



American Recycler

NewsVoice of Salvage, Waste and Recycling

AmericanRecycler.com

FOCUS: METALS

Demand up despite recent market dips



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Scrap metal thefts on the rise

by MARY M. COX

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In an attempt to crack down on metal thefts, scrap dealers in over half the states in the country are required by law to register with an online database established by the Institute of Scrap Recycling Industries, Inc. (ISRI). ISRI is a trade organization representing nearly 1,600 recyclers across the country. ScrapTheftAlert.com, allows users to alert others of metal thefts in the United States and Canada. After review and validation of the submitted alert, an e-mail is sent to all subscribers of the database service, within a 100 mile radius of where the scrap metal theft occurred.

Gary Bush, the national law enforcement liaison and director of material theft prevention at ISRI, reported an increase in the number of metal thefts in 2011. As law enforcement agencies are not required to report to the ISRI database, however, Bush said the number of theft alerts is not necessarily representative of the total number of actual thefts.

Since ScrapTheftAlert.com went online in 2008, 5,915 alerts have been issued. There are currently 12,066 registered users, with 4,323 of those being law enforcement officers, Bush reported.



New rules have been put into place to deter metal thieves to prevent thefts of auto parts and other metals.

Approximately 3,000 alerts were issued by Scrap Theft Alert this year through October, compared to 1,557 alerts during the same time period last year. "This could be due to an actual increase in metal thefts or an increase in

people using the system, or both," Bush said. The number of alerts from January 1 through November 14 was 3,161. By contrast, the number of alerts issued January 1 through November 14, 2010 was 1,687.

See METAL THEFTS, Page 4

Garbage – an untapped source of advanced biofuels

Technology developed by Enerkem can turn residual waste (remaining after recycling and composting) into advanced biofuels, paving the way for a new generation of clean fuels and energy.

Instead of occupying space in landfills, waste is now becoming a clean power source for cars, trucks and buses. Diverting waste also reduces methane gas from landfills – a more potent greenhouse gas than CO2.

At the Edmonton Waste Management Centre industry, government and media viewed the technology that produces alternative fuels and chemical feedstocks by converting non-recycled plastics and biomass.

The tour was sponsored by the Canadian Plastics Industry Association (CPIA), the American Chemistry Council and Alberta Plastics Recycling Association in Association with the Annual Conference of the Recycling Council of Alberta and with the support of the City of Edmonton and the Edmonton Centre of Excellence.

"This event highlights the fact that there are now technologies in use in North America that allow us to treat waste as a resource" said CPIA president Greg Wilkinson.

According to Wilkinson, "We hope to demonstrate that proactively managing residual materials within the context of an integrated system means we can find new uses for non-recycled plastics while on the

road to steadily increasing landfill diversion. These technologies may include the conversion of solid waste to biofuels and chemicals or re-capturing the energy for electricity and heating."

Edmonton is unique in North America as it hosts one of the few fully integrated waste management facilities on the continent. The operation is expected to help the city increase its residential landfill waste diversion rate from 60 to 90 percent – a tremendous municipal success story.

At the end of their life plastics can have valuable future roles, as an energy source or to be reprocessed into other products. Plastics are too valuable to waste and initiatives and partnerships such as this one are a prime example of what can and is being done to divert plastics and other materials from landfill.

The Waste-to-Biofuels process:

- The residue materials are shredded and fed into a gasifier.
- The gasification process converts carbon-rich residues into a syngas.
- The syngas is cleaned and converted into high-value, market-ready fuels and chemicals.

Products such as methanol can be sold directly or used as intermediate products in the creation of other products such as ethanol, synthetic diesel, dimethyl ether and synthetic gasoline.

The Plant wins \$1.5 million in grant funds

John Edel, director of Chicago's vertical farm and food business incubator, The Plant, has been awarded a total of \$1.5 million in grant funds



—John Edel

from the Illinois Department of Commerce and Economic Opportunity (DCEO). DCEO awarded 2 grants to support a comprehensive renewable energy system that will accept up to 12,000 tons of food scraps annually. Most of that material will be spent grain from an onsite craft brewery, New Chicago Brewing Company, and from other breweries around Chicago – material that is currently sent to landfills.

"These grants will help us create 125 new, green collar jobs in an economically distressed community – and test a new economic model that relies on recapturing lost resources to improve food production. Further, we'll save over 3,000 tons per year in carbon dioxide output by using a completely renewable energy source," Edel said.

See VERTICAL FARM, Page 5

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City of Chicago restarts Waste to Profit Network

The City of Chicago has issued a grant to the United States Business Council for Sustainable Development (US BCSD) for the re-launch of the Chicago Waste to Profit (WTP) Network, a by-product synergy project in which wastes and under-valued resources at one facility are matched with users at another, resulting in cost savings for the participating businesses while diverting waste from landfills, reducing energy use and CO2 emissions and helping create and retain jobs.

The highly successful network was started in 2006 by the Chicago Manufacturing Center and the US BCSD in partnership with the City of Chicago Department of Environment, the Illinois Department of Commerce and Economic Opportunity and the Environmental Protection Agency (EPA) Region 5.

When the network was launched in 2006 it had the objective of identifying and facilitating waste exchanges that would result in cost savings to participating businesses. The US BCSD has expanded upon the former model by proposing integration of an innovative private sector financing model for viable energy-saving synergies and collaboration beyond waste reduction and reuse to

include a broad spectrum of sustainability-related issues that directly impact the Chicago Climate Change Action Plan. The US BCSD intends to create a forum for this collaboration that will meet both in person and on-line, which will link the Chicago Network to other US BCSD BPS projects throughout the United States and world.

The WTP Network addresses Chicago's sustainability needs by working together with Chicago area companies, institutions and City of Chicago departments to identify and implement by-product synergies that reduce waste and greenhouse gas emissions and deliver economic impact.

"The re-launch of the Waste to Profit Network will allow Chicago and the region to improve upon our waste diversion strategies, reduce green house gas emissions, and just as importantly maintain jobs during these rough economic times," said Karen Weigert, Chicago chief sustainability office. "We can't ignore the many success stories that have taken place as a result of the Network. The foundation is in place and we must continue to build on those accomplishments and explore ways to improve the process."

California Governor appoints new director of CalRecycle

California Governor Jerry Brown has appointed Carol Mortensen to serve as the director of the State's Department of Resource Recovery and Recycling (CalRecycle).

For the last decade, Mortensen has served as one of the California Legislature's senior environmental policy consultants, most recently as consultant to the Senate Environmental Quality Committee, and advisor to Committee Chair Senator Joe Simitian. Prior to that Mortensen worked for more than 13 years at the California Integrated Waste Management board.

As senior consultant for the Senate Environmental Quality Committee, Mortensen's principal responsibilities have involved analyzing and providing recommendations on dozens of legislative proposals related to solid and hazardous waste, air and water quality heard

before the committee. She was also chief consultant for the Assembly Environmental Safety and Toxic Materials Committee under Assembly Member Wes Chesbro for two years and worked on issues related to hazardous waste, pesticides, brownfield and other related policy areas. Previously, she spent 13 years at the Integrated Waste Management board working in a wide variety of positions including legislative director for 4 years.

As director, Mortensen will be responsible for implementing AB 341, recently signed legislation that will increase California's recycling goal to 75 percent by 2020 and a requirement that all commercial enterprises implement recycling programs. California currently diverts an estimated 60 percent of generated solid waste from landfill.

United States to Asia container freight rate increases reaffirmed

Transpacific container lines have completed their sector-by-sector assessment of freight rates from the United States to Asia, and have confirmed their intent to implement guidelines calling for increases.

Chief executives of the 10 major carrier members in the Westbound Transpacific Stabilization Agreement have signed off on a final schedule of recommended rate adjustments, and have indicated their intent to adjust the rates for the following commodities:

- Hay
- Hides
- Forest products
- Protein cargo (refrigerated beef, pork and poultry)
- Agri-products (peas, beans, lentils, grains, soybeans and related products)
- Chemicals
- Clay
- Cotton
- Freight all kinds cargo
- Refrigerated cargo (miscellaneous dairy products, baked goods, prepared foods).

Republic Services modernizes single-stream sorting system

Republic Services, Inc. will invest \$20 million to modernize the single-stream sorting system at its Southern California recycling facility, CVT Regional Material Recovery Facility. Recognized as one of the largest materials recovery facilities (MRFs) by volume in the United States, CVT has served municipalities throughout Southern California for more than two decades.

The Southern California MRF has seen numerous enhancements throughout the years, but this time around it will receive a major overhaul with the installation of a brand new single-stream sorting system, designed by Bulk Handling Systems (BHS). The high-tech sorting equipment, featuring patented screens and optical detection technology, is custom designed to improve operations and recovery. RRT Design & Construction (RRT) was selected by Republic to manage the project and site enhancements.

According to BHS representative Eric Winkler, Republic's new system, which is designed to increase capacity from 20 tons per hour to 50 tons per hour, is one of the largest, most sophisticated single-stream systems BHS has developed to date.

The system features a comprehensive Supervisory Control and Data Acquisition electrical control package, which provides Republic with advanced capabilities in operating and managing the process. Data is continuously captured throughout the system, providing real-time and ongoing monitoring of key performance metrics such as throughput, power consumption, and maintenance needs. This allows Republic to keep the system operating at peak performance levels.

