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FOCUS: PAPER/PLASTICS

Paper use on long-term downward trend



WHAT'S INSIDE

- New Mexico seeks applicants for recycling and clean up grants. Page A8
- Steel Winds II expansion completed. Page A9
- Indirect steel trade deficit grew 32 percent. Page A13
- EU adopts stricter electronic scrap rules. Page A21
- The world's largest bottle-to-bottle plastic recycling plant opens its doors in Riverside. Page B3
- Forest products industry workers applaud Senator Hatfield for protecting rural jobs and renewable energy. Page B3

Scrap Metals MarketWatch 12
 Salvaging Millions 20
 Business Briefs..... 22
 Advertiser Index..... 23
 AR Classifieds 23
 Equipment Spotlight..... B4
 A Closer Look..... B6

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Consolidation trend significantly affects the solid waste industry

by MARK HENRICKS

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The number of municipal landfills in the U.S. has decreased from over 8,000 in the late 1980s to about 1,600 today. By 2004, two companies – Waste Management and Republic – came to own three-quarters of permitted landfill capacity in the U.S. That consolidation trend continues, with some major assets currently in play, and the impact on solid waste and recycling is likely to be significant.

“There is always some degree of consolidation in the solid waste industry, although its reasons and pace are dependent on a variety of factors, such as the economy, company expansions, acquisition multiples and changes in the industry,” said Bruce Parker, president and CEO of the Washington, D.C.-based National Solid Wastes Management Association.

Large national companies actively engaged in acquisition activity include Woodlands, Texas based Waste Connections, which on March 1 completed the acquisition of Alaska Waste, based in Anchorage. Toronto, Ontario based Progressive Waste Solutions acquired Waste Services, also of Toronto, in 2010. Houston headquartered Waste Management remains active as well, in February completing the acquisition of Reliable Environmental Transport (RET), which provides services to the natural gas explo-



PHOTO COURTESY OF HASTINGS

Veolia Environmental is selling off its United States solid waste holdings.

ration and production industry including transportation of hazardous waste. In July 2011, Waste Management made a major acquisition of Oakleaf, based in Hartford, Connecticut.

Consolidation is also being driven by a few large, regional independent firms, such as Longwood, Florida based Waste Pro, which in January acquired Acadian Waste Disposal Service in Gonzales, Louisiana. Jacksonville, Florida based Advanced Disposal Services has made

more than 80 acquisitions for more than \$475 million.

“A major story, still to be concluded, is the announcement by French-based Veolia Environmental that it is selling all of its U.S. solid wastes operations,” said Parker. “Whether these assets (29 landfills, 72 collection operations, 17 recycling facilities and 43 transfer stations) will be sold to a single buyer or piecemeal will nonetheless have a substantial effect on the industry.”

See WASTE INDUSTRY, Page 4

\$168 million buried in New Mexico landfills

In 2010, New Mexicans buried \$168 million worth of valuable material in landfills instead of recycling it. A new report released by the New Mexico Recycling Coalition (NMRC) details the cost to send materials to the landfill, as well as the missed value of materials that could have been diverted for recycling.

The study found that, based on 29 reporting landfills in the state, the average cost to dispose of solid waste materials is \$31.29 per ton. Using that average rate, it is estimated New Mexicans spent \$51 million to bury \$168 million worth of recyclable material.

New Mexicans recycled 200,000 tons in 2010, the year of the report’s analysis, with an estimated market value of \$25 million.

The report was conducted as part of NMRC’s multi-tiered Rural Recycling Development project funded by a grant from the Department of Energy. The



works much like utility or water billing. A household or citizen pays for how much they use or in this case, how much they throw away.

On average, when a community adopts the PAYT model, they dispose of 45 percent less solid waste. This is due to the increased amount of materials recycled and also to increased source reduction, a phrase used to describe less waste generated in the first place. General benefits of PAYT include increased material diversion, revenues from recycled material sales, jobs created in the recycling processing and re-manufacture stream, and increased landfill life.

Silver City is currently the only community with a PAYT program in New Mexico. It is NMRC’s goal to see several more communities pilot the program in the next year with more to follow in future years.

information sheds light on the economics of solid waste in the state and recommends solutions to increase diversion. The primary recommendation offered to increase diversion is for communities to use rate incentives, such as setting lower rates for recyclable materials at landfills and to institute a solid waste rate structure known as Pay-As-You-Throw (PAYT). More than 7,000 communities around the nation use PAYT, which



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Railroad ties cleared from Virginia site

The cleanup of almost two million railroad ties from a site in Radford, Virginia, brings to an end a multi-year effort to clear the former industrial location and eliminate a potential environmental concern. Norfolk Southern Railway Co. completed removal of the ties, delivering on a long-standing offer to the Virginia Department of Environmental Quality to transport the ties for free if a suitable disposal site could be found.

Norfolk Southern's work, which took approximately five months, means that seven acres of industrial property is now available for revitalization.

The ties date to the 1980s, when they were sold and stockpiled for reuse on a private site known as the Hammond property. The owner eventually declared bankruptcy, leaving the property abandoned and the ties posing a fire hazard and other environmental concerns. Three years ago, DEQ's Brownfields Program, with support from the DEQ regional office in Roanoke, began researching alternatives to traditional disposal by working with private companies to remove the ties.

In early 2011, in response to DEQ's ongoing efforts to get the site cleaned up, Norfolk Southern proposed a solution that involved transporting the ties via rail to approved disposal facilities. DEQ and Norfolk Southern signed an agreement in July to begin the voluntary removal of the ties. Most of the material went to a permitted facility in Pennsylvania that specializes in incineration of treated wood to create energy.

NJ DEP to award \$5.5 million in grants to counties to boost recycling efforts

The New Jersey Department of Environmental Protection (DEP) announced \$5.5 million in grants to all 21 of New Jersey's counties to help them enhance local recycling efforts, a key environmental priority of the Christie Administration.

"Recycling remains one of our top priorities," DEP commissioner Bob Martin said. "We are working hard to find ways to improve recycling rates and re-energize recycling efforts across all sectors of our state. These Recycling Enhancement Act grants are an important part of this effort," Commissioner Martin added.

County agencies use the grant money for a variety of activities, including public education, purchases of recycling containers, e-waste collection and education programs, household hazardous waste and

scrap tire collection programs, inspections and mini-grants to municipalities.

Some of the counties must still file work plans and budgets to receive final DEP approval for grant awards. The following is a grant eligibility breakdown by county agency:

Atlantic County Utilities Authority, \$210,100; Bergen County Utilities Authority, \$551,100; Burlington County Department of Solid Waste, \$298,100; Camden County Division of Environmental Affairs, \$325,600; Cape May County Municipal Utilities Authority, \$110,000; Cumberland County Improvement Authority, \$110,000; Essex County Utilities Authority, \$430,100; Gloucester County Improvement Authority, \$166,100; Hudson County Improvement Authority,

\$336,600; Hunterdon County Utilities Authority, \$11,100; Mercer County Improvement Authority, \$210,100; Middlesex County Division of Solid Waste Management, \$485,100; Monmouth County Planning Board, \$386,100; Morris County Municipal Utilities Authority, \$259,600; Ocean County Department of Solid Waste Management, \$347,600; Passaic County Recycling and Natural Resource Programs, \$336,600; Salem County Improvement Authority, \$110,000; Somerset County Solid Waste Management, \$199,100; Sussex County Municipal Utilities Authority, \$110,000; Union County Department of Engineering, Public Works and Facilities, \$298,100; Warren County Planning Department, \$110,000.

Postal Service recycled 215,000 tons of material

The U.S. Postal Service saved more than \$34 million and generated \$24 million in 2011 by reducing energy, water, consumables, petroleum fuel use and solid waste to landfills, conservation efforts encouraged by the Go Green Forever stamps.

The Postal Service recycled 215,000 tons of material, which saved \$14 million in landfill fees and yielded \$24 million in new revenue. Employee lean green teams were key to helping the Postal Service achieve the savings and revenue, part of which included more than a \$20 million decrease in supplies spending from the previous year.

Lean green teams help identify and implement low- and no-cost sustainable practices to help the Postal Service meet the following goals by 2015:

- Reduce facility energy use by 30 percent.
- Reduce water use by 10 percent.
- Reduce petroleum fuel use by 20 percent, and
- Reduce solid waste by 50 percent.

The Postal Service plans to deploy lean green teams nationwide in 2012 to help achieve these goals.

The Postal Service buys sustainable materials and works to reduce the amount of supplies it purchases. The agency first developed a "buy green"

policy more than 13 years ago, and has a goal to reduce spending on consumables 30 percent by 2020. Additionally, the Postal Service is working to increase the percentage of environmentally preferable products it buys by 50 percent by 2015.

In its shipping supplies, the Postal Service uses post-consumer recycled content materials, which are diverted from the waste stream, benefiting the environment and helping customers go green.

USPS is the first federal agency to publicly report its greenhouse gas (GHG) emissions and receive third-party verification of the results.

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Waste industry

Continued from Page 1

Forces behind it

Consolidation is being driven by a desire for regional expansion and the utilization of "tuck-in" acquisitions to purchase market share, technological capability or other assets by merging acquired companies into acquirers. Another factor is the desire to acquire material recycling facilities in the recognition that sustainability and materials conservation are changing the way that waste is being managed, Parker said.

"It's also a favorable time for some companies to exit the industry," Parker added. "Owners of these companies worry about increasing capital requirements to stay competitive, a potential increase in the capital gains tax, and waste volume expectations still remaining relatively static."

