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# Natural gas-powered refuse truck use flourishes in U.S.

by MIKE BRESLIN

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It seems that we are at the intersection of wide acceptance of natural gas powered refuse trucks, the quest for cleaner air and the “shale tsunami” that promises long-term price stability for natural gas (NG). This convergence is playing out across the country in large and small municipal waste departments and among private contractors who are buying natural gas vehicles and investing in fueling stations like never before. What was once prompted by environmentalism is now being driven by large savings on fuel.

The significance of U.S. shale gas development cannot be underestimated. According to the recent 11th annual Energy Industry Outlook Survey conducted by the KPMG Global Energy Institute, nearly two-thirds of energy executives now believe the United States can attain energy independence by 2030, eliminating the U.S. dependency on foreign oil.

Given the potential of shale development, energy executives appear more confident as to relative price stability. Most (73 percent) are bullish that the price of natural gas will remain steady between \$3.01 – 4.00 MMBtu (Million Metric British Thermal Units) for the remainder of the year. Similarly, 39 percent of respondents expected Brent crude oil to peak at \$116 to \$125 per barrel in 2013.

Depending on geographic location and proximity to gas lines, the average price of natural gas today can cost \$1.50 to \$2.00 less per diesel gallon equivalent (DGE) and projections look like this favorable cost trend will extend well into the future. Moreover, refuse fleet operators can get fixed-price, multi-year contracts from suppliers of Compressed Natural Gas (CNG) and Liquid Natural Gas (LNG).

CNG is gas compressed to less than one percent of the volume it occupies at standard atmospheric pressure and put into high-pressure containers for storage and fueling. There are two fueling options – fast-

fill, which takes about the same time to dispense as diesel or gasoline; and time-fill also called slow-fill, which requires six to eight hours and is best suited for locally operating fleets where overnight filling is practical.

LNG is natural gas that has been converted into liquid for easier storage and transport. It takes up about 1/600th the volume of natural gas in the gaseous state. It is odorless, colorless, non-toxic and non-corrosive. LNG’s shortcoming is that the fuel must be delivered in tankers and stored in special vertical cylinders whereas natural gas can be tapped from local pipelines and compressed into CNG at a fueling station.

Over the past several years, CNG time-fill has become the most popular for refuse fleets as an alternative to gasoline and diesel, while LNG is proving better suited for Class 8 tractor-trailers needing fast-fills.

Natural gas powered trucks also cost substantially more than their diesel equivalents and require between \$1,500 and \$3,500 annually, per truck, for maintenance and tank inspections. But, as the popularity of CNG refuse trucks continue to increase, procurement costs are decreasing.

Curtis Dorwart, vocational marketing product manager for Mack Trucks told us about his company’s surge in NG powered trucks: “Mack has definitely experienced strong growth in CNG sales over the past few years. Last year, Mack



In June, Covanta Energy and Clean Energy Fuels opened the first compressed natural gas fast-fill fueling station in Newark, New Jersey under a partnership between the two companies.

built more natural gas powered trucks than we did during the 1998 to 2005 time period, when natural gas first started to gain some interest in the refuse industry. CNG is the primary fuel used for refuse trucks today. The engine itself doesn’t know the difference between LNG and CNG. LNG was the fuel of choice during the previ-

ously mentioned 1998 to 2005 timeframe, and its use was limited mostly to the west coast. Today, the far dominant player is CNG. CNG fueling is much better suited to a refuse application and there are no boil-off gas concerns as there are with LNG.”

A CNG fueling station, however, is more expensive to build than the average gasoline or diesel pumping station. A CNG time-fill station suited to a local fleet that can fill 15 vehicles can cost upwards of a half-million dollars. Depending on many factors, a fast-fill CNG station can range in cost from \$1 to \$2.5 million. Refuse fleets are particularly suited to CNG time-fill because entire fleets can be filled after 6 PM for the required 6 to 8 hours filling time running compressors during off-peak electric rate periods.



Mack TerraPro LowEntry Refuse Truck running on Compressed Natural Gas.

See REFUSE TRUCKS, Page 4

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## Study shows benefits from stimulus

According to the "Study of Equipment in the U.S. Scrap Recycling Industry," released by the Institute of Scrap Recycling Industries (ISRI), the scrap recycling industry invested nearly \$9 billion in recycling equipment in the U.S. between 2006 and 2011, with another \$14.5 billion expected to be invested between 2012 and 2016. The report shows that the Recycling Investment Saves Energy (RISE) Act, included as a provision in the October 2008 federal stimulus package, had a significant impact on equipment purchasing decisions.

"The \$90 billion scrap recycling industry is a valuable economic driver," said Robin Wiener, ISRI president. "As the nation sought to rebound from the downturn in the economy, RISE allowed for the deployment of new and improved recycling equipment. It added billions of dollars into the economy when it was needed, improved efficiency, and expanded the recycling stream. We continue to see the economic benefits of RISE today and this will continue into the foreseeable future."

According to a Congressional Budget Office estimate in 2008, RISE would have a minimum benefit to the industry of \$162 million over 10 years. The ISRI study, conducted by SAI, shows a much greater impact: generating an additional \$1.8 billion in spending from 2008 to 2011 (total of nearly \$9 billion), with a potential of \$3 billion more spent from 2012 to 2016 (total of nearly \$15 billion). RISE allows purchasers of eligible equipment ordered and put to use after August 31, 2008, to depreciate 50 percent of the cost in the first year. Only machinery and equipment that is used exclusively to process materials and has a useful life of at least five years is eligible.

Other highlights of the study included:

- Scrap equipment export sales declined from \$485 million in 2008 to \$435 million in 2011;

- Equipment manufacturers predict strong growth in the exporting of scrap recycling equipment with a 7 percent Compound Annual Growth Rate in sales through 2015;

- U.S. recycling equipment manufacturers estimate 15 percent of total scrap equipment revenues are currently derived from export sales;

- Between 2006 and 2011, processing equipment accounted for 53 percent of total investments and sorting/handling equipment comprised the remaining 47 percent;

- The average investment was \$200,000; and

- Trucks and trailers are the most likely potential investments with more than one-third of all companies surveyed predicting future need, followed by balers, shears, and portable shears.

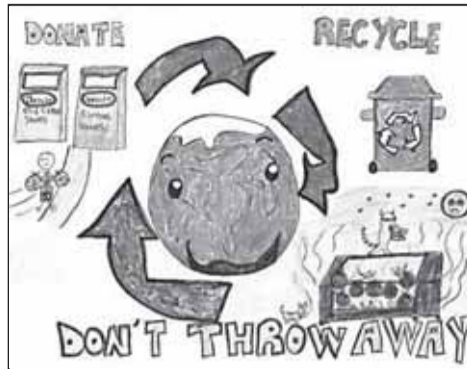
To complete the study, SAI in coordination with ISRI developed an online survey that was completed by more than 190 scrap processing companies and 75 scrap equipment manufacturers and distributors.

## Students participate in poster contest

The Secondary Materials and Recycled Textiles Association (SMART) reported that more than 12,000 elementary school teachers visited the "Wear It? Recycle It!" program hosted on the SMART website this past school year. The "Wear It? Recycle It!" program allowed teachers to access and utilize lesson plans designed to promote clothing and textile recycling. The "Wear it? Recycle It!" lesson plans were introduced in October 2012.

SMART officials estimate that 323,400 students and 12,900 teachers used the "Wear It? Recycle It!" lesson plans and 90 entries were received in a related poster design contest. The entire program, including online micro-website, print and digital promotion, generated a total of more than 2,546,000 impressions during the duration of the program.

SMART developed the "Wear It? Recycle It!" educational program in conjunction with The Education Center to present information on clothing and other textiles as recyclable products. The grade-appropriate educational materials showed



students that clothing and other textiles can be recycled just like items in their homes they currently recycle such as paper, plastic, glass and aluminum.

The supplemental lessons are a comprehensive program that teaches students they can recycle more than just their old jeans and t-shirts and that many items they use every day are made from recycled clothing and textiles.

In addition to the lesson plans, the "Wear It?, Recycle It!" educational program also included a poster design contest. SMART received 90 entries from schools across the U.S. The posters showed the

benefits of textile recycling, especially recycling their used clothing. First-grader, Islam Hassan, from AQSA Elementary School in Bridgeview, Illinois, was named the winner of the Kindergarten – 2nd grade division. Traley Haubert, a 3rd grader at Phillips Elementary School in Phillips, Wisconsin, won poster design contest in the 3rd-5th grade division. The objective of the poster contest was for the students to depict what "Donate, Recycle, Don't Throw Away" means to them after learning more about textile recycling.

The winners received 10 t-shirts and 10 posters with their winning drawing on it for their family and friends, one t-shirt and one poster for the principal and one t-shirt and one poster for the teacher. The t-shirts used in making the shirts were made from 100 percent recycled textiles. SMART's president, Lou Buty, and vice president, Jeff Pearl, selected the winning poster entries.

The educational materials remain available to teachers and the public and can be accessed via the SMART website at [www.smartasn.org/educators-kids](http://www.smartasn.org/educators-kids).

## America has a bigger food waste problem

The National Resource Defense Council estimates that approximately 40 percent of all food in the United States goes uneaten.

"According to studies, the consumer is responsible for more than 44 percent of

the food waste in this country as they buy more food than they need or can be used before the expiration date," said Phil Lempert, editor in chief of The Food Journal.

Expiration labels are determined by the manufacturer, but at a retail level each

store forms its own policy. There is no uniform or universally accepted system used for food dating in the U.S. According to Lempert, the question is whether consumers will purchase such "expired" products at full or reduced prices.

# ADAPTABLE

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# Refuse trucks

■Continued from Page 1

Bob Wallace, a principal and vice president of client solutions at WIH Resource Group (WIH), weighed in on the current state of NG powered refuse trucks. WIH is a waste management and environmental research, and logistics consulting group that has been retained by both public and private garbage collection fleets to assist them in researching the use of CNG, LNG and biodiesel fuels for collection of solid waste for residential, industrial and commercial customers.