"These improvements are the first, of a two-phased modernization project intended to further advance Republic's mission to improve the environment and help its customers reach their sustainability goals," said Jim Ambroso, area president.

A new Eco-Center is also planned, to allow MRF visitors the opportunity to observe how recyclables are sorted and removed from the waste stream and prepared for shipment to mills and production facilities.

The CVT Regional MRF, modernization project is scheduled for completion by the end of 2011.

Phase II of the project is under development and is scheduled to start in 2012.

A guy bought his wife a beautiful diamond ring for Christmas. After hearing about this extravagant gift, a friend of his said, "I thought she wanted one of those sporty four-wheel-drive vehicles."
"She did," he replied. "But where was I going to find a fake Jeep?"

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Metal thefts

Continued from Page 1

Irwin Sheinbein is president of American Metals Co Inc., in Mesa, Arizona. He commented on how scrap theft has been handled in his area. "Arizona was probably one of the first states to adopt some of the more stringent laws involving the tracking of stolen scrap. In the early 1990s, a Phoenix police detective wanted to rid the city of metal theft. As his practices would often be too extreme for businesses to accommodate, legislation was established that was more practical but also effective.

"In 2007, when the metal market was beginning to rise and a new rash of metal thefts occurred here and across the country, local police departments and utilities got together and decided they needed to update the legislation already on the books. In that exercise, they ultimately used input from a group of scrap dealers - I was one of them - and a lobbying firm that assisted us."

Sheinbein said that as a result of that legislation, scrap dealers are "obligated to track the sale of nonferrous material worth over \$25 in value, and in doing so, they record the driver's license number and license plate number of the seller's vehicle, the fingerprint and signature of the seller, verifying all info as it is added to a

computerized system, and we take a photo of the seller and the goods being sold. In addition, if the material from the seller is over \$100 in value, we have to hold the material in its original form, for seven days, and if the material value is over \$300, we have to pay by check and mail the payment to the seller," Sheinbein stated.

These practices have been adopted in many other states. In Kentucky - it's a 20 day hold versus a 7 day hold, for material worth over \$100. These processes impact cash flow and physical space for the scrap yard buying the material. "This can be a challenge. The 'powers that be' don't always take those issues into consideration when new legislation is put in place. Another challenge is maintaining the software that is used to track all of this activity - not just processing activity, but archiving the information as well. This legislation is statewide and municipalities are supposed to follow suit," said Sheinbein. The Department of Public Safety is supposed to maintain a website that can be used by law enforcement agencies to access info and check on suspect material. However, for the last 18 months, this website has not been functioning properly. So, in lieu of that, police must inquire directly when a theft has been reported.

Sheinbein noted, "I think the theft rate for scrap has actually declined in this area, compared to 2010. Although the theft rate is affected by price, that is not always the cause for a spike. Some cases of theft are obviously well-organized - especially the large scale examples. Most small scale isolated incidents are clearly carried out by desperate individuals who just need cash fast. Some recent cases in this area involved the theft of copper wire from freeway and park lights. I am in favor of the new laws that are in place, but as they vary state-to-state - that aspect is not helpful because thieves can steal here and then sell in neighboring states and or in Mexico."

One Phoenix-area business discourages thieves by placing a manufacturer identification on their metal products as they are made. "Also, utilities now impregnate their wire with a mark that can only be seen with an ultraviolet light, so that is another way to help identify stolen scrap. Someone recently ripped out copper tubing from a fire protection system and by the time the damage was detected, the resulting water damage amounted to \$250,000. The thieves likely only got a

few hundred dollars for that material. Unless prosecutors are willing to actively prosecute and the courts are willing and able to convict these thieves, this trend will not slow down much. This problem is certainly on-going," concluded Sheinbein.

D. Michael Collins, a member of city council in Toledo, Ohio hopes to help stem a rash of catalytic converter theft in the area. "I was contacted by an auto transmission repair shop owner, who experienced frequent catalytic converter thefts at his business. He requested help from the city with the matter and the police department confirmed to me that there was a growing citywide problem with these thefts. I discussed the problem with our city law director, to plan legislation to help with the issue. We hope to amend existing language regarding these matters to also include a restriction on the sale of catalytic converters. Then, when one purchases the item, proper identification and documentation must be presented to prove who the seller was."

A system is already in place in most states to help track the buying and selling of scrap metal. This amendment to that system includes a requirement that when a catalytic converter is resold, it must be inscribed with the VIN number of the car from which it came. The VIN number can be inscribed by the vehicle owner or a service technician that's involved. If a converter is resold and that number has been defaced, that will serve as an indicator that the converter may be stolen. "We're moving this amendment through the proper committee and council channels, so there's an opportunity for any modifications that may be needed, and we should be able to vote on the action and establish the amendment reasonably soon," Collins said.

In Great Neck, New York, Paul Glantz is president of the ferrous and non-ferrous processor, Glantz Iron & Metals Inc. Glantz said, "Scrap metal theft is not hurting our business. There have not been any theft problems for at least 12 years - since we trained our supervisors. To help reduce metal theft, perhaps municipalities should consider publishing a 'fence list' similar to how some cities publish a 'John list' of those who use prostitutes. Embarrassing those entities is a good start. I would hope that such a list would be a wake up call to those processors, as their behavior is bad for the community and them as well."

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Operation Green Team tackles the clean up in Huntsville, Alabama.



Volunteers collect recyclable materials in Tampa, Florida.

KAB's Great American Cleanup is a success

More than 3.8 million volunteers and participants joined hands to produce more vibrant, beautiful and cleaner communities during Keep America Beautiful's 2011 Great American Cleanup. The 2011 results have been tallied with volunteers donating more than 5.2 million hours at 30,600 events in 16,500 communities throughout all 50 states.

The Great American Cleanup, which takes place annually from March through May, succeeds because volunteers take action towards meaningful change in their communities. As many local and state government budgets tightened in 2011, those volunteer hours are even more important.

"Americans have always risen to our challenges, and volunteer service is an important way that anyone can contribute to a better workplace, a better school, and a better community," said Matthew M. McKenna, president and CEO of Keep America Beautiful.

The 2011 Great American Cleanup results demonstrate the role of volunteers in reinforcing civic pride:

- 177 million pounds of litter and debris were removed from public lands and rights-of-way, including 177,000 acres of parks and public lands (150 percent increase over 2010), more than 12,000 acres of wetlands (16 percent increase) and 3,800 miles of hiking, biking and nature trails (12 percent increase).

- 2,800 playgrounds and community recreation areas were improved, restored or constructed.

- 6,400 illegal dump sites were remediated.

The Great American Cleanup encourages and emphasizes the role of recycling in recovering valuable resources, reducing energy consumption, and fostering community sustainability.

- More than 290 million plastic (PET) bottles were collected for recycling, many through school-based programs. This total represents a 9 percent increase over 2010.

- The 7.9 million pounds of electronics collected for recycling represented a 10 percent increase over 2010. Moreover, volunteers kept 13.4 million pounds of aluminum and steel out of landfills through their collection efforts.

- 12.1 million pounds of glass were collected for recycling, as well as more than 800,000 scrap tires.

Recognizing that green spaces and gardens contribute to better economies, healthier citizens and greater civic pride, volunteers grabbed tools and got to work:

- 5,600 beautification and greening projects were undertaken, with 728 edible community gardens planted or replanted.

- 1.5 million flowers and bulbs, and 166,000 trees were planted to create lasting beauty.

- 10,100 graffiti sites were remediated.

For a complete list of Keep America Beautiful national sponsors, view this article on www.AmericanRecycler.com.

Emergency crews successful in snuffing tire fire in South Dakota

EPA Emergency Response crews completed extinguishing a tire pile fire adjacent to the Rosebud Sioux Reservation landfill, which was burning approximately three miles west of Carter, South Dakota in October. The fire started as a result of the Okreek fire which burned an 18 mile path through the reservation before being contained, including the landfill where the tire pile was located.

EPA responders dug a 10 to 15 foot wide by 5 foot deep trench along the east and south sides of the tire pile with an excavator. The tire pile was extinguished by pushing it into the trench and covering it with soil. EPA response activities continued until the south end of the tire pile was pushed into the trench and covered with soil and the soil cover was graded and compacted.

Vertical farm

Continued from Page 1

By installing an anaerobic digester and combined heat and power system, The Plant will create about 380 kilowatts of electricity and 2.1 million BTU of heat – enough to meet the full energy needs of the 93,500 sq.-ft. facility. The digester will allow The Plant to become independent from the grid and produce power and heat at between one-quarter and one-third of current utility costs to its tenants. In addition to the craft brewery, The Plant has plans for a bakery and aquaponics growing systems.

"This really could become a regional model for sustainability as well as a route to building out this part of the economy," said Warren Ribley, director of DCEO. "People are seeking more local foods and

the state is requiring at least 20 percent of its food purchases come from local sources by 2020. Agriculture is still innovating and will continue to be a source of new jobs if we can help local farmers and agriculture entrepreneurs ramp up to meet the demand."