Competitive forces drive much of the acquisition trend, agreed Jeremy O'Brien, director of applied research at the Solid Waste Association of North America in Silver Spring, Maryland. "Large waste management companies have the stated goal of vertical integration in regional marketplaces so that they can out compete others that can't offer regional landfill capacity," O'Brien said. "Companies will buy or sell local collection service

providers in order to enhance their strength in the marketplace."

Government policies have played a key role as well, O'Brien added. "When the new landfill regulations were issued by the federal government in the early 1990s, they kind of encouraged large regional landfills," he says. States got in on the act too, attracted by the simplification afforded by permitting and overseeing fewer, larger landfills and companies.

Impacts of the trend

One result of all this is decreasing competition in solid waste disposal, O'Brien said. And that can produce higher fees for disposal. "The current trend toward the use of regional landfills is diminishing competition in the marketplace," O'Brien said. "As a result, the economic benefits associated with the economies of scale associated with larger landfills are often offset by the charging of higher prices due to reduced levels of competition."

O'Brien sees the consolidation trend as a potential problem for municipalities and others with waste to dispose of, as fewer companies increasingly control pricing. "There is a need to ensure that competition exists in the solid waste disposal marketplace to keep disposal prices competitively based," he said.

Consolidation has implications for recycling as well. That's because, as municipalities abandon publicly owned landfills for privately owned disposal facilities, local governments lose the tipping fees that used to support recycling efforts. The difference between what it cost to run municipal landfills and what was charged for disposing of waste there, in effect, funded recycling. "As that differential is eliminated then local governments have to come up with other ways to fund their programs," O'Brien said.

One way that municipalities are coping with the new financial pressure is by reducing the frequency of curbside recycling collection from weekly to every other week, O'Brien said. The problem may become more intense, he said, if significant consolidation of material recycling facilities occurs. "The concern is there needs to be a healthy level of competition to keep prices low."

Consolidation's future

There is no sign that consolidation in solid waste will slow down soon, especially with the announcement in December that Veolia, a Paris, France-based business with operations in 77 countries and \$46 billion in revenues, is exiting the solid waste business in the U.S. and looking for a buyer for its solid waste operations here.

O'Brien said that local governments are hamstrung in their efforts to develop publicly owned alternatives to the waste disposal system that is being increasingly dominated by ever-larger private firms. He said private companies are better positioned to fund the steep costs and plan for the long permitting cycles required for new landfills. So far, he said that municipalities seem willing to accept that they must pay others to accept their waste. "This trend is likely to continue unless local governments realize that there are economic benefits of managing their waste locally and begin to implement waste-to-energy and zero-waste management systems in their locales," he said.

Meanwhile, expect consolidation to be a continuing factor in the field. "The long-range forecast for consolidation, which I consider to be over the next two to three years, is that it will continue and may hold a surprise or two," said Parker. What those surprises might be, Parker said he doesn't know. But, given the long-term trend toward more concentrated ownership of waste disposal industry assets, anything but more of the same would surprise most observers.

Timken builds Ohio office

The Timken Company will invest \$42 million in Stark County, Ohio to build a two-story office complex connected to its existing facility near the Akron-Canton airport. The new 160,000 sq.ft. building will bring together personnel from its Bearings and Power Transmission headquarters, currently located in leased facilities in downtown Canton, with their colleagues at the company's global technology center.

Construction will begin as early as April 2012 to accommodate a combined team of nearly 1,000 employees, from

research and development, engineering, customer service and the sales and marketing functions. Company officials foresee increased speed of innovation and levels of customer service when the project is completed in the fourth quarter of 2013.

The company directly employs more than 4,000 people in Stark County at Timken's global headquarters, Steel segment headquarters, steel plants and leased offices in the city of Canton; steel and roller plants in Canton Township and Perry Township; and its technology center in Jackson Township.



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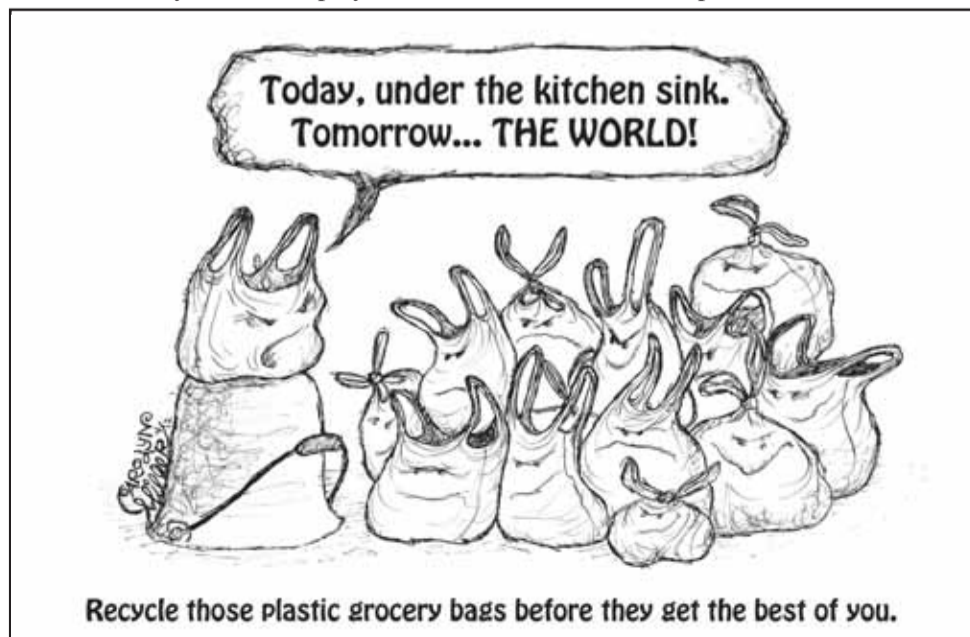


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Liberty Tire collects tires from Atlanta neighborhoods

Liberty Tire Recycling, a provider of tire recycling services, partnered with the Center of Excellence for Health Disparities Research at Georgia State University's Institute of Public Health and ECO-Action, an Atlanta-based non-profit organization, to host a large-scale community tire round-up event this past March.

Following the efforts of Liberty Tire Recycling and volunteers from these Atlanta-based groups, more than 3,500 tires that were illegally dumped throughout neighborhoods in the City of Atlanta were collected for recycling.



Volunteers work to gather more than 3,500 abandoned tires that will be recycled at Liberty Tire Recycling's Atlanta facility.

Green Mountain College adopts new program

Green Mountain College, located in Poultney, Vermont, joined Casella Waste Systems Power of Three™ closed loop recycling initiative. The Power of Three is Casella's newest solution for its customers who are intent on bringing a new meaning to the term "zero-waste."

The Power of Three is premised off of picking up a customer's recycling, processing that recycling into new products, and then providing those products back to the customer in the form of new hand towels, tissue paper, and toiletry items. The Green Mountain College program is accomplished through a partnership among Casella, SCA Paper, Foley Distributing and UGL Services that redefines closed-loop recycling.

With Zero-Sort®, all of Green Mountain College's paper, plastic, glass and metal will be combined together in one single container.

Casella's Zero-Sort processing facility located in Rutland, Vermont mechanically sorts all of the material. Once sorted, the baled paper will travel 45 miles more to the SCA plant in Glens Falls, New York to be made into 100 percent recycled paper content products that will then be delivered back to Green Mountain College by Foley Distributing and UGL Services.

Businesses that have converted over to Zero-Sort typically see a 20 to 40 percent or more improvement in their recycling efforts, which typically saves them money on disposal costs, time in sorting and streamlines their collection processes internally.

Container shipping lines increase rates

Container shipping lines in the Westbound Transpacific Stabilization Agreement (WTSA) have announced a new round of incremental dry cargo rate increases, part of their ongoing effort to stem revenue erosion in the U.S.-Asia cargo market.

Effective April 1, WTSA recommended a schedule of increases that will raise dry commodity rate levels by \$50 per 40 foot container (FEU) from Pacific Southwest ports (Los Angeles, Long Beach and Oakland) to Asia, and by \$100 per FEU for all other cargo.

They would be moving via all-water or intermodal service from Pacific Northwest ports, from inland U.S. points and from the U.S. East and Gulf Coasts.

WTSA lines also reaffirmed their commitment to fully apply higher bunker fuel surcharges scheduled to take effect on April 1 on top of the adjusted base rates. Agreement executive director Brian M. Conrad said it is critical for carriers in the current market environment that the westbound transpacific trade makes a greater contribution to network revenues.

"This is a moment of significant opportunity for U.S. exporters to Asia, and carriers want to ensure that service levels – in terms of schedule reliability, space and equipment availability, accurate and timely documentation, or other requirements – are in place to maximize that opportunity," Conrad stressed. He noted the unique challenges of the westbound trade, such as the 2:1 cargo imbalance favoring eastbound

imports from Asia, operational and cost challenges getting empty containers to remote inland load points, and capacity constraints due to the mix of heavier westbound cargoes and empty equipment on a typical sailing. "All of these factors add to cost and load planning complexity and must be adequately addressed in the rate structure," he pointed out.

Regarding fuel surcharges, Conrad said WTSA lines are keenly aware of the low margins facing many westbound shippers of raw commodities and semi-finished goods. But he cited independent industry estimates of carrier' collective global losses of more than \$5 billion as demand slowed, rates fell and operating costs – especially fuel costs – increased dramatically.

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McDonald's focuses on sustainability

McDonald's announced its 2012 Best of Sustainable Supply Chain winners by highlighting 51 stories of supply chain partners addressing challenges to help improve food sources, the environment, communities and employee wellness across the world.



