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NewsVoice of Salvage, Waste and Recycling

AmericanRecycler.com

## FOCUS: Auto

### Automotive recyclers seek parts information



#### WHAT'S INSIDE

- National Manufacturing Day highlights role of recycling. Page A4
- EPA comments on intentions to build isolation barrier. Page A9
- Steel imports increase 14 percent in August. Page A14
- Allied Reprocessing reopens facility after fire. Page A16
- Vancouver expands recycling program. Page A17
- Pennzoil drives vehicle donation for paralyzed veterans. Page B3
- Chrysler hosts second annual design competition for MI high school students. Page B5

Scrap Metals MarketWatch ..... 15  
 Salvaging Millions..... 16  
 Events Calendar..... 16  
 Business Briefs ..... 18  
 AR Classifieds..... 20  
 Equipment Spotlight..... B4  
 A Closer Look..... B6

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## Metal shredders face stiff competition

by MIKE BRESLIN

mbreslin@americanrecycler.com

Big metal shredders capable of munching cars, trucks, whole engine blocks and most anything else fed into their mouths are phenomenal feats of engineering costing millions of dollars each. Operating at full capacity, under ideal market conditions with advanced non-ferrous sorting technology they can be huge money-making machines. But now, it appears, there are too many mouths to feed and not enough raw scrap to go around. Industry sources say that many shredders are running at 50 to 70 percent capacity. Some large shredders sit idle. But, as always, there are exceptions.

According to the Institute of Scrap Recycling Industries (ISRI) there are now more than 340 large metal shredders operating in North America, up from the roughly 120 shredders in the 1970s. And, more shredders come on line every year, many smaller, but some bigger, more powerful and more efficient than ever before.

Frank Goulding, vice president of ferrous sales and marketing for Newell Recycling in Georgia discussed market conditions in his area. Newell is the largest scrap processor in the state with 8 feeder yards, and 3, 120 x 104", 6,000 hp shredders.

"The challenge is there are a lot of shredders that have entered the marketplace since 2008 and the amount of obsolete scrap suitable for shredding has leveled off. The pie is still the same size, but the shredder operators are getting a smaller piece of it. And, the price for that scrap has gone up significantly. So we are facing margin squeeze, meaning we are buying fewer tons for more money with a lower gross profit."

Goulding knows his business. Since joining Newell in 1979, the company has grown from 40 employees to over 600 today. He currently serves as chairman of the ferrous division of ISRI, is a chairperson on their shredder committee, and sits on their board of directors.

"As far as the ability to sell our shredded product, demand is good," Goulding continued. "We haven't had any issues selling our scrap into the market. The mill buyers are able to



Riverside Engineering's MegaShredder in Jersey City, New Jersey is a 122" in diameter, 112" wide, powered with a 9,000 hp main drive motor with a capacity of 350 tons per hour.

buy the same tons as prior to all these new shredders coming into the market. They just buy it from more producers."

Goulding reported that his shredders are running at roughly 60 percent capacity. They are focusing on lowering cost of production, trying to lean-out the cost of operating shredders and getting down the cost per ton. Newell is focusing on labor and practices, managing energy, looking at wear parts, evaluating equipment they are using to feed and support the shredder, looking downstream at other ways to separate metals and recovering more nonferrous from the residue.

"What we've done is better manage the time of shredder operation. We've tried to incorporate operating the shredder

into one shift so that the production shift is also the maintenance shift and we've fine-tuned our practices."

"It's a challenge keeping them fed. As far as acquisition of materials, we just try to be price competitive and provide good service in the hope we satisfy our suppliers so that they are happy and comfortable doing business with us. It becomes a game of not only price, but good customer relations," Goulding said.

Mike Marley has over 35 years' experience in the metal industry. He has been reporting ferrous and nonferrous scrap prices since 1977, first for *Iron Age*, followed by *American Metal Market* and then *World Steel Dynamics*. He recently joined MetalPrices.com, an online prices and data reporting

service, as a ferrous market specialist.

In a September speech at ISRI's Ferrous Roundtable in Chicago, Marley said:

"Moderate summer weather brought out a lot of old scrap. Scale prices have been lowered by some shredders, but how much of a damper that will be is questionable. Peddlers and smaller dealers may hold material off the market...and then come back. Even with the reductions, they are still getting pretty good prices. That's because there is still a fierce competition for feedstock in some markets and plenty of auto wreckers and other suppliers who are ready to play one shredder off against another."

More recently, American Recycler interviewed Marley to get his further views on the shredder situation. "Overall, there are a couple of problems that shredders are facing these days. One is competition for feedstock. The whole makeup of the shredder industry has changed in recent years. Most people look at it as mostly a scrap industry entity where you have a shredder and a scrap yard and that's it, but it's not really that distinct anymore."

"You now have a handful of North American steel mills that run their own mega-shredders. Those operate as

See SHREDDERS, Page 6



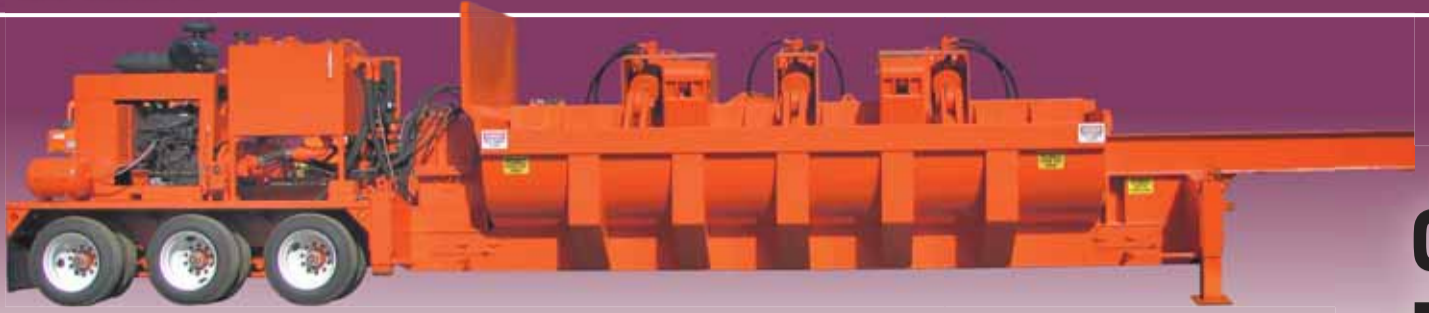
Wendt M6090 shredder with 2,500 hp motor is capable of shredding 3,000 to 8,000 tons per month.

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## Exide upgrades recycling plant

Exide Technologies plans to invest more than \$7 million over the next 2 years to upgrade its Vernon battery recycling facility as part of a comprehensive agreement with the California Department of Toxic Substances Control (DTSC).

The capital investments are designed to improve the Vernon plant's compliance with environmental standards and reduce air emission levels well below regulatory health risk thresholds. The planned expenditures will bring Exide's total investment in environmental upgrades at the Vernon plant to more than \$18 million since 2008.

Under the agreement, Exide will replace on-site underground storm-water piping with a more advanced double-walled system at a cost of more than \$4 million. The company has expedited construction, which is well underway and is expected to be completed by year end.

Exide will begin installing additional high-efficiency filters to reduce emissions and later, a separate device to cut organic emissions. Exide began furnace modifications early this year to reduce arsenic emissions. Preliminary tests in April showed arsenic levels below regulatory health risk thresholds. When the remaining installation is completed next summer, at a cost of more than \$2.5 million, emissions are expected to be further reduced to a theoretical cancer risk of less than half the level allowed by the South Coast California Air Quality Management District.

As part of its community outreach efforts, Exide has agreed to fund a program in cooperation with the Los Angeles County Health Department that will offer voluntary blood testing to residents of Vernon and other neighborhoods of Southeast Los Angeles.

Exide also has begun testing soil and surface dust in the industrial neighborhood around the plant for lead, arsenic and other metals to determine whether there is any health risk.

The company will continue to work cooperatively with state and local officials and representatives of surrounding communities on these projects and will set up a separate financial account to fund them.

The agreement between Exide and DTSC resolves issues stemming from a suspension order in April 2013 that shut down the Vernon plant for more than seven weeks. The facility resumed operations in late June after obtaining a preliminary injunction ruling in its favor from a Los Angeles Superior Court.

While the agreement is subject to approval of the court in Exide's bankruptcy case, the company is implementing many of the remedial measures prior to bankruptcy court approval.

The Vernon plant is one of two battery recycling facilities west of the Rockies. It recycles approximately 25,000 lead-acid batteries daily and 8 million a year.

# New rule simplifies payment at redemption centers in California

Non-redemption beverage containers may no longer be commingled for refunds

As part of the California's ongoing efforts to improve recycling efforts and ensure the Beverage Container Recycling Fund's fiscal integrity, consumer loads of California Redemption Value (CRV) beverage containers that include non-CRV material will no longer be eligible for refunds at recycling centers. This change became effective November 1, 2013. The updated rule, signed into law by Governor Brown, eliminates the "commingled" per-pound payment rate that is somewhat lower than the CRV-only rate.

