thrown our industry into a tizzy,” said Jason Haus, chief executive officer of Dem-Con Companies, a Shakopee, Minnesota, recycling and disposal company. Haus said the new draft of LEED has some improvements. However, he is concerned that less material will be recycled as a result.

The new USGBC rule is part of a recent revision of the LEED ratings system. The revision was supposed to have been issued last year. But after critical response to an early draft from the recycling community and other stakeholders, it was delayed.

Recyclers still aren’t happy. “We disputed it but it doesn’t do any good,” said William Turley, executive director of the Construction Materials Recycling Association (CMRA), a national industry group based in Aurora, Illinois. Turley said the result of the rule change will be that some recyclers and some projects will be unable to claim the LEED credits they could have in the past.

At the center of the issue is the way the LEED ratings treats construction and demolition material used as alternative daily cover in landfills. LEED grants credits to projects that recycle a certain percentage of materials. Projects got one LEED credit for recycling 50 percent of their materials, and a second point for exceeding 75 percent.

Until now, recyclers have been able to claim C&D material used as alterna-



Prior to the change in LEED rules, promulgated by the USGBC, construction projects received LEED credits for C&D material used as alternative daily landfill cover. With that credit no longer available, LEED projects will require much more attention to material separation and proper disposal.

tive daily cover as part of the percentage of material being recycled. The material used for daily cover has been one of the largest sources of the recycling credit.

“It originally was one of the easiest credits to get,” said Anne Nicklin, executive director of The Building Materials Reuse Association, a Chicago-based educational and research organization. “You told your contractor you needed to get 75 percent recycling and they’d pull out the metal and grind up the rest and it would go to alternative daily cover.”

The green building coalition’s changed stance on daily cover doesn’t

surprise many observers. “This isn’t unexpected,” Turley said. “They’ve been indicating that for a while. They don’t consider anything going to a landfill as being recycling.”

The change does, however, create a potential problem for recyclers who have been offering building owners, designers and others an opportunity to get a LEED credit by recycling substantial portions of the material. “What’s happened is they’ve raised the bar to the point that for recycling in a facility-type setting, it’s going to be very difficult

to provide LEED benefits to C&D projects,” Haus said.

In many cases, C&D recyclers will now need to sort materials on-site to obtain the credits. That will require additional sorting containers, which may be expensive or impractical to accommodate in many building sites. In densely populated urban areas, for instance, construction and demolition sites rarely have the room for extensive sorting activities, Haus said.

Another problem is the lack of markets other than alternative daily

See LEED CHANGES, Page 2

## Bay Area Agencies lead the charge on roadway recycling

by TOM DE JONG

news@americanrecycler.com

Over the past two years there has been a sizeable increase in the number of San Francisco Bay Area and Northern California agencies moving towards cold in-place recycling (CIR) as an integral part of their annual road maintenance programs. Cold in-place recycling has been in existence for 25-plus years, but only over the past few years has it become a more widely accepted tool for many agencies to use in their street maintenance, rehabilitation and reconstruction programs.

CIR allows agencies to reconstruct old, tired roads with extensive alligator

cracking, shallow potholes and thermally distressed and crumbling asphalt sections into brand new roadways without removing one of their most valuable assets, the aggregates already in place. Traditional roadway rehabilitation and reconstruction involves the grinding (or pulverizing) and off-haul of the top 2” to 6” section exhibiting this distress and the replacement of that section brought in from the closest asphalt plant. Approximately every 4,000 sq.ft. section of recycled roadway takes an 80,000 lb. truck-load of materials off local roads, reducing emissions and avoiding the damage that these heavy loads cause roads. The agency pays to remove the aggregates and pays for the replacement materials.

Because of the added efficiency in this process, projects can be completed in approximately half the time it would take using more conventional methods. The resulting cost savings can be anywhere from 20 to 40 percent compared to traditional repair methods which in today’s world is one of the primary drivers for the adoption of CIR.

CIR is done utilizing a recycling “train.” This train can come in many different iterations, all with the same basic functionality – it grinds a top layer of the roadway surface into small pieces called reclaimed asphalt pavement (RAP), mixes this RAP with binding agents (typically hot liquid asphalt or emulsions, cement, water) and lays the mate-

rial back down to provide a new structural section in preparation for a thin wearing course applied over the top to act as a moisture barrier.