Supply chain achievements spanned diverse areas including meeting zero waste-to-landfill targets and taking the plastic out of plastic bottles. Collectively, they demonstrated the power of sharing responsibility by letting employees lead and by sharing experience by applying global lessons locally.

A panel of executives and external experts, including BSR, Conservation International, Food Animal Initiative and World Wildlife Fund selected the final 2012 Best of Sustainable Supply winners. These projects were selected based on either measurable results or innovation.

For a list of winners and a copy of the sustainability report, view this article on www.AmericanRecycler.com.

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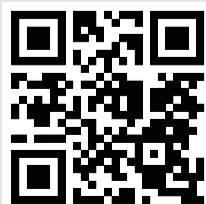
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New Mexico seeks applicants for recycling and illegal dumping clean up grants

The New Mexico Environment Department is seeking applicants for its 2012-2013 Recycling and Illegal Dumping grants. Approximately \$600,000 will be awarded to local communities to help abate illegal dumping and promote recycling. Municipalities, counties, pueblos or tribes, land grant communities, cooperative associations and solid waste authority are eligible for the funds. \$400,000 will be awarded for scrap tire projects and \$200,000 will go to non-tire projects.

The grants support projects that protect the health and welfare of the environment and residents of New Mexico by preventing and abating illegal dumpsites; promote environmentally sound methods for reuse and recycling; and encourage economic development, community development and collaboration that promote the efficient and sustainable use of resources, sustainable recycling and a cleaner and healthier environment. The grant program is authorized under the Recycling and Ille-

gal Dumping rules, which were adopted in December 2006.

Tire grants can be used to abate illegal tire dumps and stockpiles, tire amnesty education days, purchase of tire derived products (e.g., ground rubber for playgrounds), construction of tire bale projects, design of tire bale monofill, and education. Grant funds could also be used to cover any additional cost that a community might incur for using rubberized asphalt for a project instead of using conventional paving materials.

Recycling and Illegal Dumping grants can be used to eliminate or reducing illegal dump sites; develop education and prevention programs for illegal dumping; or provide for recycling infrastructure, education or market development.

Applications are due April 6, 2012. Information, instructions and applications for the grants are located on the department's Solid Waste Bureau website at www.nmenv.state.nm.us/swb/.

Armstrong Environmental pays penalties

The U.S. Environmental Protection Agency (EPA) has settled with Armstrong Environmental Services (AES) over alleged Clean Water Act violations at the company's waste processing and disposal facility in Lancaster, Pennsylvania.

AES has agreed to pay a \$35,000 penalty for allegedly exceeding permit limits when discharging industrial wastewater pollutants to the City of Lancaster Wastewater Treatment Plant in Lancaster

County, Pennsylvania. The settlement also requires the company take actions to minimize the likelihood of future violations.

EPA's complaint alleged AES exceeded its pretreatment permit discharge limits for pollutants oil and grease, pH and copper for a period of five-years. As part of the settlement, AES did not admit liability for the alleged violations, but has certified that it is now in compliance with applicable Clean Water Act requirements.



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Philadelphia plans biogas project

Ameresco, Inc., a renewable energy company, and the Philadelphia Water Department (PWD) have agreed to design, build and maintain an innovative wastewater biogas-to-energy facility. The Northeast Water Pollution Control Plant (NEWPCP) Biogas Project will generate electricity and thermal energy for use on-site, fueled mainly by biogas from the NEWPCP digesters. The \$47.5 million construction project, designed to generate 5.6 MW of power, is expected to reduce PWD energy costs by over \$12 million over the course of the 16 year contract.

A natural byproduct of sewage treatment, biogas can be refined and utilized as a fuel for generators or equipment. Currently, half of the biogas generated from the wastewater treatment process is used to heat processes at the NEWPCP, while the other half is being flared, consuming energy and increasing local emissions. The Biogas Project will now be used as a ready source of renewable energy.

The partnership between the city and Ameresco qualifies the project to obtain a grant made possible through the American Recovery and Reinvestment Act. Bank of America Merrill Lynch, through its Energy Services business unit, has agreed to provide the financing for this project.

Ameresco will manage engineering, procurement, construction and maintenance on the project over the course of the contract. The project is expected to reduce carbon emissions by nearly 22,000 tons per year.

Steel Winds II expansion completed

PHOTO COURTESY OF FIRST WIND

First Wind celebrated the completion of its Steel Winds II expansion.

U.S. Representative Brian Higgins, and other local leaders joined First Wind officials for a ribbon-cutting ceremony at the project site, which was built on the shores of Lake Erie on the abandoned Bethlehem Steel mill site. With Steel Winds II now in commercial operations, the 35 MW cumulative Steel Winds project will have the capacity to generate enough clean electricity to power approximately 9,000 New York homes – and help bring the state closer to its goal of 30 percent renewable energy sources by 2015.

Steel Winds harnesses the winds of the Great Lakes region, revitalizing local pride in a site that had been forgotten and neglected since Bethlehem Steel's closure in the early 1980s. Economically, the Steel Winds II project will provide a source of significant revenue by adding an average of \$190,000 in annual tax revenue to the surrounding communities and school districts. First Wind also makes \$100,000 annual voluntary



payments to the cities of Hamburg and Lackawanna's general funds.

Located just south of Buffalo, New York, in the city of Lackawanna and town of Hamburg, the Steel Winds I project is situated on a 30 acre portion of the former Bethlehem Steel facility, which has been returned to productive use under the New York Department of Environmental Conservation Brownfield

Cleanup Program. The 20 MW first phase went online in June 2007. As part of the 15 MW expansion, First Wind installed 6 additional 2.5 MW wind turbines on additional portions of the old Bethlehem Steel mill site.

During construction of the expansion Steel Winds II created about 100 jobs, and several local businesses saw an increase in business and revenue.

OneSteel to begin using MagneGas for metal working

MagneGas Corporation, a developer of a technology that converts liquid waste into a hydrogen-based metal working fuel and natural gas alternative, said that new customer OneSteel Ltd. has issued its first order for MagneGas fuel to be used at one of its 12 steel recycling centers in the U.S.

MagneGas will be used as a cost effective replacement for acetylene and propane in OneSteel Ltd.'s recycling operation.

OneSteel Ltd. uses large quantities of acetylene and propane in its steel recycling operations worldwide. The company intends to start switching its

six Florida locations from acetylene and propane to MagneGas, beginning with the first location in Tampa, Florida. A timetable for the rollout of MagneGas to OneSteel's U.S. locations outside of Florida is currently under negotiation.

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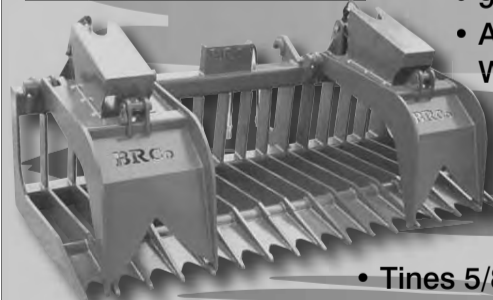
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ALTERNATIVE ENERGY

Primus Green Energy raises \$12 million for renewable gasoline technology

Primus Green Energy Inc., a developer of a proprietary process to produce gasoline and other fuels from biomass and/or natural gas, has completed its third round of funding with the recent \$12 million investment by IC Green Energy Ltd, the renewable energy arm of Israel Corp. Ltd. This latest investment brings the total of funds raised since 2007 to \$40 million.

The latest \$12 million investment completes the financing for the integrated single-loop demonstration plant currently under construction at Primus Green Energy's Hillsborough, New Jersey site. Primus already has a pilot test plant in operation at its Hillsborough complex, and the company plans to break ground in early 2013 on its first commercial plant. Primus is currently working with Bechtel Hydrocarbon Technology Solutions Inc. regarding the design and final estimated commercial plant construction and operating costs.

The easily scalable Primus Green Energy technology is a proprietary com-

ination of industry-proven methodologies and processes that have produced fuels and chemicals at a commercial scale. The front end consists of biomass gasification or converting natural gas to syngas and the back end, its "STG Plus" (syngas-to-green) gasoline process, a proprietary version of an established fuel synthesis technology. Gasoline produced at the company's test facility has been independently validated by two third-party industry testing laboratories to be 93-octane and with physical and chemical properties adhering to specifications of gasoline.

Primus's technology has a conversion efficiency of 25 percent and the company expects to achieve a conversion efficiency of 33 percent, meaning that it can produce gasoline more economically. On a commercial scale Primus Green Energy estimates the gasoline will sell at a price competitive with gasoline produced from petroleum at \$60-\$70 per barrel.

METALS

Covanta Energy creates alliance with Steinert US

Covanta Energy Corporation entered into a strategic alliance with Steinert US, Inc. for nonferrous metal recovery systems. Steinert will help provide equipment, spare parts, application engineering and planning support, and maintenance to the nonferrous recovery systems at Covanta's Energy-from-Waste (EfW) facilities in North America.

The new agreement will support Covanta's organic growth initiatives and sustainability efforts to increase the amount of metals that are recycled from its EfW facilities. In 2011, Covanta's 41 EfW facilities in North America recycled over 400,000 tons of ferrous

and over 15,000 tons of nonferrous metal.

The agreement will support the implementation of new nonferrous systems at many Covanta facilities that currently do not have them and enhance systems that are already in place.