The total project costs are approximately \$3 million and will be completed by June 2013. About 45 percent of the grant funds are from DCEO's Large Customer Energy Efficiency grant that was supported with funds from the federal American Recovery and Reinvestment Act (ARRA). The rest of the grant funds were awarded through DCEO's Food Scrap Composting Revitalization and Advancement Program (F-SCRAP). Edel's company, Bubbly Dynamics, LLC, will be providing matching funds and expects to qualify for about \$700,000 in tax credits authorized under ARRA.

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Reynolds Recycling names the 2011 Green Leaders Award recipient



(From left) Reynolds Recycling president Terry Teller; Battleship Missouri Memorial president and chief operating officer Michael A. Carr; and memorial staff Ashley Christian, Henry "Kimo" James, Jeff Connors and Clement Rodrigues.

In an effort to recognize outstanding businesses, groups and individuals in Hawaii who are protecting and preserving our natural resources through recycling, Reynolds Recycling launched its Annual Green Leaders Award Program in 2009 and has honored such groups as the Outrigger Enterprise Group and the National Kidney Foundation of Hawaii.

Now in its third year, Reynolds Recycling is honoring the Battleship Missouri Memorial for its long standing and effective beverage container recycling program. As a result of the non-profit memorial's efforts, over 13 tons of recyclable material have been diverted from the waste stream, saving over 91 cubic yards of landfill space since 2006 and collecting over 500,000 bottles and cans.

"The USS Missouri has always been on the front lines protecting our country's freedom, and they continue to protect and preserve our natural

resources and our way of life for future generations through their ongoing commitment to recycling," stated Terry Teller, president of Reynolds Recycling.

"Since expanding our beverage container recycling program in 2006, the Battleship Missouri Memorial has diverted virtually an entire football field of plastic from Honolulu's landfill," said Michael A. Carr, the memorial's president and chief operating officer.

"In a way, the Battleship Missouri Memorial is the ultimate expression of reuse. The opening of the Battleship Missouri Memorial in 1999 represented the transformation of an 887', 55,000-ton steel battleship into an economic engine, employing more than 150 full time and part time employees."

Reynolds Recycling has paid out over \$3 million to schools and nonprofit organizations to help them raise much needed funds.

A man was driving a rig in a long line of tractor-trailers when a police officer pulled him over for speeding. Astounded that he alone was caught, he asked, "Out of all these trucks that were going just as fast as I was, why did you pull me over?"

"Have you ever gone fishing?" the officer asked.

"Yes," Walt replied.

"And have you ever caught ALL the fish in the pond?"

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Toledo, Ohio moves away from biosolids

N-Viro International Corporation (NVIC) announced that after 22 years of providing the City of Toledo with a Class A biosolids program, Toledo City Council with an 8 to 3 vote chose a Class B blending and disposal option.

The decision provides for approximately 50,000 wet tons of Class B biosolids to be dumped and blended on a 70 acre site located within a Confined Disposal Facility (CDF) within the Maumee Bay at the westernmost point of Lake Erie. This facility was constructed decades ago by the Army Corps of Engineers to dispose of contaminated river spoils dredged from the Toledo shipping channel. Despite strong objections to this choice because of the potential for environmental damage, the City of Toledo stood by its decision. A letter from CEO/president Timothy R. Kasmoch to the Toledo City Council and others can be viewed on the home page of N-Viro International's website under latest news.

Kasmoch had these remarks: "A well managed Class B program can be beneficial. I do not believe this is a well managed program. In fact I believe this decision is completely detrimental to the health and welfare of the Maumee Bay and Lake Erie because of the potential of pathogen leaching and phosphorus contamination resulting in elevated toxic algae growth. Despite the loss in revenue this will represent, management has implemented a plan for adjustment and future growth elsewhere. N-Viro is moving forward with its N-Viro Fuel™ technology. In my opinion, the City of Toledo moved its biosolids program in the opposite direction in one hasty decision." Kasmoch concluded, "We don't believe the City of Toledo understands the seriousness of this decision."

New Jersey DEP recognizes recycling leaders

Recyclebank, TerraCycle and Sharp Electronics Corp. were among the 10 winners of awards presented by New Jersey's Department of Environmental Protection (DEP). Students from across the state were also honored for writing poems about recycling. Students wrote about ways their families recycle, why they think recycling is important, and encouraging everyone to recycle to preserve resources and protect the environment.

Awards were presented during the 31st New Jersey Recycling Symposium and Awards Luncheon. This annual event is co-sponsored by DEP and the Association of New Jersey Recyclers.

For a list of award recipients and their award winning actions, view this article on www.AmericanRecycler.com.

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ALTERNATIVE ENERGY

Pennsylvania DEP awards more than \$4.4 million in alternative fuels grants

The Department of Environmental Protection (DEP) announced that it will award more than \$4.4 million in Alternative Fuels Incentive Grants to 12 projects across the state. The projects will develop the state's natural gas and electric vehicle infrastructure and achieve emissions reductions equivalent to taking 10,000 cars off the road.

"These projects are terrific for the state's economy and the environment," DEP secretary Mike Krancer said. "We have an available, abundant, domestic, economical and clean-burning source of energy under our feet, and these projects put those resources to good use."

The grants, funded by a portion of the state's annual utilities gross receipts tax, will encourage new markets for alternative fuels, fleets and technologies across Pennsylvania. In one project, the Clearfield County Area Agency on Aging will receive \$86,500 to convert four meal-delivery vans to reduce costs

and better serve the county's older residents while reducing emissions.

Waste Management Inc. will receive \$400,000 to assist in constructing a compressed natural gas fueling station in Bristol Borough. The facility is expected to reduce the southeast region's annual greenhouse gas emissions by 2,238 tons per year.

Williamsport's River Valley Transit will also receive a \$400,000 grant to construct a compressed natural gas fueling station that will provide cheaper, cleaner-burning fuel to the city and Lycoming County's police, fire, emergency response, public transit and school bus fleets.

The Berks County Intermediate Unit will receive \$100,000 to support the continued use of B20 blended biodiesel, a diesel fuel that contains 20 percent biomass, reducing the area's emissions by nearly 633 tons of greenhouse gases per year.

Feasibility of sorghum fuel tested

Chromatin Inc., a biomass supplier with operations in California, and Constellation Energy, a power company headquartered in Maryland, have agreed to study the feasibility of burning sorghum as an alternative fuel at two power plants in California. The plants are jointly owned by Constellation and North American Power Group.

Constellation understands the potential for becoming sustainable with sorghum as an energy crop. "We were attracted to sorghum biomass because it offers potentially high energy content, and can be handled in our plants with only minor modifications to our equipment," said Steve Gross, managing director of West Region operations for Constellation Energy's Power Generation Group.

Chromatin is growing three fields of sorghum, which has high energy content and can be grown on marginal lands. Chromatin's first sorghum crop grew

more than 12 feet high in less than three months. The company plans to harvest the crop in September and October, with other fields under production for future biomass supply. The harvested sorghum will be test-burned to determine whether the fuel source will feasibly generate electricity.

The sorghum-powered plants, referred to as the Rio Bravo plants, are located in Bakersfield and Fresno. Rio Bravo Poso, in Bakersfield, currently uses coal and petroleum coke, while Rio Bravo Fresno burns ag residue and construction and demolition debris.

"California requires load-serving entities generate 33 percent of their power from renewable sources by 2020," Gross said. "If we can rely more on sustainable biomass to fuel our plants and capture greenhouse gases, we would be taking important steps toward generating the clean power that is the cornerstone of California energy policy."

Berlin builds new biomass plant

Berlin, New Hampshire is starting production of a new \$275 million, 75 megawatt plant which is expected to begin generating power in 2013, selling it to New Hampshire Public Service under a 20 year power purchase agreement.

New Hampshire Governor John Lynch, New Hampshire Department of Resources and Economic Development Commissioner George Bald, and Berlin Mayor Paul Grenier were among the state and local officials in attendance at the groundbreaking.

Burgess BioPower sits on the Androscoggin River in downtown Berlin on the former site of the Fraser Papers pulp mill, which closed in 2006. The bio-

mass plant will burn approximately 750,000 tons of low-grade wood per year.

"The construction of this new biomass power plant will bring jobs to the North Country, and increase the amount of renewable energy used in New Hampshire," Lynch said.

The project has had its barriers including local opposition, as well as disagreements with six independent biomass power plants in the state also vying for PPAs with PSNH. An agreement was reached among Cate Street Capital, PSNH and the six plants in August, allowing development of Burgess BioPower to continue.

30 wind turbines ordered for Oahu-based Kawaiiloa wind project

First Wind, an independent wind energy company, announced that its subsidiary, Kawaiiloa Wind LLC, has finalized an agreement with Siemens to purchase 30 SWT-2.3-101 wind turbines for the company's proposed 69 MW Kawaiiloa Wind project.

The proposed 69 MW Kawaiiloa Wind project will be located on the Kawaiiloa Plantation lands above Haleiwa on the North Shore of Oahu. The project is designed to provide a source of clean, renewable energy to approximately 14,500 Oahu homes, and

The project began construction in late 2011.