The icing on the cake is the environmental benefits which are receiving more and more recognition as the adoption rate of new and more environmentally friendly processes increase. Starting in 2003 a landmark report “Environmental Road of the Future: Life Cycle Analysis, Energy Consumption and Greenhouse Gas Emissions” by M. Chappat and J. Bilal was released and provided an in-depth comparison of 20 different pavement methods and their greenhouse gas emissions by ton. This study put CIR at

See ROAD RECYCLING, Page 2

## A Letter from the Editor

Readers,

Welcome to the March issue of American Recycler. This month, we turn our Focus to construction and demolition recycling. In our Focus cover article, author Mark Henricks examines how changes to the way LEED credits are awarded will affect contractors and how they manage their projects. As with most change, some think it's for the best, while others dread conforming to new standards.

LEED standards aren't the only thing in flux. I'm sure that most of our readers have noticed by now that gas prices are once again on the rise. This impacts not just the C&D industries, but our nation as a whole. With prices forecast to hit \$5 per gallon soon, business and individuals alike are going to be forced to make changes in their transportation choices. Drive less, allow the cost to eat into margins or pass the cost on to customers.

Also on the horizon is the impending implementation of the Affordable Care Act, more popularly known as Obamacare. Due to the requirements in this behemoth of a bill, many pundits expect that a number of businesses will elect to cut employee hours to below the part-time level so as to avoid penalties for failing to insure them, or to simply drop full-time employees' benefit packages since the penalty for not insuring them is much cheaper than the insurance itself.

Once that happens, the affected employees will be required to insure themselves, or face penalties at tax time. Since some sources are already estimating that the least expensive plan under the Federally-run health-care exchanges will cost \$20,000, consumers may be forced to cope with a double-whammy of fewer hours and astronomical expenses.

All of this adds up to one thing: consumers with less income to spend, and businesses with fewer patrons and higher costs. Just as our ailing economy is beginning to stabilize, it looks like we're headed for tough times again.

But, let's look on the bright side.

...Quite frankly, I can't find one. If you can think of anything positive on the horizon (aside from another presidential election in 2016), please write and fill me in. I could use a little hope, and I'll take any change you care to give me. I'll need it to fill my gas tank this month.



Dave Fournier  
Focus Section Editor  
david@americanrecycler.com

## Road recycling

■Continued from Page 1

the top of the list as the least energy intensive paving process. Further supporting the cause of recycling initiatives, many international, federal and state agencies, and even several contractors and suppliers have developed their own version of an environmental or sustainability "calculator." There are at least a dozen different sustainability calculators in the marketplace and it remains to be seen which of these will be widely accepted throughout the industry. So far several have gained some traction.

The Federal Highway Administration's Infrastructure Evaluation Sustainability Tool is a sustainable pavements rating system that assesses the sustainability of a road or project over its entire lifecycle.

## LEED changes

■Continued from Page 1

cover for much of the material that could be sorted out from a job site. Inconsistent local regulations also make it difficult to comply with a national program like LEED. While recyclers have devoted significant resources to creating infrastructure for processing and transporting materials for landfill daily cover, few if any other products or markets can employ the materials, Haus said.

With less incentive and opportunity to recycle, Haus said, less material is likely to go to recycling facilities. "More than likely they'll go the cheaper route and landfill it," he said.

### Revision Background

The LEED revision, which includes much more than the change to the way alternative daily cover is regarded, has several purposes, notes Brad Guy, associate director of the Center for Building Stewardship at the School of Architecture and Planning at Catholic University in Washington, D.C. For instance, the changes are intended to follow Europe's lead in adding more consideration for waste-

Greenroads and the Greenroads Ratings System has been modeled after the system widely in use for certifying buildings and developments, the Leadership in Environmental Excellence in Design certification system. Greenroads measures the sustainability of projects in roadway and bridge construction projects.

The National Asphalt Pavement Association has a greenhouse gas calculator specifically for measuring the comparable greenhouse gas emissions based on fuel use.

These are but a small sampling of the sustainability or eco calculators available today, all focused on the need to consider the environmental impact of projects in an industry that has traditionally been late to the "green party," favoring the more conservative, old-school approaches that have been in place for many years. As roads continue to deteriorate and agencies are continually pushed

to do more with less, methods such as cold in-place recycling should be one tool in any agencies toolbox.

