



# American Recycler

NewsVoice of Salvage, Waste and Recycling

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## Escalating transportation costs deflate profits for scrap metal exporters

by MIKE BRESLIN

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A key component of pricing any recycled commodity is the cost of transportation. Generally, profit diminishes for both the seller and the buyer according to how heavy the load is and how far it travels. By volume, scrap metal is the heaviest commodity and must deal with the heaviest costs for transport. Even moving a ton of scrap iron a short distance from a fabricating shop to a local scrap yard involves numerous expenses – labor to load the material, the wages of a truck driver; vehicle depreciation, maintenance, insurance and fuel, miscellaneous road expenses and deadhead return of the vehicle.

As inland distances increase to a port whether by truck, barge, rail or intermodal the transportation costs multiply to include costs for regulation compliance, and depending on the marine terminal, a growing number of increasingly expensive environmental, security and foreign currency exchange fees.

Obviously, the main driver of price is supply and demand, but higher transportation expenses must come out of the pockets of the exporter or the foreign importer. In a buyers' market, the seller likely eats the lion share. "Transportation costs are quite an important component of ferrous scrap, because the product is usually free



PHOTO COURTESY OF IRON INDUSTRIES LLC.

Bulk vessels are an important link in the global supply chain of scrap metals, but containerization has grown substantially over the past several years.

on board (FOB) mill whether it's across town, across the state or nation or to a foreign destination," said Greg Crawford, vice president of operations at the Scrap Recycling Institute (SRI), a department of the American Iron and Steel Institute.

The Institute of Scrap Recycling Industries (ISRI) recently released its

2009 export statistics. The volume in metric tons of ferrous (including stainless) showed that United States domestic exports rose 4.7 percent in 2009 over 2008 (21.5 to 22.4 million metric tons), but the monetary value dropped precipitously by a hefty 31 percent from \$10.3 billion to \$7.1 billion.

Marc Azous, chief executive officer of Iron Industries LLC, who exports United States scrap metal primarily to India and South Korea, gave his opinion on what is happening. "Prices have nearly doubled over the last year. Prices were getting up to \$700 a ton delivered to many places back in 2008. I see history repeating itself right now. Prices are rising too high too fast again and I think there is going to be a correction because of what is happening in Asia. Although there's demand, they have huge inventories of finished steel products. Until they offload the new products there's no need to raise prices for the scrap. In South Korea, for example, they inventoried scrap when prices were low so they have supply in their yards."

Meantime, increasing costs for transportation are tightening margins for United States scrap yards and exporters all along the supply chain. Wildly fluctuating fuel prices over the past several years have been largely stabilized by the transportation industry with fuel surcharges imposed by truckers, railroads and ocean carriers. And, fuel prices are on the rise.

"Truckers are basically making their money by killing everyone with fuel surcharges. We've recently had fuel surcharges as high 27 percent. There are

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## Recovery Act funding jumpstarts new waste-to-energy facility

The United States Environmental Protection Agency (EPA) joined the Kentucky Infrastructure Authority (KIA) to recognize a \$1.95 million project funded in part through the American Recovery and Reinvestment Act (ARRA) of 2009 in Lexington, Kentucky. The Kentucky Horse Park received loans through the Clean Water State Revolving Fund for the purchase and installation of a manure bioenergy management facility.

The Kentucky Horse Park spends an average of \$200,000 per year to dispose of horse manure. The construction of the new manure bioenergy management facility

is a practical and sustainable solution that will eliminate costs associated with waste disposal while providing many environmental benefits.

The productive reuse of horse manure to generate electricity is expected to substantially offset electric charges incurred. Energy from waste produces less greenhouse gases than the continued transport of manure to the landfill.

The project will serve the North Elkhorn Creek watershed and provide regional water quality benefits to the area. The on-site storage of manure will not con-

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## Current scrap markets on upswing



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# Directories recycled with help from Oahu residents

This year, thousands of expired telephone directories in Hawaii were kept out of landfills and processed into reusable products thanks to Oahu community members and the Think Yellow, Go Green Recycling Program. Oahu residents, Berry and Hawaiian Telcom Yellow Pages came together to repurpose more than 53 tons of recycled telephone directories, the equivalent of approximately 28,000 directories. Once recycled, directories were then converted into oil-absorbent materials and used to manufacture oil change kits, kitchen oil disposal boxes and mulch for local companies such as The Original Oil Change Box and Green Lava & ProSeed Hydro-Mulch.

The month-long recycling program was supported by volunteers from the

Lokahi Giving Project, who staffed the drop-off locations, and All Rolloff Services, who provided containers and hauling services.

Residents were invited to recycle their outdated and extra phone directories at participating locations throughout the island. Directories were accepted at the Kahala Mall, Ward Warehouse, Winward Mall and Waikale Premium Outlets. Recycled directories were then shipped to local recycler, Island Shell LLC.

"If you lined up this year's total recycled directories, it would stretch from Haleiwa to Honolulu and back," said Szczekocki. "Each one of those recycled directories is one step closer to a greener community."

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# Scrap tire measure approved



A Colorado Senate Committee approved comprehensive legislation to reform the state's scrap tire laws. More than 60 million stockpiled scrap tires are in Colorado, which is one of the few states where piles are growing.

The Rubber Manufacturers Association (RMA) has been working to change Colorado's scrap tire law since the last changes were made to the program several years ago. RMA testified in favor of the legislation this week.

HB 1018, which passed the House in March, was unanimously approved by the Colorado Senate Transportation Committee. The measure will next be considered by the Senate Finance Committee.

"HB 1018 is the result of eight months of negotiation among all major scrap tire stakeholders in Colorado," said Michael Blumenthal, RMA vice president, who testified in support of HB 1018. "If enacted, Colorado will be able to address some of the gaps in their program, while focusing on market development and continued stockpile abatement."

Colorado currently imposes a \$1.50 fee on new tires that should be used for enforcement of state scrap tire regulations, cleanup of waste tire piles and market development.

"Unfortunately, Colorado has not effectively managed scrap tires," Blumenthal said. "The state has the greatest number of tires in stockpiles in the nation and unless the system is changed, those piles will continue to grow."

HB 1018 would:

- Place more of the scrap tire funds directly into scrap tire activities.

- Consolidate all waste tire programs under the Colorado Department of Public Health and Environment (CDPHE) and establish new requirements for scrap tire market development, fire planning and prevention, waste tire hauler regulations and waste tire facility regulations.

- Create regulations that will benefit the state and the scrap tire industry and close gaps in the regulation that will decrease the incidence of unlawful dumping of tires.

- Create an advisory committee that can provide ongoing review and evaluation of the program that will increase the likelihood of constant improvement to the program.

"We will continue to press Colorado lawmakers to enact this legislation," Blumenthal said.

# Con Edison awarded for recycling

For recycling almost 50,000 tons of materials, Con Edison has captured one of the federal Environmental Protection Agency's (EPA) highest honors, a WasteWise Gold Achievement award for industrial material recycling.

This award recognizes the company's performance in 2008 for recycling 90 percent of the total waste materials handled. This success translated to close to 50,000 tons of waste materials from company locations.

In addition to recycling common materials like paper and cardboard, Con Edison also recycles industrial materials that have been reclaimed from utility operations, such as metal and scrap

cable, sand and soil from excavation sites and construction and demolition debris.

Con Edison's recycling program saves money and manages materials in an environmentally sound way. In 2008 alone, the company estimated that it saved over \$19 million through its waste-reduction efforts. Programs range from directives requiring two-sided copies throughout administrative offices to a metal recycling program from company construction sites.

As part of joining the EPA WasteWise voluntary reporting program, Con Edison began to track all materials it recycles. In 2008, the company estimated it recycled:

- 33,000 tons of sand and dirt.
- 11,500 tons of metal.
- 3,400 tons of trash.
- 1,300 tons of construction and demolition debris.
- 100 tons of wood.
- 400 tons of mixed office paper.
- 150 tons of corrugated cardboard.
- 140 tons of skids and chairs.
- 120 tons of plastic.
- 50 tons of electronic equipment.

In 2009, Con Edison achieved a 91 percent recycling rate for its generation of 67,000 tons of the same material streams. This represents a trend in material reuse and cost savings that the company is seeking to not only maintain, but also improve upon annually.

# Target begins in-store recycling

Target launched permanent community recycling stations in all 1,740 stores in a month-long celebration of the 40th anniversary of Earth Day. Throughout the month, the celebration also included the launch of an online eco-boutique where guests could find eco-friendly products and learn more about the Company's commitment to the environment, a month-long sweepstakes, a reusable bag giveaway and a unique Target circular.

Located at the front of each store, the recycling stations offer guests a convenient way to recycle aluminum, glass and plastic beverage containers, plastic bags, MP3 players, cell phones and ink cartridges.

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# Exporters

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hidden costs everywhere in transportation right now," said Azous.

Many see the record profits of the United States railroad industry over the past several years not as a result of an increase in neither traffic nor expanded service, but largely due to high fuel surcharges.

Scott Horne, general counsel and vice president of government affairs at ISRI commented on issues with railroads: "Our role in interstate transportation has been largely focused on the railroads because so many containers go by rail to the ports. We work to make sure it's a fair and level marketplace for our shippers. We played a role with bulk shipments as well to alleviate the shortage of gondola cars that was severe until the market dropped off one and a half years ago. We are also trying to encourage railroads to improve service; many of our members have encountered great difficulty getting the level of service they need."

Ocean carriers have formulated complex bunker fuel surcharges. Maersk Line, for instance, one of the world's largest container carriers, has constructed a surcharge scheme in its contracts that incorporates fuel consumption, transit time and imbalances in container flows to ensure profitability. The formula includes recalculating

bunker fuel every three months based on the previous 13 week fuel price average.

In mid-February all the major ocean carriers initiated a general rate increase. They raised the price \$200 dollars per container, about \$10 dollars a ton for 20 tons loaded. "Can you raise your price to the customer to compensate for that price increase, or lower the price you pay for scrap?" Azous questioned. "Ocean freight is key to everything now, the most predominate factor in buying."

In logistics, when they say they have no containers available that means either two things – they are booked solid and have no vessel space, or they don't want scrap metal containers because they can use them for other products that they can charge more for. "Why would they give me a container for \$600 dollars to China when they can sell that same container to Microsoft for \$4,000 dollars?" Azous added.

Already-high container handling costs at United States marine terminals due to longshore worker and stevedore union contracts are being augmented by a range of additional costs for security measures, environmental programs and trucking fees. The Transportation Security Administration (TSA) requires all truck drivers entering a secure area of a United States Maritime Transportation Security Act-regulated port or vessel to have a Transportation Workers Identification Credential Card (TWIC). This biometric credential, valid for 5 years, costs \$132.50 per driver. To date 1.5 million drivers have enrolled. Do the math and add the administration burden for the trucking industry.

Containers of scrap metal must not exceed weight limit requirements and must be loaded properly for weight distribution. Other than proper export documentation and

declaring that shipments contain no radiation or chemical contaminants, there are no security requirements for scrap metal on the export side, however, increased port security for imports for things like radiation scanning equipment and open-container inspections drive up costs that are ultimately reflected in higher shipping rates.

Aggressive environmental programs to reduce air and water pollution, especially at west coast ports are laudable, but ultimately the costs are passed on to shippers. The Port of Long Beach, California, bills itself as "The Green Port" and claims that its ambitious Clean Trucks Program has thus far reduced air pollution from harbor trucks by nearly 80 percent. But at what cost to United States exports?

On January 1, the Port further banned trucks with 1993 and older engines and also barred nearly all trucks with 1994-2003 engines. By 2012, all trucks that don't meet 2007 emission standards will be banned. All trucks built before 2003 that enter the port must pay a Green Fee of \$100, unless they offload at night, but the freight-forwarder can sometimes get the fee waived.

This means trucking companies will have to replace thousands of trucks much sooner than anticipated which will inevitably lead to higher drayage rates. In addition, all truckers working at the marine terminals at the Ports of Long Beach and Los Angeles must register and pay a \$100 dollar annual fee for each truck.

In February, the Port doubled financial incentives to \$6 million a year to encourage ships to slow down within 40-miles of the port to further reduce air pollution from diesel engines.

The Port Authority of New York and New Jersey also has a Clean Truck program. Beginning January 1, 2011, pre-1994 model trucks will no longer be able to enter Port Authority marine terminals. And, on January 1, 2017, all trucks hauling freight from the port must meet or exceed 2007 federal emissions standards.

The further inland scrap is located, the more difficult the challenges faced by exporter. Take the case of Baker Iron and Metal, central Kentucky's largest scrap metal processor. "For us it's more difficult to export ferrous than nonferrous. Transportation costs have impact, but more so in ferrous. Nonferrous export is a pretty good market for us most of the time. On the non-ferrous side approximately 30 to 35 percent is export," said Greg Dixon, general manager.

Baker's ferrous export varies every month, most months very little, but some months it ships to an export ramp in Cincinnati where it goes by barge to ports. Baker sells predominately to export brokers to reduce risk. "Surprisingly there's not a lot of intermodal from here to the east coast and I don't know why that is," Dixon said.

Most major ocean shipping lines have facilities in the major inland cities, but if not near a rail head with the availability of gondola cars, container loading facilities, or not near a water route, the alternative is road hauls that eviscerate profit. "Going from Long Beach to a port like Shanghai (6,500 miles) for a 20' container, you're looking at \$375, but to go from Long Beach to San Diego (93 miles) by truck, you're looking at \$700 to \$800, which is ridiculous. It's double to ship domestically for two hours than to cross the widest ocean," said Azous.

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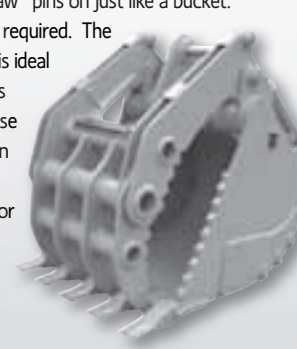
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# Fuel efficiency and concern for the environment impact consumer decisions

A new survey by Capital One Auto Finance found that when it comes to Americans' auto preferences, bigger may not always be better and fuel efficiency is in the driver's seat. The survey, which examined drivers' views about fuel efficiency and alternative motor vehicles, found that 53 percent of respondents said that their next car will be more fuel efficient than their current vehicle and 55 percent would be very likely or somewhat likely to give up a larger vehicle for a more fuel efficient model.

The study also explored alternative motor vehicles, or vehicles that run on a fuel other than "traditional" petroleum, such as electric vehicles or gas-electric hybrids. While the overwhelming majority of those surveyed do not currently own an alternative motor vehicle and 76 percent have never driven or test-driven one of these types of cars, nearly 80 percent believe they are not just a passing fad.