First Wind's Hawaii project, Kawaiiloa Wind will feature a comprehensive Habitat Conservation Plan to provide a "net benefit" to the native species that may be impacted by the project.

First Wind has developed and currently operates wind energy projects in the Northeast, the West and in Hawaii, with a total installed capacity of 695 megawatts and another 181 megawatts in construction.

Lime Energy builds gas-to-energy plant

In conjunction with Charlotte County's Solid Waste Division, Lime Energy has installed 2 GE Jenbacher engines that will produce 2.8 megawatts of electricity capable of providing power to almost 4,000 homes.

There are currently over 3,000 landfills in the United States and together, they account for 20 percent of all methane gas emissions. The

methane gas produced by landfills is a prime contributor to the greenhouse effect and is 20 times more harmful to the atmosphere than carbon dioxide.

While consumers and corporations alike struggle with future methods of disposing trash, existing landfills pose an opportunity to create a positive resource from harmful waste.

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PLASTICS

Plastics Environmental Council to develop biodegradation standard for additives

The Plastics Environmental Council (PEC) announced the sponsorship of a research study to produce the first standard specification for the landfill biodegradation of petroleum- and natural gas-derived plastics that have been treated with additives that enhance biodegradation. The PEC is undertaking the development of the biodegradation standard specification to build confidence in the efficacy of plastics additives with regulators, consumers and businesses. Plastic additives that accelerate the breakdown of plastic in landfills, without affecting their performance during use, are critically important to helping reduce the volume of plastic waste in landfills.

Despite the fact that readily consumer-separated items such as soda and milk bottles are collected and recycled at increasing rates, the majority of plastics simply cannot be recycled for a variety of reasons including contamination, collection and logistics costs, second end-use limitations, etc. According to the United States Environmental Protection Agency, 13 million tons of plastic containers and packaging ended up in landfills in 2008. The PEC's effort to develop a landfill biodegradation speci-

fication standard is intended to address this issue.

To develop the standard specification, PEC has partnered with Georgia Tech and North Carolina State University to conduct a large-scale research and development program, headed by a leading expert on landfill technology, Professor Morton Barlaz of North Carolina State. Professor Barlaz and his team will study waste degradation rates under both laboratory and field (landfill) conditions of petroleum and natural gas-derived plastics that have been treated with PEC member companies' additives to produce the standard specification. Once developed, the standard specification will reliably project the landfill biodegradation rates for a given PEC-certified product in a given range of landfills over a given range of moisture conditions with much more certainty than is possible today.

"While we already know from various independent laboratory tests that our member companies' additives are expected to be effective at speeding up the biodegradation of petroleum and natural gas-derived plastics in landfills, this will be the first-of-its-kind study to verify biodegradation rates of plastic waste

treated with such additives under both laboratory and field conditions," said Senator Robert McKnight, PEC board chairman. "The new standard will allow us to develop a simple certification seal that will inspire confidence in these additives from businesses, consumers and regulators."

While most plastics from hydrocarbons are recyclable, they are not biodegradable without the addition of chemical additives and remain in landfills virtually forever. Chemical additives, many of which are approved for use by the Food and Drug Administration, are added to the plastic resins during the manufacturing process and do not alter the final product's performance, are undetectable by the end user, and products containing them can be processed through current recycling methods.

The PEC expects the landfill biodegradability certification seal to be available in approximately 18 months.

PEC member companies include Wincup, Ecologic, Bio-Tec Environmental, ECM Biofilms, Pure Plastics, C-Line Products, Inc., Ecolab, and FP International.

Unique PVC recycling program tested

Advanced TrimWright (ATW), a custom re-manufacturer of PVC exterior trim products for residential and commercial construction use, launched a new PVC recycling program.

The program is the creation of Dan Andrade, founder and CEO of Advanced TrimWright, who describes the program as a win-win for everyone. ATW is the leading re-manufacturer of PVC (polyvinyl chloride) trimboard, millwork and mouldings in the Northeast, and Andrade created the recycling program to address a need in the industry.

According to the Philadelphia-based Clean Air Council, over 7 billion pounds of PVC materials are thrown away each year; of that amount, only 18 million pounds are recycled.

Under the program, ATW has created a recycling box, measuring 44" wide by 44" deep, capable of holding the equivalent of 52,000 16" water bottles. The company will provide these recycling boxes to each of their lumber yard distributors who are part of this program. In all, ATW distributes its PVC products to approximately 250 lumber yards throughout New England and the Northeast.

All PVC material to be recycled will be picked up by ATW and transported to their East Taunton, Massachusetts facility, where Andrade has contracted with a recycler who will collect the material at the ATW facility and recycle it.

Poll shows most support an alternative to plastic bag ban

A recently conducted poll of Austin, Texas, residents indicates that 72 percent would support an alternative to the proposed plastic bag ban, which if enacted, could prevent local retailers from providing plastic bags to customers when they check out.

More than 400 registered voters were contacted by phone by data collection company American Directions Group on behalf of the Texas Retailers Association (TRA) and the Progressive Bag Affiliates of the American Chemistry Council.

Additional poll results:

- Ninety percent of Austin residents reuse plastic bags around their homes.

- Ninety-one percent of respondents are aware that plastic bags can be recycled at grocery stores and retailers like HEB, Wal-Mart, Target, Randall's, JC Penney, Lowes and Walgreens.

- Sixty percent of residents know that plastic bags returned to retailers can be recycled into useful products, such as park benches, picnic tables, low-maintenance fence posts and decking, shopping carts, landscape timbers, and other construction products.

- Only 13 percent of Austinites are aware that plastic bags are made in Texas, and that most reusable bags are made overseas.

Ronnie Volkening, president and CEO of the Texas Retailers Association, said the survey results bolster retailers position.

"TRA members have worked diligently with their partners to develop the infrastructure for a market-based, closed loop solution to managing plastic bags. A bag ban would not significantly reduce the presence of plastic bags and other film in the marketplace, but it will seriously impair the ability to recycle and divert plastic from the landfill. A ban has serious unintended consequences; there are better solutions available."

Instead of a bag ban, the TRA, the Progressive Bag Affiliates and concerned citizens are proposing that the city of Austin pursue a solution centered around consumer education.

"Litter prevention is a goal we should all get behind but a ban will impede such efforts and does nothing to encourage folks to become good environmental stewards," said Rudy Underwood, regional director of the American Chemistry Council. "Consumers value plastic bags. Instead of taking away the right to use them, we'd like to work with the Austin City Council on comprehensive litter solutions and on promoting the existing recycling infrastructure."

In 2008, an 18-month comprehensive pilot program in Austin based on the three R's (reduce, reuse and recycle) resulted in a 20 percent reduction in plastic bags being provided to consumers, a 74 percent increase in the amount of plastic being recycled through those stores and the sale of more than 907,000 reusable bags.

I don't know why cupid was chosen to represent Valentine's Day. When I think about romance, the last thing on my mind is a short, chubby toddler coming at me with a weapon.

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WASTE

Casella Waste and Altela join to treat frac water

A new joint partnership provides a solution to the environmental issues surrounding the treatment of mineral-laden brackish water from Marcellus Shale drilling, a problem that has threatened to severely limit natural gas drilling in several northeastern states.

The partnership is between Casella Waste Systems, Inc. based in Rutland, Vermont, and Altela, Inc., a privately held water desalination company in Albuquerque, New Mexico. Together, these two companies have partnered to solve the environmental issue of brackish, salty water produced from drilling for natural gas in the Marcellus Shale basin that until recently was often discharged into area rivers, with little or no treatment for hard-to-remove salt contaminants.

The newly formed joint partnership, "Casella-Altela Regional Environmental

Services, LLC," (CARES) will recycle brackish oilfield and natural gas wastewater into clean distilled water for future use by the industry. The cleaned water is the same quality as rainwater and can be recycled and reused by the oil and gas industry.

As part of the joint partnership, Altela will provide the technology to clean the brackish water to a quality higher than state and federal standards, while Casella will provide the working infrastructure and operational facilities for the treatment facility.

The first water treatment facility will be located at the Casella-owned landfill located in McKean County, Pennsylvania. The placement of the treatment facility at the McKean landfill provides an excellent platform to provide a full suite of resource solutions to the drilling companies, includ-

ing storage for brackish and clean water. The water treatment facility will be powered by clean energy generated by methane gas captured from the landfill.

"This is a perfect environmental fit – making pure distilled water from brackish Marcellus oilfield water – at the same time reducing greenhouse gas emissions for the oil and gas industry in treating waste water," said Ned Godshall, Altela's chief executive officer. "The unique AltelaRain® process cleans the frac water using primarily just the methane gas already coming off the landfill – not electricity."

Since the McKean site is adjacent to an existing rail spur, the facility will enable both the transport of large volumes of frac flowback water to the site, and then clean treated water back to its customers throughout Pennsylvania and New York. This will minimize truck traffic to the facil-

ity, and reduce truck traffic throughout Pennsylvania.

Altela announced that this is the first of many facilities planned throughout the Northeast to combine the synergies of landfill waste energy with Altela's reclamation of pure water from frac flowback water using low-grade heat – not expensive electricity. Further locations will be announced in the near future.