The San Francisco Bay Area's Metropolitan Transportation Commission (MTC) doesn't have an eco calculator but has a "consider recycling first" policy. Their Climate Initiatives Program recently awarded \$2.0 million to a CIR project in Sonoma County. Sui Tan of MTC's Regional Streets and Roads Program perhaps summed it up best when he said "CIR is a win-win for motorists, city and county budgets and the environment. We expect CIR projects to become more and more common around the region as more contractors invest in the needed equipment."

As more agencies become comfortable with CIR and other environmentally friendly processes to enhance their annual road maintenance programs they will be able to do more (and more good) for less.

to-energy from material streams, Guy said.

The USBGC also wants to reward projects for reducing their waste before recycling, Guy said. Encouraging separate waste streams will help to generate a higher quality of recycling feedstock, he added. "Another major trend is the requirement for construction waste management plans as a prerequisite in the system," Guy said.

### Recycler Response

C&D recyclers would like to see some adjustment in the way LEED credits are figured so that projects could still win credits despite not being able to include alternative daily cover as recycling. Haus also wishes LEED would address the growing prevalence of hard-to-recycle materials such as plastic-covered concrete and use of foamed plastic as concrete forms. "They are not considering the impacts of end-of-life of these materials as critically as they should," he said.

Many of these newer materials improve energy efficiency of structures. However, a cost comes later when it is time to decommission and demolish the buildings. Concrete is ordinarily a highly recyclable material. But it is very difficult to separate it from plastics and adhesives, Haus said. "It makes it virtually unrecyclable down the road," he said.

Not all recycler response to the LEED changes is negative. Many are in

favor of tightening scrutiny of recyclers that exaggerate their claims for credits. "There's been way too much fraud under the recycling credits," Turley said. Some recyclers send materials to landfills, for instance, he said, and then claim the materials have been recycled.

"You can write down whatever you want," he said. "You can cheat and many people have. It's started to outrage the legitimate recyclers." Turley and others would like the USGBC to begin requiring that recycling be done by facilities certified by the CMRA's Certification of Recycling Rates or a similar program.

### C&D Future

For the moment, C&D recyclers are faced with making significant adjustments. LEED ratings will be a focus of conversation at the upcoming DeCon 13 industry conference in Seattle, Nicklin said.

It's not the end of the rules' evolution either. Guy expects LEED will examine substitutes for petroleum-based plastics, more transparency in how C&D recyclers and other firms earn and claim credits and continued separation of material streams.

Nor is it the end of C&D recycling. Turley notes that LEED-related business is only about 15 percent of the volume for a typical company in his industry. "It's not the end of the world," he said. "A guy can survive without it."

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# Vulcan releases forth quarter results

Vulcan Materials Company, a producer of construction aggregates, has announced earnings for 2012.

## Full Year Highlights

- Adjusted EBITDA increased \$59 million on flat revenues.

- Gross profit increased \$50 million and gross profit margins improved 210 basis points.

- Aggregates segment gross profit margins improved 270 basis points from the prior year due to lower unit cost of sales and higher pricing.

- Aggregates shipments declined one percent and pricing increased two percent.

- Cash gross profit per ton increased five percent.

- SAG expenses were \$259 million versus \$290 million in the prior year.

- Cash earnings were \$210 million, an increase of 8 percent from the prior year.

- Gross cash proceeds of \$174 million were realized from asset sales.

- The company retired \$135 million of debt as scheduled.

Don James, chairman and chief executive officer, said, "Our full year results demonstrate our employees' efforts in managing those aspects of the business that are under their control. Despite slightly weaker aggregates shipments, we achieved a 17 percent increase in adjusted EBITDA, reflecting aggressive actions to reduce costs and to take advantage of pricing opportunities across the markets we serve."

Aggregates segment gross profit increased \$2 million from the prior year's fourth quarter and gross profit

margin expanded due in part to a 4 percent increase in pricing and despite a three percent decline in aggregates shipments. Aggregates shipments in Florida, North Carolina, Texas and Arizona showed strength, each increasing more than 10 percent versus the prior year.

Some markets reported declines versus the prior year's fourth quarter, due in part to very favorable weather in December 2011, as compared to more normalized weather in 2012. Shipments in Virginia, California, Georgia and the Midwest were lower versus the prior year due in part to less large-project work than in the prior year. Virtually all of the company's markets realized increased pricing. Improved productivity in key energy efficiency metrics helped offset a seven percent increase in the unit cost for diesel fuel.