Since 1987, consumers have been able to include non-CRV containers with CRV-eligible containers when bringing recyclables to recycling centers for redemption. The commingled rate recognized consumers' bundled containers could include non-CRV items such as milk jugs, wine and distilled spirits bottles, and food containers in loads of CRV materials. As such, consumers bringing so-called "commingled loads" to recycling centers received a reduced rate per pound.

In addition to giving the consumer a lower net payment for their recycling, the commingled rate risked CRV payments for commingled loads that included minimal CRV-eligible materials.

Recycling facilities that currently offer consumers the commingled rate for mixed loads will only be allowed to pay scrap value for the non-CRV materials. Most consumers who redeem their empty bottles and cans at recycling centers will not notice a change, since many of those businesses already accept only CRV materials. Starting in November, this change will ensure only CRV-eligible containers are redeemed for their redemption value.

"This much-needed revision to CRV refund options will simplify transactions for consumers and recycling centers alike," said Carol Mortensen, director of the Department of Resources Recycling and Recovery (CalRecycle), which administers the state's beverage container recycling program.

Consumers are still able to redeem containers by count, rather than weight, for up to 50 CRV beverage containers of each material type, per day. Consumers are encouraged to recycle non-CRV beverage containers for scrap value at recycling centers that will accept the material, or through their residential curbside or multi-family dwelling recycling programs.

Most beverages packaged in aluminum, glass and plastic, such as soda, beer and water, are subject at the checkout

stand to CRV of \$.05 for containers less than 24 ounces and \$.10 for containers 24 ounces or larger. Notable exceptions are milk, wine, distilled spirits and medical foods. These products' containers are not charged a redemption value at the point of sale. Consumers can redeem eligible bottles and cans at more than 2,500 recycling centers statewide. Consumer information on what is included in the CRV program and where to take bottles and cans for redemption is available on the CalRecycle website or by calling 1-800-RECYCLE.

Over the coming months CalRecycle will be undertaking additional changes to improve the program and protect the fiscal stability of the Beverage Container Recycling Fund, such as enhanced training of recycling center owners and adoption of regulations that will reduce the number of containers an individual can bring to a recycling center in a single day.

CalRecycle also has pending regulations to implement a state law requiring importers of out-of-state containers to enter the state through California Department of Food and Agriculture inspection stations, provide personal identification at the station, and specify where they are taking the containers.

# ADAPTABLE

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# Rexam hosts Cans for Cash event

The Rexam Chicago, Illinois, office recently hosted its third annual "Cans for Cash" recycling event to promote recycling and raise money for charity. Rexam partnered with United Scrap Metal and was supported by other key partners including Novelis, Tri-Arrows Aluminum Inc. and Wise Alloys.

More than 3,200 pounds of aluminum cans, twice as many as last year, were collected at the weekend event which also raised approximately \$2,000 for local charities. Last year, the charity total reached about \$1,000.

Aluminum cans are the most valuable package to recycle, as American consumers earn more than \$1 billion annually in recycling proceeds. And they are infinitely recyclable because aluminum is a permanent resource, with cans able to be recycled, smelted to can



sheet, converted to cans again and back on retail shelves within 60 days. These facts combine to make cans the most recycled beverage container in the

world, with a U.S. recycling rate of 65.1 percent, more than double the rate of other beverage packages.

## New pricing for RIOS membership

Recycling facilities are now able to become Recycling Industry Operating Standard™ (RIOS) members at a reduced cost. For the first time, RIOS membership will now be available for a flat annual fee. Beginning immediately, all facilities are eligible for this new cost structure. These changes are permanent and detailed below:

	1st Facility	Additional Facilities
ISRI Members	\$1,250	\$1,200
Non-profit and Governmental	\$1,000	\$1,350
Standard Rate	\$4,200	\$3,500

## National Manufacturing Day highlights role of recycling

The Institute of Scrap Recycling Industries (ISRI) celebrated National Manufacturing Day by highlighting the many positive economic contributions of the industry to the U.S. manufacturing landscape. Each year, more than 135 million metric tons of metal, paper, plastic, glass, textiles, rubber and electronics are manufactured in specification grade commodities by the U.S. scrap recycling industry.

The contributions of the scrap recycling industry to the U.S. economy include:

- More than \$90 billion in sales in 2012, up from \$54 billion in 2009;
- Generating nearly \$28 billion in export sales to 160 countries;
- Directly and indirectly employing 463,000 workers – including an increase of 15,000 since the beginning of 2010;
- Drawing in more than \$10 billion in revenue for federal, state and local governments; and
- Lowering energy costs by producing recycled materials that require less energy during the manufacturing process than virgin materials.

National Manufacturing Day, currently in its second year, occurred in October. It provides an opportunity for American manufacturers to showcase the potential the sector holds and promote interest in future manufacturing careers.

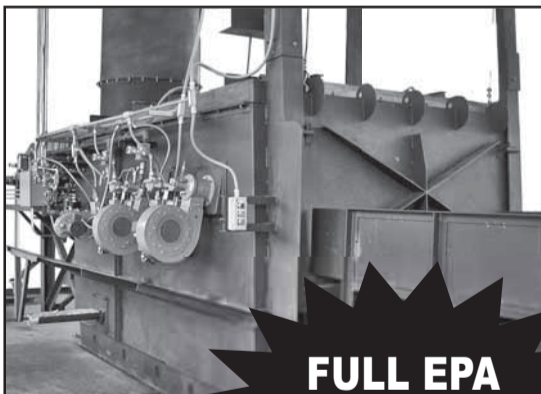
For teachers and students interested in future recycling careers, ISRI teamed up with the JASON Project to develop a K-12 science, technology, engineering and math curriculum complete with lesson plans and teaching aids.

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# Shredders

■Continued from Page 1

cost-centers, not profit-centers. That gives them an advantage in terms of the prices they are able to get for material like junk cars, appliances, or anything that is shreddable. Many of these big, powerful 10,000 hp shredders can also tear apart a lot of heavier and thicker steel like quarter inch plate. Mill owned shredders operating as cost centers have a real buying advantage and can offer the highest prices without many of the costs associated with operating an independent shredder and scrap yard. In other words, they don't necessarily have to show a profit and rarely, if ever, have freight expenses since those costs are part of the buying price."

"Then, you have other levels. Some scrap companies have independent company shredders that operate on a steel mill property, or right next to one. They have an advantage. And then you have the guys that are out there competing with each another. If located in a metropolitan area where there may be several shredders, they are the ones that are at odds with one another competing for feedstock.

Marley reported that the automotive wrecker and junkyard businesses are also changing with the growth of chains of automotive secondary parts suppliers. "They sell the car bodies to the shredders, but the problem today is that many of these bodies are pretty much stripped down of components that are easily sold like catalytic converters, copper wire, aluminum, stuff like that. That's a loss for many shredders. Steel mills don't particularly like copper, aluminum or

other residual elements, but shredders have managed to eliminate a lot of that from their shred because they have invested heavily in advanced downstream systems which filter out and recover a lot of nonferrous. Nonferrous has become a key element in revenue stream of shredders, the profit margin for many."

Marley also pointed out that while most shredders seem to be operating below capacity, there are aggressive shredders that are operating as actively as possible, and some running 24/7 producing up to 50 thousand gross tons of shred per month.

To determine current trends in shredder equipment, American Recycler spoke with Riverside Engineering. Riverside Engineering, based in San Antonio, Texas, designs and builds shredder systems for ferrous and nonferrous operations, and owns the trademark "MegaShredder." They supply rotors, castings, electronic controls and automation systems as well as provide engineering consulting services and installations. Rusty Manning, director of sales for Riverside shared his views.

"I would say that domestic demand for new shredder installations has plateaued and the expanding markets are in nonferrous separation. Over the past several years we've developed a line of low cost M-Series shredders that are very efficient and profitable for our customers. The shift has gone away from the big machines to medium and smaller sizes. We are working more in niche markets for certain products whether it be for nonferrous shredding or for specific markets like sheet iron, tooling scrap or bushings. The days of buying everything and just throwing it all into a shredder are becoming less

and less. We are much more focused on maximizing the customer's revenue and profit by being concerned about what's in their waste product and extracting every bit of nonferrous material."

Manning said that the demand for new mega-shredders is low because the market is fairly well saturated. As these mega-shredders wear themselves out the demand will be to replace parts, keep them operational or upgrade downstream technology for increased nonferrous recovery. "Someone graduating from a little shredder to a huge mega-shredder, a 122" class machine, I don't see that happening so much.

"One of the things that we've done is teamed up with a company in Greeley, Colorado called Andersen Sales and Salvage where we are offering a new industry product called IQASR. This machine uses a patented air-flow separation technology that allows nonferrous materials to be more easily extracted by eddy current magnets, sensor sorters, color sorters, and optical sorters. Our IQASR allows the concentrated nonferrous material to have singularity, which helps these nonferrous separation technologies do their job much better. That's where we're focusing our engineering and marketing efforts," said Manning.

Wendt Corporation is a third-generation, family-owned company located in Buffalo, New York that designs and builds automobile shredders and metal separation systems. They are the largest supplier of automobile shredding equipment and nonferrous recovery and separation technology in the U.S.

American Recycler News called on Mark Ridell, their northeast regional sales manager for Wendt to find out what's happening from his perspective.