"Everything I'm reading and everything we are involved in and the level of work we are doing across the country indicates a boom in fleet conversions to CNG powered garbage trucks. The bus transit systems all did it 10 plus years ago. Now it's turning to natural gas for the refuse collection fleets. CNG is now the industry "norm" and LNG is fading out due to the issues with fuel loss and the training required for fueling the vehicles via the conversion process from making a gas into a liquid. A large percentage of both public agencies and private sector fleets are converting right now to CNG," said Wallace.

"Shale gas has been a big factor, but the bigger thing over the past few years is continual stability in price points for a diesel gallon equivalent of natural gas. We have studies dating back to 2008 on fleet conversions to natural gas before all of these shale discoveries. Then it had a price point with not much of an advantage to convert from diesel. At that time, fleets were converting because it was the right thing to do environmentally, specifically in California where you had EPA and local air-quality districts monitoring diesel emissions. What used to be a 'clean-green' thing has boiled down to pure economics, the cost of fuel and return on investment in the fleet and fueling stations. Over the past three years, our customers know it's the right thing to do, but they're saving a lot of money on fuel at the same time."

"For small jurisdictions that are only running five or so truck fleets, it may not make economic sense, or they may not be eligible for grant funding, but many medium sized and large cities are converting their fleets to natural gas."

"The City of Mesa, Arizona, has already committed to purchasing eight



From L-R: Rocky Di Rico, Deputy Commissioner, New York City Dept. of Sanitation; Joanna Underwood, Energy Vision; Chuck Feinberg, president, New Jersey Clean Cities Coalition; Joel Sonkin, City of Newark, Chief of energy and environment; Anthony Orlando, Covanta president & chief executive officer; Hank Asher, Covanta Essex Business Manager; Andrew Littlefair, president and chief executive officer, Clean Energy.

new CNG powered refuse trucks and our studies are underway looking at the entire fleet conversion for their refuse fleet and building two fueling stations. Mesa is in a unique position because they own their own natural gas supply. They are going to be able to fuel their garbage trucks at a very low cost. The flip-side is they are also looking at public-access stations as a way to generate additional revenue for the city. They are talking about doing media campaigns to local beverage distributors, package delivery services and the like to evaluate potential customers to utilize their public access stations."

"We did a few studies for the city of Tucson, Arizona over the past five years and they held off. It was the economics that drove their decision. This month, however, Tucson unveiled its first CNG powered garbage truck so the lower cost benefit of natural gas is proving the driver. The City of Tacoma, Washington is looking at converting their more than 60 truck refuse fleet and assessing conversion and modifications to fleet maintenance and fueling facilities. Every one of our recent studies for clients also contemplates public access as an additional means to make money for them at their CNG fueling stations. Many cities are also incorporating mandatory NG powered refuse trucks in RFP's to private contractors as a way of making the transition."

"We are doing a lot of CNG studies, analysis and projections over the life of the refuse truck verses diesel. We are also looking at building new CNG fueling stations and we're partnering with another firm looking for grant funding for jurisdictions that can qualify for it. So it's been exciting times," Wallace ended.

In searching for a cleaner, less expensive fuel than diesel to power refuse trucks many cities, municipalities and towns across the New York City, Long Island and New Jersey region have already found a better option using natural gas.

According to Tomorrow's Trucks, Leaving the Era of Oil Behind, a report released in May by the national non profit organization Energy Vision, there has been a rapid rise in the use of natural gas garbage trucks, a 10-fold increase over the last 5 years. "Heavy duty trucks have been among the most polluting and fuel-consuming fleets in the region," says Energy

Vision's president, Joanna Underwood, "and this shift has eliminated the need for 4.52 million gallons of diesel fuel producing significant fuel cost savings of from \$4.5 to \$6 million a year."

The shift away from diesel trucks in the U.S. got underway first on the West Coast, where, by 2003, 23 California communities had 648 natural gas trucks in operation. But East Coast communities did not really begin to use this new fuel until five years later.

Before 2007, only a handful of trucks powered by compressed natural gas (CNG) were used in the Northeast. But in 2007, 38 were ordered, and over the next 5 years, Energy Vision's report documents that they were being used in 13 communities and the number of trucks rose 10-fold – from 38 to 381. "Many of these communities," added Underwood, "seeing the value of natural gas, then began to use it in other types of vehicles, such as street sweepers, snow plows and jitneys."

"Energy Vision's research confirms the amazing strides New Jersey has made in 5 years from literally no natural gas refuse trucks in 2007 to more than 180 today," said Chuck Feinberg, Chairman of the New Jersey Clean Cities Coalition.

The use of these trucks has required the build-out of natural gas refueling infrastructure, and a new industry emerged to meet this need. There are now 71 refueling stations in the New York metro region.

"Our research shows that a number of factors have led to the increased use of natural gas garbage trucks," explained Matt Tomich, co-author of Tomorrow's Trucks. "The power of example was important. When Smithtown, New York made this shift in 2007, fleet operators and community leaders from neighboring towns on Long Island went to see the new CNG trucks and fueling station as did officials from New Jersey, Pennsylvania and other states. As natural gas engines became more sophisticated, and had more power and torque, interest in using them expanded. And when stricter EPA standards for diesel fuel use required complex expensive new pollution controls for diesel trucks, the price advantage that diesel trucks had had of \$50,000 to \$70,000 was cut in half. We believe that, at present, the key driver for fleet conversions is the rock

See REFUSE TRUCKS, Page 8

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## Students help their district recycle 95,000 foam lunch trays per year

The Torrance, California Unified School District is doing its part to help improve the environment by participating in a program that recycles foam lunch trays. Torrance Unified School District in conjunction with P&R Paper Supply participates in the "Going the Extra Mile" foam recycling program. The recycling program teaches students an important lesson about sustainability.

"This program is an opportunity for students to get actively involved in recycling and learning about the importance of respecting our environment," said Leeza Lindsay, assistant director of nutrition services, Torrance Unified School District.

Nearly half of the 17 elementary schools in Torrance Unified School District are already participating in the recycling program. The district is currently recycling 95,000 trays per year. By recycling the foam trays – often mistakenly referred to as Styrofoam, TUSD schools are diverting foam lunch trays from the trashcans and helping their campuses reduce waste. The elementary schools that are recycling have noticed much less waste in the trash cans.

The recycling process is easy and fun for the students. During lunch, the students

tap the excess food from their tray into the trash cans – no washing or rinsing is required. Then they place their trays in boxes next to the trash cans. The next day, a Nutrition Services driver picks up the boxes and brings them to a central location. Finally, a P&R Hybrid truck picks up the boxes and takes them to Dart Container Corporation in Corona, California where it is processed for recycling.

All of the trays go from Dart to a local manufacturer in Pomona, California, NEPCO, who then uses the material to make picture frames and crown molding.

Foam lunch trays are not the only polystyrene foam products that can be recycled. In fact, residents of the city of Torrance are able to dispose of their foam products, with the exception of packaging peanuts, in their curbside recycling bin to be recycled.

Polystyrene foam can be identified by a #6 – PS symbol, often found at the bottom of the material. It has a wide variety of uses, from the large molded blocks used to package electronics such as TVs and computers to food service packaging such as foam cups, bowls and take-out containers.

## Dart Container hosts Inland Empire Legislative Caucus



Bipartisan leadership of the Inland Empire Legislative Caucus, Assemblymembers Mike Morrell (R-Rancho Cucamonga), Cheryl Brown (D-San Bernardino), Curt Hagman (R-Chino Hills), Melissa Melendez (R-Lake Elsinore) and Assemblymember Jose Medina's (D-Riverside) office, toured Dart Container Corporation in California, which provides recycling of foam products.

During the tour, legislators saw firsthand the Inland Empire's recycling program that is not only reducing waste in the landfill but is creating new manufacturing jobs at NEPCO, which produces items from the recycled foam. Members saw how foam is recycled, densified and then delivered to NEPCO, where the foam is recycled into household items.

The Inland Empire has many innovative programs that are recycling foam and reusing foam to make new products. In

conjunction with P&R Paper Supply, the Riverside Unified School District has 28 elementary schools participating in a foam lunch tray recycling program. The district is currently recycling more than 1.3 million foam lunch trays a year and they're reducing their waste by almost 50 percent, which has allowed for a reduction in trash pick-ups per week. Once a week, the foam lunch trays are picked up at the District from P&R Paper Supply, delivered to Dart Container for the recycling process and then shipped to NEPCO to be turned into beautiful products.

Due to the pioneering nature of another local company, Burrtec Waste Industries, more than 67 communities throughout California now include foam in their list of accepted items for curbside recycling, including many in the Inland Empire.

## Kim Wieland appointed by NDA

The National Demolition Association (NDA) appointed Kim Wieland as director of member services.

In this post, she is responsible for the development and implementation of the organization's new Education Initiative, designed to provide management and safety training to the demolition industry

while improving professional competency. She will also be working on expanding the NDA's other member services, advancing the recruitment and retention of Association members, enhancing the NDA's social media and branding programs, and working on Association public relations efforts.

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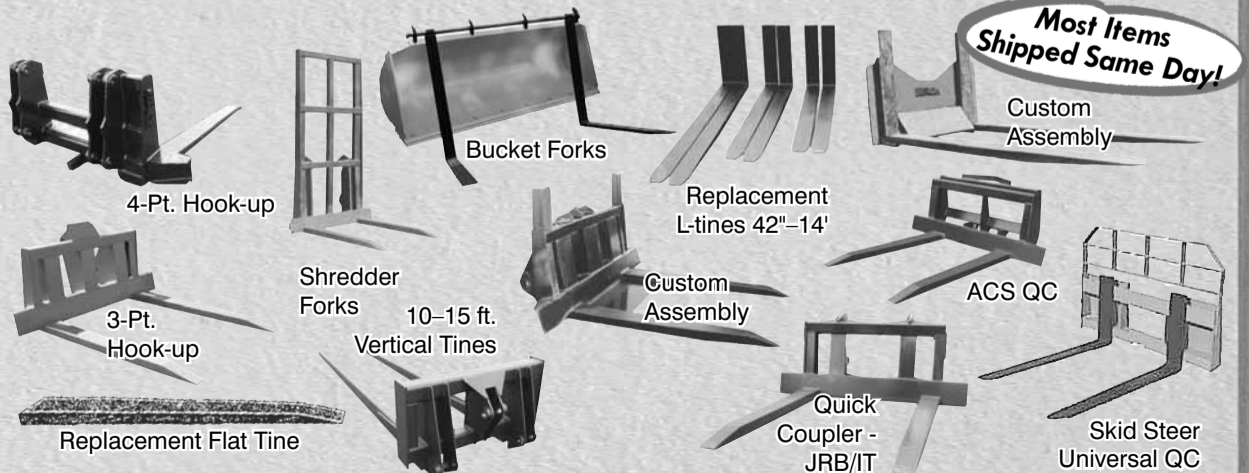


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## PepsiCo Dream Machine Recycle Rally awards nearly \$200,000 to schools

Three schools have been named official grand prize winners of the 2012-13 PepsiCo Dream Machine Recycle Rally, a national recycling program and contest designed to provide incentives to help students make recycling a part of their daily lives. H&M Potter Elementary School in Bayville, New Jersey (K-5th grade), St. Bede Catholic School in Ingleside, Illinois (K-8th grade) and Westfield High School in Houston, Texas (9th-12th grade) will each receive \$25,000 to be used toward "Dream Green School Makeovers." Previous winners have used grand prize funds to purchase energy efficient appliances or construct outdoor learning spaces.