## Alternative motor vehicles – fad or future?

Just over one-third of the respondents said it is somewhat or very likely that their next car purchase will be an alternative motor vehicle and most drivers surveyed think they will own an alternative motor vehicle in their lifetime. Forty-two percent of survey respondents predict that in ten years, 25-50 percent of cars on the road will be gas-alternative models, while nearly 23 percent believe that over 50 percent of cars on the road will be alternative cars by the year 2020. In the near term, however, consumers say that pricing is the primary factor holding them back from purchasing an alternative motor vehicle.

## Understanding new technologies and pricing

With new technologies emerging, the study also found that consumers may not be doing enough research on alternative vehicles and may be unaware of valuable tools to consider when purchasing a new car. The United States government is currently offering a tax rebate for the purchase of some alternative motor vehicles,

yet 41 percent of consumers surveyed did not know about this rebate program. Of those who said they were likely to purchase an alternative motor vehicle, nearly three-quarters have not calculated the savings in gas over a traditional vehicle.

## Helping consumers navigate the car buying process

Employ the following tips to help drivers manage the car-buying process:

- Research different models. It's important for car buyers to do their homework and learn more about the features of different models, especially if considering an alternative motor vehicle. For those who would like to save money on gas and are considering trading in a gas guzzler for a more fuel efficient car, Edmunds.com offers a calculator that shows how long will it take before you pay off the balance of a vehicle purchase and begin saving money. Visit [www.edmunds.com/calculators/gas-guzzler.html](http://www.edmunds.com/calculators/gas-guzzler.html)

- Learn about vehicle pricing. Research new and used car prices online. Know what you can afford and use those target numbers as a reference point for your pricing information.

- Research and compare different financing options. There is a range of auto financing options available, including dealer financing, loans from banks and credit unions, and pre-approved no-obligation online loans.

- Make sure you are comfortable with the contract. If it's not the price or deal you want, be ready to walk away.

# Pennsylvania awards \$20 million in recycling grants

Local recycling and compost programs in 40 counties across Pennsylvania received a boost as Governor Edward G. Rendell announced \$20 million in grants to help support these efforts that employ tens of thousands of people and contribute billions of dollars to the economy.

The 113 recycling development and implementation grants the Governor announced will reimburse municipalities for costs associated with establishing and maintaining recycling and composting programs.

"Pennsylvania's recycling industry is directly responsible for more than 52,000 jobs with an annual payroll of \$2 billion; it also generates \$20 billion in gross receipts. That's a substantial impact that's certainly worthy of the investments we're making today," said Governor Rendell.

Act 101 of 1988 required recycling in Pennsylvania's larger municipalities, required counties to develop municipal waste management plans, and created the Recycling Fund, supported by a \$2-per-ton tipping fee on all landfilled materials in the state. The proceeds from the fee provide grants to offset local government expenses.

"This program has experienced tremendous growth over the past 20 years and continues to support our local municipalities. I intend to work with the General Assembly to amend current statute to extend the recycling fee. Without an extension the funding for these grants will no longer be available and

the program will effectively shut down," noted Governor Rendell.

The Department of Environmental Protection, which administers the program, has already modified its recycling grant programs to operate at reduced funding levels in order to extend financial support to municipal recycling efforts for as long as possible. Even at these reduced levels, however, funding will no longer be available after December, 31, 2010, unless the fee is extended.

The following is a list by county of the \$20 million in Recycling Development and Implementation Grants awarded by Governor Rendell.

### Adams County

Adams County – Recycling Center & Community Events – \$97,510

### Allegheny County

Allegheny County – Municipal Program & Special Event Recycling – \$99,000

Crafton Borough – Yard Waste Program – \$36,405

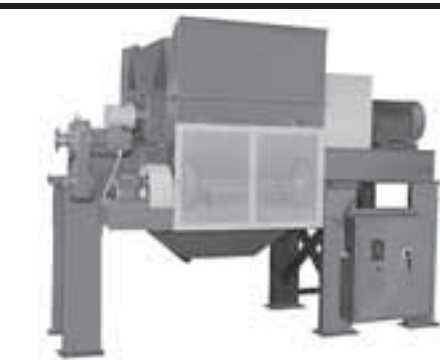
Franklin Park Borough – Yard Waste Program & Curbside Recycling – \$500,000

Town of McCandless – Curbside Recycling & Yard Waste Recycling – \$500,000

North Fayette Township – Curbside Recycling – \$20,900

For a complete list by county, view this article on [www.AmericanRecycler.com](http://www.AmericanRecycler.com).

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# Recovery act

Continued from Page 1

tribute to ground or surface water pollution, which will help to maintain the unnamed tributaries to Cane Run that flow into North Elkhorn Creek.

In 2009, the EPA distributed \$49.9 million in ARRA funding to KIA to help the state finance overdue improvements to water projects that are essential for protecting public health and the environment. The funding augmented Kentucky's Clean Water State Revolving Fund (SRF) program, which provides low-interest loans for water quality protection projects for wastewater treatment, non-point source pollution control, and watershed and estuary management. The Kentucky Horse Park project received \$1,950,000 in assistance through the SRF, including \$950,000 in ARRA funds.



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by **ROBERT DUNNE**

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You wouldn't think of throwing away your collection truck just because it had a flat tire. But that's exactly what people are doing when they throw away a recycling collection cart, bin or container just because a caster has failed. Whether the caster failure is due to an excessive payload, a collision with a curb or tailgate or another cause, the failure often damages the cart's base as the caster tears away from the cart and risks injuring staffers while also leaving a hospital, hotel, office or other facility strewn with empty bottles, crushed cans and dirty newspapers.

Since the plastic container itself often remains in fine condition and ready for more work, replacing failed casters and repairing the cart bases, if necessary, may return the cart to service.

Though not the most challenging tasks your maintenance team will face, caster replacement and its associated repairs take considerable amounts of time and the cost for parts and labor quickly becomes quite substantial while leaving carts and containers out of action slows productivity. "Replace and repair" as an operational mantra simply invites inefficiency and ensures your staff is constantly diverted from their productive responsibilities.

Specifying the right caster in the first place to match the cart or container, the intended payload, the likely flooring and other operating conditions – without over speculating – minimizes the risk of caster failure and extends operational

life while promoting optimum, smooth performance at the lowest cost.

To determine the type of caster required for peak performance in your operation, a basic understanding about caster construction is recommended. A caster typically comprises a wheel set within a fork attached to a bolt plate. This is where the caster is attached to the base of the cart or container via bolts, screws or other fasteners. Casters may be rigid, meaning they roll only forward and backward or swiveling, meaning they rotate 360 degrees to maneuver in all directions. They are typically manufactured of steel for maximum strength



Some collection carts feature a six-caster arrangement that enables it to easily roll up and over curbs and tailgates without damaging the cart.

though aluminum and plastic are also used for light-duty applications. Wheels are manufactured in a wide variety of materials to accommodate different types of flooring and other factors. A huge range of bearings with a variety of properties ensures the wheels roll and swivel smoothly in any conditions while

a range of brakes and other accessories may be added.

The most important consideration in specifying the ideal caster is to determine how much weight is to be transported. Moving and hauling bulk forklift container loads of crushed glass demands a far stronger, sturdier caster than catching shredded office paper in a plastic bin and rolling it for consolidation into a larger container. The crushed glass has a high bulk density and places ample weight per given area whereas the shredded paper contains a high volume of air (a low bulk density), until densified, and, therefore, places far less weight per given area.

Once the weight is determined, the required load bearing rating of the caster may be calculated. For example, if 600 lb. payloads of paper are to be collected then we recommend specifying four casters, each providing a caster load rating at 200 lbs. for a total load bearing capacity of 800 lbs. But isn't that over speculating? It isn't because the four casters would only bear an equal amount of the weight when the load is equally distributed within the cart and when the cart is standing on a flat, level surface.

Since collection carts are routinely pushed up and down ramps, we recommend accommodating load bearing requirements due to shifting contents by taking only 75 percent of the caster load rating to arrive at the total cart load rating. In this case, total caster load rating of 800 lbs. x .75 = 600 lbs. This helps ensure that even if payloads shift inside the cart during transport, the caster would more than likely be able to

accommodate the increased demand without fail.

The primary factor in determining the right wheel is the flooring surface on which it is to roll. If a collection cart is to be used indoors over carpeting or tile and noise needs to be minimized, such as in a hospital or hotel, then soft tread wheels are recommended. Polyurethane is among the most durable and long-lasting materials, but if the carts are rolled outside in a parking lot or in a maintenance area with concrete flooring, the wheels are likely to pick up tiny pieces of metal, gravel, sand or other debris.

Soft rubber rolls even more quietly than polyurethane though it costs more. For hauling scrap and other materials where the flooring is rough and dirty, such as on and off trucks, around scrap yards, in industrial areas and for curbside recycling containers, we recommend hard rubber tread wheels.

Of the group, hard rubber stands up to the most punishing handling and weather conditions for the longest length of time before wearing without marking clean, indoor floors and at the lowest relative cost.

Many people don't recognize the difference between swiveling and rigid casters until they try to maneuver a bellman's cart to their hotel rooms and wonder why it either won't turn or won't move in a straight line. Swiveling casters add 360 degree maneuverability, which is critical for rotating carts and containers inside a trailer or box truck. Workers typically spin, slide and drag carts inside the trucks to make efficient use of the

See **CASTERS**, Page 9

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# METALS

## Steel imports decrease by five percent in February

Based on preliminary Census Bureau data, the American Iron and Steel Institute (AISI) reported that the United States imported a total of 1,574,000 net tons (NT) of steel in February, including 1,214,000 NT of finished steel (down 5 percent and 6 percent, respectively, vs. January final data). Finished steel import market share was an estimated 18 percent in February.

Key finished steel products with increases in February 2010 compared to

January include reinforcing bar (109 percent), wire rods (45 percent) and hot rolled sheets (9 percent).

In February, the largest volumes of finished steel imports from offshore were from South Korea (98,000 NT, down 35 percent), Japan (112,000 NT, up 38 percent), China (46,000 NT, down 31 percent), Italy (48,000 NT, down 5 percent) and Australia (48,000 NT, up 73 percent).

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

	FEB 2010	JAN 2010	2010 Annual (est)	2009 Annual	% Change 2010 Annual vs. 2009
SOUTH KOREA	98	1151	1,491	1,323	12.7%
JAPAN	112	81	1,153	981	17.6%
CHINA	46	66	6781	1,463	-54.1%
ITALY	48	50	584	323	80.8%
AUSTRALIA	48	28	454	285	59.4%
INDIA	34	34	410	581	-29.5%
TURKEY	46	20	396	492	-19.5%
GERMANY	27	38	386	495	-22.0%
All Others	757	818	9,449	8,237	14.7%
<b>TOTAL</b>	<b>1,214</b>	<b>1,285</b>	<b>14,993</b>	<b>14,179</b>	<b>5.7%</b>

## Upstate Shredding gives to firefighters

A structural firefighting suit costs nearly \$1,800 each and is critical to the safety of a firefighter working near or entering a burning building. Adam Weitsman, president of Upstate Shredding LLC, donated over \$10,000 to the Village of

Owego Fire Department, which is where Upstate Shredding is located in New York.

The funds were used to purchase 6 Globe G-Xtreme firefighting suits and will aid in increasing safety.



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# AUTO

## Lincoln introduces carmaker's first hybrid

PHOTO BY SAM VARNHAGEN/FORD MOTOR CO.



The 2011 Lincoln MKZ Hybrid, said to be the most fuel-efficient luxury sedan in America, was featured at the 2010 New York International Auto Show.

Lincoln introduced its first hybrid – the new 2011 Lincoln MKZ Hybrid – a premium midsize car poised to be the most fuel-efficient luxury sedan in America.

Lincoln's first-ever hybrid is expected to deliver at least 41 miles per gallon in the city when it goes on sale this fall.

The new premium midsize sedan hybrid joins Ford Motor Company's growing lineup of hybrids, including the Ford Fusion Hybrid – 2010 North American Car of the Year and America's most fuel-efficient sedan – plus the Ford Escape Hybrid and Mercury Milan and Mariner Hybrids.

Ford is introducing five new electric vehicles by 2013. They include the

Transit Connect Electric in late 2010, the Focus Electric in 2011, a next-generation hybrid electric vehicle and a plug-in hybrid electric vehicle (PHEV) in 2012, followed by another next-generation hybrid electric vehicle in 2013.

The Lincoln MKZ Hybrid's projected fuel economy tops its nearest competitor – the 2010 Lexus HS 250h – by 6 miles per gallon.

The 2011 Lincoln MKZ Hybrid uses Ford's second-generation hybrid technology – the 2.5-liter Atkinson-cycle I-4 hybrid engine, named one of Ward's 2010 "10 Best Engines".

The system combines the best attributes of the gasoline engine and electric battery-driven motors to deliver optimal performance and fuel economy.

## Access to Repair Parts Act protects consumers' right to choose alternatives for repair

The United States House of Representatives Judiciary Committee heard from consumer advocates and industry experts on why the "Access to Repair Parts Act" (H.R. 3059/S.1368) – legislation that would create a narrow exception in the United States design patent law for purposes of repair – is the solution to guaranteeing motorists' access to affordable alternative replacement parts and curbing car companies' attempts to monopolize the marketplace. The Quality Parts Coalition (QPC), which represents consumers, seniors, insurers, parts manufacturers and distributors and repairers, urged Congress to swiftly enact the Access to Repair Parts Act.

Americans are likely unaware of the looming threat that could send the costs of car repair and insurance premiums soaring – a car company parts monopoly. Every year, fender-benders around the country leave motorists in need of crash parts such as bumpers, fenders and hoods.

For more than 60 years, Americans have been able to use cost-effective alternative parts to repair their vehicles instead of costly car company parts. Alternatives, while high in quality, are as much as 26 to 50 percent less than car company equivalents. This translates

into an estimated \$1.5 billion in savings for the millions of motorists on America's roads. But in recent years, the car companies have secured an increasing number of so-called design patents on crash parts for cars (bumpers, fenders, hoods). When enforced, the patents give car companies total control of the market. Insurers warn that this loss of competition will drive up the cost of insurance premiums by as much as \$3 billion.

Jack Gillis, director of public affairs for the Consumer Federation of America and author of The Car Book, in testimony on behalf of CFA, Advocates for Highway and Auto Safety, Center for Auto Safety and Public Citizen, warned legislators of the consumer cost of a car company parts monopoly: "The lack of competition for repair parts will result in high repair costs and more vehicles being 'totaled' because the price of repairing the damage exceeds the value of the vehicle. High repair costs will lead to higher insurance premiums. Furthermore, when faced with expensive repairs and a limited budget, consumers may simply not be able to replace their head light or a broken side mirror, items essential for safe driving."