"Our outlook for another year of earnings growth is supported by improved pricing, aggressive cost control and some volume growth," said James. "Our expectations are for aggregates margins and profitability to continue to expand."

"We believe economic and construction-related fundamentals that drive demand for our products are continuing to improve from the historically low levels created by the economic downturn."

"Leading indicators of private construction activity, specifically residential housing starts and contract awards for

nonresidential buildings, continue to improve. Consequently, aggregates demand in private construction is growing. We are seeing tangible evidence of this growth in several key states, including Florida, Texas, California, Georgia and Arizona. Growth in residential construction has historically been a leading indicator of other construction end uses."

James continued, "Demand for aggregates in our markets is expected to grow by mid-single digits in 2013. Aggregates demand from residential construction is expected to increase double-digits while demand from private non-residential buildings is expected to increase high single-digits versus 2012. Our current expectation for growth in aggregates demand into public construction, including highways and other infrastructure, is limited given the lead time required from award of contract to the start of construction. As we look at the projects that could impact our 2013 aggregates volumes, we see a disproportionately greater number of large, discrete highway and industrial projects. The timing of these projects is difficult to predict at this point in the year. As a result, our full year shipments in 2013 are expected to increase one to five percent with most of the expected year-over-year growth to occur in the second half of the year, due in part to favorable weather in the first quarter of 2012."

# Skechers gets LEED Gold

The U.S. Green Building Council presented the Highland Fairview-Skechers Logistics Facility the Leadership in Energy and Environmental Design (LEED) Gold Certification at a ceremony on February 22.

The 1.8 million sq.ft. facility is the largest building of its kind in the United States to receive the honor.

The global logistics center, which serves as the North American distribution headquarters for Skechers USA, incorporates Highland Fairview's Complete Life Cycle approach to sustainable development which includes extensive use of recycled construction building materials, the latest technology in irrigation and water utilization, storm water treatment, advanced solar power generation systems, and advanced environmentally-friendly materials to name a few. The facility also makes extensive use of parabolic skylights to increase natural lighting in all areas, low water-use fixtures, and recycled water repurposed for irrigation.

The Highland Fairview-Skechers Logistics Center has become a landmark in the area and is known for its design. With 1.8 million sq.ft. of space, the global logistics center is the first building in a planned eco-friendly logistics campus that will add thousands of new jobs to the area over the coming years.

Q: What do you call a sleepwalking nun?

A: A Roamin' Catholic!

## A&R EQUIPMENT SPOTLIGHT

To be included in the spotlight, you must manufacture the equipment featured. We require a company name, contact person, telephone number and, if applicable, a website address.

To be listed in the appropriate spotlight, please call 877-777-0737.

### UPCOMING TOPICS

04/13 Magnets

05/13 Truck Scales

06/13 Grinders/Chippers

07/13 Forks

American Recycler is not responsible for non-inclusion of manufacturers and their equipment. Manufacturers are to contact American Recycler to ensure their company is listed in the Equipment Spotlight.

# ADAPTABLE

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# EQUIPMENT SPOTLIGHT

## Asphalt Recycling Equipment

by **MARY M. COX**

maryc@americanrecycler.com

Asphalt, the sticky black substance that covers roofs and roads, is one of the country's most recycled materials. There are many manufacturers in the market that offer the equipment needed for whatever process might be involved.



Angelo Benedetti, Inc.

Joe Asher, business development director at Angelo Benedetti, Inc., said that Benedetti Recycling Equipment is unique in that it is the only asphalt recycling equipment that does not require any additional new material. Benedetti Asphalt Recycling Equipment recycles 100 percent of the existing asphalt roadway, with no need for an overlay. "Typically, the surface course is first heated via our asphalt pre-heater, to a temperature of approximately 350°. Next, the Benedetti Asphalt Recycler removes the asphalt to the desired depth (typically 2" or more) while funneling the material into a heated, on-board asphalt plant, where it is then mixed with a rejuvenating agent, and immediately placed in front of a paving screed for application. Last, it is compacted with a single hydrostatic roller to specified density. The roadway is complete in one continuous step, and may be driven on within minutes," Asher stated.