During this year's Recycle Rally contest, each of the winning schools recycled the most PET plastic bottles and aluminum cans in their respective brackets, which are determined by school size. These 3 winners collectively recycled 2.85 million beverage containers – enough to stretch from PepsiCo's corporate headquarters in New York all the way to Washington, D.C. if lined up end-to-end.

To celebrate these wins, each grand prize winning school joined Dream Machine Recycle Rally representatives and notable members of their communities for awards ceremonies this spring. At the Grand Prize celebrations, each school was treated to hear the per-

sonal story from one of the 600 graduates from the Entrepreneurship Bootcamp for Veterans with disabilities (EBV), which is a beneficiary of this program's charitable donations.

In total, PepsiCo has awarded nearly \$200,000 in prizes to dozens of Recycle Rally schools across the country throughout the 2012-13 school year contest. As a result, PepsiCo has been able to help divert almost 700,000 pounds of aluminum and plastic beverage containers from landfills and turn them back into millions of new beverage containers.

Each winning school rallied not only its students, faculty and administration, but also their surrounding communities to support this positive program and bring forth inspiring efforts to protect the environment this year. Their methods included recycling drives, community drop-offs, competitions and other creative techniques to educate and engage individuals and breathe vitality into Recycle Rally communities.



*If you think nobody cares if you're alive, try missing a couple of bill payments.*

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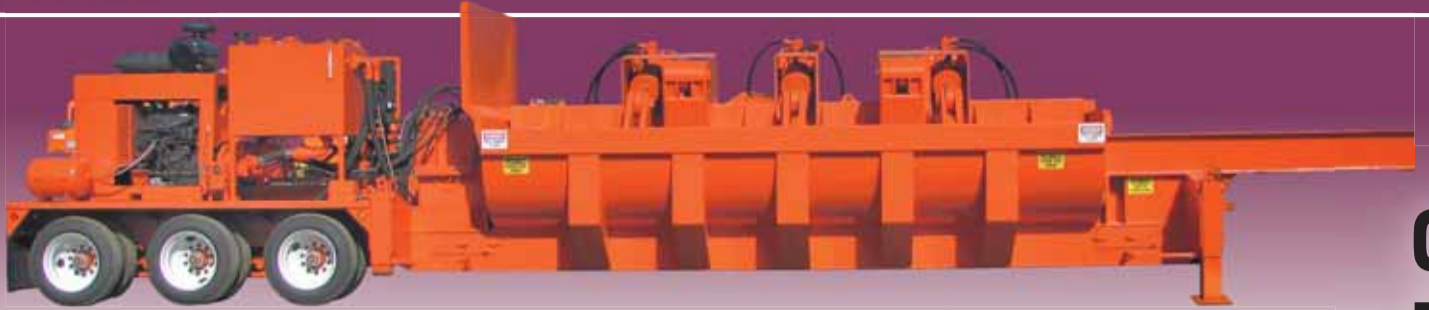


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# Ontario proposes recycling legislation

Ontario is proposing legislation that would require producers to take responsibility for recycling the products they sell.

The proposed Waste Reduction Act would encourage producers to turn more waste into new products, and in doing so generate new investment and create jobs. Ontario's proposed Waste Reduction Strategy, also released today for public and stakeholder feedback, sets out a blueprint and timeline for how and when the proposed act would be implemented.

The proposed Waste Reduction Act and strategy would:

- Boost recycling in the industrial,

commercial and institutional sector, starting with paper and packaging waste.

- Protect consumers from surprise eco-fees by making sure that recycling costs are included in the advertised price of a product. This move will also incent companies to look for ways to make their recycling processes more economical and stay competitive.

- Improve oversight and accountability of waste diversion by clearly defining the roles and responsibilities of individual producers, the provincial government, municipalities and a new Waste Reduction Authority.

- Allow for greater producer funding of the Blue Box program, easing the financial burden on municipal property taxpayers.

- Foster innovation in product and packaging design.

Sixty percent of Ontario's waste is produced by industries, businesses and institutions like shopping malls, hospitals and offices. Currently only 13 percent of this waste is being recycled.

Recycling more waste is part of the new Ontario government's plan to create jobs and build a stronger, greener economy for future generations.

# Covanta to provide services for Waterbury

Covanta Energy Corporation entered into an agreement with the City of Waterbury, Connecticut for sustainable waste management services.

Covanta will provide disposal of the city's 40,000 tons of municipal solid waste at the Covanta Bristol energy-from-waste facility, in addition to handling 5,000 tons of recyclables. As part of the agreement, they have also agreed to establish an educational outreach program. The 5 year agreement began July 1, 2013.

# Refuse trucks

Continued from Page 4

bottom price of natural gas fuel. But," added Tomich, "another very critical driver may be the World Health Organization's 2012 conclusion that diesel emissions are a 'known' carcinogen."

New York City's Department of Sanitation (DSNY) is the largest public hauler in the nation and its entrance into the CNG truck arena was closely watched. "DSNY, back in 1989, bought the very first CNG trucks in the country, which were clean but didn't perform well," said Energy Vision's Underwood. But DSNY revisited the new technology, and, by the end of 2012, DSNY had 21 natural gas refuse trucks and 20 natural gas street sweepers. According to John J. Doherty, Commissioner of DSNY, "Because we are encouraged by the progress in compressed natural gas vehicles and engines over the past several years, DSNY is now working with all the key stakeholders to expand the

availability of heavy-duty CNG fueling stations in and around NYC. They are paramount to our operation."

Further CNG progress in the New York area happened in June when Clean Energy Fuels, the largest provider of natural gas fuel for transportation in North America and Covanta Energy, an owner of large-scale energy-from-waste plants, opened a CNG fueling station at Covanta's Newark, New Jersey energy-from waste facility. The Newark station will supply fast-fill CNG to refuse trucks serving communities and businesses in Northern New Jersey and New York City. It was built as part of a nationwide plan between the two companies to expand CNG fueling infrastructure across the country.

Clean Energy's vice president Ray Burke explained his company's current fueling network and how CNG is suited to refuse fleets." We have built, operate, maintain or supply approximately 360 natural gas fueling locations in 32 states within the United States, as well as in

British Columbia and Ontario within Canada. In 2012 we built 70 LNG fueling stations as part of our America's Natural Gas Highway and plan to complete another 30 to 50 stations this year.

"CNG is extremely well-suited for the refuse industry and other return-to-base fleets such as airports and transit vehicles that fuel their fleets overnight. In addition to the significant cost-savings of natural gas, communities benefit from lower greenhouse gas emissions and less noise. CNG refuse trucks run 23 percent cleaner and are up to 50 percent quieter than diesel engines."

"It is estimated that approximately 60 percent of new refuse vehicles purchased this year will be fueled by natural gas. Time-fill stations service this market best and we expect expansion of this infrastructure to meet industry demand for cheaper, cleaner and abundant natural gas.

"The ROI timeframe varies by client based on numerous factors, but many of our customers who utilize large time-fill stations report savings of approximately \$2 dollars per diesel-gallon-equivalent. This fuel-cost savings translates into an attractive ROI timeframe which is why the industry has adopted CNG so rapidly," said Burke.

When asked about the downside to CNG for refuse trucks, Burke said, "There can be an increased electricity cost per-gallon attributed to customers running compressors during peak day times, though the industry's wide-spread adoption of CNG fueling shows that such negatives are outweighed by the numerous positive aspects."

The City of Phoenix, Arizona has recently embraced CNG in a big way. In May, Mayor Greg Stanton and other community leaders unveiled Phoenix's new CNG solid waste trucks and a newly enhanced slow-fill fueling station. The city's Public Works Department already operated 6 CNG solid waste trucks, but by mid-Summer, 20 percent of its solid waste trucks will be running on CNG, making Phoenix's CNG fleet the largest in the state. By the summer of 2014, that percentage will increase to 30 percent, with a goal to increase numbers by 10 to 15 percent every year.

"Once our fleet is fully converted to CNG, the city will save almost \$2 million annually," said Mayor Stanton. "Lower fuel prices minimize future fee increases for trash and recycling collection, which have not been raised since March 2009."

Phoenix's Alternative Fuels Program is one of the largest in the country with nearly 3,600 vehicles or 56 percent operating on alternative/clean fuels.

In order to reduce America's dependence on foreign oil, reduce emissions and greenhouse gases, federal, state, regional and local governments have established incentives to promote NGVs. These include tax deductions, credits, lower license and registration fees and lower sales taxes.

Aside from fuel savings, consider the fact that NG engines have improved significantly over the past decade, now exceed EPA emissions requirements ahead of schedule and prices for new vehicles are dropping due to a competitive market, CNG has much to offer solid waste fleet operators and the communities they serve.



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## WASTE

### Los Angeles ends negotiations for landfill expansion

In 2000, the Sanitation Districts of Los Angeles County entered into a purchase and sale agreement with Mine Reclamation Corporation (MRC) for the Eagle Mountain Landfill Project located in Riverside County. The purchase would provide long term disposal capacity to be accessed by rail. The agreement was contingent upon successful resolution of ongoing federal litigation and the transfer of entitlements and requisite permits.