"There is absolutely a trend in the last two years where we've really seen an aggressive shift from the older philosophy that bigger is better. Because of the need for big shredders to have feeder yards spreading out anywhere in a radius of 100 to 200 miles these shredders are facing ever increasing costs for transportation and labor. That model is being reevaluated and there is interest in being smarter geographically with smaller shredder builds that service 2 or 3 feeder yards, rather than 8 or 10 feeder yards supplying 1 large shredder.

"With our new shredder builds, the expense to get into the business is much smaller, the footprint required is smaller and with the unique design of our Model M6090 it eliminates the need for a shredder building as well as yards of poured concrete for support piers. Sixty inch refers to the diameter of the rotor and 90" is the width of the shredder to accommodate car bodies. This system sits on a concrete pad as opposed to requiring all the work previously necessary. And the cost for the M6090 can run as low as \$600,000 to a \$1,000,000 depending on site specific conditions and options."

Ridell is also sales-service director at Wendt for international business and said he is busy fielding 15 to 20 inquiries for the M6090, both domestically and internationally.

As competition increases for scrap to shred, shredders are paying more and more for raw scrap and looking for ways to trim operating costs. With shrinking margins on shredded ferrous, everyone is working to squeeze out as much profit as possible from nonferrous stream and pay less for residue disposal. Of course, shredders still have to concentrate their primary mission...making good, clean shredded ferrous for the mills because that's what they demand to make their recycled steel.

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# Mattress Firm partners with Sleep Inc. for recycling

When we hear about recycling, the first things we tend to think of are paper, plastic and glass. As many businesses become more eco-friendly, it can be hard to keep track of what you can and can't recycle. Many consumers don't know that mattresses can be recycled. In fact, one company in Texas recycled over 60,000 mattresses and box springs last year.

Sleep Inc. is a family-owned bedding company that has taken the steps to approach an industry-wide problem. Each year, over 30 million beds go into landfills.

The Dream Green program not only addresses environmental issues but also an all too common bedding industry issue – what to do with old mattresses.

The biggest misconception about mattress recycling is that it literally means taking an old mattress and making it new again. What many don't know about mattress recycling is that none of the materials are reused for bedding purposes. Sleep Inc. takes mattresses and foundations and breaks them down to their core components. These are then ground or shredded and repurposed for many other industries.

Mattress Firm has partnered with Sleep, Inc. in their Dream Green program. Currently, all Mattress Firm locations in the state of Texas participate.

The recycling program is very easy to execute. Mattresses and foundations are

picked up and transported to the recycling facility where Sleep Inc. takes care of the rest. So what do you get from recycling 60,000 mattresses? Over 8 million pounds of raw material including metal, plastic, foam, mattress scraps, cardboard, cotton and wood chips.

Dream Green's program is just the beginning to an eco-friendly approach within the bedding industry. In June, Connecticut passed the nation's first extended producer responsibility mattress recycling law. This will require that the mattress industry assembles a council to organize and manage a mattress recycling program.

Helping to keep used mattresses out of the marketplace and landfills is a priority for the bedding industry. The International Sleep Products Association played a role in formulating the bill.

### Where does it go?

- Padding and foam are baled and sold to be used in carpet pads and bike, car and motorcycle seats.
- Wood is baled and sold to companies that press and sell it as compressed wood, wood pellets, etc.
- Wire and metal springs are baled and sold to make benches, metal posts, light poles, etc.

*A turkey farmer was experimenting with breeding a better turkey. His family was fond of the leg portion and there were never enough legs for everyone. After many frustrating attempts, the farmer was relating the results of his efforts to his friends.*

*"Well, I finally did it! I bred a turkey that has 6 legs!"*

*His friends asked the farmer how it tasted. "I don't know," said the farmer. "I never could catch the darn thing!"*



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### AF&PA August paper reports

The American Forest & Paper Association released its August U.S. paper reports.

**Boxboard**

Total boxboard production increased by 2.8 percent compared to August 2012, and increased 3.2 percent from the previous month. Unbleached Kraft Boxboard production increased over the same month last year, and increased compared to last month. Total Solid Bleached Boxboard & Liner production increased compared to August 2012, and increased compared to last month. The production of Recycled Boxboard increased compared to August 2012, and increased when compared to last month.

**Kraft Paper**

Total Kraft paper shipments were 135.4 thousand tons, essentially flat compared to the prior month. Bleached Kraft paper shipments increased year-over-year 13.2 percent, but the 4.4 percent year-over-year decline in unbleached Kraft paper shipments was enough to bring overall Kraft paper shipments down 2.1 percent year-over-year. Total month-end inventory also remained essentially flat compared to July 2013.

**Printing-Writing Paper Report**

Total printing-writing paper shipments decreased 4 percent in August compared to August 2012.

### Pratt to open new recycling plant

Pratt Paper, LLC, dba Pratt Industries, a paper and packaging company, plans to locate a new recycling facility in Indiana, creating up to 137 new jobs by 2018.

The Conyers, Georgia-headquartered company will invest \$260 million to construct a new 100 percent recycled paper facility adjacent to its existing box-making plant in Valparaiso. The project, which will be completed by July 2015, will occupy a new 250,000 sq.ft. building on a 50 acre site. It will include a wastewater pre-treatment facility and road improvements. When it reaches its full capacity, the new mill will produce an increased 360,000 tons of recycled paper each year.

Pratt, which currently employs more than 320 associates in Valparaiso and more than 4,000 across North America, plans to

begin hiring paper machine operators, equipment operators, electrical and instrumentation technicians, shipping representatives, waste yard personnel, shift supervisors and maintenance associates late next year.

The Indiana Economic Development Corporation offered Pratt Paper up to \$1.2 million in conditional tax credits and up to \$200,000 in training grants. These tax credits are performance-based, meaning until Hoosiers are hired, the company is not eligible to claim incentives. NIPSCO has also offered the company \$15 million in additional energy and infrastructure incentives. The city of Valparaiso will consider additional tax abatement at the request of the Valparaiso Redevelopment Commission.

## WASTE

### First major safety practices manual update released

The Environmental Industry Associations (EIA) and the Environmental Research and Education Foundation (EREF) have partnered to release the 2013 revised Manual of Recommended Safety Practices for the waste and recycling industry.

The manual will help safety practitioners and operations managers handle the most significant safety challenges facing waste and recycling service companies and will serve as a resource for all levels of waste and recycling personnel, including managers and supervisors; drivers and crew; equipment operators; process line workers; and maintenance personnel.

In addition to funding from EIA and EREF, the update to the manual was underwritten with support from Advanced Disposal, DriveCam, Ecotech, E.L. Har-

vey & Sons, IESI, Interstate Waste Services, Labrie, Land and Lakes, McNeilus, Pirtek, Preco, Recology, Republic Services, Rumpke, Veolia, Volvo, Caterpillar, Waste Connections, Waste Industries, Waste Management, WastePro, WCA and West Central Sanitation.

For the first time, EIA will offer companies multi-copy licenses for the safety manual. The manual will be downloadable for e-readers (Kindle or iPad) or available as a printed-and-bound book. EIA members may purchase a copy of the updated manual for \$275 per copy. The non-member price is \$400 per copy.

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

### Heil event held to promote safety

Heil Environmental sponsored a public sanitation worker appreciation celebration in Chattanooga, Tennessee on November 1, 2013. The event was held in conjunction with Heil's Sanitation Worker Appreciation Program (SWAP!).

This community outreach program provides company employees and local residents an opportunity to let sanitation workers know how much they appreciate the work they do to keep their neighborhoods clean. In addition, it helps to raise awareness about how residents can stay safe around garbage trucks.

Heil employees in Chattanooga, Tennessee and in Fort Payne, Alabama, kicked off the SWAP! effort by placing "We Appreciate You" signs on their trash cans and by setting out gift bags filled with snacks, pictures drawn by kids, thank-you notes, and items featuring the Heil logo.



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## WASTE

### EPA comments on intentions to build isolation barrier

EPA Region 7 welcomed a commitment by Republic Services, Inc., to construct an isolation barrier at the West Lake Landfill Superfund Site in Bridgeton, Missouri, according to regional administrator Karl Brooks.

Although EPA has not yet seen the formal, detailed plans that will outline the construction of such a barrier, the Agency learned that Republic Services has committed to the project. The barrier will separate Bridgeton Landfill, which Republic Services manages, from the radiation-contaminated material at the West Lake Landfill Site, which EPA oversees.

"This Agency is pleased that Republic Services intends to apply those provisions of its agreement with the State of Missouri to take this positive and protective step," EPA regional administrator Brooks said.

In May, Missouri Attorney General Chris Koster announced that his office had negotiated a legal order with Republic

Services, requiring the company to take a series of steps to contain and control odorous gases at the Bridgeton Landfill, address the underground smoldering, and provide temporary relocation assistance to local residents affected by the odors. The state's order also requires Republic Services to compensate the Missouri Department of Natural Resources (MDNR) for its costs related to environmental sampling and monitoring. The action was brought under the state's legal authority to regulate Republic Services' operation of the Bridgeton Landfill.