The Access to Repair Parts Act provides a narrow exception to the design patent law, paving the way for consumers to continue to have access to affordable alternative replacement parts for their vehicles.

Identical legislation is pending in the United States Senate (S. 1368), sponsored by Sen. Sheldon Whitehouse (D-RI). Rep. Lofgren is joined by cosponsors Reps. Rick Boucher (D-VA), Steve Cohen (D-TN), William D. Delahunt (D-MA), Sheila Jackson-Lee (D-TX), Charles A. Wilson (D-OH), G.K. Butterfield (D-NC) and Debbie Halvorson (D-IL).




Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$270.00	\$250.00	\$305.00	\$285.00	\$460.00
#1 Bundles	per gross ton	270.00	250.00	305.00	280.00	427.00
Plate and Structural	per gross ton	320.00	272.00	325.00	340.00	373.00
#1 & 2 Mixed Steel	per gross ton	320.00	270.00	305.00	329.00	356.00
Shredder Bundles (tin)	per gross ton	245.00	240.00	272.00	245.00	318.00
Crushed Auto Bodies	per gross ton	265.00	250.00	255.00	250.00	322.00
Steel Turnings	per pound	85.00	80.00	108.00	109.00	250.00
#1 Copper	per pound	3.20	2.75	3.20	3.10	3.40
#2 Copper	per pound	3.12	2.61	3.13	2.95	3.30
Aluminum Cans	per pound	.70	.69	.68	.71	.82
Auto Radiators	per pound	2.00	1.65	1.90	1.95	2.08
Aluminum Core Radiators	per pound	.69	.65	.69	.74	.79
Heater Cores	per pound	1.10	1.11	1.40	1.45	1.57
Stainless Steel	per pound	.95	.87	1.05	.90	1.20

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

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## AUTO

# More vehicles scrapped than added to fleet

The number of cars and light trucks scrapped in the past 15 months substantially outnumbers new vehicle registrations in the United States during the same period, according to recent analysis by R. L. Polk & Co.

More than 14.8 million cars and light trucks were retired from the fleet between July 1, 2008 and September 30, 2009, compared to new registrations of slightly more than 13.6 million, resulting in an overall scrap rate of 6.1 percent. This includes thousands of units scrapped during last year's CARS program, known as 'Cash for Clunkers,' and follows a trend seen by Polk over the past five years.

Polk also reports an increase in the average age of light vehicles on the road, up 21 percent in the past 14 years. The average age for all light vehicles during the 15-month period is 10.2 years. Additionally, increases in the average age are supported by the fact that consumers are keeping their cars and trucks longer. As of September 2009, the average length of ownership for a new or used vehicle among American consumers was 49.9 months, up from 45 months a year ago the same time.

These trends are supported by a number of factors, including the economy, limited financing and leasing options available in the market, extended warranties offered by OEMs, and improved vehicle durability and quality of vehicles. They also provide opportunity for various business segments of the industry, according to Polk.

"As vehicles age and consumers continue to hold onto them longer, there are significant opportunities for repair services and parts demand for the aftermarket as vehicles are falling out of warranty as they age," said Mark Seng, vice president, sales and client services, aftermarket and commercial vehicle, at Polk. "The increased complexity of vehicle repairs also presents a business opportunity for service professionals as traditional do-it-yourself consumers are less likely to attempt complicated technical work on their vehicles."



Polk expects conditions facing the automotive industry to remain through 2010 and expects trends for scrappage and vehicle ownership to continue for at least another year. This assessment is largely based on current industry dynamics, coupled with Polk's annual forecast of a moderate increase in light vehicle sales to 11.5 million units this year. It also assumes a general upward trend for vehicle scrappage rates as high volumes of older vehicles continue to retire from the United States fleet.

commodity prices have tumbled and companies are struggling for profitability, cutting cash outlays for replacement parts, ensuring your staffers are spending their time on productive tasks and eliminating day to day headaches are vital to your survival. Making sure your recycling carts and containers are fitted with the proper casters is an easy first step.

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## Casters

Continued from Page 6

space but pay little attention to whether they are pushing carts fitted with swiveling or rigid casters.

Easy rotation offered by swiveling casters makes it slightly more challenging to maintain a straight line when pushing or pulling. This is why the caster configuration selected is important in achieving the desired performance and longevity.

The classic bellman's cart features two swiveling casters at the corners of one end, from where it is to be pulled and steered, and two rigid casters at the corners of the rear end. This configuration combines both tracking and control with a stable platform that distributes loads evenly among the four casters. In cases where greater maneuverability is required, four swiveling casters may be specified. These four swiveling casters may be placed at the center of the front and rear and at each side in a diamond configuration for even more maneuverability, though stability may be reduced. Light weights to be moved in tight quarters call for this type of caster configuration.

The recycling industry quietly runs on millions of casters. At a time when

## ALTERNATIVE ENERGY

# FedEx expands fleet of all-electric parcel trucks

FedEx Corp. has expanded its alternative-energy vehicle fleet with the first all-electric FedEx parcel delivery trucks in the United States. Four purpose-built electric trucks "optimized for electric operation from the wheels up" are slated to hit the road in the Los Angeles area starting in June 2010, joining more than 1,800 alternative-energy vehicles already in service for FedEx around the world.

FedEx is purchasing its first North American all-electric vehicles from two different suppliers to evaluate the robustness of this technology for demanding daily FedEx Express deliveries in the Los Angeles area and provide information to help guide future FedEx vehicle purchases.

Two of the new all-electric trucks come from Navistar, and are being assembled in Indiana. These are based on the Modec design already operated

by FedEx in Europe. Ten such Modec vehicles serve FedEx routes in London and five more are on order for Paris.

Another pair of electric vehicles is being purchased from a different manufacturer for delivery to the Los Angeles area later in 2010. Both sets of electric vehicles are designed with a range that allows many FedEx Express couriers to make a full eight-hour shift of deliveries before their vehicles need recharging.

By the end of June, the FedEx alternative energy fleet will have grown to 1,869 vehicles in service around the world, helping to diversify and expand the all-electric and hybrid-electric vehicle market around the globe. Beyond the nine new electric trucks to be deployed in Los Angeles and Paris, FedEx has purchased ten additional hybrid-electric vehicles that will be added to its California fleet throughout the spring, based in Oakland.

# WM signs landfill power deal

NV Energy and Waste Management announced a 20 year power purchase agreement for the sale of renewable energy produced from a three megawatt landfill gas powered project to be located southeast of Reno at Waste Management's Lockwood Landfill. The facility is expected to be generating renewable energy by late 2011.

The Lockwood Plant will use landfill gas extracted from a series of wells at the landfill and use that gas in a state-of-the-art turbine-generator to make renewable electricity for NV Energy customers. Waste Management currently has 115 landfill gas-to-energy facilities operating at its landfills throughout North America.

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# ON TOPIC — Q & A

by Irwin Rapoport

## Metals market ponderings

The demand for metals is recovering from the declines that began in 2008. This has affected the entire metal industry – from recyclers to producers. While recovery has begun, the ongoing economy is still affecting the industry.

Bob Garino, Institute of Scrap Recycling Industries, Inc.'s director of commodities, offered his perspective on where the market has been and where it is heading.



—Bob Garino

### Has the market for raw and recycled metals recovered from 2008?

**Garino:** We found 2008 to be a most difficult year for the recycling industries. Last year saw some manufacturing and service industries react favorably compared to the lows experienced in the first two quarters of 2009. However, other industries – the housing and automotive sectors especially, languished through most of 2009. The Earth Policy Institute has estimated, that for the first time since the Second World War, that more automobiles were scrapped last year than were purchased.

While 2009's global gross domestic product (GDP) decreased by 1 percent, according to most published sources, the American GDP dropped by 2.4 percent – the biggest annual rate of decline since 1946. From the perspective of the metals-intensive industrial production sector, recovery and economic growth did not occur in North America, but in China and India showed 8.7 and 6.4 percent GDP growth rates respectively. In fact, China should receive most of the credit the global increase in the value of several metal and non-metallic commodities in 2009.

The United States Geological Survey noted that despite some "green shoots" of recovery, overall domestic metals production declined last year to its lowest level since 2005. The ongoing recession continues to curtail the domestic consumption of basic raw materials. This translated into the quantity of metals production falling by 7 percent and the attributed value of those materials falling by 22 percent to \$21.3 billion.

### How have declines in metal consumption for raw and recycled materials affected production, consumption and prices of metals?

**Garino:** ISRI research determined that the nations scrap recycling industry mirrored and exceeded the pain felt in the larger economy. This translated into a 36 percent decline in value compared with 2008. The volumes of ferrous scrap processed dropped by 27 percent, while major nonferrous metal volumes fell by 15 percent. Even scrap exports were affected. This sector – roughly 40 percent of the industry's overall value, declined by 25 percent despite an increase in volume.

Despite the declines of 2009, we see that last year's price trends are those of markets which are recovering. This has been supported by United States government stimulus spending, Chinese demand and currency considerations.

It should be stressed that annual comparisons with 2008 magnified the depth of the recession that began at end-2007. This explains the analysis of Macquarie Research, which determined 2009 to be a weak year for global commodity prices overall – average base metal prices falling 27.2 percent year-on-year, and steel falling 45 percent. The Dow Jones-UBS Commodity Index found that last year's index was nearly 41 percent off the peak that was attained in 2008, despite a roughly 19 percent growth in 2009.

Precious metals led last year's overall index, but base metals such as copper also made a contribution. This was reflected in the LME Index price for copper, which averaged \$1.48/lb. in January 2009 and increased steadily throughout most of 2009. By December the price increased by 115 percent to an average price of \$3.18/lb. While other metals regained considerable ground in terms of value, it was not an across-the-board affect, which was clearly demonstrated by the American steel industry.

The LME Index rose an astonishing 87 percent over last year on slightly lower trading volumes, with noticeably higher LME-held inventories for the six major nonferrous metals traded on the exchange. Credit for this should be given to China's insatiable demand for base metals.

### How has the decline in the value of metals affected the profitability of firms large and small, and how have declines in revenues affected the ability of these firms to purchase materials at a low price and build up stockpiles to be ready for a market recovery?

**Garino:** The processing side of the industry is a high volume/low margin business and the scrap processing industries were hurt by low volumes and low prices. Add that to credit constraints on their ability to even buy scrap. This has really created a very difficult situation for most of the companies that process scrap in 2009. Although the trend for prices in 2009 was positive, it was coming off such a low that when you compare the average price performance for 2009 versus 2008, it was a difficult year.

It has also affected those who sell scrap to the processors. Scrap flows slowed down. That was pretty apparent in iron and steel for example. It's a two-fold problem – you have less new scrap being generated as manufacturing slows and you had lower prices that discouraged a lot of obsolete scrap from coming in, plus you also had a lot of scrap come out of the woodwork in the first half of 2008, which coincided with the price peak.

### Where do you see the metals market in the next three years? Are there any trends that people should note?

**Garino:** We do not forecast, but do look at the metals intensive manufacturing component of industrial production as an indicator. The number comes out every month and there is a very high correlation with that index matched against prices, whether it is the LME Index, the Commodity Research Bureau Index or even our own ISRI Scrap Metal Index. As the indexes go, so do prices and we would expect to see industrial production continue positive. What we are seeing now, looking back to between 2007-2009, is a cyclical downturn, but at the same time, the secular trend (long-term) is very positive and will be for many years to come. For the most part, we have gotten through the cyclical downturn.

We realize that this is a difficult time for the industry, but recyclers and processors have to realize that they are in it for the long-haul. It's just a matter of maintaining proper diligence in costs and that best practices are more important than ever.

## ALTERNATIVE ENERGY

# Virent and Shell start first biogasoline production plant

Virent Energy Systems, Inc., and Shell announced the successful start of production at the world's first demonstration plant converting plant sugars into gasoline and gasoline blend components, rather than ethanol.

The demonstration plant, located at Virent's facilities in Madison, Wisconsin, is the latest step in a joint biogasoline research and development effort, announced by both companies in March 2008. The demonstration plant has the capacity to produce up to 10,000 gallons per year, which will be used for engine and fleet testing.

This new biofuel can be blended with gasoline in high concentrations for use in standard gasoline engines. The new product has the potential to eliminate the need for specialized infrastructure, engine modifications, and blending equipment necessary for the use of gaso-

line containing more than 10 percent ethanol.

Virent's patented BioForming® platform technology uses catalysts to convert plant sugars into hydrocarbon molecules like those produced at a petroleum refinery. Traditionally, sugars have been fermented into ethanol and distilled. Virent's 'biogasoline' fuel molecules have higher energy content than ethanol and deliver better fuel economy. They can be blended seamlessly to make conventional gasoline or combined with gasoline containing ethanol.

The sugars can be sourced from non-food feedstocks such as corn stover, wheat straw and sugarcane pulp, in addition to conventional biofuel feedstocks such as wheat, corn and sugarcane. The demonstration plant is currently using beet sugar.

# Georgia Power partners with WM on renewable energy

Georgia Power recently signed a long-term contract with Waste Management that will produce electricity from landfill gas. This contract will take effect after Georgia Public Service Commission approval.

Georgia Power and Waste Management Renewable Energy LLC entered into a 10 year deal for electricity that will be generated from everyday household trash. The power will come from Waste Management's new energy-generating facility at its Superior Landfill and Recycling Center in Savannah, Georgia.

According to Environmental Protection Agency data, the facility developed by Waste Management is among the largest in Georgia and the Southeast. The methane gas used to make electric-

ity comes from natural decomposition of the garbage disposed at the landfill.

The agreement will provide Georgia Power with 100 percent of the renewable energy annually from Waste Management's 6.4 megawatt facility in Savannah, Georgia, as well as the associated renewable energy credits. One megawatt is enough energy to supply a Super Target store or approximately 250 Georgia residences.

Georgia Power selected Waste Management from a number of independent renewable generators who submitted bids through the company's green request for proposals issued in April 2009. The energy from Superior Landfill will be used to help grow Georgia Power's Green Energy program.

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## ENERGY

### OriginOil to make jet fuel

OriginOil, Inc., the developer of a technology to transform algae into a competitor to petroleum, announced the formation of an industry working group to develop jet fuel from algae using waste streams. The group will start by developing integrated process models to identify the critical technologies needed.

The working group is co-sponsored by OriginOil and the non-profit consortium Electricore. The first industry partners are biogas producer Biogas Energy and ionic technology developer Ceramatec. More partner announcements are expected in the weeks to come.