The Sanitation Districts have worked cooperatively with MRC to achieve the terms of the agreement, while mutually extending escrow. In fall 2011, MRC notified the Sanitation Districts that they were no longer willing to extend escrow. The Sanitation Districts' board directed staff to close escrow and hold MRC to its obligations under the agreement. MRC immediately filed for bankruptcy.

The Sanitation Districts and MRC have been in negotiations since that time regarding the property and project. On May 22, the Sanitation Districts' board determined that the Sanitation Districts will cease negotiations with MRC and directed staff to undertake an ongoing evaluation of long term waste management strategies. This determination was based on many factors, including changes in the solid waste market and the challenging solid waste management goals that are facing Los Angeles County cities.

### New Jersey DEP seizes control of landfill

Acting on an order issued by New Jersey Commissioner Bob Martin, teams of Department of Environmental Protection (DEP) engineers and inspectors seized control of the Fenimore Landfill in Roxbury Township, Morris County, launching an emergency remediation project to protect the environment by controlling substances and odors emanating from the site.

The action came after Governor Christie signed legislation enabling the DEP to take control of old legacy landfills that pose an imminent threat to the environment. The Fenimore Landfill has plagued surrounding neighborhoods with staggering odors caused by repeated and continued elevated levels of hydrogen sulfide gas since November.

"The DEP has pursued every legal and administrative remedy available to us to eliminate the environmental and odor problems caused by the neglect of the property owner. I have directed our teams to move in immediately to take control of this landfill from the development firm that owns it but has allowed this problem to persist," said Commissioner Martin.

The DEP is developing a long-term plan to control odors. Under the interim project, the DEP response team is working with a contractor to seal an 18 acre area of the landfill with an environmentally-safe and proven effective concrete-like vapor barrier known as Posi-Shell. In addition, gas-flare systems will be installed.

The DEP will constantly monitor hydrogen sulfide levels during this odor-control project, which is expected to take about three weeks. In the event that odors

temporarily increase during disruption of property, the DEP will take immediate action to reduce levels through the use of temporary cover.

DEP engineers, inspectors and contractors entered the site in June to begin preparation work for short-term odor abatement efforts through the application of Posi-Shell, which is comprised of cement, polyester fibers and a setting agent. Posi-Shell is commonly used for erosion control and as daily and long-term cover for landfills. It is sprayed on wet and dries to the consistency of stucco. Dyes added to the material activate if they come in contact with landfill gases, helping to identify any potential leaks.

Solar spark flares are used frequently in conjunction with Posi-Shell. The flares are 8' tall stacks that are connected to vents installed into the surface of the landfill to safely burn off gases. They utilize a solar-powered ignition system and blowers.

The order also allows for the future installation of a geomembrane cap with vegetative surface cover, a landfill gas management system and stormwater management and run-off controls.

Strategic Environmental Partners (SEP) acquired the Fenimore Landfill in 2010 with plans to cap the site so it could be developed as a solar farm. In May 2012, however, DEP issued a notice to terminate SEP's authorization to cap the site because conditions of that authorization had not been met. Specifically, SEP had not installed the required gas-collection system, a leachate collection/treatment

system or groundwater monitoring system. SEP also failed to open the required escrow fund and provide disclosure of sufficient funding for the project.

Last November, strong odors began permeating neighborhoods around the site.

The DEP investigated and found the odors to be from elevated emissions of hydrogen sulfide gas created by wet gypsum wallboard disposed at the landfill. Hydrogen sulfide, which smells like rotten eggs, is a colorless and flammable gas.

The emergency remediation work will be funded by the Sanitary Landfill Contingency Fund, established years ago to assist in the proper closure of landfills. The state, however, will seek cost recovery from SEP.

During the remediation, no further deliveries of any material may be made or accepted by SEP without permission from DEP. SEP is also prohibited from interfering with remediation efforts.

The new legislation signed by Governor Christie establishes requirements and controls for legacy landfills, which are landfills that ceased operations prior to 1982 and are therefore not subject to the state's stringent landfill closure requirements. In addition to establishing an environmental standard for the emission of hydrogen sulfide from a legacy landfill, the legislation also enables the DEP to seek the voidance of any administrative consent order or other authorization if certain financial requirements are not met or if the owner of a legacy landfill makes material misrepresentations or commits fraud.

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## PAPER/PLASTICS

### AF&PA May paper reports

The American Forest & Paper Association (AF&PA) released its May 2013 U.S. paper reports.

#### Containerboard

Containerboard production increased 7.3 percent over April 2013 and 4.5 percent over the same month last year. The month-over-month average daily production increased 3.8 percent. The containerboard operating rate for May 2013 gained 3.6 points from April 2013, from 94.3 percent to 97.9 percent.

#### Boxboard

Total boxboard production decreased by 0.6 percent compared to May 2012 but increased 0.6 percent from last month. Unbleached Kraft Boxboard production increased over the same month last year and increased compared to last month. Total Solid Bleached Boxboard & Liner

production decreased compared to May 2012 and decreased compared to last month. The production of Recycled Boxboard increased compared to May 2012 and increased when compared to last month.

#### Kraft Paper

Total Kraft paper shipments were 128.5 thousand tons, a decrease of 3.3 percent compared to the prior month. Bleached Kraft paper shipments increased year-over-year 24.5 percent, but the 11.5 percent year-over-year decline in the larger category of Unbleached Kraft paper shipments was enough to bring overall Kraft paper shipments down 7 percent year-over-year. Total month-end inventory increased 6.3 percent to 70.7 thousand tons this month compared to April 2013 month-end inventories.

### NYC considers implementing polystyrene foodservice ban

Local lawmakers in New York City introduced a bill to ban the sale of polystyrene foam foodservice products, a decision which will negatively impact thousands of New York City businesses, as well as millions of local consumers and taxpayers. The proposal, supported by the Bloomberg Administration, has the potential to cost New York City and state nearly \$100 million per year and will do little to reduce solid waste.

Local restaurant owners joined business leaders at a press conference at City Hall to express concern about the effect of

a ban on their businesses and bottom line, and encourage the city to explore a recycling initiative.

With a ban in place, New York restaurants would need to purchase more expensive alternatives which would pressure already squeezed profit margins.

State officials, including Senator Michael F. Nozzolio and Assembly Minority Leader Brian Kolb, have already voiced their concerns, asking the Administration and City Council to rethink a potential ban.

### ECO Plastics recognized with two prestigious industry awards



ECO Plastics was recognized at two separate awards ceremonies in July. At an event in London's Hilton Hotel, ECO Plastics accepted the National Recycling Awards Materials Recycler of the Year prize, and later that evening the business' Continuum joint venture with Coca-Cola Enterprises was named the Business Green Leaders' Recycling Project of the Year.

Beating stiff competition from DS Recycling and McGrath Group in the materials recycler category, ECO Plas-

tics was selected for its pioneering leadership of the industry, outstanding commercial growth and dedication to its customers and suppliers.

ECO Plastics' and Coca-Cola Enterprises' Continuum joint venture, collected the Business Green Recycling Project award for Continuum Recycling, in recognition of the project's contribution to domestic rPET production and the partnership's impact on the local economy.

### The Coca-Cola Company declares environmental goals

The Coca-Cola Company and World Wildlife Fund (WWF) are working to advance the Coca-Cola system's sustainability stewardship with new, global environmental goals and an expanded global partnership.

These goals, which complement other Coca-Cola community commitments, focus on sustainable management of water, energy, and packaging use as well as sustainable sourcing of agricultural ingredients through 2020.

Building on the initial successes of their nearly decade-long partnership, Coca-Cola and WWF have agreed to extend their efforts by meeting ambitious new conservation and performance targets, promoting the integration of nature's value into decision-making processes and convening influential partners to help solve shared global environmental challenges.

Under the renewed and expanded partnership, Coca-Cola and WWF jointly developed new 2020 environmental sustainability goals for the Coca-Cola system – the company and its nearly 300 bottling partners in more than 200 countries. These goals include:

- Improve water efficiency by 25 percent. Coca-Cola will improve its water use efficiency per liter of product produced through operational advancements throughout the Coca-Cola system.

- Reduce CO2 emissions embedded in 'the drink in your hand' by 25 percent. Coca-Cola will work to reduce the greenhouse gas emissions across its entire value chain, making comprehensive carbon footprint reductions across its manufacturing

processes, packaging formats, delivery fleet, refrigeration equipment and ingredient sourcing.

- Responsibly source material for PlantBottle™ packaging. Coca-Cola will work with WWF to assess the environmental and social performance of plant-based materials for potential use in its PlantBottle packaging. This will enable the Company to meet its goal to use up to 30 percent plant-based material for all its PET plastic bottles by 2020.

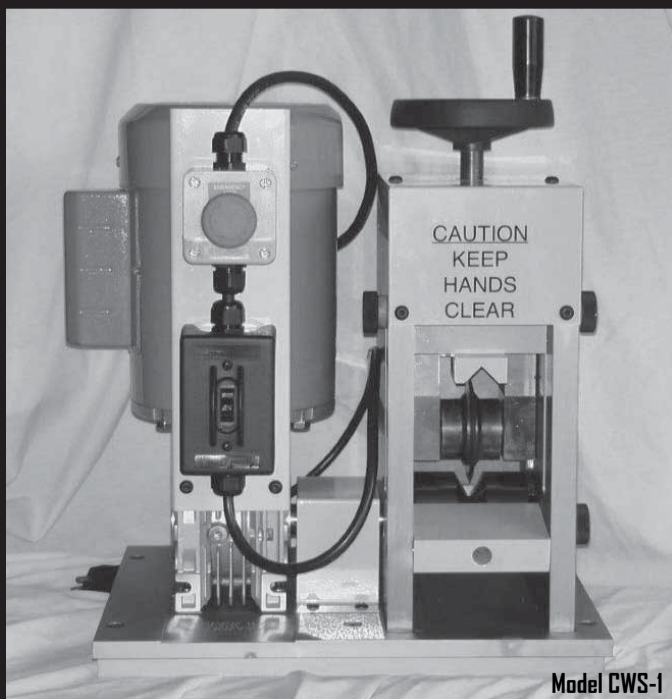
In addition to the goals jointly developed with WWF, Coca-Cola has reaffirmed its water replenishment goal and evolved its package recovery goal through 2020 to include:

- Replenish 100 percent of water used. Coca-Cola will return treated water from its manufacturing processes back to the environment at a level that supports aquatic life, and replenish the water used in its finished beverage products through continuing its community water projects with partners in more than 100 countries. To date, Coca-Cola's replenishment work has balanced an estimated 52 percent of product volume through 468 projects.