EPA Region 7 will continue to oversee a separate and ongoing supplemental environmental investigation, focusing on groundwater sampling, radiation sampling, and more detailed site characterization at West Lake Landfill. That investigation ultimately will inform the Agency's work as it develops an amended Record of Decision, which will outline a final remedy for the site.

### Vermont affirms order to close landfill

Vermont's Environmental Court has affirmed an Agency of Natural Resources decision to deny recertification of the Moretown Landfill and that the landfill must remain closed and be capped.

The facility reopened for local customers in April, but closed again July 15. Advanced Disposal, owner of the landfill, has invested more than \$1 million in improvement to the facility and have indi-

cated they plan to apply for a permit to open a new section.

Environmental Conservation Commissioner David Mears said the order requires prompt and orderly closure along with extensive remedial efforts related to groundwater and odor, to ensure the landfill will not negatively affect nearby residents or the environment.

## ALTERNATIVE ENERGY

### Hillsborough County to sell carbon offset credits

Carbon offset credits generated by Hillsborough County's Resource Recovery Facility, operated by Covanta Energy, have been verified and are now available for purchase on the voluntary market.

The credits represent verified reductions in net greenhouse gas emissions achieved by generating renewable energy-from-waste at the Resource Recovery Facility. The facility processes up to 1,800 tons of solid waste per day, generating up to 46.5 MW of electricity.

Hillsborough County's offset credits were approved through the Verified Carbon Standard (VCS). The VCS is a highly-regarded global standard for the approval of credible voluntary offset credits. In order for carbon offset credits to be approved under the standard, they must represent new reductions in greenhouse gas emissions, meet strict program

requirements and be independently verified by a qualified third party. The credits must be verified annually.

The Resource Recovery Facility was expanded in 2009 with the construction of a new 600-ton-per-day combustion unit. Because Unit No. 4 was installed after 2002, it is eligible to be evaluated for carbon emissions offsets. The facility produced more than 33,000 carbon units in 2010.

Hillsborough County is partnering with Covanta, which is contracted by the County to operate the facility, to sell the carbon credits. According to Covanta, Hillsborough's facility is only the second waste-to-energy plant in the United States to produce carbon offset credits for the voluntary market. Lee County's Resource Recovery Facility made their credits available in 2010.

### Nice-Pak Products installs solar array

Nice-Pak Products, Inc. and its affiliate company, PDI, installed an 855 kW solar array on the roof of its headquarters in Orangeburg, New York. Installation began in late August. The ballasted roof-mounted system is designed to prevent 1.5 million pounds of CO2 from entering the environment per year. It is expected to generate approximately 1 million kilowatt hours of energy per year and supply 15 percent of the building's total electricity load.

The project is supported through various grants including one from the New York State Energy Research and Development Authority (NYSERDA) under The NY-Sun Competitive PV Program. It will also benefit from the Federal Business Energy Investment Tax Credit.

Lighthouse Solar, based in New Paltz, New York was chosen to build the array. The Nice-Pak proposal was given the green-light by NYSERDA in February.

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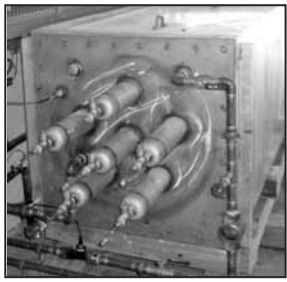
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### BCA INDUSTRIES OFFERS ES2000 SHREDDER

BCA Industries announces a new class of dual shaft high torque shredders. The ES2000 is now available for demonstration and can be manufactured up to a 72" x 44" cutting chamber and power supplies up to 600 hp. Recirculating systems with dual cutting chambers sized for both semi and passenger size tires are available.

The ES2000 boasts 8" 4130 Chromoly shafts with 6 keys driving 24" hard faced knives. All PLC controlled and proprietary hydraulics give the ES2000 the ability to handle high shock loads while delivering high throughputs.

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www.bca-industries.com



### BRIDGESTONE DEBUTS NEW R268 ECOPIA TIRE

Bridgestone Commercial Solutions has debuted the R268 premium all-position radial for regional and pickup and delivery fleets. It provides tire performance that stands up to high scrub environments while offering fuel efficiency advantages too. With benefits such as high-traction, long wear life, and low rolling resistance, the Bridgestone R268 Ecopia answers customer needs, expanding options to maximize fleet performance. The R268 Ecopia has a unique tread design and comes with protective features in the casing to help resist damage from curbing and maneuvering scrub, extending tread life.

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### GRANUTECH DEBUTS MAC MAGNUM LOGGER

The new MAC Magnum Logger from Granutech-Saturn Systems boasts a continuous-rotation crane with the longest reach of any logger/baler in the industry at 27' 4", and a load capacity of 5,800 lbs. at full reach. For added flexibility, the cab features an Ican™ control system. Equipped with a plus size 20' high production chamber, the MAC Magnum also offers variable density options, ranging from 30 to 80 lbs. per foot, and outputs a 40" x 26" variable length log/bale.

The MAC Magnum Logger will be introduced at the Automotive Recycling Association conference in Phoenix, Arizona.

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The new Extended Performance Air Cleaner (EPAC) is a powerful self-cleaning engine air intake system. Created by the Greenlees Division of Turbo Filtration, the EPAC System provides superior air filtration for heavy equipment operating in the extreme environments of the mining, military, agricultural, construction and other demanding on and off-road industries. The EPAC System exceeded 99.99 percent dust removal efficiency. This makes it the right choice for heavy machinery manufacturers. Also available for retrofits, EPAC helps reduce downtime and increase efficiency at even the most challenging jobsites.

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## ALTERNATIVE ENERGY

# Intermountain Wind and Solar offers incentives

Intermountain Wind and Solar (IWS) is a provider of solar and wind energy in Utah. The company has been educating potential consumers about the benefits of utilizing renewable resources through their community incentives. This program has proven to be successful in helping residents reduce their monthly bills and save money on utilities. By using these renewable green energy sources, residents are ensuring that they are leaving our planet a better place for generations to come. As the incentive program from IWS expands, more people are making a switch to clean power.

Solar panels in Utah provide clean energy by using the renewable resources from the sun. One of the main benefits of installing a renewable energy system is the lower costs of monthly power bills; after installation, many customers are seeing a dramatic decline. A system is capable of

providing solar power in Salt Lake City for over 35 years if it is well maintained and IWS can perform routine inspections to make sure the system is working at its optimal capability.

State and local tax incentives can be combined with additional available rebates and utility decreases. With their community initiative, the company is also offering bulk pricing, allowing for lower rates and lower overall installation expenses of solar panels in Utah. The incentives are making systems more affordable, causing an increase in sales.

While traditional companies focus on sources like natural gas, oil, and coal, IWS works to provide affordable green power to residents. Not only do they provide solar panels in Utah, they provide mobile power resources. The mobile option can be very useful in places like construction sites, or during a natural disaster.

## First Wind contracted for two projects

First Wind, an independent U.S.-based renewable energy company, has been selected by Massachusetts utilities to provide clean wind energy across the Commonwealth through a competitive bidding process overseen by the Massachusetts Department of Energy Resources. The contracts, which still must be approved by the Massachusetts Department of Public Utilities, will provide clean energy from the 147 MW Oakfield Wind

project in Aroostook County and the 186 MW Bingham Wind project in Somerset County.

The planned Bingham Wind project would feature 62 turbines totaling 186 MW of energy capacity. Massachusetts utilities have agreed to purchase the power as part of a 15 year contract.

Both projects are expected to qualify for federal investment tax credits.