Recycling nonferrous metal that would have been lost had waste been sent to a landfill instead of Covanta's EfW facilities prevents a tremendous amount of greenhouse gases. Mining and the production of raw metal material is a very carbon intensive process, therefore Covanta's current recycling efforts prevent approximately 165,000 tons of CO2 annually.

New service organization formed in Metso North America

Metso Texas Shredder has reorganized its global service organization and changed the North American setup.

Buck Pate, currently senior service and installation manager, has assumed the responsibilities of running the North American Service organization for Metso Recycling.

Pate brings 23 years of field service experience with him, and will lead

the service activities in New Berlin, San Antonio, Cedar Rapids and Brunswick. Metso is currently expanding its worldwide customer and field service setup.

After many years of dedicated service, Sabine Mueller has decided to step down as vice president of services at Metso Texas Shredder.

The newest phone book is a condensed version. It has only one number in it: 411.

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METALS

Timken invests \$225 million in Ohio steel plant

After securing a new 5 year labor agreement, officials at The Timken Company said they will move forward with a \$225 million investment at the Faircrest Steel Plant in Stark County, Ohio. With this investment, the specialty alloy steel manufacturer will improve productivity, expand its product range and increase capacity to serve growing demand for Timken® specialty alloy steel bars.

The recent ratification of a new extended labor agreement between Timken and members of United Steelworkers (USW) Local 1123 establishes workforce stability through project construction and startup in 2014. The labor

agreement covers four facilities in Stark County through September 2017 and replaces an agreement that would have expired in the midst of the project's start-up in 2013.

A new ladle refiner and large-bloom continuous caster are central to the productivity gains from the investment. The new equipment also is expected to increase the Faircrest operation's shippable capacity by 25 percent and enable the production of a broader range of large-diameter bars.

In 2011, the Timken steel segment melted 1.7 million tons of raw materials to generate \$2 billion of sales of its custom-designed steel.

BIR inquires about thefts

The Bureau of International Recyclers has been receiving information on a sharp increase in material thefts from containers shipped overseas.

While not geographically unique, the situation appears to be particularly noteworthy in China and more specifically in the southern part of the country.

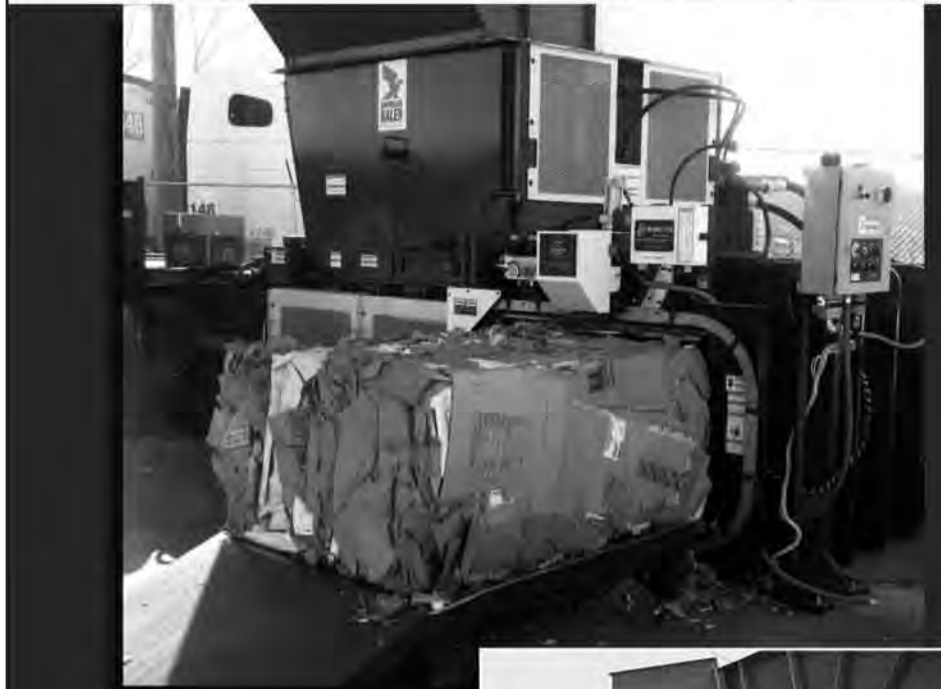
To tackle this issue, the BIR Secretariat – on behalf of its nonferrous division – is asking all BIR member companies to complete a short questionnaire in order to confidentially collect information detailing the quantity and value of stolen materials, the ports,

the shipping lines, the nature of thefts, etc.

In order to assist its membership, further actions will be taken at the ICC level with the Commercial Crime Services and International Maritime Bureau and by other official authorities should the BIR Secretariat receive sufficient evidence from its member companies.

For a direct link to the BIR letter and the related questionnaire, view this article on www.AmericanRecycler.com.

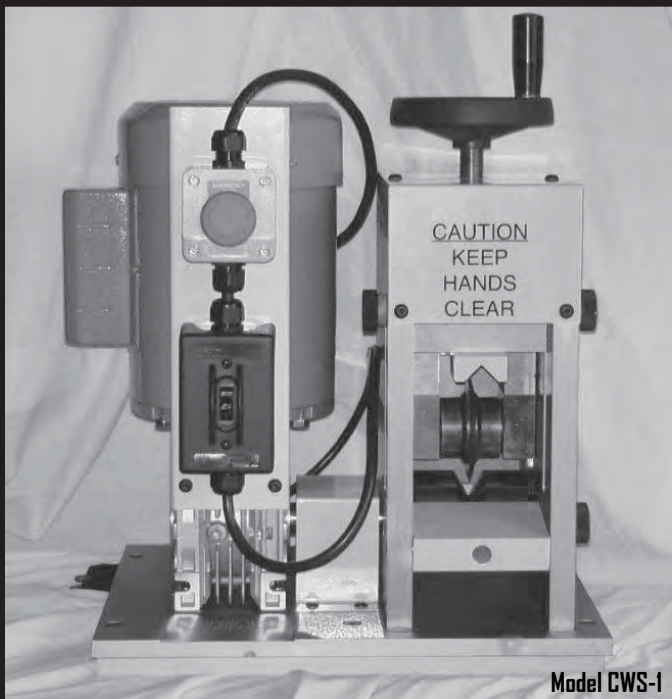
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METALS

Finished steel imports up 29 percent through two months

Based on the Commerce Department's most recent Steel Import Monitoring and Analysis (SIMA) data, the American Iron and Steel Institute (AISI) reported that through 2 months of 2012, finished steel imports were 4.1 million net tons (NT), up 29 percent vs. the 3.1 million NT in the same period last year. Total steel import permit applications for the month of February were 2,549,000 (NT), down 10 percent from the 2,826,000 permit tons recorded in January, but were up 0.1 percent from the January preliminary imports total of 2,546,000 NT. Import permit tonnage for finished steel in February was 1,991,000 NT, down 3 percent from the preliminary imports total of 2,060,000 NT in January. The estimated finished steel import market share in February was 23 percent.

In February, the largest finished steel import permit applications for off-

shore countries were for Korea (276,000 NT, down 12 percent from January), Japan (157,000 NT, up 23 percent), Turkey (145,000 NT, up 2 percent), China (80,000 NT, down 20 percent) and Germany (67,000 NT, down 38 percent).

Year-to-date (YTD), several key products are experiencing elevated import levels vs. their 2011 annual average. Significant 2012 YTD increases include reinforcing bar (up 90 percent vs. 2011 monthly average), bar size light shapes (up 84 percent), sheets and strip all other metallic coated (up 35 percent) and hot dipped galvanized sheets and strip (up 18 percent). Finished steel import permits for products that registered large increases in February vs. the January preliminary include wire rods (up 92 percent), sheets and strip galvanized hot dipped (up 46 percent), plates in coils (up 43 percent) and hot rolled sheets (up 9 percent).

Metalico posts earnings gain

Metalico, Inc. announced increases in its 2011 sales, net income and earnings per share over 2010 despite a lackluster fourth quarter.

For the year ended December 31, 2011, the company posted net income of \$17.4 million, or \$.37 per share, on revenues of \$661 million, as compared to net income of \$13.5 million or \$.29 per share on revenues of \$553 million for the year ended December 31, 2010. Operating income slipped by 11 percent to \$32.6 million for the year just ended from \$36.5 million in 2010.

The company said the fourth quarter results were impacted by lower volumes

and sluggish pricing which affected metal margins.

Commenting on the results, Carlos E. Agueero, Metalico's president and chief executive officer, said, "Although we were satisfied with our record performance in the first half of the year, our results over the second half were disappointing amidst deteriorating scrap prices and stiff competition which pressured margins."

"PGM and ferrous scrap margins and volumes were the major sources of under-performance in the fourth quarter and as a result are the two areas we are squarely focused on to restore margins and profitability."




Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$360.00	\$350.00	\$370.00	\$395.00	\$450.00
#1 Bundles	per gross ton	358.00	350.00	370.00	392.00	425.00
Plate and Structural	per gross ton	379.00	359.00	365.00	400.00	445.00
#1 & 2 Mixed Steel	per gross ton	375.00	357.00	365.00	380.00	400.00
Shredder Bundles (tin)	per gross ton	320.00	292.00	290.00	325.00	335.00
Crushed Auto Bodies	per gross ton	310.00	290.00	285.00	325.00	340.00
Steel Turnings	per pound	220.00	150.00	219.00	200.00	300.00
#1 Copper	per pound	3.12	3.19	3.40	3.55	3.55
#2 Copper	per pound	3.10	3.10	3.28	3.40	3.40
Aluminum Cans	per pound	.56	.65	.76	.80	.80
Auto Radiators	per pound	1.83	1.90	2.15	2.20	2.25
Aluminum Core Radiators	per pound	.60	.62	.66	.74	.74
Heater Cores	per pound	1.70	1.69	1.80	1.75	1.90
Stainless Steel	per pound	.61	.65	.82	.85	.86

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

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METALS

Indirect steel trade deficit grew 32 percent

A new analysis of U.S. indirect steel trade revealed that U.S. indirect steel imports and the total indirect steel trade deficit both registered substantial growth in the recovery year of 2010. The new report available from the American Iron and Steel Institute (AISI) shows that indirect steel imports in 2010 took a higher share of total U.S. apparent steel consumption than was the case prior to the 2008-09 global recession. The report through data year 2010 includes a comparison to the years 2006 through 2009.