Godshall said, "Altela treats water without electricity-intensive equipment, instead making use of methane gas from landfills. In addition, Altela's technology does not require high temperatures or pressure, as used with other desalination technologies. Altela uses a low-energy thermal distillation method that mimics nature's method of producing rain, and neither electricity nor pressure drives the process."

Waste Connections reports third quarter 2011 results

Waste Connections, Inc. announced its results for the third quarter of 2011. Revenue totaled \$404.0 million, a 16.8 percent increase over revenue of \$345.8 million in the year ago period. Operating income was \$89.3 million, or 22.1 percent of revenue, up 18.0 percent over operating income of \$75.7 million in the third quarter of 2010. Net income attributable to Waste Connections in the quarter was \$46.3 million, or \$0.41 per share on a diluted basis of 113.2 million shares. In

the year ago period, the Company reported net income attributable to Waste Connections of \$41.0 million, or \$0.35 per share on a diluted basis of 116.8 million shares.

Non-cash costs for equity-based compensation and amortization of acquisition-related intangibles were \$8.1 million (\$5.0 million net of taxes, or approximately \$0.04 per share) in the quarter compared to \$6.5 million (\$4.0 million net of taxes, or approximately \$0.03 per share) in the year ago period.

Covanta profits increase on strong recycled metals pricing

Covanta Holding Corporation reported financial results for the 3 and 9 months ended September 30, 2011.

For the 3 months ended September 30, 2011, operating revenues increased to \$432 million, up \$29 million or 7 percent, from \$403 million in the prior year comparative period. Two-thirds of this increase is attributable to higher construction revenue related to the Honolulu expansion project.

The remainder of the increase was driven by strong recycled metals pricing, contract escalations and higher tip fee pricing and volume. These increases were partially offset by lower debt service pass through revenues, lower energy revenues from biomass plants and lower energy pricing.

Operating expenses of \$345 million declined 3 percent from \$357 million in the prior year comparative period as higher construction costs in the current quarter partially offset \$32 million of asset write-downs in the third quarter of last year.

Adjusted EBITDA of \$152 million was up \$2 million compared with last year's third quarter of \$150 million as increases in recycled metals revenues and waste revenues were offset by lower debt service revenue and lower contribution from our biomass facilities.

Free cash flow was \$106 million in the third quarter, an increase of \$11 million compared to \$95 million in the prior year comparative period, primarily attributable to an improvement in working capital, which was partially offset by a year over year increase in maintenance capital expenditures.

Adjusted EPS for the quarter was \$0.24, which was flat with last year's third quarter, as the lower number of shares outstanding due to the company's common stock buyback program and improved operating income, were offset by higher interest expense and a higher effective tax rate.

For the 9 months ended September 30, 2011, total operating revenues increased 5 percent to \$1,220 million. Free cash flow was \$215 million for the year-to-date period compared to \$236 million for the same period last year. Adjusted EBITDA was \$346 million compared to \$341 million for the same period last year and Adjusted EPS was \$0.26 compared to \$0.24 Adjusted EPS in 2010.

During the quarter, Covanta repurchased \$81 million in common stock, or 5.2 million shares (3.6 percent of the company's outstanding shares), at a weighted average cost of \$15.58 per share. Aggregate repurchases since June 2010 total \$300 million, or 18.7 million shares, representing 12.1 percent of outstanding shares. The company also paid a quarterly dividend on July 6, 2011 and declared another quarterly dividend which was paid on October 14, 2011, both for \$0.075 per share. During the quarter,

Covanta also increased its share repurchase authorization by \$100 million, bringing the total authorized amount to \$400 million. Covanta has now returned \$565 million to shareholders since the inception of its shareholder return program in the third quarter of last year.

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Our family took shelter in the basement after hearing a tornado warning. My husband told everyone to stay put while he got his cell phone out of the car, in case the lines went dead.

He didn't return for the longest time, so I went looking for him.

I was upstairs calling his name, when I heard our answering machine click on. "Hi," a voice said. "This is Dad. I locked myself out of the house!"

ELECTRONICS**ECOvanta
launches
new facility**

Covanta Energy Corporation launched a new business to responsibly recycle and dispose of electronic waste. ECOvanta is a state-of-the-art recycling facility that properly recycles electronic waste such as computers, monitors, mobile phones, printers and televisions. The facility safely manages end-of-life electronics using a combination of manual disassembly and an automated shredding system to separate materials into commodities for recycling.

E-waste is the fastest growing segment of the municipal waste stream in the United States with over 3 million tons of electronics generated each year, of which only 14 percent is recovered for recycling. The rest typically ends up in landfills. Electronics should not be disposed of in the trash because most contain heavy metals such as lead, mercury and cadmium.

ECOvanta has successfully passed audits and has been recommended to receive the R2 and ISO 14001:2004 certifications. These rigorous third-party certifications ensure that e-waste is being recycled responsibly and sustainably. Everything that comes through the ECOvanta facility is sold or recycled as a processed commodity according to R2 standards. ECOvanta also audits all downstream vendors to ensure that they too are recycling correctly.

ECOvanta also offers secure destruction services for customers who require assured and certified destruction of their electronic equipment. Customers can follow the secure chain of custody process to track and identify material as it moves through the system.

The process eliminates risks to information integrity by completely sanitizing hard drives or other storage media using a leading software program that meets all regulated destruction standards prior to manual disassembly and shredding.

**Sony builds
new website**

Sony Electronics made it easier to trade-in or recycle old or unwanted consumer electronics products for free in a socially and environmentally responsible manner through one simple to use website at www.sony.com/ecotrade.

The new website is designed to help consumers find the best way to trade-in or recycle both eligible Sony and non-Sony products for credit towards the latest Sony electronics products.

A drop-off center locator helps consumers find the nearest recycling center. For those located more than 25 miles from a drop-off center, Sony offers free shipping for items that weigh less than 25 lbs.



**"At 150 cars a day, our
580CL has made us more
competitive—and opened
new markets."**

John Cunningham
Cunningham Metals
Russellville, Arkansas

"The production capability of our 580CL car logger/baler exceeds anything else we've ever tried," John reports. He says it routinely bales 150 tons of loose sheet metal or logs over 150 automobiles per day.

"Logs let us load trucks easier to save labor. Haulers love them. We're getting into markets we couldn't get anyone to haul to before. Plus, we're more competitive with our pricing," he adds.

The 580CL's speed usually allows processing materials as soon as they come in. That has allowed reclaiming land from stockpiled vehicles on his 32-acre operation. John likes his machine so much, he's ordered a second one.

"It's great! If you're outside Arkansas, you should buy one. I just hope there aren't many sold near me," he adds with a smile.

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2008 E-Z METAL BALER

In great condition with ONLY 2,800 hours. Very nice. \$130,000



AL-JON 400 METAL BALER

Great condition and very sharp, runs well. \$105,000



2002 FUCHS MHL 360

Good condition. Fresh motor and main pump. \$195,000



1998 MAC CRUSHER

With automation. BIG 24' opening. In great condition \$95,000



1989 PETERBUILT 357 WITH 3306 CAT

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



1988 HARRIS HRB8

Very good condition. Recently relined, no leaks. Can be seen running. \$95,000



2002 OVERBUILT MODEL 10-HS

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2004 MAC CRUSHER

One owner. Immaculate, loaded. Low hours 4,400. \$110,000



1997 SIERRA 700-TON S/L/B

17,000 hours, electric power. Runs well. \$440,000



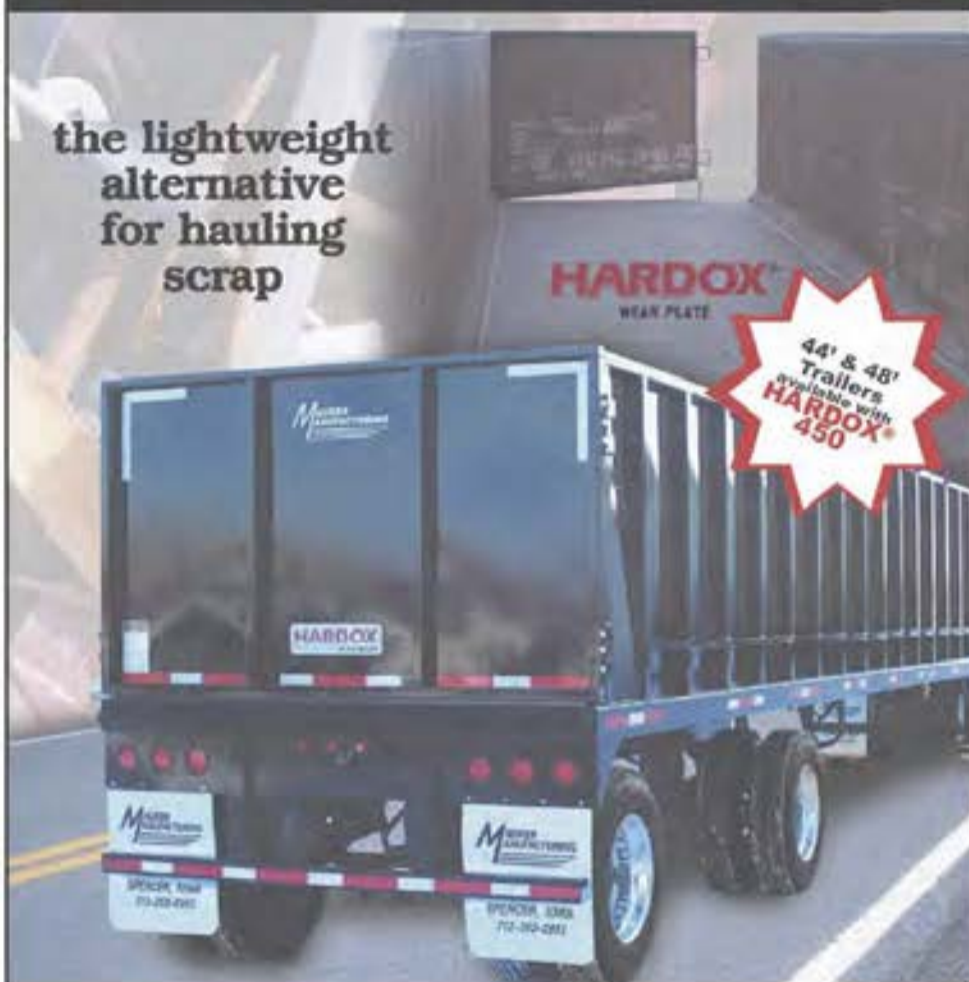
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METALS