The initiative is a result of OriginOil's ongoing effort to develop cost-effective algae production. The company previously reported on the use of waste streams as a feedstock for algae cultivation.

### Envirepel reopens renewable energy facility

Envirepel Energy, Inc. (EEI), a privately held company in Vista, California, reopened its first Renewable Energy Facility (Kittyhawk) in April, after temporarily closing it in June 2009 to address a shareholder proxy effort.

The Kittyhawk Project is a 2.5 MW biomass fueled power generating facility, with additional bio-fuel production from recovered water and CO<sub>2</sub>.

Over the past six years, EEI has designed, developed, manufactured and built the first low emissions combustion system. This ultra low combustion system consumes urban waste that would normally go in a landfill, and also has the capacity to consume high sulfur coal, tires, animal waste and many other "biomass" feed stocks that would pose a significant pollution problem to other power generating, or bio-fuel production facilities.

### Woodland Biofuels awarded \$4 million

Ontario is investing \$4 million through the Innovation Demonstration Fund (IDF) to help Woodland Biofuels Inc. and its partners build a demonstration plant that will efficiently produce cellulosic ethanol from renewable wastes.

The plant will use Woodland's patented technology, which can produce sustainable fuels from virtually any type of biomass, including wood waste and agricultural waste. The technology generates no toxic emissions and eliminates the need to use food, such as corn, to produce ethanol.

The plant is expected to be located at the Bioindustrial Innovation Centre, in the University of Western Ontario's Sarnia-Lambton Research Park.

## ELECTRONICS

### EPA certifies first electronics recyclers

Through a new electronics recycling certification program, the United States Environmental Protection Agency (EPA) is taking steps to ensure that electronics recyclers adhere to highly protective standards for workers and the environment in processing pre-owned electronics.

This new certification process also means that recycled materials will not be shipped overseas without the consent of the designated country.

Three companies nationwide have received this new designation – called Responsible Recycling Practices Certification. The first, and only certified recycler in the mid-Atlantic region is E-Structors, Inc. of Elkridge, Maryland. TechTurn of Austin, Texas, and Waste Management of Minnesota were also certified as electronic recycling firms.

E-Structors, founded in 2003, operates primarily on a contractual basis with organizations that have significant volumes of pre-owned electronics to recycle. As a certified recycler, the company follows a business model of reuse, refurbishment and recycling of electronics.

The protocols required of certified recyclers help to reduce energy and natural resource consumption, greenhouse gases and hazardous waste. Recyclers are not permitted to burn or landfill certain materials.

If electronics are going to be sold for reuse, the recycler must show that all personal data has been cleared or destroyed, that the equipment has been tested and is in working condition, and that the equipment is packaged properly. A recycler must exercise due diligence to ensure appropriate manage-



Certified recyclers follow defined protocols to reduce energy consumption and to handle hazardous waste properly.

ment of the materials throughout the recycling chain, whether domestic or international.

To apply for certification, electronics recyclers should contact either SGS or Perry Johnson Registrars to receive certification, provided they meet the rigorous certification standards. Both

SGS and Perry Johnson Registrars are inspection, verification, testing and certification companies.

As accredited certifying bodies for certification, SGS and Perry Johnson Registrars are required to list companies they have certified on their respective websites.

### Company formed to recycle cell phones

Of the four billion wireless subscribers in the world, only one percent of them recycle their handsets. In the United States alone, 130 million phones are retired each year. The global e-waste problem is substantial and growing, and is the target of eRecyclingCorps, a new Dallas-based company. The company will help carriers buy back used handsets from consumers and ensure they are resold or responsibly recycled.

eRecyclingCorps is transforming the wireless device ecosystem by working with carriers to establish comprehensive buy-back programs that are customized and scalable. The company deploys a web-based platform that integrates directly into the point of sale system at carrier retail stores, where 60 percent of all phones are sold. It makes valuable consumer trade-in incentives, efficient in-store collection and strict privacy controls an integral part of every new phone purchase. By partnering with eRecyclingCorps, carriers can reclaim subsidies, increase customer loyalty, and significantly reduce downstream e-waste.

Sprint, the first carrier to use eRecyclingCorps, has deployed the system in 1,100 company owned Sprint stores and 1,400 Sprint Preferred Dealers and through its online channels. Sprint's buy-back program gives customers an instant account credit for trading in eligible wireless devices. Sprint has announced an

ambitious goal to achieve a wireless reuse and recycling rate of 90 percent as compared to device sales by 2017.

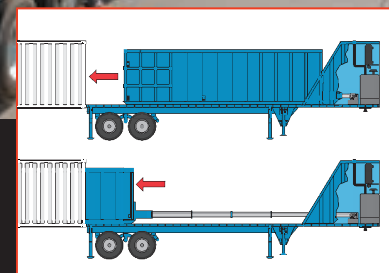
eRecyclingCorps was co-founded by David Edmondson, who is CEO and

was previously CEO of RadioShack. Co-founder Ron LeMay is chairman, and he was formerly president and COO of Sprint.



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# PLASTICS

## Business to buy post-consumer PLA

BIOCOR LLC announced its launch as a new venture in the business of buying, aggregating and processing post-consumer Polylactic acid (PLA), the 100 percent plant based bioplastic, seeing broad and growing interest in a variety of plastics markets. BIOCOR will capitalize on the ease with which PLA can be converted back to its original lactic acid feedstock for subsequent use in a variety of existing end markets.

Executive director Mike Centers explained that BIOCOR will pay recyclers an economically attractive price for

PLA in any packaging format and work with recyclers to achieve efficient separation of post-consumer PLA from other plastics. BIOCOR provides recyclers with a market for any post-consumer PLA they process. BIOCOR will also collaborate on PLA recycling pilot projects and work with federal, state, and municipal entities, non-governmental organizations, consumer groups, and recycling organizations.

Unlike most petroleum-based plastics today, bioplastics such as PLA offer multiple end-of-life scenarios. For

example, PLA offers a true “cradle-to-cradle” end-of-life option whereby PLA can be completely converted back into its fundamental building block, lactic acid, and then reformulated into a biopolymer. PLA can also be commercially composted and used for soil enrichment. BIOCOR’s primary focus is on supplying recycled PLA to those interested in lactic acid uses.

Located in Concord, California, BIOCOR is currently hiring staff and scaling up its infrastructure to address the North American market.

## SPE chooses recipients of 2010 awards

The Plastics Environmental Division of the Society of Plastics Engineers (SPE) announced the recipients of the Global Plastics Environmental Conference (GPEC) 2010 Environmental Stewardship Awards.

The award recipients include:

### Chairman’s Award

Nicos Polymers Group, Nazareth, Pennsylvania – For a proprietary process for the removal of continuous fiber reinforcement from flexible composites, making possible the cleanest recovery of the valuable polymer substrate.

### Daniel Eberhardt Environmental Stewardship Award

Delta Plastics of the South, Little Rock, Arkansas – Having achieved its goal of reclaiming and recycling 100 percent of its used manufactured LLDPE irrigation tubing, Delta Plastics is now recycling a large portion of competitors’ tubing and an additional 1,436,000 pounds per month of miscellaneous LDPE products into certified post-consumer resin.

## Plastic bag and film recycling hits record

The recycling of plastic bags and film reached a record high across the United States in 2008, continuing a growing national recycling trend.

An estimated 832,394,000 pounds of post-consumer film (including plastic bags and product wraps) were recovered in 2008, according to the latest National Post-Consumer Recycled Plastic Bags and Film Report. This represents a 28 percent increase in bag and film recycling since 2005.

The boost in recycling was driven by greater consumer access to collection programs, primarily at large grocery and retail stores, as well as by new markets for these recycled materials.

The recycling report was conducted by Moore Recycling Associates, Inc. of Sonoma, California, based on information obtained from 79 domestic processors, end-users of film material and exporters. The recycling numbers

reported likely understate actual bag and film recycling because export data is more difficult to obtain than data on domestic recycling, and in 2008 there was a shift toward export markets, according to the report. Data collection also was affected by the rapid spike in the number of collection programs as many stores launched new programs to recover post-consumer plastic bags and product wraps from their customers. There are now retail store collection programs in all 50 states.

The increasing number of bag and film recycling programs are being led, in part, by plastic bag makers. Last year, the Progressive Bag Affiliates announced a landmark recycling goal of 40 percent recycled content in all plastic shopping bags made by these companies by 2015.

To help reach that goal, plastic bag maker Hilex Poly expanded its recycling

operations in North Vernon, Indiana. In addition, California, New York, Rhode Island and Delaware along with some major jurisdictions including Chicago and Tuscon have added new laws recently requiring stores to take-back plastic bags and film for recycling.

According to Environmental Protection Agency data, about 13 percent of plastic bags and film are recycled annually. While composite lumber continues to be the major market for recycled plastic bags and film, 2008 saw a notable increase in international demand for scrap plastic film.

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

For a list of recipients and details about the awards, view this article on [www.AmericanRecycler.com](http://www.AmericanRecycler.com).

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## INTERNATIONAL

### Air Products' technology powers South Korean vehicles

Air Products has signed a contract with SK Energy to construct a hydrogen fueling station for a novel energy project to be based in World Cup Park in Seoul, South Korea. The hydrogen fueling station to be onstream in July 2010 will supply hydrogen produced solely from landfill gas to fuel a fleet of vehicles. The project is part of Seoul's push to use alternative supply means to generate 10 percent of its energy consumption by 2020, and to use hydrogen for 30 percent of the switch.

Air Products' compression, storage and dispensing technology will fuel hydrogen powered fuel cell buses for public transit initially, and a small fleet of cars targeted to increase to as many as 100 public use vehicles. World Cup Park is a combination of several small parks adjacent to World Cup Stadium, site of the 2002 FIFA World Cup. The location has been selected for several eco-friendly projects including a "zero-energy house" completely powered by solar energy and other environmentally-friendly energies.

### Metso sells German Flexowell conveyor belt operations

Metso sold its Flexowell conveyor belt operations and related assets in Moers, Germany, to ContiTech Transportbandsysteme GmbH. Flexowell operations consist of conveyor belts and systems for bulk material handling, and it is part of Metso's Mining and Construction Technology segment. Conveyor belts and bulk material handling systems will continue to be an essential part of Metso's offering to mining and construc-

tion industries also in the future. The sale is part of Metso's strategy to develop and simplify current production network, the aim of which is to improve the competitiveness of the business and to further develop customer service. The final closing will require relevant regulatory approvals. The sale will have no material impact on Metso's financial performance.

## SALVAGING MILLIONS

by Ron Sturgeon  
Autosalvageconsultant.com

### How to salvage more millions from your small business

We never stop learning. I am proud to say that since I wrote my first book, *How To Salvage Millions from Your Small Business*, in 2001, I've learned so much more about business.

Of course, I sold my auto salvage operations to Ford Motor Co almost a decade ago (can you believe it?), went on to complete an oversubscribed private stock offering to fund the startup of a world-class salvage auction in Fort Worth, selling it to Copart only three months after it opened.

Since then, countless speaking and consulting engagements have taught me so much. And my recent venture, renting exotic cars has helped me to learn all about the Internet and search engine optimization.

One of the most important things that I have learned is about strategic planning. Strategic planning is something that most small businesses just don't do. In their defense, they aren't good at it, and frankly, they are shot out of bed on a rocket and don't have or make the time to do it right.

Unfortunately, not planning properly ends up costing many small businesses dearly because they fail to direct their efforts at those things with the

largest payoff and they waste time doing things that sound planning would drop from their do-lists.

There is no substitute for good planning. Do you already have your written plan in place for this year? Are you executing it? Are you cycling back over and over to consider where you are versus where you said you would be? If you aren't where you want to be, I hope you're considering the best way to get yourself back on course.

Soon, 2010 will be over, ancient history. Plan now, and make this year your best one ever. Early in my business career, I learned that unless you plan doing more of what you have been doing only gets you more of what you've been getting.

If you don't have your planning done yet, open your calendar and set aside the time with your key people to produce a written plan for the rest of the year. Be sure to include measurable goals and deadlines. Do it today and begin charting the direction of your business, rather than responding to events.

I would love to hear from you about the difference your strategic plan is making for your business. Start today!

**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.*

## PAPER

### February 2010 kraft paper sector report

According to the American Forest & Paper Association's February 2010 Kraft Paper Sector Report, total Kraft paper shipments were 113 thousand tons this month, a decrease of 15.5 percent from previous month.

The February total shipments rose by 4.2 percent compared with the same month last year. Total inventory were 5,900 tons less than January 2010.

### AF&PA's February containerboard report

According to the American Forest & Paper Association's February 2010 United States Containerboard Statistics Report, total containerboard paper production again rose sharply when compared to February 2009. Total production saw an increase of 208,400 tons or 8.9 percent over same month last year. For the two months of 2010, production has been 13.9 percent over 2009.

### Kimberly-Clark reports quarterly results

Kimberly-Clark Corporation reported that net sales in the first quarter of 2010 increased 7.6 percent to \$4.8 billion, including an approximate 5 percent benefit from stronger foreign currency exchange rates. Organic sales rose 2 percent, with sales volumes and net selling prices each up 1 percent. The combined impact of the I-Flow Corporation and Jackson Safety acquisitions added an additional point of sales growth in the quarter. The organic volume growth was highlighted by an 8 percent increase for the company's global Health Care business and a 5 percent gain for K-C's international operations in Asia, Latin America, the Middle East, Eastern Europe and Africa.

Diluted net income per share for the quarter was \$0.92 and adjusted earnings per share were \$1.14 compared with diluted net income per share of \$0.98 in

2009. Bottom-line results were favorably impacted by the growth in net sales, improved gross margin of more than 150 basis points and a lower level of foreign currency transaction losses. On the other hand, strategic marketing spending increased by \$60 million in the quarter to support the Company's product innovation activities and targeted growth initiatives. In addition, the Company's effective tax rate in the first quarter was significantly higher than the year-ago period, including a one-time charge equivalent to 5 cents per share related to recent changes in tax law regarding health care reform legislation.

Adjusted earnings per share in 2010 exclude an after tax charge of \$96 million for the remeasurement of the local currency balance sheet in Venezuela as a result of the adoption of highly inflationary accounting in January 2010.

### Atlantic Packaging closes Ontario plant

Toronto-based Atlantic Packaging Products is closing its recycled newsprint plant located in Whitby, Ontario.

According to Atlantic Packaging, a combination of the decline in newsprint demand, the rising value of the Canadian

dollar and the increased costs for raw materials gave it no choice but to close the facility.

The closing will affect 151 employees at the plant which was Canada's first 100 percent recycled newsprint manufacturer.