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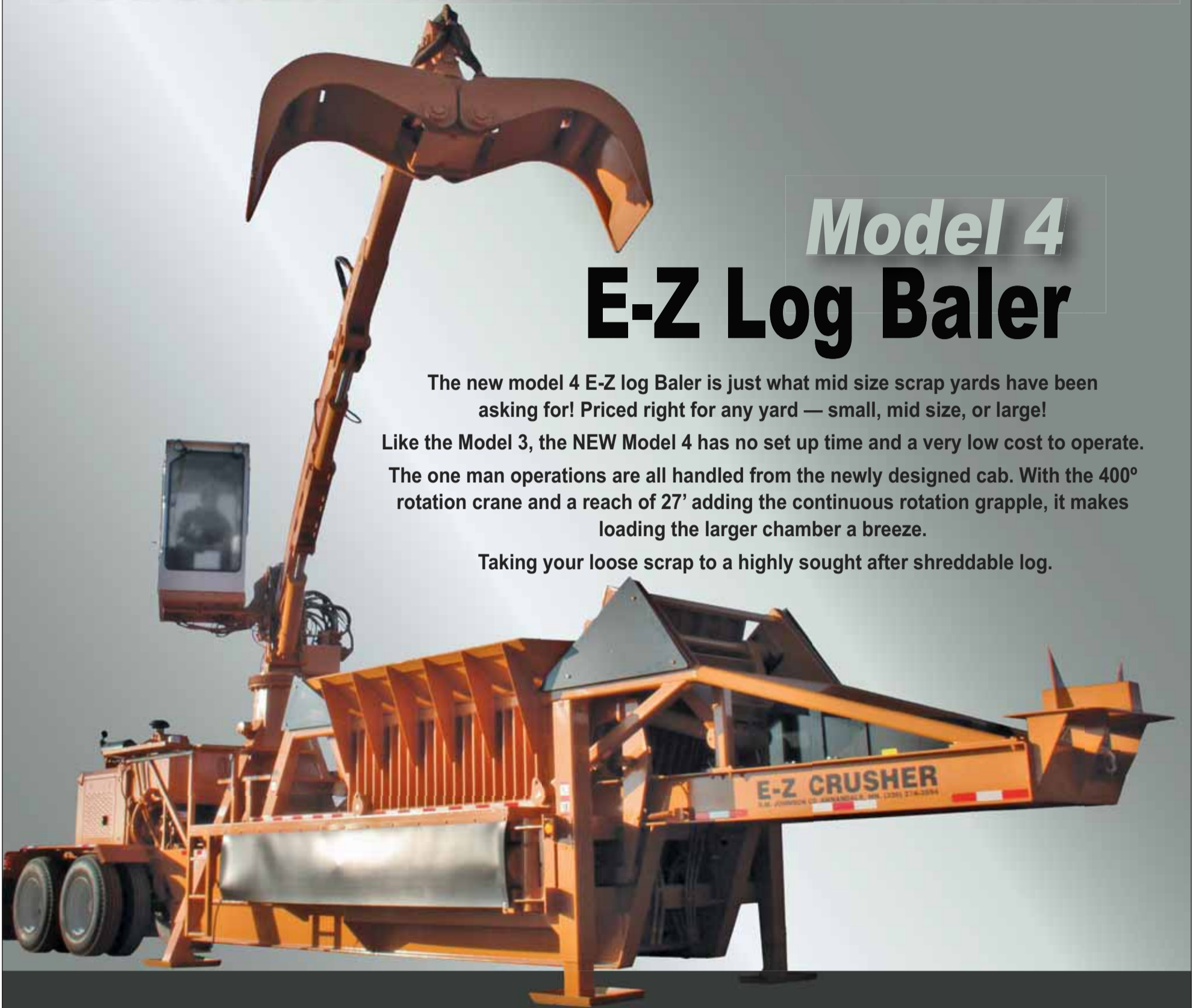
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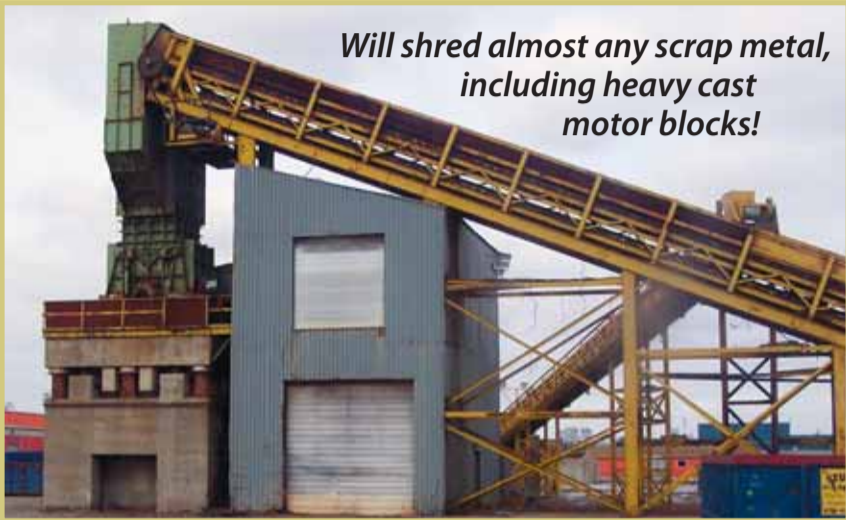


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# METALS

## Steel imports increase 14 percent in August

Based on preliminary Census Bureau data, the American Iron and Steel Institute reported that the U.S. imported a total of 2,870,000 net tons (NT) of steel in August, including 2,199,000 NT of finished steel (up 13.9 percent and 9.8 percent respectively, vs. July final data). Year-to-date (YTD) total and finished steel imports are 21,123,000 and 16,569,000 NT respectively, down 9 percent and 7 percent vs. 2012. Annualized total and finished steel imports in 2013 would be 31.7 and 24.9 million NT, down 5 percent and 4 percent respectively vs. 2012. Finished steel import market share was an estimated 24 percent in August and is estimated at 23 percent YTD.

Key finished steel products with a significant import increase in August 2013 compared to July are reinforcing bars (up 117 percent), oil country goods (up 62 percent), sheets and strip galvanized hot dipped (up 50 percent), cold rolled sheets (up 27 percent), sheets and strip all other

U.S. IMPORTS OF FINISHED STEEL MILL PRODUCTS BY COUNTRY OF ORIGIN (Thousands of Net Tons)					
	AUGUST 2013	JULY 2013	2013 Annual (est)	2012 Annual	% Change 2013 Annual vs. 2012
SOUTH KOREA	355	304	3,625	3,651	-0.7%
JAPAN	182	148	1,932	1,931	0.1%
CHINA	109	176	1,776	1,652	7.5%
TURKEY	93	59	1,336	1,347	-0.8%
GERMANY	71	91	1,075	1,279	-15.9%
TAIWAN	60	73	742	833	-11.0%
ARGENTINA	111	11	338	207	62.8%
All Others	1,218	1,141	14,031	14,927	-6.0%
<b>TOTAL</b>	<b>2,199</b>	<b>2,002</b>	<b>24,854</b>	<b>25,826</b>	<b>-3.8%</b>

metallic coatings (up 21 percent), standard pipe (up 15 percent) and plates in coils (up 13 percent). Major products with significant YTD import increases vs. the same period last year include reinforcing bars (up 13 percent).

In August, the largest volumes of finished steel imports from offshore

were mostly from Asia and Europe. They were from South Korea (355,000 NT, up 17 percent vs. July final), Japan (182,000 NT, up 23 percent), Argentina (111,000 NT, up 937 percent), China (109,000 NT, down 38 percent) and Turkey (93,000 NT, up 59 percent).

## Sims Metal to delist ADRS from the NYSE

Sims Metal Management Limited intends to voluntarily delist its American Depositary Receipts (ADRs) from the New York Stock Exchange (NYSE).

Following the NYSE delisting, the company's securities will not be listed on any national securities exchange in the U.S. The company expects to retain an ADR program in the U.S. on the over-the-counter (OTC) market, in order to enable investors to continue to trade the company's ADRs. Trading on the OTC market is expected to commence on or about the date the company's ADRs are delisted from the NYSE. The company's ordinary shares are entirely unaffected by this decision and will continue to be listed on the Australian Securities Exchange.

The company will eventually seek to deregister from the U.S. securities market. When accomplished, deregistration will reduce administrative costs and the complexity that is associated with a dual listing in both the U.S. and Australia. Deregistration cannot occur until criteria relating to average daily trading volume or the number of holders of the ADRs are met, not anticipated until October 2014 at the earliest.

*Two masked robbers held up a police station. They stole three toilets. Odd... As of now, the police have nothing to go on.*

## Steel recycling rate at 88 percent for 2012

According to a recent report released by the Steel Recycling Institute (SRI), the overall recycling rate for steel was 88 percent in 2012 with nearly 84 million tons of steel recycled.

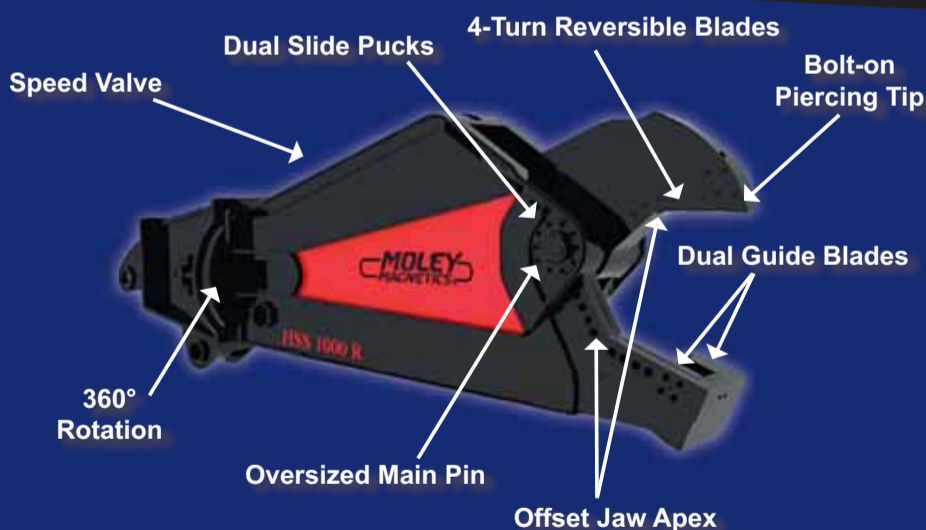
That number is down from 2011's overall recycling rate of 92 percent according to a chart provided by the organization.

Steel cans were recycled at a rate of 72 percent, the highest among packaging materials. Automotive scrap was recycled at a rate of 93 percent for the year which is down from 95 percent in 2011.

More than 1 billion tons of steel have been recycled in North America since 1988, the year SRI was formed, the agency said.