Benedetti Asphalt Recycling Equipment has over 50 years of experience in the asphalt rehabilitation industry and they offer the only patented 100 percent asphalt recycling equipment available on the market today. Unlike all other companies in the industry, Benedetti Equipment consists of only 2 machines, each less

than 80' in combined total length, which processes up to 15' in width. Asher said "most other contractors use equipment that spans over 300' in length, which can only process 10' in width. This severely limits application, allowing only for long stretches of rural highway."

The company designed and built the very first Heater Planer, which was used in their early asphalt recycling projects. A shift from contracting to manufacturing occurred at Benedetti when so many wanted to buy their equipment and their products were featured on the Discovery Channel in 2011. Equipment production and lead times are always a challenge but each set of equipment is still hand-built to customer's specifications. The Benedetti global market includes governmental agencies and contractors alike, seeking an environmental alternative to traditional asphalt paving methods.

BOMAG offers two distinct product lines for recycling asphalt on roadways according to John Hood, manager, Milling and Reclamation. The recycling process typically begins when BOMAG milling machines remove a defined amount of asphalt material off the top, usually due to surface failure. A new asphalt surface is then paved onto the existing base.



BOMAG Americas, Inc.

Hood explained, "In-place asphalt recyclers are often used when the entire roadway through the base structure has failed. Machines cut and pulverize old and deteriorated asphalt pavement and grind it together with



Morbark, Inc.

the granular base material below. Often a binding agent is added to the material to improve its composition as road base material for the reconstruction of the road. BOMAG asphalt recyclers provide added flexibility and confidence due to a hydrostatic drive. The biggest concern when recycling asphalt is that unseen obstructions may be encountered when tearing up the roadway. The shock load from hitting a boulder, buried fencepost or other object can cause serious damage to a mechanically driven machine. With a hydrostatic drive rather than mechanical, BOMAG recyclers are designed to protect machine components when an obstruction is encountered by simply having the drum stall and hydraulic pressure directed to a relief valve."

Hood went on to say that the hydrostatic drive also provides for more efficient operation by allowing operators to cut precisely on both sides of the recycler drum. "Municipalities or contractors can cut right next to a ditch or curb line with confidence to keep the job moving along quickly and accurately," he said. The BOMAG MPH line of asphalt recyclers have been on the market for 40 years and BOMAG's cold planer milling machines are the product of 40 years of expertise.

Hood noted that 40 years ago, municipalities and counties would often recycle and stabilize asphalt roadways with solidifying compounds. Due to the economic benefits, he said that trend is returning as a relatively inexpensive option for rebuilding or re-paving a road-

See SPOTLIGHT, Page 7

### Manufacturer List

**Angelo Benedetti, Inc.**  
**Al Benedetti**  
 440-439-3420  
[www.angelobenedetti.com](http://www.angelobenedetti.com)

**BOMAG Americas, Inc.**  
**John Hood**  
 816-419-2458  
[www.bomag.com/us](http://www.bomag.com/us)

**Falcon Road Maintenance Equipment**  
**Clayton Carroll**  
 616-405-3807  
[www.falconrme.com](http://www.falconrme.com)

**General Kinematics**  
**Dick Reeves**  
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[www.generalkinematics.com](http://www.generalkinematics.com)

**IROCK Crushers, LLC**  
**Sean Donaghy**  
 866-240-0201  
[www.irockcrushers.com](http://www.irockcrushers.com)

**KM International**  
**Cliff Cameron**  
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[www.kminb.com](http://www.kminb.com)

**Morbark, Inc.**  
**Kevin Yuncker**  
 800-831-0042  
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**Monte Hight**  
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# Whirlpool and Habitat for Humanity partner to build homes

PHOTO COURTESY OF WHIRLPOOL

Whirlpool Corporation and Harbor Habitat for Humanity have completed construction on the homes built in partnership with Tynisha Murphy and the Patterson family, dedicating the homes in a ceremony that took place December 8. The builds took place on side-by-side lots in the Harbor Shores community of Benton Harbor, Michigan.

Through this build, and the volunteer hours the family put in, Patrick and Brunetta Patterson have achieved their goal of home ownership – improving the living situation for their three daughters and two grandchildren. The Pattersons, who are actively involved in their local church, Our Center for Better Living, never believed that would be possible.

“We are extremely thankful for the opportunity to become homeowners,” said Patrick Patterson. “It has been an absolute pleasure to work side-by-side with these volunteers. Without Habitat

for Humanity and Whirlpool, our dream never would have become a reality.”