### Sappi Fine Paper launches eQ Tool

As part of Sappi Fine Paper North America's ongoing commitment to sustainability, Sappi announces the launch of its eQ Tool – an interactive online tool that allows you to explore a full range of fac-

tors behind choosing a sustainable paper. The eQ Tool explores the best use of recycled fiber. To develop the eQ Tool, Sappi worked with IDEO, a global design and innovative consultancy.

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## WASTE

### Republic Services deploys 226 natural gas vehicles

Republic Services announced that 20 percent of the trucks it is adding to its fleet in 2010 are natural gas vehicles (NGV).

In April, the Company added 226 NGV trucks to 10 facilities in its Western region. Republic's Allied Waste divisions in Gardena, Sun Valley, Anaheim, Long Beach, Pacheco and Chula Vista, California; Bellevue and Kent, Washington and Boise, Idaho received the vehicles.

The Company will support this major fleet upgrade by constructing compressed natural gas fueling stations at Gardena, Sun Valley and Chula Vista, California, and Bellevue, Washington. Clean Energy will facilitate the design

and construction of the new fueling infrastructure.

The addition of 226 NGVs will bring the total number of Republic's alternative fuel vehicles to more than 459 vehicles.

Of the 226 NGVs, 173 are compressed natural gas and the remaining 53 are liquefied natural gas. The terms liquefied and compressed refer to the method of storage on the vehicle. Traditionally, liquefied natural gas is stored as a cryogenic liquid in a single tank and compressed natural gas (CNG) is stored in multiple high-pressure tanks. Vehicle chassis are built by Autocar and the engines by Cummins Westport.

### Smurfit-Stone will operate Emerald Waste recycling facility

Smurfit-Stone Container Corp. will partner with waste management company Emerald Waste Services (EWS) to operate their materials recycling facility (MRF) and transfer station in Gainesville, Florida.

Smurfit-Stone, which produces paper and paperboard products, has also developed an expertise in recycling, initially to help feed its own mills. Lately, the company has signed similar partnerships with other regional waste manage-

ment firms including Advanced Disposal, Jacksonville, Florida, and Waste Services, Inc. to help them maximize the efficiency of their MRFs in select markets.

These partnerships can be seen as a response to the increasing complexity of the business of materials recovery with its price volatility, economies-of-scale, capital expenditures, and specialized knowledge needed to operate more efficiently.

### Veolia Environmental achieves OSHA's VPP Star Status at refinery

Veolia ES Industrial Services Inc.'s on-site program at Marathon Petroleum Company LLC in Robinson, Illinois has been accepted into OSHA's Voluntary Protection Program (VPP).

OSHA recognized Veolia's Bridgeport Core and Ashland Separations groups for its outstanding efforts in achieving exemplary occupational safety and health compliance. Veolia's Marathon Petroleum on-site program joins the VPP at the Star Award level, the highest level granted.

Veolia ES Industrial Services' on-site program at the Marathon Petroleum facility was recognized for achieving and maintaining five VPP best practices during the OSHA audit. These included

a Safety Opportunity Shared (SOS) form, Act Now for Safety Program, employee safety perception survey, behavioral-based safety observations and new hire orientation.

In addition to the VPP Star achievement at the Marathon facility, two of the company's on-site programs for Valero Energy Corporation have received OSHA's 'Star among Stars' award. Veolia ES Industrial Services' teams at Corpus Christi and Three Rivers, both in Texas, have been given OSHA's Region VI "Star among Star" award for having an incident rate 90 percent below the Bureau of Labor Statistics' (BLS) rate for their industry.

### Rumpke landfill to pay air violation fine

The Ohio Environmental Protection Agency and Rumpke landfill have reached a settlement agreement for an air quality violation fine.

The agreement requires the owner to pay a \$98,000 penalty for air pollution violations and follow an action response plan, including such measures as adding clay soil, stabilizing landfill slope,

installing additional gas collection devices and enhancing monitoring.

Paul Ruesch, an environmental engineer with the Environmental Protection Agency, addressed the underground heat readings, indicating that although it was unclear whether they indicated an underground fire or a "reaction," the dynamic was the same.

### California EPA assesses toxicity in Kettleman City

Included in the tests will be the Kettleman hazardous waste disposal facility

The California Environmental Protection Agency (Cal/EPA) released its draft exposure assessment outline for Kettleman City and discussed the plan with residents at a community meeting.

The draft exposure assessment outline details how Cal/EPA and its boards, departments and office will proceed with testing of soil, air and water around Kettleman City. In developing the document, Cal/EPA scientists identified chemicals potentially found in Kettleman City that may cause birth defects, as well as possible sources of those chemicals. They are also developing plans for sampling and analyzing those chemicals.

Scientists from Cal/EPA's Office of Environmental Health Hazard Assessment, Air Resources Board, Department of Pesticide Regulation, State Water Resources Control Board and the Department of Toxic Substances Control have developed a list of 28 chemicals that should be tested for in Kettleman City. The list contains industrial chemi-

cals and pesticides, as well as arsenic, which is naturally occurring in the area.

Cal/EPA will examine the potential sources of the chemicals from present and past activities including the Kettleman Hills hazardous waste disposal facility; agricultural operations; naturally occurring contaminants, industrial and legacy petroleum sources; illegal dumping; and arsenic in the drinking water.

This effort is in response to Governor Arnold Schwarzenegger's request that the California Department of Public Health and Cal/EPA take aggressive action to investigate birth defects reported in Kettleman City. The departments are coordinating their investigative efforts.

Cal/EPA will finalize the exposure assessment workplan and in April will begin collecting soil, air and water samples around the community. A final report to the community should be completed by November.

*A lawyer named Strange died. His friend asked the tombstone maker to inscribe on his tombstone, "Here lies Strange, an honest man and a lawyer." The inscriber insisted that such an inscription would be confusing, for people would tend to think that three men*

*were buried under the stone. However, he suggested an alternative. He would inscribe, "Here lies a man who was both honest and a lawyer."*

*"That way, whenever anyone walked by the tombstone and read it, they would be certain to remark, 'That's Strange.'"*

### Aluminum Sweat Furnaces —An Essential Tool for Recycling Aluminum—

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AK8000	50-55 transmissions	3,000-3,200 lbs.
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*Life is measured in time: BC and AC. That, to me, means "before children" and "after children".*



# BUSINESS BRIEFS

## Oakleaf makes management changes

■ Oakleaf is implementing significant upgrades for spring, 2010. The company-wide improvements are focused on three core areas: business process, operational logistics and service consistency. Employee meetings, work sessions and planning groups created both the vision for the upgrades and the momentum for change.

Changes include the addition of Mario Harik and George McGinn.

Harik is the new chief information officer. Harik joined Oakleaf in early 2009 as the senior vice-president, research and development.

Harik's IT knowledge began as an undergrad at the American University of Beirut, where he earned a degree in Computer and Communications Engineering, followed by an ME in Information Technology from MIT.

Prior to joining Oakleaf, Harik was chief technology officer at Tallan, a nationwide professional services firm focusing on enterprise-scale software systems implementation and integration.

Oakleaf also welcomed George McGinn who will serve as executive vice president – Legal and Government Affairs. In September 2009, McGinn joined as a consultant for New Mountain Capital, backers of Oakleaf. McGinn was also a partner in the law firm Bass, Berry & Sims, PLC in Nashville and EVP, general counsel for Physician Reliance Network in Dallas, Texas.

## Metso board committees members elected

■ Metso Corporation's board of directors elected members among the board for the audit committee and remuneration and HR committee at its assembly meeting.

The board's audit committee consists of Pia Rudengren (chairman), Maija-Liisa Friman and Erkki Pehu-Lehtonen.

The board's remuneration and HR committee consists of Jukka Viinanen (chairman), Mikael von Frenckell, Christer Gardell and Yrjö Neuvo.

## Michael Bohn named VP, planning for Severstal

■ Michael W. Bohn has been promoted to vice president, corporate planning, for Severstal North America.

He succeeds David A. Howard who was named vice president and general manager at Severstal Sparrows Point.

In his new capacity, Bohn will lead Severstal North America's efforts to improve efficiencies among all operations, focusing on various business systems and processes that affect coordinated production and delivery to the customer.

Bohn most recently served as general manager of corporate information technology for Severstal North America. He joined the company in 2008 at its Severstal Columbus, Mississippi, facility as manager of planning and logistics.

A steel industry veteran with 34 years of experience, Bohn also worked with Mittal Steel, Acme Steel and McLouth Steel.

## Ranck elected chairman of Liquid Environmental

■ Liquid Environmental Solutions announced the election of Bruce Ranck as non-executive chairman of the board of directors. Ranck has been a board member since 2003 and will provide leadership in the continued development of the company's business and growth strategy.

Ranck was the chief executive officer of Browning-Ferris Industries (BFI) from 1995 through its sale in 1999.

Prior to assuming the position of CEO, Ranck served in increasingly responsible roles at BFI, including president and chief operating officer. He was elected to the board of BFI in 1990. After the sale of BFI, Ranck served as the chairman and chief executive officer of Tartan Textile Services, a linen management services company serving the healthcare and hospitality industries from 2002 to 2005.

Ranck has served on the boards of Furon Company, Chase Bank of Texas and SITA. Ranck currently serves as a director of Dynamex and Quanta Services.

## Greenstar appoints Matt Delnick as new CEO

■ Houston-based Greenstar North America, a recycler in North America, announced the appointment of Matt Delnick as its chief executive officer.

Delnick joined Greenstar in 2008 as chief financial officer and was recently promoted to chief executive officer by Greenstar's parent company, NTR plc.

## Hurco makes company leadership changes

■ Hurco Companies, Inc., announced that Gerhard Kohlbacher has been elected to the board of directors and John P. Donlon has been named executive vice president of Worldwide Sales and Service, according to a Hurco spokesperson.

Kohlbacher advanced to president of Hurco GmbH in Munich, Germany, during his 28 year career. Under his leadership, Hurco GmbH developed markets in former eastern bloc countries and consistently maintained profitability throughout his organization.

Donlon has 30 years of experience in executive leadership positions for multi-national corporations involved in process, automation and control technologies. Most recently, Donlon was vice president of United States sales for Motoman Inc., a subsidiary of Yaskawa. He has extensive international experience and a track record of increasing international sales by restructuring strategic organizations and developing collaborative partnerships in key markets. Donlon has held executive positions at Image Guide, Inc., Alstom S.A., Honeywell and Asea Brown Boveri.

# Events Calendar

### May 3rd-6th

**Waste Expo 2010.** Georgia World Congress Center, Atlanta, Georgia.  
800-927-5007 • www.wasteexpo.com

### May 4th-8th

**Annual ISRI Convention and Exposition.** San Diego Convention Center, San Diego, California.  
919-563-5291 • www.isriconvention.org

### May 16th-19th

**Federation of NY Solid Waste Associations Solid Waste & Recycling Conference with Trade Show.** The Sagamore, Bolton Landing, New York.  
631-288-2480 • www.nyfederation.org

### June 7th-8th

**NRRA's 29th Annual Recycling Conference & Expo.** Radisson Hotel, Manchester, New Hampshire.  
800-223-0150 • www.nrna.net

### June 22nd-25th

**Air & Waste Management Association's 103rd Annual Conference & Exhibition (ACE).** Calgary Telus Convention Centre, Calgary, Alberta, Canada.  
800-270-3444 • www.awma.org

### August 15th-17th

**WASTECON 2010.** Boston Convention and Exhibition Center, Boston, Massachusetts.  
800-467-9262 • www.wastecon.org

### September 13th-15th

**20th Annual Arkansas Recycling Conference & Trade Show.** The Robinson Center, Little Rock, Arkansas.  
866-290-1429 • www.recycleark.org

### November 3rd-4th

**Canadian Waste & Recycling Expo.** International Centre, Toronto, Ontario  
877-534-7285 • www.cwre.ca

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A3	Moley Magnetics
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A24	OverBuilt, Inc.
B7	Recycling Services Intl.
A12	RM Johnson
A4	Rockland Manufacturing
A11	Steco
A15	Super Shear

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### School Recycling Conference!

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**C.E. CREDITS MAY BE AVAILABLE.**

Northeast Resource Recovery Association(NRRA)  
800-223-0150 / Email: info@nrna.net



## BUSINESS BRIEFS

### CNH appoints VP, Europe Construction Equipment

■ CNH announced the appointment of Henrik Starup as vice president, construction equipment Europe. Reporting to James E. McCullough, president and CEO of CNH Construction Equipment Business, Starup is responsible for further developing and strengthening the Case Construction Equipment and the New Holland Construction brands positioning in the marketplace.

Starup joins CNH from IVECO, and brings to his new role over 20 years experience in sales and marketing gained through leadership positions held in Denmark, the Nordic countries, Germany and at European level for the heavy, medium and light line. Most recently, he was general manager for the German market, building IVECO's exposure and market share in this country.

### Labrie appoints Tim Hurst as regional sales manager

■ The Labrie Environmental Group announced the appointment of Timothy Hurst as regional sales manager for the southwestern United States.

Hurst has 14 years of prior experience in executive management and industrial sales with Ingersoll-Rand, McNeilus Truck & Manufacturing and Volvo, in addition to distribution development and customer support.

The southwestern United States is an important region for Labrie and Hurst will bring his prior knowledge of the refuse and recycling industry to focus on further developing business opportunities.

### Los Alamos Lab awards waste contract

■ TerranearPMC LLC, was awarded a \$100 million contract from the Los Alamos National Laboratory (LANL) to haul and dispose waste from the cleanup of Cold War era test facilities. Last year, Los Alamos received money from the American Recovery and Reinvestment Act to demolish and remove buildings in its so-called Technical Area 21. Project officials estimate cleanup operations will generate about 50,000 cubic yards of rubble from demolished buildings and excavated soil, enough to fill a football field to a depth of about 25 feet. The company promises to transport the waste material in certified metal containers with waterproof covers. Uncontaminated material will go to a nearby industrial landfill, while material that tests positive for radioactive residue will go to an EnergySolutions facility in Clive, Utah. Under the Recovery Act, all work must be completed by September 30, 2011.

### TIA Environmental Advisory Council adds Brian Hesje

■ The Tire Industry Association added Brian Hesje, chairman of the board of Fountain Tire, to a seat on the new Environmental Advisory Council. Hesje will replace Jim Pangle, also of Fountain Tire, on the committee.

Hesje is a past CEO of Fountain Tire and currently serves on the board of directors of the Alberta Recycling Management Authority. Fountain Tire is one of Canada's largest tire retail chains, with 140 stores.