- Reach a 75 percent recovery rate of bottles and cans in developed markets. Coca-Cola will work with the beverage industry and local organizations to establish baseline information and work to increase recovery and recycling in developing markets. The company will continue to reduce the amount of material and energy used in its packaging as well as continue to use both recycled and renewable content.

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## ELECTRONICS

### Report shows benefits of scrap exports

A report by John Dunham and Associates, released by the Institute of Scrap Recycling Industries (ISRI), highlights the relationship between economic growth and export activities of electronics, or e-scrap. It further puts to rest any notion that a ban on e-scrap exports would result in more competition, increased jobs and lower the costs for consumers.

"The Dunham report reaffirms that a total ban on the export of used electronics only harms the economy by reducing competition among responsible recyclers in the e-recycling industry," said Robin Wiener, president of ISRI. "Not only would workers in the export business and those supporting it lose their jobs, but as larger e-recyclers crowd out the market, those working at small and mid-sized companies would be displaced. Less competition also means higher costs for consumers who in turn may find it cheaper to discard used electronic products rather than recycle."

It predicts that many smaller firms would be forced out of business and workers let go as a result. As the findings state, "Rather than create opportunity for small domestic businesses, [a ban] will consolidate business to those firms that already have the necessary machinery and manpower. It will crowd out small existing businesses and inhibit the entry of newer businesses."

## eRecyclingCorps sets record with over one million wireless device trade-ins

eRecyclingCorps (eRC), a wireless device trade-in and reuse provider, disclosed that it completed more than 1.1 million secure wireless device trade-ins in May 2013, setting a new industry record for device collections in a single month.

Throughout the month of May, eRC collected more than 37,000 mobile devices each day via incentivized in-store trade-ins or roughly one device trade-in every second that carrier retail stores were open in May.

The 1.1 million devices represent more than 450,000 lbs. of electronic waste diverted from landfills, demonstrating the sheer scale that can be achieved by an integrated trade-in platform.

Additional trade-in data from eRC reflects the extent of the company's rapid growth:

- More than 270 percent increase in total device trade-ins compared with May 2012.

- More than 300 percent increase in total device trade-ins for smartphones year over year.

Unlike online only or other trade-in solutions in the marketplace, eRC's platform is completely integrated into the retail environment, offering a transparent, convenient and

secure trade-in transaction. The company works hand in hand with major carrier partners to co-develop tailored retail programs that drive unparalleled trade-in rates of high-quality phones. eRC's retail programs include device, seasonal or geographically targeted promotions, marketing programs and robust in-store staff trainings.

The millions of devices collected via eRC's carrier and retail in-store programs are resold in developed and emerging markets, where they offer consumers access to high quality mobile technology at lower costs, helping to bridge the digital divide.



## E-Waste Systems enters India with expansion

E-Waste Systems, Inc. created a new business unit to enter India, via a new subsidiary named EWS (Bharat) Ltd. The Republic of India is also officially known by its constitution as 'Bharat.'

Estimates of \$1.5 billion representing 1,600,000 tons worth of e-waste is being domestically generated in India each year, as reports from Toxics Link, a Delhi-based non-governmental organiza-

tion, International Resource Group and the United Nations all serve to confirm. It is the fastest growing waste stream and is projected to grow 500 percent by 2020. The booming of the IT sector is the largest contributor, due to the fact that 30 percent of these machines reach obsolescence annually.

In support of this India expansion initiative, EWSI entered into a Strategic Branding Alliance with iTechRecycle

Llc, a company founded by Lance Pahi, an India Foreign National. Pahi and his partners have filed papers with the India Government to sponsor a state sanctioned launch of an eWaste operation in conjunction with EWSI. Martin Nielson, chief executive officer and founder of EWSI, has agreed to serve as non-executive chairman for iTech to maximize the support for the effort.

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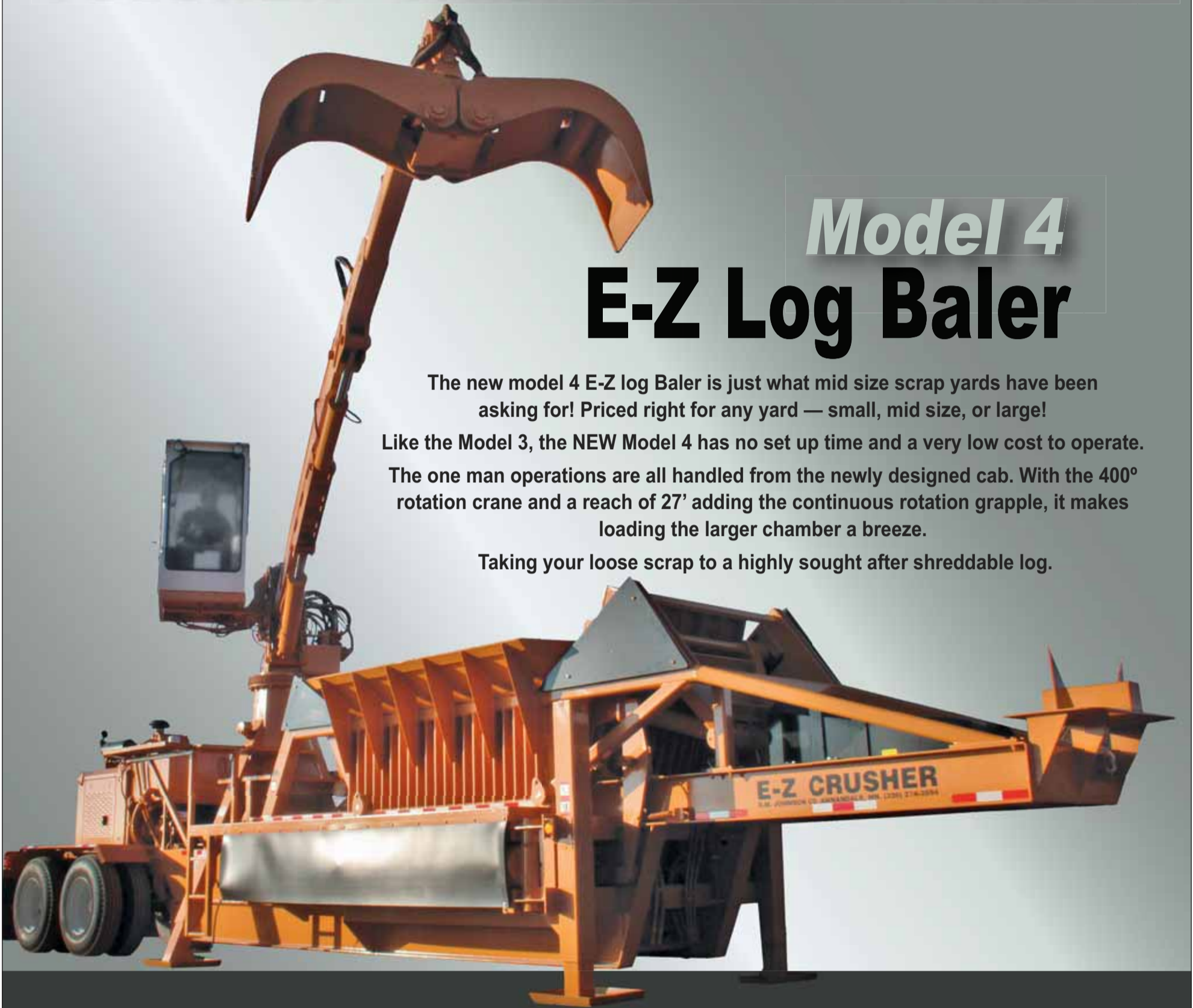
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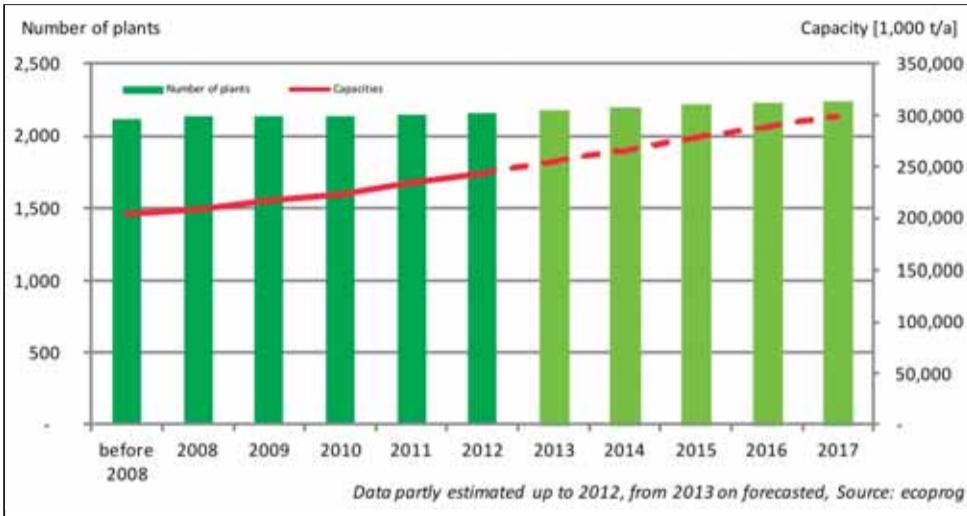
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## ALTERNATIVE ENERGY

### European waste-to-energy market shows slow down



Throughout the world, there are almost 2,200 waste incineration plants. They have a disposal capacity of about 255 million tons of waste per year. By 2017, approximately 180 plants with a capacity of about 52 million annual tons will be constructed. Nevertheless, the waste to energy (WtE) market will slow down, especially in Europe. This is the result of a new study by ecoprog GmbH.