Preliminary steel imports decline in September

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

	SEP 2011	AUG 2011	2011 Annual (est)	2010 Annual	% Change 2011 Annual vs. 2010
SOUTH KOREA	212	200	2,968	2,041	45.4%
JAPAN	119	94	1,479	1,325	11.6%
CHINA	107	120	1,259	858	46.7%
GERMANY	64	81	956	879	8.7%
TURKEY	33	51	758	582	30.4%
INDIA	47	84	736	713	3.2%
NETHERLANDS	59	26	471	554	-15.0%
All Others	1,022	1,177	13,618	11,906	14.4%
TOTAL	1,662	1,834	22,245	18,857	18.0%

Based on preliminary Census Bureau data, the American Iron and Steel Institute (AISI) reported that the United States imported a total of 2,238,000 net tons (NT) of steel in September, including 1,662,000 NT of finished steel (each down 9 percent from August final data). Finished steel import market share in September was an estimated 20 percent and is 22 percent year-to-date (YTD).

Key finished steel products with significant import increases in September 2011 compared to August include standard rails (up 100 percent) and tin plate (up 50 percent).

Major products with significant YTD import increases vs. the same period last year include cut length plates (up 52 percent), plates in coils (up 34 percent), hot rolled bar (up 28 percent), oil country goods (up 25 percent), reinforcing bar (up 24), cold rolled sheets (up 23 percent) and line pipe (up 22 percent).

In September, the largest volumes of finished steel imports were from South Korea (212,000 NT, up 6 percent), Japan (119,000 NT, up 26 percent), China (107,000 NT, down 11 percent), Germany (64,000 NT, down 22 percent) and The Netherlands (59,000 NT, up 127 percent).

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RUBBER

Playground made with 100 percent recycled materials

Frog Lake, a small community located in Alberta, Canada, now has a safe and sustainable playground for its 1,000 residents to enjoy. The playground was built using only 100 percent recycled materials, including Pinnacle rubber mulch which was selected for the playground's safety surfacing.

Manufactured by LTR Products, a subsidiary of Pittsburgh-based Liberty Tire Recycling, Pinnacle rubber mulch comes from recycled scrap tires, making it an innovative and eco-friendly alternative to wood mulch for landscaping and playgrounds.

"In Canada, year-round harsh weather conditions put wood mulch safety surfaces at risk for deterioration and freezing," said Brad Pittam, general manager, LTR Products. "With Pinnacle Rubber Mulch, the Frog Lake community will have a playground that is safe throughout the year as our rubber mulch

doesn't absorb water and freeze into a solid block like wet wood mulch can. When you compare the expense of multiple applications of wood mulch with an up front purchase of rubber mulch, Pinnacle Rubber Mulch actually costs up to 65 percent less over a nominal 5 year period as it resists floating, blowing away and deteriorating."

More than 96,000 lbs. of redwood Pinnacle Rubber Mulch were installed at the new Frog Lake playground. As a playground safety surface, a 6" layer of Pinnacle Rubber Mulch will cushion a child's fall from as high as 16', providing up to 50 percent more fall-height protection than wood mulch using half of the material.

As an eco-friendly product, Pinnacle Rubber Mulch not only saves trees from the shredder, but also provides an outlet for the millions of scrap tires collected and processed annually.

Schreiber appointed to board of the Society of Plastics Engineers

Lehigh Technologies, a manufacturer of sustainable, micronized rubber powders (MRP), announced that William Schreiber, technical director of plastics for Lehigh, has been appointed board member of the Society of Plastics Engineers (SPE), Plastics Environmental Division.

According to SPE's Plastics Environmental Division, its mission is to provide and promote environmental stewardship of plastics materials. This division is concerned with all aspects of the recycling, sustainability, bio-degradable, non-petroleum based polymers, reclamation, resource recovery, and disposal of plastic materials. SPE works to foster the

advancement of technology in the development of recycled plastics as a valuable raw-material resource. Over the last several years Lehigh has been actively working in the plastics area, incorporating MRP into polyethylene, polypropylene and engineering resins.

Finding additional, productive outlets for end-of-life tires is an important element to ending a critical environmental problem.

"For every manufacturer that incorporates MicroDyne™, tires are diverted from landfills, and the need for petroleum-based materials lessens," said Schreiber.

AUTOMOTIVE

CalRecycle challenges 3,000-mile oil change

Should motorists change their vehicle's oil every 3,000 miles? Not necessarily, according to the Department of Resources Recycling and Recovery (CalRecycle), which announced the "Check Your Number" campaign to encourage drivers to rethink their current habits and only change motor oil as needed.

The campaign kicked off with launch events in San Francisco on November 5 and Santa Monica on November 12 to help drivers do the right thing for their vehicles and the environment.

"With significant advances in auto technology, it's important for drivers to understand that changing motor oil every 3,000 miles is an old default that may not be relevant for their vehicle," said CalRecycle director Carol Mortensen. "Frequent oil changes do not necessarily mean better performance or longer engine life. By following the manufacturer's recommendations, you will not only do right by

your ride, but you'll also benefit the environment by using fewer resources."

A recent survey by CalRecycle indicates almost 15 million Californians change their motor oil every 3,000 miles or less. However, many cars can go farther. For example, Toyota recommends an oil change every 5,000 miles for a 2005 Tacoma pickup, while General Motors recommends 7,500 miles for its 2007 Chevrolet Malibu.

Reduced motor oil consumption reduces the risk of environmental damage. Changing motor oil according to manufacturer specifications would reduce motor oil demand in California by approximately 10 million gallons per year.

Motorists can take the first step by checking their owner's manual or by visiting CheckYourNumber.org to find recommended oil change intervals for popular vehicle models.

Partnership formed to reduce freight costs for automotive recyclers

Hollander, a supplier of business solutions for automotive recyclers, has announced a joint promotion and development agreement with SAV Transportation. This partnership offers Hollander Powerlink® customers access to SAV's Virtual Shipping Assistant, which provides freight shipping services leveraging negotiated rates with regional and national carriers.

"Our goal is to provide a complete workflow solution for automotive recyclers to improve their bottom line. SAV seamlessly passes data directly from the Powerlink Yard Management System to SAV's Virtual Shipping Assistant to track the delivery of freighted goods at very competitive rates," said Rich Lauria, managing director at Hollander.





Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$360.00	\$310.00	\$345.00	\$350.00	\$440.00
#1 Bundles	per gross ton	350.00	289.00	340.00	348.00	438.00
Plate and Structural	per gross ton	375.00	285.00	342.00	348.00	415.00
#1 & 2 Mixed Steel	per gross ton	365.00	280.00	342.00	350.00	375.00
Shredder Bundles (tin)	per gross ton	289.00	270.00	255.00	290.00	310.00
Crushed Auto Bodies	per gross ton	289.00	270.00	255.00	290.00	310.00
Steel Turnings	per pound	190.00	150.00	130.00	189.00	260.00
#1 Copper	per pound	2.87	3.00	2.98	2.91	3.10
#2 Copper	per pound	2.59	2.90	2.78	2.79	2.99
Aluminum Cans	per pound	.59	.60	.68	.63	.70
Auto Radiators	per pound	1.60	2.00	2.05	2.06	2.10
Aluminum Core Radiators	per pound	.61	.61	.66	.85	.69
Heater Cores	per pound	1.30	1.69	1.84	1.60	1.85
Stainless Steel	per pound	.65	.66	.75	.69	.77

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AUTOMOTIVE

Survey shows adults see need for car battery recycling

In conjunction with the opening of the Society of Environmental Journalists' Annual Conference in Miami, Florida, SLAB Watchdog released the results of its first national survey on the recycling habits and beliefs of adults in the United States. They surveyed 2,050 adults on their views and opinions on the recycling of car batteries and other electronic waste.