### Gordon Shaw joins E-Z Pack Manufacturing board

■ E-Z Pack Manufacturing, LLC has appointed Gordon Shaw to its board of directors. The former president of Marathon Equipment Co., Shaw joins industry icons Ted Flood and Fred Leach on the E-Z Pack board.

Shaw began his career at Marathon in 1981 in sales. He moved through the ranks at Marathon, becoming vice president of sales and marketing, executive vice president, and then president in 2003. Under Shaw's tenure, Marathon evolved into an industry leader in the design and manufacture of waste processing and compaction equipment.

Always active in the industry, Shaw served three terms as chairman of the Waste Equipment Technology Association (WASTEC), two terms on the WASTEC board of governors, and is currently chairman of the board of trustees of the Environmental Industry Associations (EIA). He was named WASTEC Member of the Year in 2003, and in 2006 was inducted into the EIA Hall of Fame, an honor reserved for select industry leaders who have made significant contributions to both the waste industry and their local communities.

### BHE, Inc. joins PRAB's network of representatives

■ PRAB's extensive line of conveyors and chip and fluid management systems are now being represented by Bill Payne of BHE, Inc. in Ludington, Michigan.

Payne brings more than 35 years of experience in process engineering.

### CRES hires Tony Frank as new executive director

■ The Colorado Renewable Energy Society (CRES) announced that Tony Frank has joined the nonprofit organization as its new executive director. The CRES board of directors selected Frank from more than 80 applicants. Sheila Townsend, former executive director, will remain with CRES as operations director.

Frank brings extensive experience in renewable energy policy to CRES and has been involved in projects in Colorado, Wyoming and New Mexico since 2004. Prior to joining CRES, he was manager of development for Compass Wind, and director of renewable energy development for Rocky Mountain Farmers Union (RMFU). At RMFU, he led renewable energy programs to support agriculture producers that develop projects for such resources as wind, solar, small-hydro, bio-fuels, carbon sequestration and energy efficiency technologies. He recently served on the Colorado Task Force.

### Globe Specialty Metals acquires Core Metals

■ Globe Specialty Metals, Inc. announced its acquisition of Core Metals Group, LLC, a producer and marketer of high-purity ferrosilicon and other specialty steel ingredients. Globe paid \$52 million in cash for the Company, which was owned by the Ospraie Funds. The Company, headquartered in Coraopolis, Pennsylvania, services the steel, chemical and other industrial markets and anticipates no disruption of service to customers.

## A&WMA'S 103<sup>rd</sup> ANNUAL CONFERENCE & EXHIBITION

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## BUSINESS BRIEFS

### Smurfit-Stone partners with Emerald Waste in Florida

■ Smurfit-Stone Container Corporation's Recycling division announced it has partnered with Emerald Waste Services (EWS) to operate EWS's materials recycling facility and transfer station in Gainesville, Florida. Smurfit-Stone will pull recyclable materials delivered to the transfer station from the waste stream, thereby reducing the amount of material which goes to the landfill.

### OmniSource adds to its management team

■ OmniSource Corporation, headquartered in Fort Wayne, Indiana, announced the following additions to its ferrous and nonferrous teams.

Brad Gahr has joined OmniSource and will be part of the ferrous operations management team in Fort Wayne. Most recently he was the superintendent of operations with the Miller Compressing Company in Milwaukee, Wisconsin, where he managed 7 yards with a work force of more than 100 employees and was responsible for processing ferrous and retail scrap.

Darren Stody has rejoined OmniSource as the Company's hedge manager. Darren began his career in the recycling industry with OmniSource in 2002 after working with Merrill Lynch as a financial advisor. He left OmniSource in 2008 to join a private investment group.

### OneSteel acquires scrap recycler in Australia

■ OneSteel Limited announced that its recycling business has signed an agreement for the purchase of the Metals Trading business.

Metals Trading is a scrap dealer with businesses in New South Wales and Victoria and is a supplier to OneSteel's Recycling business. The company operates scrap yards in metropolitan Sydney at Padstow and Seven Hills and metropolitan Melbourne at Thomastown and Kilsyth, as well as regional yards in Wagga Wagga and Corowa in New South Wales and Mildura in Victoria.

Metals Trading collects approximately 120 thousand tons of ferrous scrap and 30 thousand tons of non-ferrous scrap per annum.

The acquisition is subject to clearance from the Australian Competition and Consumer Commission.

### Advanced Disposal buys Trash Taxi's Florida assets

■ Advanced Disposal Services located in Jacksonville, Florida, has acquired the Florida assets of Trash Taxi Inc., which does business as Trash Taxi and provides waste collection services to residents and businesses in Fort Meade, Florida, and in Polk, Pasco and Orange counties.

The purchase includes customer contracts, containers and nine Trash Taxi trucks as well as a long-term lease on an office and a maintenance facility in Winter Haven, Florida.

### Clean Harbors to offer medical waste services

■ Clean Harbors is offering custom-designed pharmaceutical waste management and removal programs for hospitals and other healthcare facilities.

The customized solution combines frontline collection procedures, waste removal, sorting and disposal programs that support each organization's procedures by using pharmaceutical waste management practices that conform to the operational structure while meeting regulatory requirements.

Clean Harbors pharmaceutical waste management offering is available either as a comprehensive on-site service that eliminates the need for in-house waste management staff or as a menu of services to address specific needs.

### CETCO appoints new regional manager

■ CETCO announced that Charles Wilk has been appointed the position of midwest regional manager, CETCO Contracting Services. Wilk will be based out of the office in Hoffman Estates, Illinois.

Wilk comes to CETCO with experience as a program manager for the waste management market at Portland Cement Association and has held positions at the Environmental Protection Agency as a RCRA regulatory specialist, RCRA permit writer, and superfund remedial project manager. He has presented at dozens of waste management and site remediation conferences and has written/co-written over 15 papers for magazines and journals throughout the industry.

### Lowell Stout retires from Terex after 45 years

■ Terex has announced that Lowell Stout will be retiring after a 45 year career in the construction industry.

Stout is retiring from Terex as a senior product manager with the Terex Construction Americas business segment, based in Southaven, Mississippi. Stout was instrumental in the development of the Terex® "B" series tractor loader backhoes and has been actively working on upcoming 2010 product launches.

Stout's career began in 1965 as a dealer training supervisor with Massey Ferguson, Inc. in Indianapolis, Indiana. By 1975, he was the North American general sales manager, and in 1983 became president of Massey Ferguson Industrial Machinery Ltd, located in Atlanta, Georgia. With a staff of 18, he managed the \$35 million North American portion of the business which included 75 distributors. In addition, he was responsible for coordinating sales in the Caribbean, Central America and most of South America. In 1992, MF Industrial was sold to Fermec Holdings Limited. In October 1996, Fermec was acquired by Case Corporation. As a condition of the merger of Case Corporation and New Holland, Fermec was divested and sold to Terex in January 2001.

## NEW PRODUCT SHOWCASE



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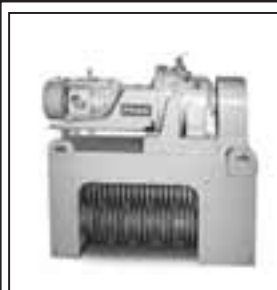


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- 1996 & 2001 MHL 331 rebuilt (rubber), 36' reach, hydraulic cab, gen-set and grapple.
- 1996 & 2001 RHL 350 REBUILT (crawlers), 50' reach, hydraulic cab, gen-set and grapple.
- 2005 MHL 350 (rubber), 50' reach, hydraulic cab, gen-set and grapple.
- 2001, 2003 & 2005 MHL 340 REBUILT (rubber), 41' reach, hydraulic cab, gen-set and grapple.
- 1995 & 2002 MHL 350 REBUILT (rubber), 50' reach, hydraulic cab, gen-set and grapple.

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- 2001 A934 REBUILT (rubber), 51' reach, hydraulic cab, gen-set and grapple.
- 2001 A924 REBUILT (rubber), 40' reach, hydraulic cab, gen-set and grapple.
- 2000 R914 REBUILT (crawler), 38' reach, 4' cab riser, gen-set and grapple.
- 2000 A904 REBUILT (rubber), 35' reach, 4' cab riser, gen-set and grapple.
- 1999 R934EW REBUILT (crawler), 50' reach, 4' cab riser, gen-set and grapple.
- 1998 A922 REBUILT (rubber), gen-set, grapple and magnet, no riser.
- 1994 A932 REBUILT (rubber), hydraulic cab, gen-set and grapple.

**CATERPILLAR**

- 2005 M325C REBUILT (rubber) with 50' reach, hydraulic cab, A/C, gen-set and grapple.
- 2002 Cat M318 (rubber) 36' reach, A/C, hydraulic cab, gen-set and grapple.

**SENNEBOGEN**

- 2004 821M (rubber), 36' reach, hydraulic cab, gen-set and grapple.
- 2004 825M (rubber), 42' reach, hydraulic cab, gen-set and grapple.
- 2004 835M (rubber), 52' reach, hydraulic cab, gen-set and grapple.
- 2000 830M REBUILT (rubber), 50' reach, hydraulic cab, gen-set and grapple.

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- 2008 AL-JON 580CL portable logger/baler
- AL-JON LC90 portable car crusher.
- 2002 CASE CX240 (crawler excavator) with new gen-set and new 48" magnet.
- 2003 NEW HOLLAND MH (rubber), 40' reach, cab riser, gen-set and grapple.
- 1996 KOMATSU PC240 REBUILT (crawler), 38' reach, 3' cab riser, gen-set and grapple.
- Trackmobile TM5 rail car mover.
- 1995 NORTHSHORE 2100 SE REBUILT (stationary electric-75HP) MH, 27' reach, cab, A/C and grapple.
- Genesis GMS 500 R rotating shear.

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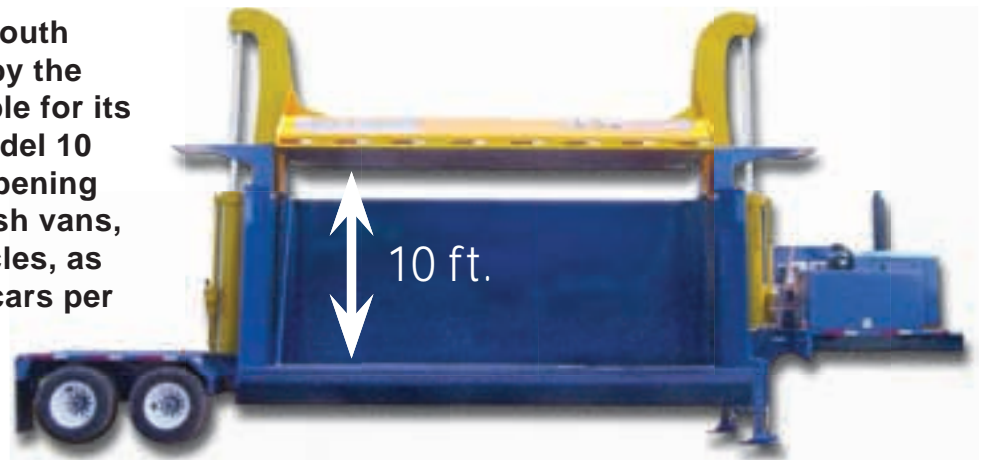
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# Current scrap market on upswing

by MIKE BRESLIN

[mbreslin@americanrecycler.com](mailto:mbreslin@americanrecycler.com)

The state of scrap metal is a whole lot better than it was a year ago, but not nearly as good as many would like because of difficulties in acquiring material and flat, uncertain market conditions. Nevertheless, scrap metal has rebounded to stronger levels as the economy is beginning to recover.

"The weather has improved and that has helped improve business and commodity prices are up. The bigger question unfortunately, is that there is a bit of scarcity of material out there," commented Greg Dixon, general manager of Baker Iron and Metal, the largest scrap metal dealer in central Kentucky with yards in Lexington and Morgan, Kentucky and Seymour, Indiana.

Demand for ferrous scrap tanked in late 2008 but has returned to reasonable price levels. Heavy melting scrap (HMS) was recently in the mid \$300 to \$400 per ton range, about back to levels seen on 2006, but nowhere near the \$700 range it peaked at just before the financial crisis.

"You should take into consideration that the decrease in the values of the metal is exacerbated because not only did prices decline drastically between 2008 and 2009, but volumes also dropped. Not only was the metal worth quite a bit less, but less was processed too," said Tom Crane, manager of member services at the Institute of Scrap Recycling Industries (ISRI).



A recent poll conducted by KMPG among United States business executives found that 71 percent were optimistic and 63 percent have seen higher business activity. The volume of American manufactured goods has risen slowly, up by tenths of a percent in 10 of the last 11 months and trending positive.

Recent estimates from ISRI, based on United States Department of Interior numbers for domestic scrap metals processed in 2009 as compared to 2008, not including exports, show:

Ferrous (including stainless) was down 27 percent in volume and 57 per-

cent in value, a drop from \$23 billion to \$9.8 billion.

Nonferrous (including precious metals) was off 12 percent in volume and down 28 percent in value from \$24.1 billion to \$17.2 billion. Aluminum went down 18 percent in volume

and 47 percent in value, from \$7.6 billion to \$4.0 billion.

Copper saw drops as great as 8 percent in volume, and 33 percent in value, decreasing from \$4.9 billion to \$3.2 billion.

See MARKET UPDATE, Page 7

## Copper volatility leads to calls for regulation

In a public meeting held by the Commodity Futures Trading Commission (CFTC), Jeffery Burghardt, vice president of North American Metal Procurement and Global Utilities of Luvata Buffalo, spoke on behalf of the Copper and Brass Fabricators Council regarding the unprecedented volatility in prices for copper over the last several years. The CFTC set this public meeting to examine futures and options

trading in the precious and base metals markets and focused on trading in gold, silver and copper.

In his remarks, Burghardt noted that the price of copper has risen by more than 100 percent since the end of 2008 even though the quantity of copper stored in warehouses also increased substantially over the same period. "By all rights," Burghardt observed, "the greater supply of available copper

should have led prices to decline rather than more than double. The Council believes that the explanation for this counterintuitive pricing lies in investment firms' large positions in the markets. What the Council seeks is lower volatility and market prices that reflect over time the real demand/supply situation, not the excesses of speculation."

In materials released prior to the public meeting and during the meeting

itself, the CFTC questioned what would happen if it were to establish position limits for metals markets.

In response, Burghardt stated that the Council shares the goal of limiting the impact of investment funds in the commodity markets, but believes that position limits would be very challenging to implement effectively.

See COPPER REGS, Page 3

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## A Letter from the Editor

Dear readers,

April showers may bring May flowers, but according to at least one source quoted in our Focus Feature article this month by Mike Breslin, the better weather also played a role in bringing about significant improvements in commodity pricing.