The worldwide WtE market will continue to grow until 2015, when approximately 45 incineration plants with a capacity of around 15 million annual tons will go on line. Afterwards, however, the growth will slow down, especially in Europe where the commissioning of new capacities will decrease from about 3.5 million annual tons in 2015 to less than 2 million annual tons in 2017.

The increasingly saturated British market will particularly decline in the future. Today, this market still is the main stimulus of growth in Europe. It compensated the industry when the development of incineration capacities in countries such as Germany or the Netherlands had stopped. After 2015/2016 at the latest, however, the demand from the United Kingdom can be expected to gradually slow down. By contrast, the number of WtE projects in Eastern Europe will increase; in the medium term, however, these markets will not lead to a new construction volume of the same extent.

Outside of Europe, China will remain the most important market in the years to come. Altogether, the demand from Europe and East Asia will continue to dominate the world market.

## METALS

### May steel imports increase Import market share at 23 percent

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


	MAY 2013	APR 2013	2013 Annual (est)	2012 Annual	% Change 2013 Annual vs. 2012
SOUTH KOREA	250	276	3,571	3,651	-2.2%
JAPAN	169	208	1,983	1,931	2.7%
CHINA	184	111	1,784	1,652	8.0%
TURKEY	171	66	1,537	1,347	14.1%
GERMANY	64	138	1,079	1,279	-15.6%
INDIA	85	60	789	762	3.6%
TAIWAN	46	81	738	833	-11.4%
All Others	1,152	1,204	13,380	14,372	-6.9%
<b>TOTAL</b>	<b>2,123</b>	<b>2,145</b>	<b>24,861</b>	<b>25,826</b>	<b>-3.7%</b>

Based on preliminary Census Bureau data, the American Iron and Steel Institute (AISI) reported that the U.S. imported a total of 2,802,000 net tons (NT) of steel in May, including 2,123,000 NT of finished steel (up 2 percent and down 1 percent, respectively, vs. April final data). Year-to-date (YTD) total and finished steel imports are 13,236,000 and 10,359,000 NT, respectively, down 11 percent and 9 percent vs. 2012. Finished steel import market share was an estimated 23 percent in May and is estimated at 23 percent YTD.

Key finished steel products with a significant import increase in May 2013 compared to April are reinforcing bar (up 269 percent), hot rolled bars (up 63 percent), wire rods (up 28 percent) and


sheets and strip hot dipped galvanized (up 15 percent).

In May, the largest volumes of finished steel imports from offshore were all from Asia and Europe. They were from South Korea (250,000 NT, down 9 percent), China (184,000 NT, up 66 percent), Turkey (171,000 NT, up 158 percent), Japan (169,000 NT, down 19 percent) and India (85,000 NT, up 43 percent). For five months of 2013, the largest offshore suppliers were South Korea (1,488,000 NT, down 6 percent), Japan (826,000 NT, down 3 percent), China (743,000 NT, up 22 percent), Turkey (640,000 NT, down 22 percent) and Germany (450,000 NT, down 13 percent).



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# METALS

## June import permits down

Based on the Commerce Department's most recent Steel Import Monitoring and Analysis (SIMA) data, the American Iron and Steel Institute (AISI) reported that steel import permit applications for the month of June total 2,565,000 net tons (NT).

This was a 10 percent decrease from the 2,853,000 permit tons recorded in May and 8 percent decrease from the May preliminary imports total of 2,802,000 NT. Import permit tonnage for finished steel in June was 2,014,000, down 5 percent from the preliminary imports total of 2,123,000 in May. For the first six months of 2013 (including June SIMA and May preliminary), total and finished steel imports were 15,801,000 NT and 12,372,000 NT, respectively, down 10 percent and 9 percent from the same period in 2012.

The estimated finished steel import market share in June was 23 percent and is 23 percent year-to-date (YTD).

Finished steel imports with large increases in June permits vs. the May

preliminary included hot rolled sheets (up 38 percent), plates in coils (up 25 percent), oil country goods (up 15 percent), mechanical tubing (up 12 percent) and line pipe (up 11 percent). Products with significant year-to-date (YTD) increases vs. the same period in 2012 include standard rails (up 26 percent), heavy structural shapes (up 18 percent) and tin plate (up 18 percent).

In June, the largest finished steel import permit applications for offshore countries were for South Korea (295,000 NT, up 18 percent from May preliminary), China (173,000 NT down 6 percent), Japan (130,000 NT, down 23 percent), Germany (89,000 NT, up 40 percent) and Turkey (85,000 NT, down 50 percent).

Through the first six months of 2013, the largest offshore suppliers were South Korea (1,782,000 NT, down 6 percent from the same period in 2012), Japan (956,000 NT, down 5 percent) and China (917,000 NT, up 14 percent).

## Kansas Girl Scout Troop reigns as top recyclers in contest

Girl Scout Troop 50044 continued their streak as the top national recycling troop in the second annual Great American Can Roundup (GACR) Scout Council Challenge by collecting 8,772 lbs. of aluminum cans. Scouts from more than 139 troops participated in this year's challenge, Troop 50044 collected and recycled the most aluminum beverage cans per capita relative to their competitors.

The GACR Scout Council Challenge, sponsored by the Can Manufacturers Institute (CMI), was implemented

to create awareness of the environmental benefits of recycling cans. The challenge began on January 15, 2013, and ended on April 30, 2013. More than 1.2 million beverage cans were recycled, which equates to 33,386 lbs. of cans. Second and third place troop recycling honors went to Hutchinson Troops 50244 and 50028, which recycled 853 and 669 lbs. per capita, respectively. As the top recycling troop of the 2013 GACR Scout Council Challenge, Troop 50044 won \$500, plus the value of the cans collected.

## EPA addresses contamination at former aluminum site

The U.S. Environmental Protection Agency (EPA) has ordered Century Aluminum of West Virginia to develop an updated cleanup plan for a former industrial facility in Ravenswood, West Virginia, that was used for the storage and disposal of hazardous materials that were byproducts of aluminum production.

EPA is currently overseeing cleanup activities at the site, where soil and groundwater is contaminated with cyanide, fluoride, lead, arsenic and Polycyclic Aromatic Hydrocarbons (PAHs). Cleanup work includes restoration of contaminated groundwater to drinking water standards and to control human and environmental exposure to hazardous wastes in the soil that remain in place at the plant.

Under the order, the company must develop a plan, known as a materials management plan, that identifies specific locations at the plant where contaminants remain, and put in place procedures and safeguards for any future construction or excavation in those areas. The plan must be approved by EPA and the West Virginia Department of the Environmental Protection. The plan must include a health and safety

section for the safety of workers and contractors doing excavation or construction work in these known contaminated areas.

The order also restricts using groundwater beneath the property for drinking water. Using the property for any purpose other than industrial is prohibited unless it is demonstrated that there is no threat to human health or the environment.

Aluminum production began at the site in 1957 when Kaiser Aluminum and Chemical Corporation began operations. The facility included a plant that produced aluminum from alumina ore, and a plant that produced plate and coil aluminum alloy. The former Kaiser plant was sold in 1989 to Ravenswood Aluminum Corporation, which later changed its name to Century Aluminum of West Virginia. In 1999, Century Aluminum sold 500 acres of the facility to Pechiney Rolled Products, but Century Aluminum retained the plant that produces aluminum, which covered approximately 350 acres. In February 2009, Century Aluminum shut down the aluminum production operation due to the low demand for aluminum.

## April steel shipments increase

The American Iron and Steel Institute (AISI) reported that for the month of April 2013, U.S. steel mills shipped 7,978,531 net tons, a 0.7 percent increase from the 7,922,265 net tons shipped in the previous month, March 2013, and a 3.2 percent decrease from the 8,245,339 net tons shipped in April 2012. Shipments year-to-date in 2013 are 31,547,910 net tons, a 6.3 percent decrease vs. 2012 shipments of 33,663,439 net tons for the first four months of the year.

A comparison of April shipments to the previous month of March shows the following changes: cold rolled sheet, up 10 percent, hot dipped galvanized sheets and

strip, up 5 percent and hot rolled sheet, down 4 percent.




Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$315.00	\$325.00	\$350.00	\$385.00	\$389.00
#1 Bundles	per gross ton	315.00	325.00	350.00	385.00	400.00
Plate and Structural	per gross ton	310.00	324.00	390.00	392.00	390.00
#1 & 2 Mixed Steel	per gross ton	310.00	320.00	379.00	360.00	350.00
Shredder Bundles (tin)	per gross ton	284.00	300.00	295.00	355.00	319.00
Crushed Auto Bodies	per gross ton	284.00	300.00	295.00	355.00	319.00
Steel Turnings	per gross ton	193.00	205.00	215.00	225.00	250.00
#1 Copper	per pound	2.80	2.90	2.98	2.97	3.02
#2 Copper	per pound	2.72	2.80	2.84	2.80	2.90
Aluminum Cans	per pound	.54	.59	.69	.69	.72
Auto Radiators	per pound	2.08	1.90	1.99	1.94	2.13
Aluminum Core Radiators	per pound	.56	.57	.69	.70	.69
Heater Cores	per pound	1.98	1.92	1.54	1.45	1.80
Stainless Steel	per pound	.55	.58	.65	.70	.69

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

**DISCLAIMER:** American Recycler (AR) collects pricing and other information from experienced buyers, sellers and facilitators of scrap metal transactions throughout the industry. All figures are believed to be reliable and represent approximate pricing based on information obtained by AR (if applicable) prior to publication. Factors such as grades, quality, volumes and other considerations will invariably affect actual transaction prices. Figures shown may not be consistent with pricing for commodities associated with a futures market. While the objective is to provide credible information, there is always a chance for human error or unforeseen circumstances leading to error or omission. As such, AR is not responsible for the accuracy or completeness of the information provided, or for outcomes arising from use of this information. American Recycler disclaims any liability to any person or entity for loss or damage resulting from errors or omissions, including those resulting from negligence of AR, its employees, agents or other representatives.