The build is part of Whirlpool Corporation-sponsored Habitat builds that took place throughout the United States in 2012. Whirlpool also sponsored homes in Amana, Iowa, Clyde, Ohio and at Indiana University in Bloomington, Indiana.

Whirlpool Corporation has been a partner of Habitat for Humanity International for 12 years, supporting Habitat’s work in 240 countries and sponsoring more than 100 homes since the partnership began in 1999. In that time, the company has donated a range and Energy Star qualified refrigerator to every Habitat home in the U.S. and Canada, totaling more than 140,000 appliances. Whirlpool also supports and participates in the annual Jimmy and Rosalynn Carter Work Project and is the first corporation to provide on-



going donations to Habitat for Humanity ReStore resale outlets, helping to raise an additional \$4.6 million for the organization.

For additional information, view this article on [www.AmericanRecycler.com](http://www.AmericanRecycler.com).

# PennFuture heralds passage of green buildings legislation

Citizens for Pennsylvania’s Future (PennFuture) commended the Pennsylvania State House for the passage, by a vote of 163 to 32, of House Bill 34, sponsored by Rep. Kate Harper (R – Montgomery) which will provide clear, high-performance building standards for most construction projects involving buildings owned or substantially leased by the Commonwealth.

“This smart legislation is a major win for taxpayers, the environment and the economy,” said Steve Stroman, policy director for PennFuture. “Building our government facilities to these standards will save taxpayers money by cutting energy costs drastically; it will protect our families and businesses from harmful air pollution; and, it will make our public workers more productive. This is a terrific move forward for everyone.”

Buildings account for approximately 41 percent of energy use, 71 percent of electricity consumption, and 14 percent of water use. Studies show that the high-performance buildings in House Bill 34 would lead to substantial savings in operating costs over the life of the buildings, saving taxpayers money on energy and water bills. High-performance buildings cause less pollution, generate less solid waste, and contribute to a healthier, more

productive work environment for their occupants.

House Bill 34 would enable Pennsylvania state government, including the State System of Higher Education, to serve as a model and leader for the rest of the state in smartly promoting the use of green buildings, using (and reusing) Pennsylvania products and building materials. A variety of green building rating systems would be acceptable under the bill.

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# A Closer Look

by Donna Currie

## Yannuzzi Wrecking & Recycling

Joe Giannetti • 908-218-0880

Yannuzzi Wrecking & Recycling is a third-generation company, originally founded in 1927 as a trucking company and incorporated in 1957, according to the company's general manager Joe Giannetti. The company was founded by James Yannuzzi, Sr. and is now run by his grandson, John Yannuzzi.

Giannetti joined the company about seven years ago, after a career in finance. He said that he "saw a lot of potential" with Yannuzzi, where he could work on business development.

He described the company, with 80 employees, as a "well-knit group" and said that everyone was treated like family. He also said that John Yannuzzi is "one of the greatest people I have ever worked for." Giannetti runs the day-to-day operations and reports directly to John Yannuzzi.

The company has grown beyond wrecking and recycling, and is now one of the largest general contractors in New Jersey. They offer a turn-key service including asbestos removal, demolition, soil remediation and site improvements.

There are two locations, an equipment yard in north New Jersey and a Class B recycling yard in Hillsboro that handles brick, concrete, asphalt, brush and tree limbs.

Giannetti said that the company has always had a good name in the industry, but in 2008 a decision was made to "redirect the company so as to not be pigeonholed as a demolition company."

That decision helped the company not only weather the tough years, but grow through the worst years of the economy. Giannetti said that from 2008 through 2012 was "a developer's dream" because properties were cheap, and at the same time Yannuzzi "geared up to work with nasty construction sites."

While Yannuzzi grew, the company saw many of its competitors fail. Giannetti said that proper planning kept their overhead level low, and that allowed them to keep all the employees working.

"Employees saw what was going on," he said, and they appreciated that they still had jobs. Giannetti said that keeping those employees working and supporting their families was one of the company's primary concerns, and the fact that there were no layoffs was one of his "happiest accomplishments."

Now that the lean times are over, Giannetti said the company's two-year projections show continued growth and he hopes that the company will double in size within the next five years.