Indirect steel trade constitutes imports and exports of steel-containing goods, expressed in tons of steel. This report quantifies both the volume and value of annual U.S. trade in steel-containing goods in the years 2006-2010 with respect to major end-use markets, world regions and key countries.

The new report shows that U.S. indirect steel imports approached 34 million net tons (NT) in 2010, up 24 percent vs. 2009. While U.S. indirect steel exports also increased over this time period (up 19 percent), the total U.S. indirect steel trade deficit with the rest of the world – much of it in automotive products – rose 32 percent in 2010 to 11.9 million NT.

In commenting on the new report, Thomas J. Gibson, president and CEO of AISI, stated that, “We are particularly concerned that, in 2010, while the United States was experiencing a slow and fragile recovery from the recession, China’s share of the total U.S. indirect steel trade deficit remained close to 50 percent, and U.S. manufacturers were forced to compete against an additional 1.2 million tons of steel incorporated in finished goods from China. These imports were aided by China’s central government-managed model of economic development, which includes massive subsidies to steel and steel-intensive manufacturing industries.”

In this regard, Gibson expressed concern that, “With the slowdown in global economic growth and China’s growing excess capacity in both steel and steel-intensive goods, there could be renewed surges of unfairly traded Chinese steel to the U.S. and NAFTA markets – either imported directly or indirectly. The current economic problems in Europe only amplify the threat that the U.S. and North America could become even bigger targets for Chinese steel and steel-intensive goods going forward.”

My ex and I had a very amicable divorce. I know this because when I wrote the Facebook status “I’m getting a divorce,” he was the first one to click “Like.”

Finished steel imports rise by 31 percent in January

Market share increases to 23 percent

U.S. IMPORTS OF FINISHED STEEL MILL PRODUCTS BY COUNTRY OF ORIGIN (Thousands of Net Tons)

	JAN 2012	DEC 2011	2012 Annual (est)	2011 Annual	% Change 2012 Annual vs. 2011
SOUTH KOREA	314	203	3,770	2,837	32.9%
TURKEY	142	83	1,698	733	131.6%
JAPAN	128	128	1,541	1,477	4.3%
GERMANY	107	85	1,281	954	34.4%
CHINA	100	87	1,197	1,231	-2.8%
TAIWAN	76	40	908	647	40.3%
NETHERLANDS	62	49	745	570	30.6%
All Others	1,132	902	13,581	13,384	1.5%
TOTAL	2,060	1,577	24,721	21,835	13.2%

Based on preliminary Census Bureau data, the American Iron and Steel Institute (AISI) reported that the U.S. imported a total of 2,546,000 net tons (NT) of steel in January, including 2,060,000 NT of finished steel (up 23 percent and 31 percent, respectively, from December final data).

Finished steel import market share in January was an estimated 23 percent, up 1 percentage point from full-year 2011 and up 4 percentage points from December.

Key finished steel products with significant import increases in January

2012 compared to December are line pipe (up 60 percent), cold rolled sheets (up 59 percent), reinforcing bars (up 58 percent), oil country goods (up 46 percent), cut length plates (up 42 percent) and standard pipe (up 42 percent).

In January vs. the month before, the largest volumes of finished steel imports from offshore were from South Korea (314,000, up 55 percent), Turkey (142,000 NT, up 71 percent), Japan (128,000 up 0.2 percent), Germany (107,000 NT, up 25 percent) and China (100,000, up 15 percent).

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1997 SIERRA 700-TON S/L/B

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2002 FUCHS MHL 360

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1989 PETERBILT 357 WITH 3306 CAT

1994 Serco 270 with gen-set, magnet and Grapple. **\$75,000**



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2008 E-Z METAL BALER

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AUTOMOTIVE

Exide launches battery geared toward longer life

Exide Technologies unveiled its newest battery technology and new manufacturing operation at its Columbus, Georgia facility.

Exide® Edge™ Absorbed Glass Mat batteries feature SureLife™ Graphite Technology designed to maximize available energy capacity – helping batteries perform at higher levels longer. Exide Edge began shipping to aftermarket retailers in March.

Exide expanded its manufacturing facility to produce the new battery, bringing new jobs and making a significant investment at its Columbus location.

The expanded operation means new jobs for Columbus and Georgia. The facility anticipates employing approximately 250 people when it reaches full production

early in 2013. Already, 60 new jobs have been added to Exide's Columbus payroll, which currently totals 145 employees.

The Columbus plant is Exide's first AGM automotive battery operation in the U.S. and becomes a "truly integrated battery manufacturing facility," making transportation and industrial batteries at the same location, according to Paul Hirt, president, Exide Americas.

The new advanced manufacturing operation is a part of a broader \$70 million production expansion project for Exide. This investment has been supported in part by \$34.3 million in U.S. Department of Energy funding through the American Recovery and Reinvestment Act (ARRA of 2009).

Hyundai leads in fuel-efficiency

Hyundai Motor America was named number one in fuel economy and CO2 emissions in America by topping the U.S. Environmental Protection Agency (EPA) fuel economy rankings for the 2010 model year, beating out traditional leaders Honda and Toyota. The EPA 2011 Light-Duty Automotive Technology and Fuel Econ-

omy Trends Report identified Hyundai as the top 2010 brand with an adjusted fuel economy rating of 27.0 miles per gallon. In addition to being named the most fuel efficient brand, Hyundai also had the lowest fleet-wide adjusted composite CO2 emissions performance (329 g/mi) for the 2010 model year.

FTC affirms use of "recycled" for used parts

The Automotive Recyclers Association (ARA) urges those in the collision repair industry who question the use of the term "recycled" to describe the commerce of used parts to review more closely the U.S. Federal Trade Commission's (FTC) ruling of May 1, 1998 on this issue.

Specifically, ARA's concerns are prompted by recent press accounts that allege that the use of the term "recycled" to describe used auto parts is misleading. In 1998, the FTC in their Environmental Marketing Guides took into account consumer perceptions and determined that "recycled" is acceptable in promoting used automotive parts. The revisions, published in the Federal Register in May, 1998, state that with regard to the used automotive parts market that the "unqualified use of the word 'recycled'" is not deceptive.

Since their inception, the U.S. FTC Green Guides were intended to help reduce consumer confusion and prevent the false or misleading use of environmental terms in the advertising and labeling of products in the marketplace. From the beginning, the Commission ruled in its Green Guides that it is better for the environment to recycle by reusing, since reuse is likely to consume fewer resources than recycling from raw materials.

In their final revised Green Guides in 1998, the FTC offered a specific example from the automotive industry to make it clear that reuse is a form of recycling. The representation in the document confirmed that it is acceptable to describe a service-

able engine from a vehicle that has been totaled that is offered for resale as recycled. Additionally, the FTC's Bureau of Consumer Protection brochure entitled "Facts for Consumers, Sorting Out 'Green' Advertising Claims" published in April 1999 explicitly states the following: "For example, a used auto parts store may sell used automobile parts that have been salvaged from other cars and label them 'recycled' without any other description because it is plain that they are used parts." Since the Bureau's mission is to protect consumers, it is quite reasonable to deem that these objective third-party conclusions are based on sound principles.

Finally, it should also be noted that this determination has been reaffirmed several times by the Commission since 1998. The most recent confirmation being in a FTC Consumer Alert, July 2011 that states that, "a recycled part is a part that was made for and installed in a new vehicle by the manufacturer or the original equipment manufacturer, and later removed from the vehicle and made available for resale or reuse."

The issue of the automotive recycling industry's appropriate use of the term recycled has been thoroughly addressed by the FTC.

ARA commends the Commission for protecting consumers while recognizing legitimate business activity and urges all in the collision repair industry to do the same.

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OPTION	53-84342
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AUTOMOTIVE

EPA issues 2011 Fuel Economy Trends Report

The average fuel efficiency for new cars and light duty trucks has increased while the average carbon dioxide (CO₂) emissions continue to decrease for the seventh consecutive year, according to the U.S. Environmental Protection Agency's annual report, "Light-Duty Automotive Technology, Carbon Dioxide Emissions, and Fuel Economy Trends: 1975 Through 2011."

For 2010, the last year for which EPA has final data from automakers, the average real world CO₂ emissions from new vehicles were 394 grams per mile and the average fuel economy value was 22.6 miles per gallon (mpg). EPA projects an improvement in 2011, based on pre-model year sales estimates provided to EPA by automakers, to 391 grams of CO₂ per mile and 22.8 mpg.

Fuel economy will continue to improve significantly under new government standards that will reduce greenhouse gas emissions and increase fuel economy to 54.5 miles per gallon by 2025.

The U.S. Department of Transportation and EPA are implementing the first phase of these standards which already

improved fuel economy in 2010 and will raise fuel efficiency to 35.5 mpg by 2016.