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# SALVAGING Millions

by Ron Sturgeon  
Autosalvageconsultant.com

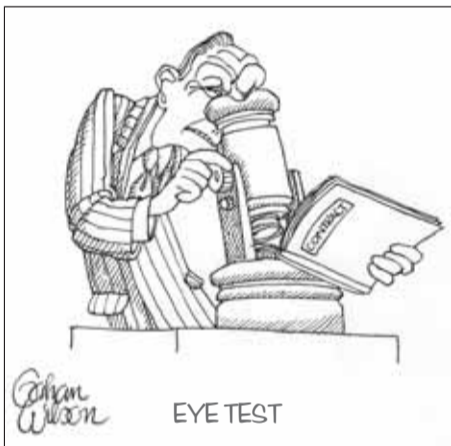
## Getting to yes with your banker

Learn from the tips in these continuing articles.

### Tip No. 10 – Don't stew over a boilerplate

Who doesn't hate boilerplate in legal documents? Just trying to read through all the fine print seems to take days. It's an eye test!

Here's the bottom line on boilerplate: It isn't negotiable. It doesn't matter if you find something in there that you really don't like or aren't comfortable with; you won't be able to negotiate it out of the contract. So don't waste your time. And if you really read it all, you won't want to do the loan. But don't confuse this with being careless or dismissive about terms of the debt. This tip is especially in standard residential loans, especially those insured by FHA and other lenders.



**Eye test** – A chart or other presentation where the text is so small that no one can read it. The term is often used to describe presentation slides (such as Power Point) with too much data. Presentations should be an overview, not a long list of details. It also is used when referring to the tiny print in any contract, the boilerplate.

### Tip No. 11 – Give the bank what it wants – your money

Do you know why a bank gives you a loan? No, it's not because it thinks you're a great person and it isn't because the banker is so nice that he or she just wants you to be happy.

Banks give you loans because they want your deposits. They want to have the rest of your money, so they are willing to give you some money to entice you to bank with them. Typically, the credit committee that

approves the loans is going to want to do business only with people who give that bank their deposits.

So, what if you already have a primary bank that handles your main accounts, but you want to get a loan from another bank?

The answer is simple: The best way to get the loan – without moving your existing primary account – is to buy a CD from the target bank and then take out a loan against the CD. And don't forget that this can enhance your financial statement optics. If you are going to need the interest from the CD to make your payment on the loan, make sure it's deposited into a separate account and not added back to the CD, which is typical.

### Tip No. 12 – Negotiate your loans

In a real estate loan, the bank will typically give you terms; for example, let's say it gives you a 15 year term with 5 year call provisions (or maturity). What that means is that you make the payment based on a 15 year loan, but the call provision means that the balance of the loan is actually due at the end of the first 5 year period.

These kinds of loans aren't working out very well in the economic downturn for borrowers. Because of call provisions, property owners are finding that their loans are now due and they can't get anyone to finance it, so the property may go into foreclosure.

Here's a good way to avoid that situation. At the beginning of the negotiation process or in the fourth year of the loan, start negotiating to convert the call provision into another five year interest agreement. The interest rate might be keyed to the prime rate; it might be two points over prime, but at the end of five years, instead of becoming due, it automatically renews for five more years at that rate.

Talk with your banker about converting calls into interest rate adjustments because, particularly in today's market, it's your best bet for holding onto your investment. What if your situation has weakened? It's much better, and most lenders will agree to rate adjustments at some point in the term of the loan rather than a call. It actually can benefit them as they have less exposure to rate fluctuations.

**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.*

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—John Kitchens, Vice President  
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## AUTOMOTIVE

# Universal Recycling upgrades facilities and adds used parts

Universal Recycling & Scrap Iron (URSI), located in Bayville, New Jersey, has expanded their nonferrous building and added wire strippers and two aluminum balers in order to improve efficiency and upgrade material.

Additionally, URSI began a used car parts division. The facility will also have an added second lane of traffic into and out of the yard to cut down on waiting time for customers. A second small scale to help with the nonferrous handling of material will be implemented shortly.

Other yard upgrades include:

- Painting a loading and unloading zone near the nonferrous building to facilitate the traffic flow.

- Large bins near the nonferrous building were added to make it easier



for customers to drop off the larger weight that comes in larger trucks.

- Digital screens were added to the large truck scale to enable customers to see their weights when they come in and when they leave.

# Vecoplan sponsors Feed the Children Car 23 at NASCAR

Vecoplan was the proud sponsor of Car 23 at the NASCAR Nationwide "Feed the Children 300" at Kentucky Speedway. The Vecoplan Ford Mustang was fielded by Rick Ware Racing and driven by Harrison Rhodes. The race was sponsored by Feed The Children and through this partnership with Speedway Children's Charities; Feed The Children will deliver 500,000 pounds of food and supplies to families in racing communities across the country.



Following the race, Harrison Rhodes, Rick Ware and other members of the race team brought the car to Vecoplan's headquarters in High Point, North Carolina. The car was unloaded into one of Vecoplan's manufacturing bays and Vecoplan employees were given the opportunity to see the car, meet and interact with Harrison and Rick, have their pictures taken with the car and crew, and get autographs.

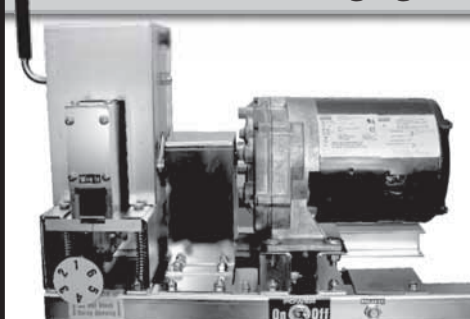
*Thus the metric system did not really catch on in the United States, unless you count the increasing popularity of the nine millimeter bullet.*

—Dave Barry

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## AUTOMOTIVE

# Global Clean tests auto shred residue

Global Clean Energy, Inc., (GCEI) an alternative fuels development company, is focused on waste-to-energy conversion, using available and developing technologies to convert waste into commercially viable energy, a process the company refers to as reforming environmental salvage into clean usable energy.

Facilities in the U.S. are now allowed to recycle plastics separated from automobile shredder residue (ASR), according to the EPA's new interpretation of existing regulations. The EPA banned the manufacturing, sale and distribution of PCB products in U.S. in 1979.

GCEI is in the process of sending ASR fluff to Argonne National Laboratory for quantification and analysis to determine the appropriate sorting technology required. Presently the company is finalizing due diligence on three systems. The results will allow GCEI to start ordering state of the art sorting equipment. The ASR emanates from one of the nation's largest auto shredding firms.

"This is the first step in the recycling process. We are eagerly awaiting the results so that GCEI can commence with sorting operations followed by several conversion processes involving fuel and high end polymers," said Steven Mann chief development officer of GCEI.

## Copart acquires QCSA Holdings

QCSA Holdings Inc., Davenport, Iowa, has been acquired by Copart Inc., a salvage company based in Dallas, Texas.

QCSA operates 23 facilities in 10 states, and stores, processes and auctions salvaged vehicles. Copart currently operates 203 facilities, with operations in the U.S., Canada, the United Kingdom, Brazil, Germany and the United Arab Emirates.

Financial terms were not disclosed.

## Senate confirms McCarthy as EPA administrator

■ The U.S. Senate confirmed Gina McCarthy as EPA Administrator in a bipartisan vote of 59 to 40.

The confirmation followed approximately four months of debate between Democrats and Republicans. McCarthy served as head of the EPA's Air Quality and Radiation department since 2009. McCarthy also served as commissioner of the Connecticut Department of Environmental Protection from 2004 to 2009.

## Scott Dols elected to EREF board of directors

■ The board of directors of the Environmental Research and Education Foundation has elected a new member.

Scott Dols is the president and chief executive officer of Big Truck Rental, Trucks & Parts of Tampa and Trucks.com International. Dols, who received his education from Saint John's and the University of Minnesota, has over 25 years of business experience specializing in developing companies in high-growth market segments, ranging from landscaping to private home security. Dols created Big Truck Rental (BTR) in 2002. Within two years, Dols grew BTR into the nation's largest refuse rental truck fleet. In 2007, Dols purchased majority interest in BTR and in 2009 purchased a 50 percent interest in Trucks & Parts of Tampa.

Dols helped develop Vocational Energy, which specialized in the design and construction of compressed natural gas (CNG) fueling stations, following the rapid rise of CNG-powered truck markets.

Dols has been an active member of various trade organizations within the waste industry. Most notably he sits on the WASTEC board of governors, EIA board of trustees and the board of the Detachable Container Association.

*A man in a hurry to take his 8 year old son to school, made a turn at a red light where it was prohibited. "Uh-oh, I just made an illegal turn!" the man said.*

*"Dad, it must be okay" the son said. "The police car right behind us just did the same thing."*

## BUSINESS BRIEFS

### Cascade names new chief strategy and tech officer

■ Cascade Engineering (CE) promoted Samia Brown to chief strategy and technology officer, a newly created position within the company's management team. In her new role, Brown will be responsible for corporate strategy development and the assessment of innovative technologies that can lead to the creation of new business platforms for the CE Family of companies. Brown will report directly to company founder, chair and chief executive officer Fred Keller.

Brown's responsibilities will include managing new business development and playing a key role in the company's technology team. Her focus will involve combining CE's new technology roadmap with business development and other growth strategies to create an overall long-range corporate strategy that comprises CE's multiple business units and partnerships. As part of this focus, Brown will also assess and propose a variety of strategic alternatives – including mergers, acquisitions, sales, joint ventures and alternative capital structures – as a means for advancing this strategy and driving corporate growth.

Brown joined CE as director of marketing for industrial solutions in 2003. Since that time, she has assumed roles of increasing responsibility within the company, culminating in her most recent position as business unit leader of Cascade for the Home.

*Borrow money from a pessimist – they won't expect to get it back.*

### New president named for Liebherr Construction

■ Liebherr appointed Peter Mayr as president of Liebherr Construction Equipment Co., effective July 1, 2013.

Mayr has held progressive leading positions within the Liebherr Group. Most recently he served as managing director for Liebherr-Great Britain Ltd. (LGB) and Liebherr Rental Ltd (LRL).

Mayr began his Liebherr career in 2001 working at Liebherr-Werk Telfs GmbH (LWT) in Austria where he was responsible for the sales support of dozers and crawler loaders in Spain. Still working for LWT, Mayr transferred to England and was responsible for dozers and crawler loaders in Great Britain and Ireland. From these positions he was promoted to national sales manager, LGB for all earthmoving products then progressed to general manager, earthmoving machines, LGB and LRL, and later to managing director.