SRI calculates the rates based on data from the American Iron and Steel Institute's annual statistical reports, U.S. Geological Survey, the Environmental Protection Agency's Characterization of Municipal Solid Waste, the National Automobile Dealers Association, the Association of Home Appliance Manufacturers and the Institute of Scrap Recycling Industries.

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# METALS

## September import permits up 3 percent

Based on the Commerce Department's most recent Steel Import Monitoring and Analysis data, the American Iron and Steel Institute (AISI) reported that steel import permit applications for the month of September totaled 2,550,000 net tons (NT). This was a 3 percent decrease from the 2,638,000 permit tons recorded in August, but an increase of 3 percent from the August preliminary imports total of 2,475,000 NT. Import permit tonnage for finished steel in September was 1,947,000 NT, up 1 percent from the preliminary imports total of 1,929,000 NT in August.

Finished steel imports with large increases in September permits vs. the August preliminary include hot rolled sheets (up 20 percent), standard rails (up 352 percent), plates-in-coils (up 27 percent), sheets & strip all other metallic coatings (up 48 percent), wire rods (up 21 percent) and standard pipe (up 18 percent). Major products with significant year-to-date (YTD) increases vs. the same period in 2011 include reinforcing bars (up 51 percent), line pipe (up 36 percent), sheets & strip galvanized hot dipped (up 32 percent), cut lengths plates (up 32 percent), oil country goods (up 29 percent) and hot rolled bars (up 17 percent).

In September, the largest finished steel import permit applications for off-shore countries were for South Korea (303,000 NT, up 36 percent from August), Japan (161,000 NT, up 20 percent), Germany (113,000 NT, up 19 percent), China (94,000 NT, down 68 percent) and Taiwan (73,000 NT, up 44 percent). Through the first 9 months of 2012, the largest offshore suppliers were South Korea (2,734,000 NT, up 23 percent from the same period in 2011), Japan (1,489,000 NT, up 34 percent) and China (1,177,000 NT, up 24 percent).

## Novelis named Aluminum Fabricator of the Year

Novelis was named Aluminum Fabricator of the Year, one of the top prizes at the Metal Bulletin Global Awards for Aluminum Excellence held in Geneva. The company's Yeongju, South Korea, recycling center was also honored as the Best Brownfield Technology Project winner.

Novelis was selected as Aluminum Fabricator of the Year for its transformation over the past two years, which has strengthened the company's focus on sustainability, recycling, technology, innovation and growth. In late 2011, Novelis made a commitment to increase its recycled content from 33 percent to 80 percent by 2020. In less than 2 years, the company has reached 43 percent

recycled content and is well on its way to achieving 80 percent by 2020. With recent recycling and rolling expansions totaling more than \$1.7 billion, Novelis is poised to supply the growing demand for aluminum worldwide and has transformed itself into the global leader in delivering innovative, value-added aluminum products to its customers.

Novelis' Yeongju Recycling Center, which opened in the fall of 2012, was named Best Brownfield Technology Project. As the largest aluminum beverage can recycling facility in Asia, the Yeongju Recycling Center represents a key element in the company's recycling strategy. The project employs state-of-the-art recycling technology, including a

decoater that increases the center's ability to process scrap contaminated with plastic.

Novelis also was honored as a finalist in five additional categories, including environmental responsibility for its sustainability program; excellence in operational management for its AluNorf joint venture facility and best product innovation for its remote weldable alloy for the automotive market. Craig Lewis, director, operations controller for Novelis' Oswego plant was honored as a Rising Star of the Year finalist and John Gardner, Novelis vice president and chief sustainability officer, was honored as a finalist for the Industry Ambassador of the Year.

## Eriez acquires Centriforce Limited

Eriez® has acquired UK-based Centriforce Limited, a provider of advanced coolant filtration systems to the European metalworking industry. The Centriforce product portfolio will be integrated into

Eriez' HydroFlow® line of fluid recycling and filtration equipment.

Both lines of Centriforce and HydroFlow equipment will be offered under the Eriez HydroFlow banner.

## Catalytic converter facility opened

Metallix Refining Inc., opened a facility in Eatontown, New Jersey specializing in the purchase of scrap catalytic converters.

The new facility has created an opportunity for the local catalytic converter recycling market to have direct access to Metallix' team of catalytic converter buyers. Located in the tri-state area, the facility provides a location for supplier drop-offs and spot purchases.

# C&D

## CDRA award nominations being accepted

Nomination forms for the Construction & Demolition Recycling Association's (CDRA) Awards Program are now available on the association's website at [www.cdrecycling.org](http://www.cdrecycling.org). The awards will be announced March 5 in Las Vegas.

A C&D Recycling Hall of Fame is part of the CDRA program. Introduced last year, the Hall honors those individuals whose careers have best served the industry and the CDRA. Recyclers and vendors are eligible for the reward. Last year's four inductees were Mason Brown, Big City Crushed Concrete; Anthony Lomangino, Sun Recycling; Bill Guptail, General Kinematics; and Lou Sanzaro, Ocean City Remanufacturing.

Another award the CDRA bestows is C&D Recycler of the Year. This recognizes the individual or company that exemplifies excellence in the C&D industry. One other award is the CDRA Member of the Year, given to the board member or committee member who most serves the association in the previous year.

Nominations will be reviewed and winners determined by a committee of CDRA. Entries are due by February 3, 2014, and can be sent via e-mail to [info@cdrecycling.org](mailto:info@cdrecycling.org).

For a detailed description of the different awards, view this article on [www.AmericanRecycler.com](http://www.AmericanRecycler.com).

Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$318.00	\$320.00	\$345.00	\$369.00	\$389.00
#1 Bundles	per gross ton	318.00	320.00	344.00	369.00	370.00
Plate and Structural	per gross ton	315.00	319.00	350.00	360.00	382.00
#1 & 2 Mixed Steel	per gross ton	280.00	317.00	350.00	363.00	335.00
Shredder Bundles (tin)	per gross ton	285.00	298.00	285.00	310.00	290.00
Crushed Auto Bodies	per gross ton	285.00	298.00	285.00	310.00	290.00
Steel Turnings	per gross ton	195.00	200.00	205.00	215.00	250.00
#1 Copper	per pound	3.05	3.01	3.06	3.09	3.10
#2 Copper	per pound	2.84	2.86	2.94	2.95	2.94
Aluminum Cans	per pound	.62	.65	.66	.69	.66
Auto Radiators	per pound	2.00	1.98	2.10	2.10	2.10
Aluminum Core Radiators	per pound	.60	.62	.65	.64	.69
Heater Cores	per pound	1.89	1.70	1.75	1.60	1.78
Stainless Steel	per pound	.58	.60	.60	.62	.63

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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## PLASTICS

# Allied Reprocessing reopens facility after fire

Commercial plastics recycling company Allied Reprocessing has reopened its doors after its building was destroyed in a fire last November.

Owned and operated by Will Douglas, Allied Reprocessing has resumed operation in a 100,000 sq.ft. production facility located in Ripley, Tennessee.

The new facility contains state-of-the-art equipment and machinery, doubling both recycling efficiency and capability.

The new plant specializes in recycling chrome-plated plastics and will continue to help manage waste for businesses all over the mid-south.

"We now have the capability to recycle 25 million pounds per year, whereas before we could only sustain approximately ten million pounds per year," Douglas said.

While Allied Reprocessing has currently hired back 7 employees, Douglas said he hopes to employ 30 to 50 more in the coming year.

With two million dollars already invested in equipment and infrastructure, he says he plans to invest another two million over the next year and is eager to resume full production.

Allied Reprocessing expects to be back at full-operation by the end of this calendar year.



## SALVAGING Millions

by Ron Sturgeon  
Autosalvageconsultant.com

### Pay for Performance What are you waiting for?

Time and again, I have visited recyclers who realize that they have fallen behind and want to return to their former level of profitability. Usually, the owners want to try to increase sales, which is a great goal, but difficult to do.

Increasing sales often takes months and requires the capital to buy more cars and absorb more marketing expenses. Finding more cars and getting the marketing right are both tough tasks.

The good news is that I can get yard owners back to the level of profitability they once enjoyed by helping them to lower their costs. The beauty of increasing profits by cutting expenses is that it can be done immediately and often produces better cash flow and profit numbers within weeks. Having achieved better cash flow and profits, these owners can then use the surplus to buy more cars and get the inventory to drive higher sales.

In 9 out of 10 yards I do business operations consulting for, I find the most wasted money is in labor costs because many yards do not have the right incentives in place to promote productivity.

More than 20 years ago, I switched my salespeople from salary to straight commission. Gradually, I developed systems to pay nearly every department of my yard for performance. I really started to grow right after I made these changes.

In this set of articles, I will discuss pay for performance. I have helped dozens of yards roll it out successfully.

You can implement a successful pay for performance system in your business.

Here is how a salvage yard pay-for-performance compensation system should look:

- Sales – Sales staff, with few exceptions, should be on straight commission.

- Delivery – Paying by the stop will increase production at least 50 percent.

- Inventory – It goes faster and is more accurate when paid for performance.

- Parts pulling and order fulfillment – These employees thrive in a pay for performance environment!

- Dismantling – Expect to almost double production or to decrease the number of dismantlers by half for the same number of cars

- Outside sales – Pay for performance will make your sales rock stars shine and help motivate average performers to become exceptional.