The report also details the growth of more efficient technologies, such as six-speed transmissions, advanced fuel injection, and turbochargers that are making significant inroads into the mainstream market. EPA expects these and other new technologies to become even more popular in the next few years as automakers prepare to meet and fuel economy standards that will further drive up fuel efficiency and reduce emissions.

The CO₂ emissions and fuel economy values reflect EPA's best estimates of real world CO₂ emissions and fuel economy performance. They are consistent with the fuel economy estimates that EPA provides on new vehicle window stickers and in the Fuel Economy Guide. These real world fuel economy values are about 20 percent lower, on average, than those used for compliance with the corporate average fuel economy program.

For a direct link to the report, view this article on www.AmericanRecycler.com.

A mechanical, a chemical and a computer engineer were together in a car. The car stalled so the driver pulled over. They tried to figure out the problem.

The mechanical engineer said it must be a problem with the lubrication and the engine would need to be rebuilt.

The chemical engineer claimed that the fuel was clearly stale and that's why the car stalled and they would have to drain the tank and refill it.

The computer engineer said, "Why don't we just get out, get back in and try to start it again?"

ELECTRONICS

Electronic recycling programs introduced for Vermont schools

Workshops are offered to train schools

Vermont's electronic waste law bans the disposal of certain electronic devices and provides for convenient collection of computers, monitors, printers, computer peripherals and televisions (covered devices) for households, school districts, and small businesses that employ 10 or fewer individuals (covered entities).

The free Vermont E-Cycles electronic recycling program has established 90 collection locations that are located statewide and operate year-round. All computers, monitors, printers, computer peripherals and televisions, regardless of brand, age or condition, are accepted for free recycling. Other electronic devices are also accepted at these locations; however, there may be a fee to dispose of those items.

Over 90 collection sites and special collection events have partnered with the program, with more expected to sign up to offer a convenient set of collection locations as required by the State Standard Plan. To date, the program has collected nearly 2.8 million pounds of recyclable electronic devices, with a goal of collecting over 3 million pounds by the end of next June.

NRRA and its recycling partners Good Point Recycling and the Association of Vermont Recyclers (AVR) have developed school collection and education fundraiser events as part of the NRRA VT E-Cycles Program. Under this plan, NRRA and its partners will provide support and compensation for schools that are willing and able to host and staff electronics collections events on their grounds. During these events, any covered entity will be able to drop off any covered device at no charge. Other electronic devices can also be dropped off and there will be a set charge for these devices. The events will be coordinated with media exposure and educational opportunities for students and the community.

As part of its role in the E-Cycles program, AVR has developed a Vermont-specific School Workshop on Electronics Recycling. These workshops will be offered as part of AVR's routine workshop scheduling and funding mechanisms and will be specifically marketed to members and schools as a new and important product offering. These workshops will be funded by AVR Members through their routine memberships.

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ELECTRONICS

EPA reaches agreement with Battery Recycling Company to reduce lead pollution

The U.S. Environmental Protection Agency (EPA) has reached a legal agreement with the Battery Recycling Company, Inc. requiring it to take multiple actions to reduce the spread of lead contamination from its Arecibo, Puerto Rico facility. As part of an ongoing investigation of the facility, the EPA identified violations of federal regulations governing the proper handling of hazardous materials.

The agreement requires the company to take immediate steps to address the environmental violations and prevent releases of lead and other pollutants from the site. The company will invest more than \$3 million in facility upgrades and will undertake 3 environmental projects to benefit the community. The Battery Recycling Company has agreed, at this time, to pay a \$112,500 penalty for alleged violations of the hazardous waste law.

The EPA inspections identified significant violations of federal air, water and hazardous waste regulations. The air and water violations were addressed in previous EPA orders issued to the company. The agreement addresses the hazardous waste violations under the federal Resource Conservation and Recovery Act.

The Battery Recycling Company, Inc. is a lead smelter that recycles used motor vehicle batteries and produces approximately 60 tons of lead per day. Throughout 2010 and 2011, the EPA conducted a series of inspections of the facility to determine its compliance with federal laws and regulations.

The facility was found to generate lead-contaminated dust during battery processing, lead smelting and refining operations, and the storage and handling of waste. Workers have also car-

ried lead dust on their clothes and equipment into their cars and homes.

Under the agreement, Battery Recycling will completely enclose the lead recycling processing areas and run all emissions through dust collection systems.

The company will also finish building a new dust collection system to capture lead dust within the work area. Trucks and automobiles leaving the facility will be washed and inspected to reduce the spread of lead dust. Facility roads will be paved and pavements will be cleaned, in many cases, at least twice each day.

Battery Recycling has also agreed to fund the following local projects:

- Purchase of a vacuum sweeper vehicle to clean facility roadways of lead dust or other pollutants. It will improve the collection of dust and dirt and the proper disposal of the waste.

The project is estimated to cost a minimum of \$180,000.

- Purchase special equipment to compress dust from collection storage bins into pellets for easier handling. The project is estimated to cost a minimum of \$150,000.

- Provide assistance to local high schools in Puerto Rico to improve environmental education involving the safe handling and disposal of old chemicals. The project is estimated to cost a minimum of \$150,000.

Under previous agreements with the EPA, Battery Recycling improved existing employee changing areas, installed a decontamination station for vehicles and trained employees to ensure that "clean" and "dirty" lockers and changing areas are kept separate to minimize contamination. Battery Recycling is now also required to follow a standard operating procedure manual for continuous monitoring.

Texans love computer recycling

The Texas Commission on Environmental Quality (TCEQ) said that Texans turned in more than 20 million lbs. of electronics to computer manufacturers for recycling last year.

Computer manufacturers reported collecting 20,535,271 lbs. of electronics from January 2011, through December 2011. As part of the program, computer manufacturers collected 14,948,817 lbs.

of covered computer equipment in 2011. Of that collected weight, 14,733,035 lbs. were recycled and 686,292 lbs. were reused.

The TCEQ is currently working to implement a new program for the recycling of televisions, which will require television manufacturers that sell in Texas to collect and recycle television equipment.

New e-waste policy in effect for the Federal government


United States General Services Administrator Martha Johnson announced new guidelines banning all federal agencies from disposing of electronic waste in landfills. The policy will ensure that the federal government is leading by example and that all of its electronics are managed effectively in the disposal process. The policy will also direct electronics to certified recyclers, creating more opportunities for the e-waste industry.

"The federal government as a whole is the nation's largest consumer of electronics, and through this policy it will now be a more responsible user of electronics," said administrator Martha Johnson. "We are ensuring that electronics from federal agencies will be reused or sent to certified e-waste recycling plants."

The new policy directs federal agencies to reuse electronics to the maximum extent possible and then direct non-func-


tioning products to certified e-waste recyclers. As electronics reach the end of their utility, asset managers will offer these products to be reused at other agencies, schools, state and local governments, or offer them for sale. Federal agencies are being banned from disposing of these materials in landfills or incinerators, and instead they will now send them to third-party certified e-waste recyclers – under R2 or eStewards – when reuse is not an option. Additionally, recipients of used government electronics are being encouraged to follow the same reuse and certified recycling standards as the federal government.

The policy also incorporates transparency and accountability into this process by requiring federal agencies to track the volume and destination of electronics they send out for reuse and recycling and report that data online annually, which GSA will make available to the public on Data.gov.



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WASTE

Illinois grants variance to Saline landfill

Variance is needed for tornado debris disposal

The Illinois Environmental Protection Agency (Illinois EPA) granted West End Disposal Landfill in Thompsonville a provisional variance from a state regulation for 45 days so it can accept materials in a new cell, particularly debris from the extensive property damage from the February tornado in nearby Harrisburg.

The Illinois EPA temporarily waived the requirement for financial assurance because it is currently difficult, if not impossible, for West End to obtain the necessary financial assurance since business operations of its financial institution have been interrupted by the aforementioned severe weather.

Illinois EPA temporarily waived the requirement for financial assurance because it is currently difficult, if not impossible, for West End to obtain the necessary financial assurance since business operations of its financial institution have been interrupted by the aforementioned severe weather.

Once cleanup efforts begin, there will be a need for adequate disposal capacity at nearby landfills and West End is the nearest permitted landfill to Harrisburg and its current operational capacity is limited.

The Illinois EPA found that West End's application for a provisional variance to allow it to use the new cell satisfied requirements under Illinois law and includes a definite compliance program, evaluates all reasonable alternatives for compliance and demonstrated that any adverse impacts will be minimal.

Clean Harbors reports revenue increase for 2011

Clean Harbors, Inc. reported revenues for the fourth quarter grew 31 percent to \$545.9 million from \$417.1 million in the same period in 2010, reflecting a combination of acquisitions and organic growth. Income from operations in the fourth quarter of 2011 increased 38 percent to \$59.2 million from \$43.0 million in the same period of 2010.

All share and per share amounts reflect the two-for-one stock split completed in July 2011 and have been adjusted retroactively for all periods presented. Fourth quarter 2011 net income rose 64 percent to \$38.2 million, or \$0.72 per diluted share, compared with \$23.3 million, or \$0.44 per diluted share, in the fourth quarter of 2010. The effective tax rate in the fourth quarter of 2011 was 21 percent compared to 37 percent in the same period of last year.

"We concluded an outstanding 2011 with a strong fourth-quarter performance where we again saw the leverage inherent in our business model as we generated a 38 percent increase in EBITDA on a 31 percent increase in revenue," said Alan S. McKim, chairman and chief executive officer.