### Rick Myers joins Talbert as director of materials

■ Talbert Manufacturing, a manufacturer of specialized heavy-haul trailers and transportation equipment, has hired Rick Myers as its director of materials.

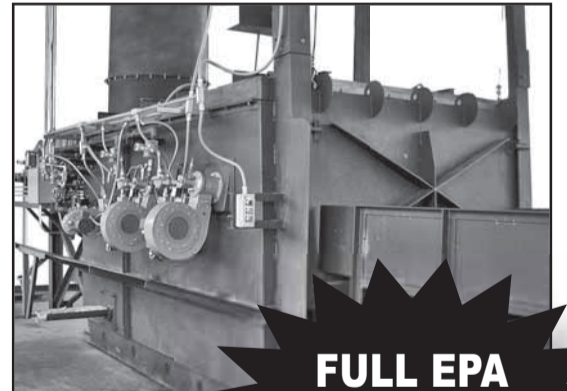
During 28 years in operations management, Myers has held a range of leadership positions. Most recently, he was the operations and purchasing manager at Jost International. At Jost, Myers was responsible for all operations, purchasing, logistics and budgeting functions, regulatory compliance and ISO certification maintenance.

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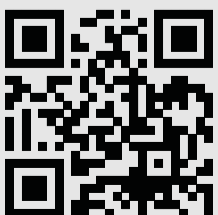
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## BUSINESS BRIEFS

### Siffering, Moser appointed managers for Atlas Copco

■ Jim Siffering and Joe Moser have been appointed product managers for Atlas Copco Portable Energy USA, effective immediately. Siffering will manage the generator product line and Moser will oversee the pump product line. Both will report to Mark Taylor, vice president and business line manager.

Siffering has more than 14 years of experience working with generators and industrial engines. He also has an extensive background in compressed natural gas equipment, four years of service as a metrologist in the U.S. Air Force and numerous industry-specific certifications. In his new role, Siffering will be responsible for the growth of Atlas Copco generator products in the U.S. market.

Moser has worked in the construction equipment industry for seven years. He earned a bachelor's degree from the University of Mississippi in business administration with a focus on finance. Moser will develop the Atlas Copco pump equipment product line in the U.S. market.

*If you do what you've always done, you'll get what you've always gotten.*

### Terex Material Handling earns recertifications

■ Terex Material Handling has declared that its Cleveland, Ohio facility has been awarded recertification in ISO 9001 and 14001, and certification in OHSAS 18001 by Global Group for outstanding commitment to safety, consistent quality and environmental management.

### Bobcat Company renovates Bismarck facility

■ Bobcat Company has completed a \$6.5 million renovation at its Bismarck, North Dakota, production facility. The renovation provides a more collaborative environment for non-production positions.

Other factory operations include engine assembly, kitting and sub-assembly, parts control, warehousing and some compact loader assembly.

### Lamb Fuels adds new West Coast sales representative

■ Lamb Fuels hired Toni Bonar as a new account sales representative for the West Coast. Bonar has over 25 years of sales experience.

For the past 10 years, Bonar has worked with corporate fuel contracts in the aviation industry. She has worked at Aviation Advisor, JETSET Global Fuel and Trans Energy USA.

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# NEW PRODUCT SHOWCASE

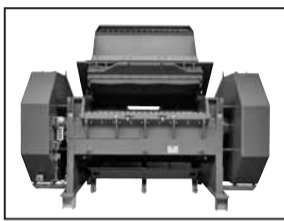


## BANDIT ANNOUNCES XP-SERIES BEAST HORIZONTAL GRINDERS

Bandit's new XP models feature over 35 new enhancements. XP Model Beast Recyclers now feature angled front infeeds with larger infeed drive chains. Track Beasts feature height-adjustable pans for adjusting feed angle. A new rail system on the return side of the infeed replaces the roller system.

These machines also offer a new "Big Mouth" option that increases the height of the opening into the mill. An extra-large 32" diameter feed wheel is optional and includes a brush deflector to better direct material into the machine.

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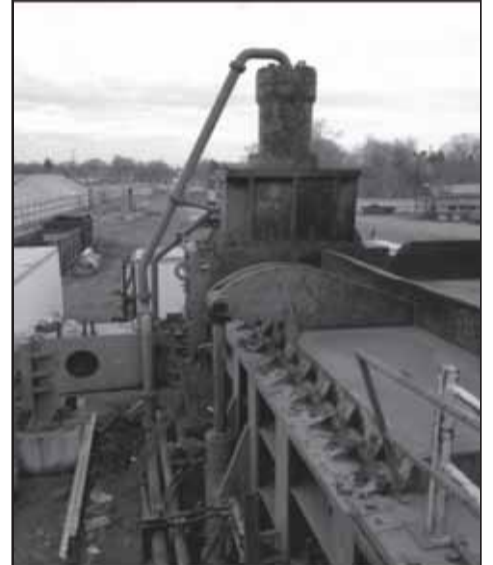


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## Material Handlers

## KUHN EQUIPMENT



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## Material Handlers

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**2005 M322C** (rubber) 42' reach, gen-set, hydraulic cab, gen-set, grapple.

**2007 M322D** (rubber) 42' reach, hydraulic cab, gen-set, grapple.

**2002 325C** (crawler) 41' reach, hydraulic cab, gen-set, grapple.

### FUCHS

**1995 MHL340 REBUILT** (rubber) 41' reach, hyd. cab, gen-set, grapple.

**2006 MHL 340** (rubber) 41' reach, hydraulic cab, gen-set, grapple.

**1995 MHL350 REBUILT** (rubber) 50' reach, hyd. cab, gen-set, grapple.

**2004 MHL350** (rubber) 50' reach, hyd. cab, gen-set, grapple.

**2005 MHL350** (rubber) 50' reach, hyd. cab, gen set, grapple (5 available).

**2006 MHL350D** (rubber) 50' reach, hyd. cab, gen-set, grapple.

**2003 MHL360** (rubber) 59' reach, hyd. cab, gen-set, grapple.

**2005 MHL360** (rubber) 59' reach, hyd. cab, gen-set, grapple (3 available).

### LIEBHERR

**2008 A954** (rubber) 59' reach, 7' rigid cab riser, gen-set, grapple.

**2001 A904** (rubber) 37' reach, 4' cab riser, gen-set, magnet.

**1999 A902** (rubber) 37' reach, hyd. cab, gen-set, grapple.

**2006 A924B** (rubber) 42' reach, hyd. cab, gen-set, grapple.

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**2003 R924** (crawler) 42' reach, new undercarriage, 4' cab riser, gen-set.

**1994 A932 REBUILT** (rubber) 48' reach, hyd. cab, gen-set, grapple.

**1995 A932** (rubber) 50' reach, 4' cab riser, gen-set.

### SENNEBOGEN

**2002, 2007 & 2008 821M** (rubber) 36' reach, hyd. cab, gen-set, grapple.

**2007 825M** (rubber) 41' reach, hyd. cab, gen-set, grapple.

**2008 830M** (rubber) 50' reach, hyd. cab, gen-set, grapple.

**2004 & 2005 835M** (rubber) 55' reach hyd. cab, gen-set, grapple.

### ATLAS

**2003 1704** (crawler) 39' reach, 4' tilting cab riser, gen-set, grapple.

**1996 1804** (crawler) 48' reach, 2' cab riser, gen-set, grapple.

### SHEARS

**2007 Hitachi Zaxis 520LCH-3** with Genesis 1000R rotating shear.

**2006 Caterpillar 345CL-VG12** with Cat S385C rotating shear.

**2004 Volvo EC290** with Genesis 500R rotating shear.

### MISCELLANEOUS

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**2008 Hitachi Zaxis 360WMH** with 56' reach, hyd. cab, gen-set, grapple.

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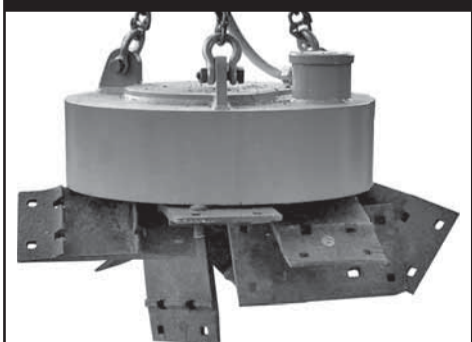


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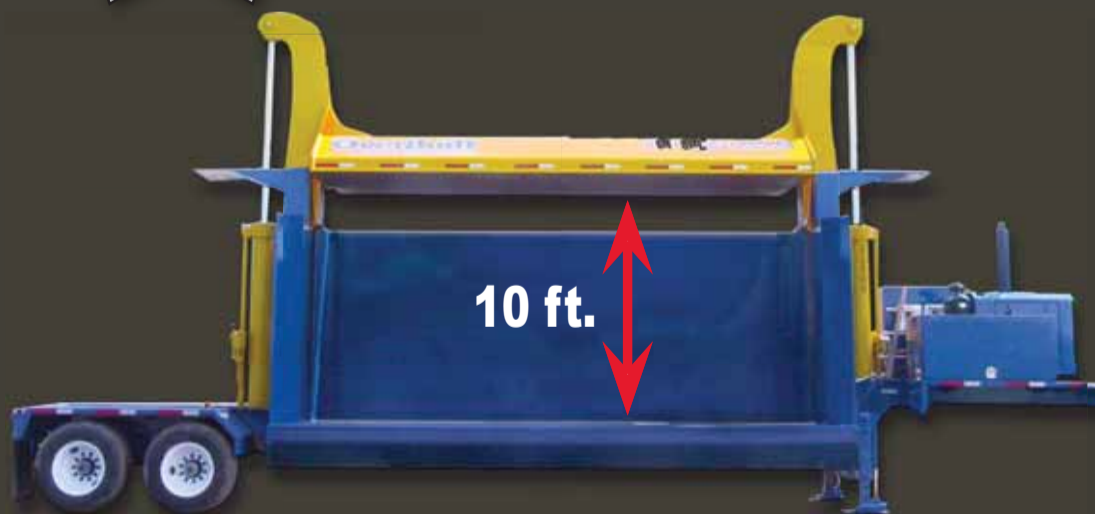
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