The focus this month is on metals markets, and the news is sunnier than the weather. Whereas my Midwestern April was rainy and glum (the price of living in Ohio), metals markets have been considerably cheerier. Buyers have been stirred from their slumber, prices are rising, demand is growing again and the folks who are in the know are forecasting that business is heading towards a semblance of normalcy.

Normalcy, while not usually something to celebrate, looks darn fine compared to the economic morass that the economy has been otherwise mired in.

And so, welcome to the May edition of American Recycler. I hope that you'll find that the news herein proves helpful as well as hopeful. Spring is in the air, and so is a pervasive sense of optimism. I hope you all find the mood to be catching.

If you still need convincing, keep an eye out for more than a few articles in this issue about planned expansions, new hirings, upgraded headquarters and increased profits. I think you'll be pleasantly surprised to see that major players are hedging their bets that the growth will continue, and that means that whatever role you play in these markets, you're likely to see some increased business coming your way.

In keeping with the spring theme, if you're in the mood for a little romance, check out *A Closer Look* on page six. Donna Currie has written a real life tale not only of entrepreneurial business, but also of high school sweethearts who manage to find each other, and happiness, after years and marriages apart.

I hope you enjoy this month's issue. It's a fairly upbeat collection of news stories, which speaks to the improved business climate that is slowly re-developing. I would expect more of the same in upcoming issues.

As always, feel free to get in touch. I'd be greatly interested in hearing if the economy has improved for you, about your plans for growth, or even about your own love story. Have a happy spring, enjoy the weather and keep reading.



Dave Fournier  
Focus Section Editor  
david@americanrecycler.com

## U.S. Steel records healthcare related charge

In response to inquiries, U.S. Steel Corporation announced that it will record a charge of approximately \$27 million in the first quarter of 2010 to adjust deferred tax assets as a result of a change in the tax treatment of Medicare Part D subsidies under the recently enacted Patient Protection and

Affordable Care Act and the Health Care and Education Reconciliation Act of 2010 (the Acts).

While this change under the Acts does not become effective until 2013, United States' generally accepted accounting principles require that the impact of changes in tax law be imme-

diately recognized in income in the period of enactment.

Based upon the Medicare Part D subsidies expected to be received in 2010, the annual cash tax increase of this aspect of the Acts would be less than \$10 million.

## Indiana scrap dealer expands, updates facilities

J. Solotken and Co. officially opened the doors to its new 140,000 square foot facility on Indianapolis' Eastside.

The Company's acquisition of the building, located at 6701 English Avenue, is an economic development success story.

The new facility, in which J. Solotken began operation in March, had been left empty in May, 2008, following the collapse of the Frank E. Irish Co. J. Solotken and Co. purchased the building in December, 2008 and over the past 15 months has invested approximately \$4.5

million to bring every facet of the property back to life.

"We've changed the entire structure of how we recycle the metal that comes to us," said Brian Nachlis, vice president. "From the docks on which materials are received - to the processes we use to move it through the facility, everything has changed. Now, our production capacity has increased dramatically; we've gone from packaging scrap 500 pounds at a time and hand tying it together to 2,000 pounds and it's tied automatically by a machine.

Originally founded in 1914, the Company has installed state-of-the-art equipment, such as a high-tech baling system, to quickly process the nonferrous metals that are recycled each day. In addition, the building is now equipped with energy-efficient lighting, new fire suppression and security systems, as well as a more advanced HVAC set-up.

The Company currently employs 35 people, and was recently ranked as the fourth largest recycling company in Indianapolis.

## Aleris begins soliciting approval for plan of reorganization

Aleris International, Inc., a global producer of aluminum rolled products, extrusions and recycling, announced that it has reached a settlement with the Committee of Unsecured Creditors appointed in the Company's chapter 11 case, under which the amount of money available for payment to holders of Class 5 Claims was increased from an initial proposed amount of \$4.0 million to \$16.5 million.

The settlement has no impact on the potential recovery of any other classes of creditors under the plan.

The Company also said that it has begun the process of soliciting approval from eligible creditors for the Company's proposed plan of reorganization.

The solicitation package contains the Disclosure Statement and information on the amended plan and includes

a letter stating the clear support for the plan by the Committee of Unsecured Creditors.

The confirmation hearing for the Plan has been scheduled for May 13, 2010.

Claims information and Court filings, including the proposed Plan and Disclosure Statement are available at [www.kccllc.net/Aleris](http://www.kccllc.net/Aleris).

### Upcoming Section B editorial focus topics

ISSUE	CLOSE	FOCUS
JUN	5/16	Plastics
JUL	6/17	Alternative Energy
AUG	7/16	Solid Waste
SEP	8/17	Auto
OCT	9/17	Electronics
NOV	10/18	Paper/Plastics
DEC	11/16	Metals

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## Western Metals plans new facility in Albuquerque

Western Metals Recycling LLC (WMR) announced plans to open a new scrap metal recycling plant in Albuquerque, New Mexico adjacent to its sister company's used auto parts retail store, U-Pull-&-Pay (UPAP). The WMR facility will utilize a portion of the UPAP property, which comprises more than 50 acres in unincorporated Bernalillo County. WMR and UPAP are wholly owned by The David J. Joseph Company (DJJ), a Cincinnati-based subsidiary of Nucor Corporation.

WMR has a two-part plan for the Albuquerque location. Phase 1 includes a scrap metal recycling plant, scheduled to be opened by early summer 2010, pending all appropriate permits, licenses, and required improvements. At this facility, WMR will buy common household ferrous and nonferrous scrap metal items which may include appliances, sheet metal, automobiles, aluminum cans and other aluminum, copper and brass products. Customers will be paid on site for their scrap metal. All metals purchased will be sorted and then transferred off-site for processing. This phase

will require a staff of 5-10 full time employees, pending market conditions.

Phase 2 will improve the facility to accommodate on-site processing activities, including the installation of a 4000 HP automobile shredder. This expansion plan is consistent with The David J. Joseph Company strategy of strengthening its existing footprint in the scrap processing industry, and takes advantage of vertical integration within the company and the ancillary benefits of being located adjacent to the UPAP store.

UPAP's self-service business model allows customers to bring their own tools to pull used auto parts for costs below market rates. Inventories are turned over on a regular basis, with harvested auto hulks crushed and recycled at DJJ processing facilities. Upon the completion of WMR's proposed Phase 2, the harvested autos from this UPAP location will be recycled in Albuquerque. The recovered metals will then be shipped to designated end-users for refinement. Phase 2 improvements will increase the number of employees at this WMR facility to 30-50.

*A recipe is a series of step-by-step instructions for preparing ingredients you forgot to buy, using utensils you don't own, to make a dish the dog won't eat.*



# Alcoa dedicates expanded recycling operations

Alcoa has dedicated a \$24 million expansion of aluminum can recycling capacity at the company's Tennessee operation which will increase recycling capability by nearly 50 percent and help secure more than 100 jobs at the facility.

"The aluminum can is the world's most efficient package, largely because it can be recycled infinitely," said Klaus Kleinfeld, president and CEO of Alcoa. "In the United States alone, more than 46 billion cans were put into landfills last year," said Kleinfeld. "If we could instead recycle about half of those lost cans, we could achieve our goal of a 75 percent recycling rate and save the emissions of two coal-fired power plants."

The new Tennessee Operations Can Reclamation facility includes a new crusher and delacquering furnace and supporting building enclosures, utilities and environmental systems. These improvements will help increase capacity using state-of-the-art environmental and fuel-efficient technology as well as support future flexibility to process other scrap types.

Recycling an aluminum can saves 95 percent of the energy it takes to make a can from new metal. A used beverage container can be recycled and back on the shelf in 60 days, something no other beverage package can do.

In 2009, Alcoa announced a commitment to work toward increasing



Guests of the event view new equipment installed as part of the expansion. The project includes a new crusher, furnace, state of the art environmental controls and associated handling equipment.

recycling rates in North America to 75 percent by 2015. Increasing recycling capacity is part of the overall strategy to drive recycling rates.

"Today Americans recycle about 54 percent of all beverage cans produced in North America," Kleinfeld said. "If everyone would recycle one

more can per week, we can reach our 75 percent goal."

## Copper regs

■Continued from Page 1

Instead, Burghardt said, "The Council submits that a better means to the end will be to raise the initial margins required for investment firms. The system for initial margins is already in place and in use, will allow for flexibility in changing the amount of the initial margins as circumstances warrant, and will be much easier to monitor and control than position limits."

In expressing the Council's appreciation and support for the CFTC's willingness to tackle this issue, Burghardt stressed the importance of futures markets for the Council's members in establishing prices and managing the price risks that copper and brass mills face. "We only use futures markets as necessary in our day-to-day business to hedge our price risk, and it is critical we can do this in a cost-effective manner."

## ArcelorMittal plans rebar joint venture in Northern Iraq

ArcelorMittal announced that it has signed a memorandum of understanding to establish a joint venture with Turkish partner, Dayen, to build a steel mini-mill with electric furnace in Sulaimaniyah in Northern Iraq.

In its initial phase, the mill would produce up to 250,000 tons per year of rebars from locally sourced scrap and

require investment of \$100 million to \$130 million, jointly subscribed by ArcelorMittal and Dayen.

Construction is planned to start in the second quarter of 2010 and production is planned to commence early in Q4 2011. Production could eventually increase to 500,000 tons per year.

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# EQUIPMENT SPOTLIGHT

## Shredders

by **MARY M. COX**

maryc@americanrecycler.com

Whether it's an auto or metal turnings, a shredder breaks the material into smaller, more manageable sizes so the material can then be sold or further processed. They break up solid chunks and bushy wads of many different types of ferrous and nonferrous metal materials.

Sheldon Smith, marketing and sales manager at Komar Industries, said that his employer manufactures a variety of low speed, high torque two and four shaft shear shredders for processing various ferrous and nonferrous metals. "Komar shredders offer heavy duty construction, wear-resistant cutters, proprietary bearing protection and a patented Pro Cutter Locking System (PCLS) on all of our shear shredders.

"Shredder models offer various sizes and range in horsepower from 10 to 1,000. Our custom shear cutter blades are manufactured for specific applications and come in a variety of configurations. Our shear shredders supplement Komar hazardous waste processing systems where failure and downtime are not an option and our shredders are found in some of the toughest applications all over the world," he said.

Smith noted that a major problem common with most shear shredders involves the loosening of cutter stacks. This occurs when the conventional nut and bolt system cannot apply enough force to hold the stacks tight. The result is poor cutting performance and damage to the shaft. He said their PCLS solves this problem with a compact integrated bearing and locking system, which can

"Komar utilizes a Proprietary Bearing Protection System that insulates the bearing and seal from the cutting chamber, which is key to longer uptime and lower operating cost. Our system includes



Magnatech Engineering, Inc.

heavy splash plates, end cutter deflectors, labyrinth shield with grease purge, air space and specialized seal guards. We address the problem of non-shreddables being introduced into the shredder with auto-reversing cutter shafts and our ESP – Extreme Shock Protection technology. These features increase the life of the cutters & drives by dissipating shock from tramp materials," Smith said. Electronic scrap recycling is a growing trend for users of Komar shredders. In particular, their hard drive shredders are utilized in the destruction of digital media including hard drives, PDAs and cell phones.

Magnatech Engineering's shredding systems feature top feed and side feed systems, custom layouts and engineering services, downstreams for ferrous and nonferrous, air systems and Z-boxes, rubber and steel belt conveyors, cat truck in-feed conveyors and electric and engine drive systems. Bill Graveman, president, said that Magnatech offers a wide range of sizes for their systems. Some examples include: 66 x 90 (1,000 hp to 3,000 hp), 72 x 72 in the aluminum model (1,000 hp to 2,500 hp), 72 x 104 (1,500 hp to 4,000 hp) and 80 x 104 (2,500 hp to 4,000 hp).

For 30 years, Shred-Tech has designed and manufactured industrial shear shredders. According to Mike Davison, applications manager, "We provide equipment for the size reduction,

sorting, separation and material handling for metals, plastics, paper products and assorted wastes. Our shredder product line ranges from 71/2 hp electro-mechanical drive to 1,200 hp hydraulic drive.

The cutting chamber sizes range from 17" x 14" to 62" x 116".

Typically, Shred-Tech utilizes low speed, high torque, dual-shaft shear shredders for the size reduction of metals. Shaft speeds are usually 20 to 30 RPM and cutting forces range up to 306,000 lbs. Davison said this type of shredder offers higher cutting forces, less dust creation, lower noise levels and less vibration when compared to high speed shredders. The slow speed also reduces "sparking" when shredding materials such as magnesium and titanium.

Shred-Tech shredders have been used extensively for the size reduction of a wide range of metal products such as machine turnings. The shredding eliminates "bird's nests" for improved material handling, bulk density increase and preparation for centrifugal cleaning for materials such as mild steel, alloy steel, aluminum and titanium. When automotive body panels are shredded, aluminum panels are air-veyed into roll-off containers for transport to the smelter.

Size reduction allows efficient delivery to the containers. Steel drums and containers for hazardous wastes such as nuclear, paint sledges and petroleum products are easily separated from the container after shredding. The separated product is then safely disposed of or recycled. The shredded container can be washed in preparation for smelting or efficiently disposed of.

Aluminum, in bales or loose form, and shredding of general scrap, UBCs, and construction debris is easy to separate (ferrous or nonferrous), one from another. The result is a clean aluminum product for de-lacquer and smelting processes. When shredding magnesium castings and ingots, the material is reduced to a consistent size for temperature control during smelting.

Fines produced by shredding magnesium are easily removed using screens for materials such as mild steel, alloy steel, aluminum and titanium. Titanium plate and slitter balls have traditionally been size-reduced using

shears. This is a dangerous, labor-intensive process, but shredding eliminates those safety hazards and high labor costs. Utilizing a sizing screen after shredding produces a very consistent size for efficient smelting.

### Manufacturer List

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www.ampulverizer.com

**Granutech-Saturn Systems**  
Greg Wright  
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www.granutech.com

**Jordan Reduction Solutions**  
Richard Pyle  
888-733-8248  
www.jordanreductionsolutions.com

**Komar Industries, Inc.**  
Sheldon Smith  
614-836-2366  
www.komarindustries.com

**Magnatech Engineering, Inc.**  
Bill Graveman  
913-845-3553  
www.magnatech-engineering.com

**Metso Texas Shredder**  
Chad Grohman  
800-531-5927  
www.metso.com/recycling

**Riverside Engineering**  
Rusty Manning  
866-764-7567  
www.megashredder.com

**Shred-Tech**  
Mike Davison  
800-465-3214  
www.shred-tech.com

**SSI Shredding Systems, Inc.**  
Joby Easton  
800-537-4733  
www.ssiworld.com

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# AAA recycles 90 million pounds of lead, batteries

AAA has recycled more than four million automotive batteries and continues to promote the recycling this automotive part that 100 million American motorists replace each year. Approximately 97 percent of all the lead in spent automotive batteries is recyclable.