The biggest challenge, he said, was that some of the company's competitors bid some jobs at rates that lose money. "We pick and choose what we're bidding," he said, "and we offer services that the others companies can't," referring to the turn-key concept that makes Yannuzzi a one-stop-shop through the early stages of a development project.

Most of the time, Yannuzzi is working with 20 to 25 different clients at a time, and Giannetti said that working with them is one of his favorite parts of his job. "They can reach me at any time," he said.

When a project is done, the company always sends a letter asking how the client felt about the level of service and how to improve the service in the future. "We get a lot of great feedback," Giannetti said.

The letters aren't just surveys – which Giannetti said would be too easy for people to check off answers without thinking – but they ask for real feedback. Sometimes, when Yannuzzi works with a client and changes have been made based on that client's prior feedback, the client is surprised. "They'll say, 'you really read our responses.'"

"We correct every day and we learn every day," Giannetti said. Based on customer feedback, the company is considering a name change. The current name makes it sound like the company is "just" a wrecking company. A new name has not been decided upon, but Giannetti said that changing the name is "one of the hardest decisions, but the best feedback."

He said that many of the company's clients – and potential clients – are not "up to speed on how much we have changed our business plan" and the name change is one way to get the word out.

But that's not the end of the improvements at the company. "The owner of the company has a fantastic vision," Giannetti said. "He will not miss his goal."

# Wayfair.com partners with New Jersey Habitat for Humanity

Wayfair.com, an online retailer of home furnishings, has donated to two New Jersey Habitat for Humanity affiliates to directly assist communities devastated by Hurricane Sandy. Earlier this month, Wayfair.com delivered more than \$50,000 worth of home furnishings and decor to Habitat ReStore resale outlets in coastal New Jersey. Funds from the sale of the products at Coastal Habitat for Humanity ReStore in Asbury Park and Northern Ocean Habitat for Humanity ReStore in Toms River will directly support disaster response efforts and home re-builds in the region.

Niraj Shah, CEO and co-founder of Wayfair.com, said, "Wayfair.com strongly supports Habitat's mission and it is our hope that by donating home furnishings directly to Restores in the region, we will be able to help people get back on their feet following Hurricane Sandy."

Coastal Habitat in Asbury Park and Northern Ocean Habitat in Toms River have been working to address both the short-term and long-term need for safe and decent housing in the New Jersey communities impacted by Hurricane Sandy. Both affiliates have launched repair, rebuild and restore efforts in the region and plan to continue as long as necessary. Wayfair.com's donation will directly impact repair and restoration of homes in Coastal Monmouth County and Northern Ocean County.

"Every penny raised from Wayfair.com's donation will directly reach

families on the Jersey Shore impacted by Superstorm Sandy," said Richard Virgilio, board member for Coastal Habitat for Humanity, which serves the coastal communities of southern Monmouth County.

Donations provided by Wayfair.com will help Northern Ocean Habitat for Humanity continue to provide simple, decent affordable housing in partnership with low-income families affected by Superstorm Sandy in the northern area of Ocean County. Projects will include new construction and home repair projects.

Wayfair.com launched a partnership with Habitat for Humanity International in July 2012, and has raised more than \$100,000 to help build homes in partnership with low-income families in need of affordable housing. Through the donation of building materials and household goods, as well as financial support and volunteer mobilization, Wayfair.com is dedicated to advancing Habitat's work toward eliminating poverty housing and homelessness.

Habitat for Humanity ReStore resale outlets sell new and gently-used home improvement goods, furniture, home accessories, building materials and appliances to the public at a fraction of the retail price. The proceeds are used by local Habitat for Humanity affiliates to help build and renovate more homes and communities.

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## Spotlight

Continued from Page 4

way. He added, "This is also true in oil and energy production settings involving heavy truck and traffic loads on roadways that weren't designed to withstand those uses." Lastly, he mentioned that "Tier 4 emission regulations are an industry-wide issue for construction equipment manufacturers – asphalt recycling equipment and otherwise. The regulations are especially challenging for higher horsepower machines, requiring a lot of engineering and product development effort in recent years."