The survey showed that by a margin of three to one, American adults recognize the need to recycle a car battery more than any other form of e-waste. The survey also showed overwhelming strength for the idea that car batteries purchased for use in

government vehicles with taxpayer money should be recycled domestically. Some survey highlights include:

- Ninety-five percent believe recycling car batteries is an important way to protect the environment from potentially hazardous materials like lead and battery acid.
- Eighty-two percent agree the car battery recycling industry provides good jobs for American workers.
- Ninety percent believe it makes more sense to recycle batteries domestically where stricter regulations better protect workers and the environment.

SALVAGING Millions

by Ron Sturgeon
Autosalvageconsultant.com

Expanding your banking relationships

This is the seventh in a continuing series, co-authored by Ron Sturgeon and Greg Morse, founder and president of Worthington National Bank

Greg: You also want to know more folks at the bank than just your loan officer. You want to know some people in management. Don't just know your banker; get to know your banker's boss.

Ron: The chief credit officer is another person you should always get to know.

Greg: You need to have a lot of relationships within your bank. Otherwise, if your banker dies or gets hit by a truck or moves away, you're back to square one. If you're not dealing with the vice president or above, you are probably dealing with the wrong person. But don't treat that person badly; you just need to create more relationships within the bank to get to the right person. It's important to treat the tellers and secretaries with respect. They've got the ear of the people you need to do business with, and if you don't treat them right, you aren't going to get anywhere. Just like your staff talks about clients, regardless of the appropriateness of that, the bank staff talks about their clients. If you are gruff and unsociable, it's going to color all decisions about your relationship. Work on making people like you and want to help you. Make them look good. They will make you look good, and in the end everyone looks good.

Ron: That's something to keep in mind. You want to meet the people there – the lending officer, the credit officer, and all the other officers you can. And you have to know that you're comfortable with the way they're going to treat you. The classiest banker I ever knew was a guy named Jim Murray, who worked at Summit Bank. When I met with him, we always sat at

the round table in his office. He never met with me from behind his desk. He's the only banker I've ever known who did that. It goes back to the relationship. It was a philosophy of his, I guess. Because typically the banker sits behind his desk to meet with people and some bankers, I think, use that as a kind of intimidating factor.

Greg: They absolutely do. In fact, years ago, banks kept the bankers' desks elevated so the banker would always be looking down at the customer. It's a small, subtle thing, but it was intimidating.

Ron: My point is that Jim had a good bedside manner. It's important to have someone like that on your side. On the other hand, I once had a banker introduce me to The Golden Rule: He said that since he had the gold, he'd make the rules. That's not the kind of relationship you want.

Ron: I once knew a guy on the board of directors of a bank I was doing business with, and every time my loans came up, he just beat up on my loan application. He didn't like me; he didn't like my loans; he didn't like my business. Finally, the loan officer whom I knew at the bank let me know that this same guy always questioned my loans. So I asked my loan officer to set up a meeting. The loan officers brought him out and we all went to lunch together. After that, he was my biggest advocate. Once he realized that I knew my business and knew what I was doing, he liked me. It changed my entire relationship with that bank.

In the next article, we will consider whether size matters in choosing a bank.

New Jersey joins network to promote electric vehicles

New Jersey Department of Environmental Protection (DEP) Commissioner Bob Martin announced that New Jersey has signed on as a member of a network of states in the Northeastern and Mid-Atlantic region that will collaborate on a plan to promote electric vehicles and vehicles that use alternative fuels such as natural gas and bio-fuels to help improve air quality throughout the region.

The goal of the Northeast Electric Vehicle Network, a direct outgrowth of the regional Transport and Climate Initiative, is to accelerate the development of infrastructure such as electric vehicle charging stations needed to drive market demand for electric vehicles. The network includes New Jersey, Connecticut, Delaware, Washington, D.C., Maryland, Massachusetts, New Hampshire, New York, Pennsylvania, Rhode Island and Vermont.

The Transportation and Climate Initiative received a \$994,500 United States Department of Energy planning grant to assist in the development of guidelines for the permitting and installation of electric vehicle charging stations to make the charging of vehicles convenient to consumers. One of the hurdles to driving demand for electric vehicles is ensuring that motorists have convenient locations to charge their vehicles when driving longer distances.

In New Jersey, the DEP will continue to work in partnership with the New Jersey Clean Cities Coalition to engage stakeholders that include industry, municipalities, clean vehicle advocates and the environmental community to leverage existing resources and attract private sector investment in electric vehicles and other new clean vehicle technologies.

Gasoline-powered vehicles contribute to about half of New Jersey's air pollution. By helping to move the region from a fossil fuel economy to a clean energy economy, the effort will bolster economic growth, reduce dependence on foreign oil and reduce air pollution.

Nearly 40 percent of New Jersey's greenhouse gas emissions come from the transportation sector. Cleaner vehicles and fuels are critical for reducing statewide greenhouse gas emissions as required by the New Jersey Global Warming Response Act.

A recent study by Pike Research forecasts that the New Jersey-New York-Pennsylvania region will be among the top five metropolitan areas for electric vehicle purchases between 2011 and 2017.

Spurred by work being done at the DEP as well as growing demand, a number of electric vehicle initiatives are already under way in the Garden State. Electric vehicle charging stations have been installed in some New Jersey municipalities, including Montclair and Avalon, and at Rutgers University's Piscataway campus and at the Bergen County Community College. In addition, companies such as Benjamin Moore and Johnson & Johnson have built solar-powered electric vehicle charging stations to power their fleets.

New Jersey signed a declaration of intent in June 2010 to participate in the regional Transportation and Climate Initiative. This regional coalition consisting of 11 states and the District of Columbia works to reduce greenhouse emissions, minimize reliance on high-carbon fuels, improve efficiency of freight movement, expand the use of innovative information technology, promote sustainable growth and reduce vehicle-miles traveled.

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INTERNATIONAL

Re-use equals recycling in the United Kingdom

Buying re-used items like sofas and televisions rather than buying new items is saving UK households around £1 billion a year and helping to create jobs - but this is just a fraction of the potential shown by ground breaking new research from Waste & Resources Action Programme (WRAP). One million sofas which the current owner has finished with are re-used in the UK every year, saving households over approximately £320 million - but this is just 17 percent of the total number of sofas discarded each year. The environmental benefits of re-using one ton of sofas are the same as recycling one ton of plastics.

This trend for re-using items also creates jobs in organizations preparing items for a new life with a second owner. The research shows the potential cost savings for businesses are also significant. Businesses are already saving approximately £6 million by reusing office chairs - but this only represents 14 percent of all office chairs reaching the end of their life.

The research is the first of its kind to quantify the benefits of re-using everyday household and business items.

WRAP's CEO Liz Goodwin said that helping the UK reap the economic and environmental benefits of re-use will be a major theme of WRAP's work over the coming year.

She said, "The research findings are staggering. Current levels of re-use create financial savings to households and reduce CO2 equivalent emissions by one million tons - the same as taking 300,000 cars off

the road. But in terms of potential impact, this is clearly just the tip of the iceberg.

"The research shows a considerable amount of re-use already taking place in the UK - often through charity shops, online exchange and informally between friends and family. The benefits to household and business budgets could be even greater, for example if there was greater confidence in the quality of re-used products. WRAP will be working to help address these issues."

Dr. Goodwin said the report and a new online tool to help work out the benefits of re-use were part of WRAP's work towards identifying the full opportunities. They look at common re-use methods - including online exchange and charity shops, compared to recycling or landfill, as well as clarifying the impact of repair. For many of the items studied, re-use offers greater environmental and economic benefits, than recycling.

Currently, the 83 percent of sofas not re-used are sent to landfill or for recycling. Doubling the number of sofas reused could save more than 52,000 tons of CO2 equivalent.

Dr. Goodwin comments, "Recycling is still crucial to ensure we maximize the value of materials, as not all items will be in a fit state for re-use, however the research demonstrates the significant benefits of reuse to the economy and environment. Before throwing something away or buying new, it might be worth weighing up all of the options."

China's Guanwei Recycling reports third quarter results

Guanwei Recycling Corp., a manufacturer of recycled low density polyethylene (LDPE) located in China, reported continuing strong demand for plastics in China propelled a 28 percent year over year increase in third quarter sales of its self-manufactured, recycled LDPE core product. Higher costs in the quarter reduced margins, however, resulting in an approximately five percent decline in year over year net income. Through the first 9 months of the year, net income was up 29 percent on a 39 percent gain in revenues which included a 48 percent increase in sales of self-manufactured recycled LDPE.

Financial highlights

•Net revenues in the 2011 third quarter grew to \$16,679,012, up 11.31 percent from \$14,983,816 in the year earlier period. Sales in this year's third quarter of self-manufactured recycled LDPE advanced to \$16,348,291, up 28.42 percent compared with \$12,730,548 a year earlier, while sales in the quarter of non-LDPE scrap materials grew 26.1 percent. Last year's third quarter included \$1,991,009 in sales of purchased recycled LDPE.

•2011 third quarter net income was \$3,375,758, or \$0.17 per share compared with \$3,547,997 or \$0.18 per share in the

2010 third quarter, on 20 million weighted average diluted shares in both periods. In the 2011 third quarter, the Company's cost of revenue increased 17.34 percent year over year to \$11,722,192, mainly due to higher raw material costs, and operating expenses increased 75.75 percent to \$526,604, mainly due to increased remuneration and staff related costs and higher depreciation expenses.