Through the automotive battery recycling efforts of the AAA Mobile Battery Service and the AAA Approved Auto Repair network, AAA has recycled nearly 90 million pounds of lead in addition to 12

million pounds of plastic. This year, the nation's largest motor club anticipates it will replace and recycle an additional one million batteries via its roadside battery replacement service.

Automotive batteries have three major components: lead, acid and plastic. The lead can be recycled and reused indefinitely in the production of new batteries. Sulfuric acid can be repurposed in three different ways. In addition to being reused for new batteries, it can be neutralized, purified and

tested before being released as clean water; or it can be converted to sodium sulfate, a product used in fertilizer, dyes and other products. The plastic battery cases may also be recycled for new batteries.

Consumers can contact their local AAA club or AAA Approved Auto Repair facility for information on where they can drop off a battery for recycling in their area. To find a nearby Approved Auto Repair facility, visit [AAA.com/Repair](http://AAA.com/Repair).



## Novelis selects new world headquarters

Novelis Inc. has announced that it has selected Atlanta's Two Alliance Center as the location for its new world headquarters. The aluminum rolled products and aluminum can recycling company has signed a long-term lease for 4 floors of the newly constructed 30-story office tower.

In addition to transferring staff from the company's current world headquarters nearby in Atlanta, Novelis will relocate its North American headquarters staff from Cleveland, Ohio, into the new building. The relocation of this staff, combined with other planned additions, is expected to expand Novelis' total Atlanta employment to approximately 220 by the end of this year.

The 500,000-square-foot office tower was the first LEED Gold certified building in Buckhead and one of just a few in Atlanta, illustrating leadership in energy efficiency and environmentally conscious design.

Occupancy of the new Novelis offices will begin in late June when the first staff relocations are expected to occur. The transition will continue in stages through September.

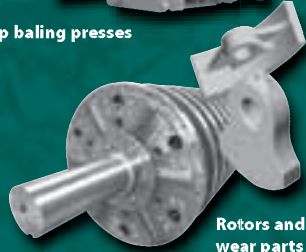
### Precision engineered recycling solutions



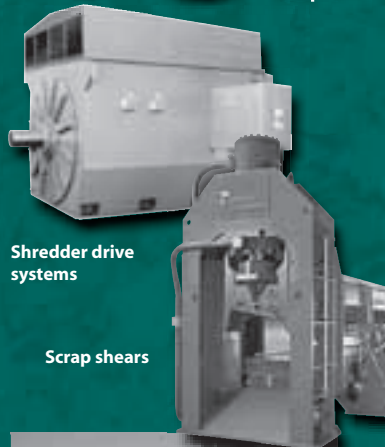
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## A Closer Look

by Donna Currie

### Cascade Metal Recycling

Don Roemer • 541-479-8017

Don Roemer's first step towards recycling was when he got a job driving a tow truck, and the second step was when he bought that business in 1976, "thinking that I knew everything about the auto and towing business since I had worked for them."

Roemer said that although he was living in a small California town at the time, the area that the business served included a lot of celebrity homes. Over the years, he worked on cars that belonged to Sammy Hagar, David Crosby, Carlos Santana and Huey Lewis, among others.

Eventually, he closed the body shop and opened a wrecking yard. Later, he bought a pick-a-part yard. Junk cars were hard to sell at the time, so he bought his own crusher. The business was "right on San Francisco Bay," and while the business was doing well, regulations and local environmental groups were making it more and more difficult to remain in business in that area.

At the same time, Roemer's personal life was changing. During high school, he had dated a girl named Lynn, but they split apart, married other people, and subsequently got divorced. Then, they met again and married. Lynn had three children at the time, and had been working full-time to support herself and the children.

Roemer had been brought up in a household where his mother was at home when the kids were home, and he wanted that environment for his own family. So he started looking for a way to make that happen.

That opportunity arose in 1995, when the family moved to Oregon where Roemer planned on buying a wrecking yard. Unfortunately, the deal fell through because a partner in the wrecking business didn't want to sell, leaving Roemer out of work and without a business to buy.

He needed to raise funds, so he started crushing cars for other businesses in 1996, but "the whole steel industry fell apart in late '98 to '99." He wasn't making enough money crushing cars, so he went to work for a local shredding operation, running their yards from 1998 to 2000.

While it paid the bills, it wasn't what he wanted. "To be self-employed, you have to have an edge," he said. "But I was losing that working for someone else." He got back into business for himself, and bought a crusher and a small yard in Grant's Pass, Oregon. "It was a scrap yard, but it was in a residential area, so there wasn't much you could do," he said.

At the time, he had six employees and he was looking to expand. Because of the downturn in the logging industry in Oregon, an unused sawmill was available for rent. Roemer convinced the owners that he could run his entire scrap business inside the building, with nothing outdoors. He moved into that building in March 2005, and has been there ever since.

Now the company has 18 employees, including Roemer and his wife Lynn, "who has been at my side" in the business since it opened. He said that the sawmill building offers a great workflow similar to a transfer station. Scrap comes in through two doors where it is dumped into concrete bunkers, then it is moved to the machines for shearing and baling, and is shipped out of a third door. All material goes out the next day, with very little inventory held, except for nonferrous which is shipped every two weeks.

Eighty percent of the material that Cascade processes comes in from individuals who haul material in by truck, car, wagon and sometimes dragged in behind a lawnmower or on a sled. "It's like a circus," he said. "You never know what's going to happen. You always want to see what the next act's going to be."

Roemer enjoys interacting with those customers and is proud that it "makes their lives a little better by allowing them to make some money." While he has some industrial accounts, he appreciates "your everyday guy" who shows up with a trunk filled with scrap. On an average day, 70 to 90 of those average guys cross the scale at Cascade.

The next act for Cascade is set in a brand new building in an industrial park that is slated to open next January. The building will be smaller, but more efficient. Roemer anticipates that he will hire a few new employees when the company moves to the new facility, and might increase to 25 within the next 18 months.

Roemer said that he doesn't want to grow past 25 employees, because the company would become less personal. Right now, he knows all of his employees and their families and is "involved with people's kids; what goes on with them on a daily basis."

While Roemer still misses the people back in his small home town in California, he said that even with the rough start, he has come to like Oregon and is now part of his new community. "People look at employees and customers as expendable," he said. "But the good ones aren't. Business is built on relationships. I find my success from that."



—Don and Lynn Roemer

# Schnitzer Steel reports strong 2Q earnings

Schnitzer Steel Industries, Inc. reported diluted earnings per share from continuing operations of \$0.62 for its fiscal 2010 second quarter ended February 28, 2010. This compares with a diluted loss per share from continuing operations of (\$0.18) for the same quarter of fiscal 2009.

"This marks our highest level of earnings since the downturn began in the first quarter of fiscal 2009. Our second quarter results reflect strong operational performance, as well as continued broad-based demand for recycled metals," said Tamara Lundgren, president and chief executive officer.

Drivers of the results, by business unit, for the second quarter, included:

- The Metals Recycling Business successfully capitalized on ongoing demand from export customers. Total sales volumes of processed ferrous metals were at record levels for the second quarter. The business saw improvements in net sales prices and margins, with operating income of \$29 million and an operating profit margin of \$24 per ferrous ton, up from \$21 per ferrous ton in the first quarter of fiscal 2010.

- The Auto Parts Business generated record second quarter operating income of \$13 million, double the previous record of \$6 million set in the second quarter of fiscal 2008. The improvement in operating profit margin, to 23 percent, reflected a strong operational performance and improved metal spreads. Vehicle purchases approximated the levels of the first quarter of fiscal 2010, excluding the benefit of the federal Cash-for-Clunkers program in the first quarter.

The Metals Recycling Business saw improved results in the fiscal 2010 second quarter compared with recent comparable periods.

Export customers accounted for 79 percent of the ferrous sales volume. China, accounting for less than one-third of the total export volumes, was the top export destination, followed by South Korea, Thailand and Turkey, with shipments in the quarter to 10 countries.

Nonferrous sales volumes were broadly in line with the volumes in the first fiscal quarter of 2010 and were up sharply over last year's second fiscal quarter.

Ferrous scrap net sales prices averaged \$297 per ton in the second quarter of fiscal 2010, at the high end of the range of \$237 to \$326 per ton for the second fiscal quarters beginning in 2007. Ferrous prices reflected the broad-based demand in both the export and domestic markets.

Nonferrous sales prices improved slightly in the second quarter over the first quarter, but were nearly double the levels in the second quarter of fiscal 2009.

The higher volumes and prices in the second fiscal quarter of 2010 drove revenues up 45 percent compared with the second quarter of 2009 and 55 percent compared with the first quarter of fiscal 2010, as expected.

Ferrous and nonferrous net sales prices are expected to be improved in the third fiscal quarter of 2010 compared with the second quarter.

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## Market update

■Continued from Page 1

Lead was down 3 percent in volume and down 29 percent in value, down from \$1.9 billion to \$1.3 billion.

This dramatic drop in domestic processing is yet another symptom of the recessed economy and closely corresponds with the slowdowns in industries across the spectrum of production. Reductions in manufacturing autos, airplanes, machinery, durable goods, and the worst new housing and commercial building stats in 50 years has reduced supplies of scrap metals. Individuals and businesses are extending the life of vehicles leaving a shortfall for auto shredders.

"The run on commodities a few years ago really took a lot of the excess out of the reserve of scrap metal lying around. We starting to see fewer car bodies. We are within 100 miles of 4 different shredders and all of them are exceedingly hungry," said Dixon, commenting on the central Kentucky area.

Exports were also down dramatically in price though not in value from 2008 to 2009. The volume of ferrous, for example, increased 4 percent but declined 31 percent in value, a drop from \$10.3 billion in 2008 to \$7.1 billion in 2009. Demand for American scrap metal is still refreshingly strong from Asia.

Marc Azous, CEO of Iron Industries LLC of Seattle, buys scrap metal nationally for export. He had this to say about the state of the industry, "For my company, we are booming. The markets are very hot because there is a scrap shortage. Prices have been on the rise for three straight months. We have more demand than supply available. We have several internet sites and we get more buyer inquires than we can possibly handle. Supplies are way down due to the weak economy. That's why there is a big scrap shortfall, possibly 65 to 70 million tons right now. The only reason the price has not continued to skyrocket is because steel mills still have huge inventories of new steel that has not been sold."

Azous also said that because of the financial meltdown, the industry has become a virtually all-cash business. Domestically, trust in banks and letters-of-credit has diminished. "Everything has to be cash in advance or cash on delivery, which ties up a lot of cash. No one will ship the scrap and wait five to seven days to get paid from a letter of credit. Everyone has been burned by payment default over the past several years," he said.

Taking into account all exports and domestic processing comparing 2008 to 2009, we see ferrous down 20 percent in volume and 49 percent value, and nonferrous down 15 percent in volume and 27 percent in value.

But there are some encouraging economic signs. A recent poll conducted by KMPG among United States business executives found that 71 percent were optimistic and 63 percent have seen higher business activity. The volume of American manufactured goods has risen slowly, up by tenths of

a percent in 10 of the last 11 months and trending positive.

Although credit is still very tight, the banking system has stabilized and the eight largest banks have paid back their TARP investments along with \$4 billion in profit to the United States government. As of this writing, the stock markets have rebounded with the Dow Jones Industrial Average nearing 11,000, back from the September, 2008 low of 8,920.

Last year at this time, Kurt Rexius, CEO of P&T Metals Corporation, upon being asked how business was had only one word for it: "Terrible."

Today, however, Rexius' answer to the same question is not only longer, but is more optimistic as well. "Overall business has improved considerably. In speaking to other scrap metal processors and recyclers, many of their businesses have also been on an up-trend.

"Manufacturing in both large and small sized companies appears to be increasing along with their pipeline of future orders. A few companies we deal with have just started noticing small backlogs and many are going back to 2nd and 3rd shifts," he said.

"Also, most of the metal commodities have significantly increased in price, many of them more than doubling since the same time last year, which allows for better margins in the scrap metal business."

Rexius continued to say that, "The main challenge, as always in times like this, is finding scrap material at the right price. The material is out there, but competition is stiff as many other dealers are willing to pay top dollar to secure the material. Bidding wars drive the scrap price up from the end user, however this does not affect the overall price to the mill. This, coupled with the volatility of the metals market, weighs heavily on the likelihood of making a profit from these types of purchases.

"A further factor is the transportation costs to Asia. Shipping costs, container costs and port duties continue to rise as the struggling shippers and Asian governments look for additional revenue from an industry that is deeply reliant on the Asian market.

"The outlook for rest of year appears to be steady, but cautious.

*Two neighbors were talking about work, when one asked, "Say, why did the foreman fire you?" Replied the second, "You know how a foreman is always standing around and watching others do the work? Well, my foreman got jealous. People started thinking I was the foreman."*

There are many factors here in the United States, and just as important abroad, which will affect the health of this currently fragile industry. We are dependent on manufacturing on both sides of the Pacific, which appears to be stabilizing and heading in the right direction.

"Construction is starting to pick up in many areas as we are seeing much more construction-related scrap compared to a year ago when we saw very little scrap coming from construction. Demo companies are also getting back on their feet as renovation projects are starting up again.

"The first quarter of 2010 is finally seeing some life for the aerospace industry again, as demand for titanium and other high temp alloys continues to build to a point we haven't seen in quite some time. Along with demand, of course, come higher prices for these alloys from both the scrap side and the consumer.

"Overall, we are extremely optimistic for the remainder of 2010," Rexius concluded.

In the east, business is much better according to Adam Weitsman, president of Upstate Shredding, the largest privately held scrap metal dealer in New York State, headquartered in Owego. "The higher scrap prices are good, but bad at the same time. Bad for the smaller guys that have to put out a lot more capital, and I think you will see a lot more consolidation happening. We are just going to keep rolling our profits back into the business, keep opening feeder yards and taking a larger market share."

Weitsman sees opportunities to acquire smaller companies because the cash required at higher pricing levels is making it hard for companies that are undercapitalized.

"We're not having a problem acquiring scrap and we are getting historically high levels of material. We have a large trucking fleet and 80 percent of our scrap comes from outside regions. We pay competitive prices, pay immediately and are open seven days per week. As of May 1, we will receive scrap 24 hours per day. I'm pretty positive going forward," he concluded.



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