A woman had twins and gave them up for adoption. One of them went to a family in Egypt and was named "Amal." The other went to a family in Spain; they name him "Juan." Years later, Juan sent a picture of himself to his mum. Upon

receiving the picture, she told her husband that she wished she also had a picture of Amal.

Her husband responded, "But they are twins. If you've seen Juan, you've seen Amal."

Revenues for 2011 increased 15 percent to \$1.98 billion from \$1.73 billion in 2010. 2011 revenues included \$43.6 million related to the company's participation in the Yellowstone River oil spill response effort. Revenues for 2010 included approximately \$253 million related to the Company's participation in the oil spill response efforts in the Gulf of Mexico and Michigan. Income from operations increased slightly in 2011 to \$217.7 million from \$211.9 million in 2010. 2011 net income was \$127.3 million, or \$2.39 per diluted share, compared with \$130.5 million, or \$2.47 per diluted share on a split-adjusted basis, in 2010.

Based on its fourth quarter performance and current market conditions, Clean Harbors is increasing its 2012 annual revenue and EBITDA guidance. The company currently expects 2012 revenues in the range of \$2.20 billion to \$2.25 billion, up from its previous revenue guidance of \$2.15 billion to \$2.20 billion. For 2012, the company expects EBITDA in the range of \$400 million to \$410 million, an increase from its previous guidance of \$390 million to \$400 million.

New Waste Concepts named exporter of the year

New Waste Concepts has been named a 2012 Exporter of the Year award winner by ThinkGlobal Inc.

Awards are given to one U.S. company in each of 13 industry categories. Privately held New Waste Concepts was named Exporter of the Year in the Environmental category. New Waste Concepts, based in Perrysburg, Ohio, is a global distributor of cover materials and other products and equipment which New Waste Concepts manufactures.

"Exporting could not be more important to New Waste Concepts' success and survival during these turbulent economic times," said Milton Knight, CEO. "Over the last 5 years, we have grown sales relating to exports from 15 to 44 percent. It has contributed to our being sharper and more focused domestically because of the effort required to be successful selling overseas."

Criteria on which winners were selected include the total number of documented export transactions, the total percentage increase in sales, exports as a percentage of total sales, the company's commitment to exporting, the company's commitment to customer service and the company's innovation and originality in marketing products or services. To be eligible for the award, a company must currently be exporting from the United States.

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WASTE

Michigan cities enhance operations with RFID tagging

The cities of Cincinnati and Grand Rapids, Michigan have implemented an RFID-based recycling system from UPM RFID and Cascade Engineering. The two municipalities are using RFID technology to optimize waste management processes and to motivate citizen behavioral change with incentive-based recycling programs and pay-as-you-throw pricing.

Cascade Engineering's RFID system for the waste management consists of recycling and trash containers mounted with RFID xtreme tags from Xtreme RFID, which are powered by UPM ShortDipole ultra-high frequency inlays from UPM RFID. With a 10-year life guarantee, the tags snap securely in place below trash cart

lids and perform in extreme temperatures and weather conditions.

When sanitation crews collect consumers' garbage and recycling, the truck's on-board data collection system capture tag data, recording the time and GPS coordinates as well as the weight of the pickup.

In Cincinnati, since installing the RFID system, citizen recycling participation has increased 79 percent and lead to a cost savings of \$930,000 in waste disposal and labor costs. The city of Grand Rapids is extending RFID technology to waste collection, implementing usage-based pricing, in addition to using GPS and RFID data to plan sanitation crew driving routes for optimal operational and fuel efficiency.

SALVAGING Millions

by Ron Sturgeon
Autosalvageconsultant.com

Using the internet to build your business – Brand building on the web, Part 2

Does your web designer know SEO?

SEO is search engine optimization. SEO is an ongoing effort to secure rankings for the words that searchers use to find businesses like yours in Google, Bing and Yahoo.

As you contemplate building a website or revamping an existing one, you need to work with a web designer that knows how search engines work, so that he or she designs yours properly.

Most web designers understand a little SEO, but their task of keeping up with general design doesn't leave them time to learn SEO at a meaningful level.

If you are planning on getting traffic from search engines without paying per click, you will need good optimization to show up on page one of the search results for your keywords.

The more competitive your niche, the more likely you will need to optimize to get good placement.

How to know if your web designer knows SEO:

If they know SEO, they will:

1. Have asked you for the terms/words you think your customers use when they search for businesses like yours.

2. Have furnished you a list of those keywords and associated terms, an estimate of the number of times those terms were searched last month, and where your site ranks for each of those keywords.

3. Have shared tactics needed to improve performance for those terms and asked you to budget for ongoing SEO work or set aside time to do that work yourself.

4. Have given you monthly reports showing you where you are

ranked for each of your tracked terms as of a given date, so you know whether you are making progress toward bringing more potential customers to your site.

5. Have given you a Google analytics report (or equivalent) so that you know how many people visited your site, what keywords they used to get to your site, where they came from and what they looked at.

6. Meet with you at least quarterly to review the performance of the site, propose budgets and targets and work with you to meet those goals.

You get more of what you measure:

If you are not getting this basic information from your web professional, you are not in a position to measure the results of your effort to grow your business using the Internet.

Unless you are measuring them, your web marketing results are likely weak.

Don't wait to get this information about your site. Your competitors are getting it and being found by people who could have ordered from you.

There is an old adage in business management: You get more of what you measure. Just starting to measure your web results will focus you on improving them. The tools are simple to use and mostly free.

If you have a website or blog that isn't bringing you the business you expected, e-mail your site address to me. I will give you a free report that scores your site for SEO and shows specific actions you can take to improve your website's performance as a source of leads and revenue.

Remember, only you can make BUSINESS GREAT!

This article was provided by autosalvageconsultant.com, which was formed in 2001 by recyclers for recyclers, to help them improve their businesses.

California city launches trash to fuel processing facility

Lancaster, California officials are partnering with a local firm to advance a trash to fuel waste solution. Lancaster entered into an agreement with Ecolution, a Lancaster-based corporation, to develop an advanced municipal waste handling system.

This new facility and its patented GreenStream™ technology will radically reduce the percentage of trash making its way to the local landfill. Instead, the facility will generate large supplies of green-certified recycled materials usable by other industries, generate renewable fuels and help the city achieve its goal of becoming the Green Capital of the World.

Once completed the facility will employ roughly 200 people and help the city achieve at least an 85 percent diversion rate. Currently, the city diverts approximately 55 percent of its waste from the landfill but Assembly Bill 341 signed into law by Governor Jerry Brown will require that rate to increase to 75 percent by 2020.

Ecolution's GreenStream system separates as many as 20 different types of recyclable material from the municipal trash stream, as well as organic matter. The organic matter can then be processed into various forms of energy, including biofuels and electricity. The small percentage of remaining waste making its way to the landfill is comprised almost exclusively of inert and inorganic matter that is harmless to the environment. As such, trash headed to the landfill will be safer and less susceptible to rodents, bird and nuisance odors than current flows.

The GreenStream system will also simplify recycling for residents. Currently, Lancaster uses a three-can trash system divided into recyclables, green waste, and unrecyclable trash. The GreenStream process utilizes a single can, taking the confusion out of correctly recycling. Instead of three trucks collecting trash at a curbside, only one will be needed to collect it. All trash separation occurs in a completely enclosed building at the Ecolution facility.

Waste Connections offers common stock

Waste Connections, Inc. said it intends to issue 12 million shares of its common stock in a public offering.

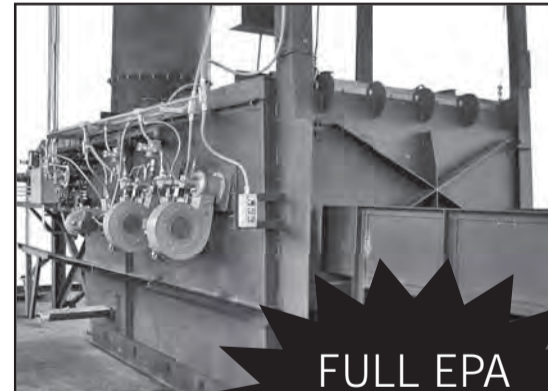
Waste Connections intends to use the net proceeds to repay the unhedged portion of the outstanding borrowings under its senior revolving credit facility and to use any remaining net proceeds

for general corporate purposes, which may include acquisitions of additional assets or businesses, the repayment of other indebtedness, capital expenditures and increasing working capital.

Morgan Stanley is acting as the sole underwriter for the offering.

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INTERNATIONAL

Garb Oil & Power joins e-waste partnership in Italy

Garb Oil & Power Corporation signed a definitive agreement for a second joint venture (JV) partnership in Italy to build and operate an e-waste plant.

The plant will have 13,000 metric tons input and produce output in copper, aluminum, alloys and plastic. Once operational the plant will provide estimated revenues in excess of \$10,000,000 and EBITA in excess of \$4,500,000 per year of operation. All raw materials will be sold to local entities for further processing. The plant will be locally funded and initial funds are available to start the project.

Garb, through its European subsidiary, will buy 51 percent of the existing company and will proceed to fund 20 percent of the project with 80 percent being organized by the JV partner, which will own 49 percent of the JV company. The JV company will then build, own and operate a 13,000 metric ton e-waste plant.

The estimated cost of the project including land, building and plant is expected to be approx. \$13 million and is scheduled to be completed by December 2013. Funding for the e-waste plant will come through the engagement of a local bank and will be guaranteed by an insurance bond. Garb estimates to break ground in this project by November 2012.