- Extended warranties – This is found money, with almost no associated costs.

- Cradle to grave dismantling – Eliminate the need for so many employees in the dismantling-cleaning-stocking process while improving quality and increasing accountability

You can't afford to continue waiting; your most successful competitors have already lowered their labor expenses. A good benchmark is that your labor expenses as a percentage of sales should be at or below 20 percent of your total parts sales.

**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.*

## Plastic specifications released

The Institute of Scrap Recycling Industries (ISRI) and the Association of Postconsumer Plastic Recyclers, which together represent nearly all U.S. postconsumer plastic recycling companies, disclosed the publication of joint plastic model bale specifications to provide clarity and uniformity within the industry. These model bale specifications are the results of a Plastic Scrap Spec Taskforce

which the two organizations formed with the goals of finding common ground on the specifications and thereby improving the efficiency of trade.

"With the creation of uniform specifications, now everyone in the plastics recycling industry can speak the same language," said Robin Wiener, president of ISRI. "Recognizing a need within the industry, the joint taskforce first sought to develop collective specs for more popular grades, and now will work in cooperation to issue specifications for additional grades. This first of its kind collaboration better sets the parameters for agreements between buyers and sellers."

The new model specifications include Bulky Rigids, Tubs and Lids with Bulky, and Tubs and Lids without Bulky. Each association will still publish the model specs individually, but those will be based on the same description language to avoid competing standards that may otherwise force the industry to choose between the two or disregard them all together. ISRI released its specifications as part of its updated Scrap Specification Circular.

### ADVERTISER INDEX

PAGE	ADVERTISER
A7	ACS Group
B5	Arnott, Inc.
B2	ARPI
A6	ASKO, Inc.
B3	Bud Roberts
A4	Call Shaughnessy, Inc.
A10	CIF Industries
A9	ClearSpan Fabric Structures
A15	Connecticut Metal Industries
A19	Copper Wire Stripper
A13, B8	DADE Capital Corp.
B7	Direct Response of America
A11	Government Liquidation
A7	Granutech-Saturn Systems, Inc.
A8	Herbold
A8	International Baler
A15	Lamb Fuels
A3	LBX Company, LLC.
A9	Maurer Manufacturing
A14	Moley Magnetics, Inc.
A6	Multimetco
A24	OverBuilt, Inc.
B2	Pemberton, Inc.
A19	Recycling & Processing Equipment
A2, B4	Recycling Equipment Sales, Inc.
A4	Recycling Services Intl., Inc.
A12, A23	RM Johnson
B5	SAS Forks
A17	Sebright Products, Inc.
A5	Sierra International
A18	SSI Shredding Systems, Inc.
A17	Supershear, Inc.
A18	US Composting Council
B6	VZN Group, LLC

## Events Calendar

### November 6th-9th

**ARA 70th Annual Convention & Expo.**  
Sheraton Downtown & Convention Center,  
Phoenix, Arizona.  
888-385-1005 • www.a-r-a.org

### November 7th-8th

**The 6th Asphalt Shingle Recycling Forum.**  
Westin Denver Downtown, Denver.  
630-585-7530 • www.shinglerecycling.org

### November 20th-21st

**Canadian Waste & Recycling Expo.** Palais des  
Congres de Montreal, Montreal, QC, Canada.  
770-984-8016 • www.canadian-waste-recycling-  
expo-us.messefrankfurt.com

### January 26th-29th, 2014

**USCC 22nd Annual Conference &  
Tradeshaw.** Oakland Marriott City Center,  
Oakland, California.  
301-897-2715 • www.compostingcouncil.org

### March 4th-8th

**CONEXPO-CONAG.** Las Vegas Convention  
Center, Las Vegas, Nevada.  
630-585-7530 • www.conexpoconagg.com



**INTERNATIONAL**

# Vancouver expands recycling program

Encorp Pacific, Canada is expanding a pilot beverage container recycling program to encourage even more beverage recycling in the city of Vancouver. Launched in partnership with the City of Vancouver, the Vancouver Board of Parks and Recreation and in consultation with United We Can, the pilot program audits reported a 94 percent reduction in recyclable beverage containers in Vancouver garbage containers.



“We’ve invested more than \$125,000 in this pilot program and are pleased to see its success,” said Scott Fraser, Encorp Pacific president and chief executive officer. “The pilot program in Vancouver will also serve as a model for potential future Encorp receptacle placements in other B.C. municipalities.”

100 new beverage container recycling bins will be added to Stanley Park and to busy street locations following the success of the first 60 installed at high-traffic Vancouver beaches and on Commercial Drive.

Over the last year, the beverage container bins were installed next to garbage bins at several Vancouver beaches and key points along Commercial Drive. Audits found that where the new recycling bins were installed, garbage bins had 94 percent fewer recyclable beverage containers than before, with these items being recycled instead of ending up in the landfill.

The bins are specially designed to enable easy access to recyclables for the binning community. Created with input from United We Can, a downtown organization which promotes the collection of recyclables, the bins provide open access to recyclable containers and can carry up to 144 aluminum cans or 75 plastic bottles each. The additional bins will be installed in high pedestrian traffic areas around the city, where binners go to collect and recycle containers.

“When used properly the new beverage container bins installed around the city provide the binning community with a quick, clean and safe way to collect the refundable containers left behind by the public without having to dig through garbage cans,” said Gerry Martin, general manager of United We Can Bottle Depot.

## Veolia to sell Berlinwasser

Veolia Environnement disclosed the signing of an agreement with the Federal State of Berlin authorities to sell its 24.95 percent stake in Berlinwasser for approximately \$784 million. This divestment would be a direct contribution to the group’s asset divestment program.

This sale is subject to approval by the Senate and Parliament of Berlin, as well as EU antitrust authorities, and is expected to be finalized by the end of the year.

Veolia’s commitment in Berlinwasser dates back to the partial privatization of the municipal water and wastewater company in 1999. Since the sale by RWE of its shares in Berlinwasser in 2012, the State of Berlin has retained control over the company with a 75.05 percent share and has agreed with Veolia to achieve full control.

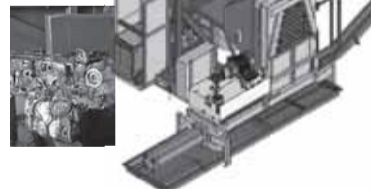
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## BUSINESS BRIEFS

### Lee Supply names Santangelo manager

■ Lee Supply Co., Inc. has named Joe Santangelo as manager of environmental sales.

Santangelo was previously from Keystone Renewable Energy, LLC where he was a project manager on solid waste and landfill gas-to-energy projects. Santangelo's 24 years of technical experience is a compliment to Lee Supply's commitment in providing customers environmentally sound and cost effective solutions.

### Covanta triggers cash conversion rights

■ Covanta Holding Corporation declared that holders of its 3.25 percent cash convertible senior notes due 2014 have the right to cash convert the notes during Covanta's fiscal 2013 fourth quarter as a result of the Company's stock price having traded at more than 130 percent of the conversion price of the notes for at least 20 trading days during the period of 30 consecutive trading days ending on September 30, 2013.

### Terramac names first international distributor

■ Terramac LLC, a manufacturer of rubber track crawler carriers, has named Buckhurst Plant Hire, Lancashire, United Kingdom, as its first international distributor. Founded in 1993, Buckhurst Plant Hire operates several depots throughout the United Kingdom, with more than 1,600 pieces of equipment.

### Gager to retire from presidency of APRA

■ William Gager will retire from his position as president of the Automotive Parts Remanufacturers Association (APRA) on December 31, 2013.

During the past 35 years, Gager has made significant contributions to the success of APRA, principally guiding the evolution of the association and fully aligning the needs of the membership with the association.

Under Gager's leadership, the staff of APRA has organized major events for its membership including the annual International BIG R Show and Exposition, regional technical clinics, educational seminars, forums and plant tours, as well as implemented popular business management and savings programs such as the Reman ToolBox and BuyReman.com.

### Leigh Fibers names Turner chief operating officer

■ Darrell J. Turner has been appointed chief operating officer of Leigh Fibers, Inc., succeeding Keith Taylor. Taylor, who has been with the company for 37 years, will continue to consult with Leigh Fibers and will transition to its board of directors.

Turner has spent 25 years in the energy, waste and recycled materials industries. He comes to Leigh from Headwaters, Inc., where his positions included vice president and general manager. Before that he was president of Eagle North American, Inc., an environmental services firm.

### Clean Harbors acquires Evergreen Oil

■ Clean Harbors, Inc. has acquired Evergreen Oil, Inc. out of bankruptcy through the U.S. Bankruptcy Court for the Central District of California. Evergreen Oil is a California-based environmental services company that is one of the state's largest collectors of waste oil and runs the only re-refinery in the state. Clean Harbors is funding the \$60 million transaction through available cash on its balance sheet.

### Vermeer to phase out Vermeer by Wildcat name

■ Vermeer Corporation will withdraw from production and marketing of the Vermeer by Wildcat brand name. The process will transition the Vermeer by Wildcat brand products including trommel screens and compost turners to Vermeer brand products.