Most of the 11 million tons of asphalt shingles removed from homes annually is still put in landfills, where the material may take over 300 years to decompose. Recycling asphalt shingles can be cost-effective because they contain between 20 to 30 percent oil. Using recycled asphalt shingles (RAS) as a petroleum and aggregate substitute in the manufacturing of the hot mix asphalt used in road paving reduces demand for virgin asphalt by hot mix asphalt producers, while providing a buffer against oil prices and an opportunity to lower their operating costs. One normal-sized roof recycled into road mix makes about 200' of a two-lane highway. And, due to its physical characteristics, the asphalt pavement produced from recycled shingles can be longer lasting than traditional asphalt pavement products. Roofing contractors that choose to recycle removed shingles, can promote their "green" building practices, as well as benefit from lower landfill disposal costs. In light of the economic and sustainable benefits, recycling asphalt shingles has been endorsed by the Department of Environmental Protection as well as the Federal Department of Transportation.

In order to incorporate recycled asphalt shingle material into hot mix asphalt, material must meet very demanding gradation specifications, so equipment grinding consistency is



Stepp Manufacturing Company, Inc.

paramount. "That's one of the real strengths of our horizontal grinders," said Kevin Yuncker, industrial sales manager, Morbark Inc.

Yuncker said that his company offers the following shingle recycling models: the Morbark® 2600, 3800, 4600XL, 6600 and the 7600B Wood Hog. "Our Wood Hog horizontal grinders are capable of producing a 3/8" to 1/2" minus RAS product in a single pass. Other manufacturers have specific shingle grinding equipment or special 'shingle grinding' packages that must be built into the machines. Morbark's horizontal grinders are engineered to give our customers the power and built-in features they need to maximize output and enhance their ability to not only process asphalt shingles into saleable products, but also brush, yard waste, clearing debris, storm debris, C&D waste and other mixed woody feedstocks without any modification to the machine except for screen size," said Yuncker.

Jason Stepp, national sales manager for Stepp Manufacturing, stated, "At Stepp Manufacturing, we specialize in manufacturing asphalt equipment designed to heat, melt, transport

and store bitumen and asphalt materials for highway maintenance, pothole repair and parking lot maintenance such as crack sealing, pothole patching and seal coating."

Offering both recycling and reclaiming equipment, Stepp originated in 1942 and their primary focus has always been on the design and manufacturing of heating and melting equipment for the highway and roofing industries. Stepp also manufactures storage tanks and kettles for heating roofing materials. "Our innovations in efficiency, production and safety will continue as the industry changes. We utilize computer-aided design and manufacturing processes that allow us to rapidly incorporate new technologies and product improvements. Our production facili-

ties and in-house engineering department allows us to build products to customer specifications and our network of dealers and after-sales service support assure that parts and service are available when and where needed," Stepp said.

He defined the difference between asphalt recycling and reclaiming: "They are two very different processes. Asphalt recycling is taking broken chunks or asphalt millings from an older road surface and reheating and mixing the material to a hot usable state. With recycling you must add a small amount – usually one to two percent – of new asphalt binder to make the material workable and to replace oils that have dissipated or oxidized from the original material. Without this key ingredient you will end up with a dry patch material that just won't bond.

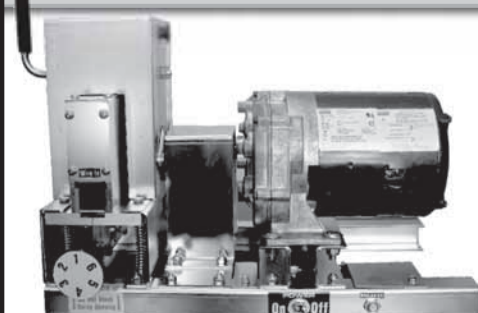
"Reclaiming is reheating materials in a hot box and there is no mixing or adding a binder. One must be very careful on the material selection that is used. It is best to start with high quality mix which is mixed in a heated box, and a long period of time is needed for the material to accept the heat – usually three to eight hours, depending on the size of the load and the quality of material. Unlike using a mixer when recycling, the hot box must transmit the heat through the material. The biggest difference between these two processes is the cost involved. Recycling involves a more expensive machine due to the mixing and oil additive equipment. Hot boxes range in size and configurations and reclaiming is a more affordable option."

*A doctor, a carpenter and a lawyer attend the funeral of a mutual friend. The doctor walked up to the body, whispered a few last words and dropped a \$100 bill into the coffin. The carpenter, seeing this gesture, felt compelled to do the same when it was his turn so that he didn't look cheap. Finally, the lawyer stepped up to the casket. He said a few last words, wrote a check for \$300, dropped it in and took out the \$200 cash.*

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