EU adopts e-scrap rules that are strict

The International Electronics Recycling Congress in Salzburg was held against the backdrop of the revision of the EU's Directive on Waste Electrical and Electronic Equipment (WEEE), on which the European Parliament voted positively a few days later. Higher collection rates and prevention of illegal exports are among the main thrusts of the new policy document.

The philosophy behind the goal of creating a Recycling Society within Europe was addressed by one of the keynote speakers, Julio Garcia Burgues, director of the Waste Management Unit of the European Commission. "Today, Europe faces a dual challenge: first, stimulating the growth needed to provide jobs and well-being to citizens; secondly, ensuring that growth leads to a sustainable future. To tackle these challenges and turn them into opportunities, our economy will require a fundamental transformation within one generation," he said.

Each year in the EU, some 2.7 billion tons of waste are thrown away. On average, only 40 percent of municipal waste is re-used or recycled; the rest goes to landfill or incineration. According to a study published in mid-January by the European Commission, full implementation of EU waste legislation would save Euro 72 billion a year (US \$93.7 billion) and create over 400,000 jobs by the year 2020.

E-waste generation is still increasing – electrical and electronic waste is expected to increase by roughly 11 percent between 2008 and 2014. And this is one of



The International Electronics Recycling Congress met to revise the WEEE Directive.

the waste streams with the greatest value in terms of recycling: not only gold, silver and copper but also rare earths are contained in significant volumes within e-waste.

The current annual collection target is 4 kg per capita. This means that, with 500 million people living in the EU, every year around 2 million tons of e-waste have to be collected, properly treated and made available for material recovery. Although some member states are lagging behind, many others are already well above the WEEE collection target.

According to Burgues, prevention of illegal exports of e-waste is one of the key objectives of the new directive. "The

burden of proof to show that exports of used equipment are not just waste will be shifted to the exporters themselves," he noted. "This should make the enforcement work of customs officers much easier."

The new version of the WEEE Directive demands that all EU member states must increase their collection of e-waste, regardless of whether they already meet the current flat-rate target of 4 kg per person per year. By 2016, most will have to collect 45 tons of e-waste for every 100 tons of e-goods put on the market three years previously. By 2019, this must rise to a rate of 65 percent, or alternatively they can collect a comparable figure of 85 percent of e-waste generated.

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BUSINESS BRIEFS

Alternate Energy elects new board members

■ Alternate Energy Holdings, Inc. (AEHI) has elected Rear Admiral Michael T. Coyle (Ret) and James Ryan Holt to the board of directors.

Both men are highly qualified in regards to their respective expertise. They live in Idaho and bring a local perspective to the board.

Coyle had a 33 year career as a United States Naval Officer, achieving the rank of Rear Admiral. He also has extensive experience in operations, engineering and maintenance of nuclear and conventional power systems.

Holt is a businessman in Payette County, Idaho and has been a long-time supporter of AEHI's plans to build a nuclear power plant in Payette County. He comes from a sales-oriented background, in which he worked for companies like MCI Communications, McCaw Communications and Cellular One. Holt has since transitioned into the insurance industry and maintains his own practice in Fruitland, Idaho.

Lisa Carson to serve as committee head

■ The Association of Equipment Manufacturers (AEM) has selected KPI-JCI and Astec Mobile Screens' marketing manager, Lisa Carson, to serve as the head of the Aggregates Statistics Committee.

The Aggregates Statistics Committee, which consists of 13 reporting brands, is designed to provide the most accurate industry data available to be used for market share calculation, forecasting and resource planning. As chairwoman of the committee, Carson is responsible for leading each meeting, webinar and teleconference, and providing agendas and minutes.

Carson, who has led KPI-JCI and Astec Mobile Screens' marketing department for the past four years, said she was eager to take on additional responsibilities in the industry and work together with other manufacturers to provide important industry data. KPI-JCI and Astec Mobile Screens is a worldwide leader in manufacturing equipment for the aggregate, construction, paving and recycling industries.

Universal Scrap acquires Chicago copper recycler

■ Universal Scrap Metals (USM) has acquired the assets of Premier Metals Recycling, a Chicago processor of scrap copper. With the acquisition, USM adds extensive copper recycling capability to the ferrous, nonferrous, electronic and composite scrap recycling conducted by its current companies: Universal Scrap Metals, USM Processing, USM Recycling and USMe Electronic Assets Recycling.

Todd Fingerman, former president of Premier, will head the new USM expanded copper operation, with the title of USM director of copper processing. The Premier chopping operation, enhanced with new equipment, will be located in a newly built-out dedicated copper processing space at the USM headquarters facility at 2500 West Fulton Street in Chicago.

When I overheard one of my cashiers tell a customer, "We haven't had it for a while, and I doubt we'll be getting it soon," I quickly assured the customer that we would have whatever it was she wanted by next week. After she left, I

Harris Waste consolidates customer service group

■ Harris Waste Management Group, Inc. is closing its Portland Service Center located in Clackamas, Oregon, effective April 30, 2012.

"Harris' plan is to consolidate its operations and drive accountability for increased customer service through our expanded CSR group," said Kenneth Galason, president of Harris.

Harris field service technicians based in Portland and Riverside, California will not be impacted by the closure and parts inventories will be maintained to support Harris' West Coast Service requirements.

All incoming service and parts requests will be directed to the Harris Customer Service (CSR) Groups in Cordele and Baxley.

read the cashier the riot act.

"Never tell the customer that we're out of anything. Tell them we'll have it next week," I instructed her. "Now, what did she want?"

"Rain."

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BUSINESS BRIEFS

Vecoplan Midwest moves to larger facility

Vecoplan Midwest, a subsidiary of Vecoplan LLC in High Point North Carolina, recently relocated to an 18,180 sq.ft. facility located in New Albany, Indiana. According to Bill Miller, COO of Vecoplan Midwest, the move was necessitated by continuing growth of their shredder sales and service business and the introduction of briquetters, pellet mills and complete pelletizing systems to their product offerings in 2010.

In addition to 2,000 sq.ft. of office space, the new facility houses a 10,180 sq.ft. machine rebuild center and a 6,000 sq.ft. test lab/show room space, where customers can send their material to be shredded, briquetted or pelletized.

Bandit Industries adds Chicagoland distributor

Bandit Industries welcomed Atlas Bobcat as a Bandit authorized dealer. Atlas Bobcat is a full service dealer with five locations, serving Bandit customers in Chicago as well as all of northern Illinois and extreme northwest Indiana. They will provide sales, parts and service for Bandit's full line of hand-fed chippers and stump grinders.

Atlas Bobcat opened its doors in 1965, making it one of the oldest Bobcat dealers in the country. Over the years the company has opened five locations through Chicagoland, including Yorkville, Wauconda, Mokena, West Chicago and the corporate headquarters in Schiller Park.

Sikorski leaves CARE executive director post

Georgina Sikorski, executive director of Carpet America Recovery Effort (CARE) has informed the board of directors she is resigning her post in April. Sikorski told CARE board chairman Werner Braun she is leaving to pursue other projects.

Sikorski has led the non-profit carpet recycling advocacy group since 2008. During her tenure, CARE's membership has grown from 50 to over 400 active members.

Sikorski cites as her most significant accomplishment CARE's leadership in the implementation and administration of California AB 2398, the nation's first-ever extended producer responsibility legislation specific to carpet.

Chairman Braun said a search committee is being formed to find a new executive director for CARE.

ADVERTISER INDEX

PAGE	ADVERTISER
A12	Action Equipment Company
A23	AIMS
A11	American Baler
A18	ARPI
B3	Bomac Carts, LLC
A9	Bud Roberts Company, Inc.
A7	Call Shaughnessy
A6	CIF Industries
B7	ClearSpan Fabric Structures
A11	Copper Wire Stripper
A8	CP Manufacturing, Inc.
A15, B2, B8	DADE Capital Corp.
A17	Direct Response of America
A18	Federal Equipment Co.
A16	Gershow Recycling
A27	Government Liquidation
B5	Granutech-Saturn Systems
A5	Iron Ax, Inc.
A21	Lamb Fuels
B6	Mallin Bros
A8	Maurer Manufacturing
A10	Moley Magnetics, Inc.
A19	Multitek, Inc.
A28	OverBuilt, Inc.
B3	Polymer Recovery Systems
A13	Recycalytics
A4, B2	Recycling Equipment, Inc.
A20	Recycling Services Intl., Inc.
A19	Riverside Products
A14	RM Johnson
B4	Rotogran, Intl.
A16	S3 Software Solutions
A6	SAS Forks
A7	Sierra International
A10	Smalis Conveyors
A16	SSI Shredding Systems, Inc.
A13	Supershear
A21	Sweed Machinery Inc.
A3	Untha America
A2	Vezzani S.p.A.
A22	Waste Expo



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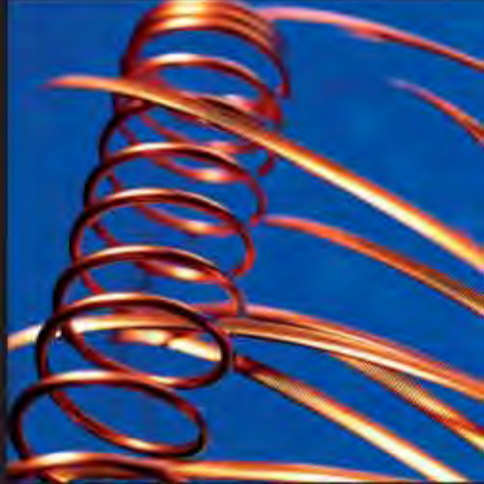


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