Vermeer acquired initial ownership stake in Wildcat in 2007 and acquired the remaining ownership interest in 2009. As part of the transition, the manufacturing facility known as Wildcat Mfg. Co., Inc. which is located in Freeman, South Dakota, will change its name to Vermeer Freeman Manufacturing, Inc.

Changing the name to Vermeer Freeman Manufacturing, Inc. allows a more accurate representation of the Freeman facility's capabilities to manufacture products beyond trommel screens and compost turners. The facility also produces horizontal directional drilling fluid mix systems.

### Atlas Copco acquires U.S. construction tools company

■ Atlas Copco has acquired Pneumatic Holdings Inc., a U.S. provider of pneumatic light construction tools.

Pneumatic Holdings, based in Santa Fe Springs, California, provides light pneumatic construction tools including paving breakers, chipping hammers, rivet busters and rock drills. The new legal owner is Atlas Copco Construction Mining Technique USA, LLC.

Pneumatic Holdings's main customer segments consist of contractors and rental companies within the construction industry. The company becomes part of the construction tools division in Atlas Copco's construction technique business area.

### Glenn A. Eisenberg to resign from Timkin

■ Glenn A. Eisenberg, executive vice president of finance and administration and chief financial officer of Timken Company, plans to leave the company next year when it separates the steel business from its bearings and power transmission business via a spinoff. Philip D. Fracassa and Christopher J. Holding will be named chief financial officers of the two independent publicly traded companies.

Also at the time of the split, Christopher J. Holding is expected to become chief financial officer and Donald L. Walker will become senior vice president of human resources of the new engineered steel company. Until then, Holding continues to lead tax and treasury and Walker retains his same role within Timken.

## WHAT NEEDS SHREDDING?



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## BUSINESS BRIEFS

### Advanced Disposal welcomes sales manager

■ Advanced Disposal welcomed Mark Fandel as area sales manager. Fandel will be responsible for the sales, support and retention of current and future commercial and industrial customers within the city of Chicago and adjacent suburbs.

Before joining Advanced Disposal, Fandel spent a decade with Lifetouch National School Studios where he held various positions including territory manager and regional sales manager. Most recently he oversaw sales and operations for the company's Chicago territory, where he was recognized for increasing sales and reducing debt. Fandel holds a bachelor's degree in English from LeMoyne College.

### May becomes president of Kolberg-Pioneer

■ Kolberg-Pioneer, Inc. (KPI-JCI) has promoted Jeff May to president.

In his new position, May will focus on leading and managing the activities and functions of KPI-JCI, while helping to direct its strategies in providing growth and profitability for the company and its parent corporation, Astec Industries, Inc. of Chattanooga, Tennessee.

May, who began working as controller for KPI-JCI in 1996, is a 1985 graduate of the University of Iowa, where he also earned his Master of Business Administration degree in 1995. Before his promotion to president, May served as vice president of operations and finance.

### Cellana makes key management changes

■ Cellana, a developer of algae-based feedstocks for biofuels, has appointed Valerie Harmon as Cellana's senior director of research and development, Xuemei Bai, Ph.D., has been promoted to senior director of research and development and Selena Ellis-Vizcarra has been promoted to senior director of corporate development.

Harmon has over 25 years of experience in industrial-scale and commercial-scale algae production and will assume primary responsibility for the large-scale production of algae biomass in Cellana's Kona Demonstration Facility. Prior to joining Cellana, she most recently served as director of cultivation, environment and safety systems with Aurora Algae. Before Aurora, Harmon served in multiple roles with Cyanotech Corporation, a commercial production of algae-based astaxanthin and spirulina for nutraceutical applications, including as director of cultivation and director of business development and animal feeds and technical sales manager.

Ellis-Vizcarra has served as a key member of Cellana's corporate development department since 2011. Under her leadership, Cellana has obtained, negotiated and executed more than four multi-million-dollar federally funded programs during her tenure at Cellana, amounting to over \$5 million in revenue for Cellana.

Prior to joining Cellana, Ellis-Vizcarra was with Verenum Corporation, holding a variety of positions in the business development, finance/accounting, intellectual property and corporate development departments.

### Veolia opens new location in Massachusetts

■ Veolia Environmental Services is expanding its operations and opening a new location in Charlestown, Massachusetts, to compliment company operations in Marlborough.

The company provides recycling, reclamation, transportation and disposal of hazardous materials, emergency response and on-site service support to the metro Boston area.

The Charlestown operation will provide field, on-site services, technical and sales support. Its proximity to Boston will bring Veolia physically closer to its customer base while simultaneously enabling faster response time for service deliverables and emergency response.

The new facility is approximately 15,000 sq.ft. in the heart of the biotech, pharma, higher education and hospital geography. The new branch location will be managed by operations manager Derek Nelhuebel with a staff of approximately 30 environmental compliance specialists.

### UK-GBC and Ecobuild enter new partnership

■ The UK Green Building Council has entered into a new long-term partnership with Ecobuild, the world's largest event for sustainable design, construction and the built environment.

The two organizations will now work even more closely to promote the business case for a greener and more sustainable built environment.

### Recyclebank hires Winn to lead community solutions

■ Recyclebank stated that Paul Winn has joined its leadership team as senior vice president of client services, community solutions. In this role, Winn leads Recyclebank's efforts to bring its rewards-for-recycling program to new households across the U.S. through partnerships with municipalities and waste haulers. Winn is based in New York City and reports directly to Recyclebank's chief operating officer David Eisendrath.

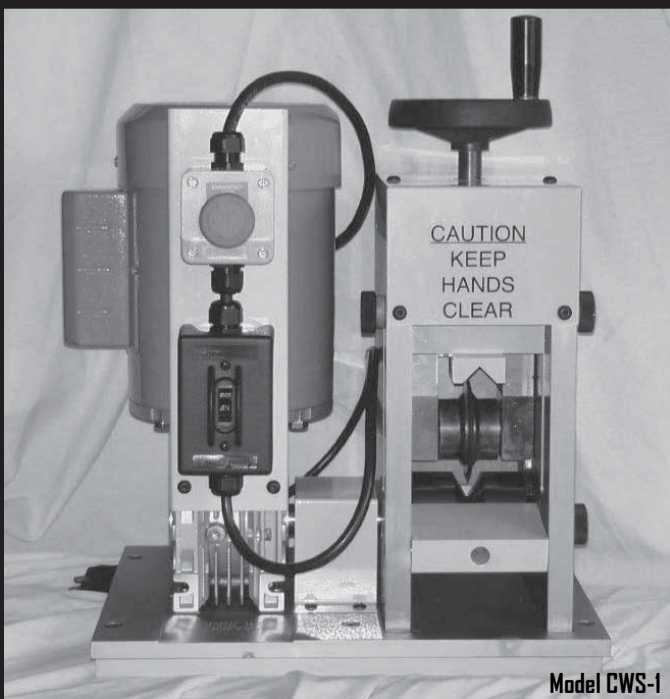
In Winn's new position, he'll work to help communities deepen resident engagement and increase recycling rates. In addition, he'll work to forge new community partnerships and develop new strategies for waste and recycling haulers to extend into existing and new market areas.

Winn joins Recyclebank from Hewlett-Packard where he most recently served as the director and general manager for the New England public sector. In that role he had executive responsibility for all of Hewlett-Packard's activities for the public sector for the New England region. Prior to his time at Hewlett-Packard, Winn spent a number of years at Sun Microsystems where he led sales initiatives and brokered channel partnerships as well as corporate marketing and strategic partnerships.

*I may not be the only egomaniac in the world, but I am the only one that matters.*

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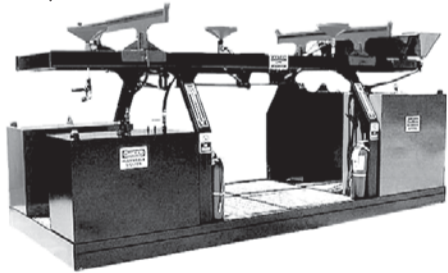
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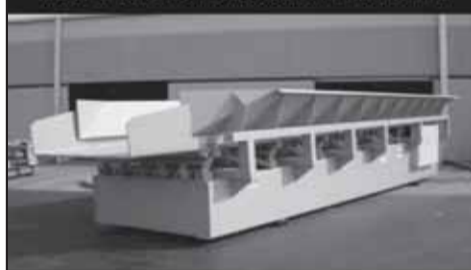


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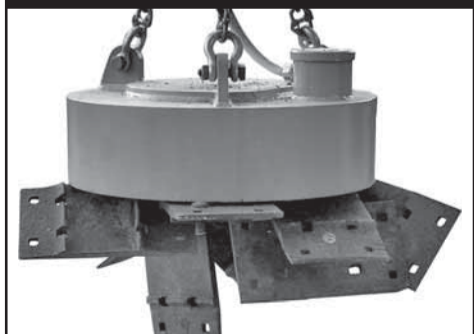
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- 1995 A932 (rubber) 50' reach, 4' cab riser, gen-set.

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- 2003 & 2008 830M (rubber) 50' reach, hyd. cab, gen-set, grapple.
- 2004 & 2005 835M (rubber) 55' reach hyd. cab, gen-set, grapple.

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