•Net revenues rose 38.65 percent in the first 9 months of 2011 to \$46,579,286 compared with \$33,594,779 in the year earlier period reflecting 47.76 percent year over year growth in core self-manufactured recycled LDPE sales.

•Net income in the first 9 months of 2011 increased 28.57 percent to \$9,544,400, or \$0.48 per share, from \$7,423,586, or \$0.37 per share a year earlier, on 20 million weighted average diluted shares in both periods.

•At the end of the 2011 third quarter, cash and cash equivalents were \$15,080,995 compared with \$14,940,236 on December 31, 2010. Shareholders' equity increased to \$29,761,939 from \$19,146,812 at year end 2010 as short term borrowings were reduced to zero from \$3,716,377, and retained earnings grew nearly \$10 million to \$25,380,028.

Lamp recycling now available in Canada

Veolia's RecyclePak is a pre paid recycling solution

Veolia ES Technical Solutions, L.L.C., the hazardous waste division of Veolia Environmental Services North America Corp., and Osram Sylvania are expanding their joint online program to offer RecyclePak® recycling kits into Canada.

This collaboration began in 2006 when Osram Sylvania sought a lamp recycling solution for customers' small quantities of mercury-containing lamps and ballasts. Veolia Environmental Services' RecyclePak lamp and ballast recycling kits provided that solution, and the two companies launched an industry-first web program at Greenbuild that year in Denver. Working together, they also designed and introduced the first recycling kit for small quantities of CFLs generated by consumers.

RecyclePak is Veolia Environmental Services' complete pre-paid lamp and ballast recycling solution. One price includes everything needed to recycle - including shipping to and from a facility, packaging and recycling and written compliance documentation. Veolia Environmental Services' RecyclePak program not only provides a convenient recycling option, it also ensures complete compliance with state, provincial and local disposal reg-

ulations while reducing the risks associated with improper storage.

At Greenbuild this year, the companies announced an expansion of this successful online program into Canada. Customers in Canada can now take advantage of the same simple, cost-effective lamp recycling programs that have been offered for years in the United States.

As a subsidiary of Osram Sylvania, Sylvania Lighting Services (SLS) upholds that same commitment by being the first lighting service company to offer lamp recycling as part of every service and maintenance contract. Each year, SLS sends 9 million lamps to certified recycling facilities, preventing over 114 pounds of mercury from going into landfills.

Since beginning their partnership back in 2006, Osram Sylvania and Veolia Environmental Services have experienced great success with the program, selling enough containers to recycle an estimated 650,000 lamps to date. Additionally, Veolia Environmental Services' RecyclePak provides a recycling and disposal solution for Osram Sylvania's electronics waste, including batteries, computer electronics and other mercury containing items.



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BUSINESS BRIEFS

Dick elected to Aluminum Association's board

■ The Aluminum Association announced that K. Alan Dick, executive vice-president and president of Rolled Products North America for Aleris, has been elected to the Association's board of directors. Effective January 1, 2012, Dick will become the executive vice-president and CEO of Global Recycling at Aleris.

Dick has served as executive vice-president and president for Rolled Products North America since September 2009. Previously, he has served in various other roles for Aleris including senior vice-president and general manager for Rolled Products North America from December 2007 until his promotion. He also served as senior vice-president of Global Metals Procurement and vice-president Metal Sourcing.

Before joining Aleris in 2004, Dick was the director of raw material purchasing for Commonwealth Industries and held other supply chain positions during his tenure at Commonwealth Industries. Before joining Commonwealth, Dick was vice-president and general manager for the Pacific Region of Ideal Metals, and began his career at Pechiney SA of Canada. He held several positions within Pechiney SA including vice-president and general manager.

The one thing women do not want to find in their stockings on Christmas morning is their husband.

—Joan Rivers

East Manufacturing names regional manager

■ Jim Edwards has joined East Manufacturing as western region manager. Edwards replaces Ron Downs, who is retiring.

Edwards will be responsible for sales and support of all East product lines. He will be assisting dealers and fleets on sales and training, as well as working to expand the company's dealer network in the Midwest and Western regions.

For the last four years Edwards has been a Midwest sales representative for another trailer manufacturer. Prior to that he was a manufacturing advisor to a major truck manufacturer where he earned a Six Sigma Green Belt certification. Edwards also has over 17 years of management and/or sales experience with three motor carriers. Edwards will maintain an office in the Kansas City, Missouri, area.

Kolberg-Pioneer adds to engineering team

■ Kolberg-Pioneer, Inc. has hired Daniel Tolrud as an electrical engineering programmer in the engineering department.

Tolrud, who earned his Associate's degree in electro-mechanical engineering from the Southeast Technical Institute in Sioux Falls, South Dakota, will work primarily on the control systems of the FT product line. He previously worked as a technician and electrician at energy and electric companies in Sioux Falls.

Eric Smith joins City Carton as facilities manager

■ Eric Smith, Wapello, Iowa, has been hired as recycling facilities manager of the Mt. Pleasant, Muscatine, and Creston City Carton Recycling Facilities.

Smith oversees all operations of the three facilities. He is responsible for implementing a marketing plan for the plants in order to market products and services offered by City Carton Recycling with goals to maximize customer service, vendor relations, sales and profits. Smith is also responsible for building needs, equipment needs, and personnel at the recycling locations. He reports to City Carton Recycling vice president of operations, Daryl Russ.

Smith has over 13 years of management experience. Most recently, Smith was responsible for 80 teammates as the Shopko Stores LLC, store manager, in Burlington, Iowa.

Upstate Shredding adds two new executives

■ Two scrap industry veterans have been tapped to help lead the Upstate Shredding-Ben Weitsman & Son family of companies into the next phase of development and expansion.

Norb Klebanski, who worked for Liberty Iron & Metal for nearly 24 years as a senior buyer, has been named commercial manager for Ben Weitsman of Scranton and Ben Weitsman of Liberty. In his previous position, Klebanski called on industrial scrap accounts, steel mills, and foundries in seven states and Canada, buying for the company's shredders. He will have similar duties at Ben Weitsman of Scranton as well as Ben Weitsman of Liberty, which will open later this fall.

E.J. Watson has been hired as operations manager to oversee the company's Riverside Engineering 10,000 hp mega shredder located in Owego, New York, the new Riverside Engineering mega shredder being installed at Ben Weitsman of Rochester, and nine feeder yards. Originally from Gary, Indiana, Watson has more than thirty years' experience in the scrap industry.

For the past 20 years, Watson was chief of operations for Tube City and Tube City IMS where he oversaw operations at new and existing facilities along with all projects, repairs, upgrades and new installations of processing equipment.

Waste Connections to increase cash dividend

■ Waste Connections, Inc. announced that its board of directors has declared a 20 percent increase in the regular quarterly cash dividend on the company's common stock. The regular quarterly cash dividend, which increases from \$0.075 per share to \$0.09 per share, was payable on November 16, 2011, to stockholders of record on the close of business on November 2, 2011. The board intends to review the quarterly dividend each October, with a long-term objective of increasing the amount of the dividend.

S+S Inspection expands to a more central location

■ S+S Inspection has moved its headquarters from Niagara, New York, to a more central location in Bartlett, Illinois.

The move to and organization of the new facility was managed by S+S North America general manager, Werner Fleps, who is responsible for the effective operation of the total S+S business in North America, including the enhanced design and manufacturing capability. The new building incorporates an optical sorting line for recycling customers and an applications laboratory with a complete range of X-ray inspection and metal detection equipment for the food and plastics industry sectors of the S+S business. These facilities allow potential customers to witness real time tests using their own materials and products, particularly important for X-ray applications in the food industry.

The existing sales and distribution capability has grown with the appointment of Tracey Hartje and Tony Rampino to strengthen the sales capability in the food and plastics markets respectively. Both have considerable technical and sales experience, know their markets and have already made significant contribution to the continued expansion of S+S in North America.

David Curry named sales manager at Vecoplan

■ David Curry has joined Vecoplan Integrated Controls (VIC) as the national sales manager. Curry will be responsible for overseeing the continued growth and strategic development of VIC's existing markets for OEM control panels and complete integrated control systems.

VIC has recently expanded their operations and Curry's addition is a key component of this expansion. Curry brings a decade of sales management experience and 21 years of field sales experience to his new position.

Wentworth appointed product manager for Atlas

■ Mike Wentworth has been appointed to the position of product manager, surface drilling equipment (SDE), for Atlas Copco Construction Mining Technique USA LLC. In his new role, Wentworth will report directly to Maurice Hunter, business line manager - SDE for Atlas Copco CMT USA.

Since 2007, Wentworth has served as branch manager in Ludlow, Massachusetts, adding sales responsibility for New England to his duties in 2008. He joined Atlas Copco in 1994 as the service technician for the Southeast region of the United States and was promoted to service manager for the northeast in 2000. In 2005, he was appointed to product support - SDE, and moved to branch manager two years later.

In his new position, Wentworth will support field sales personnel, as well as providing training to the sales force on product features and benefits.

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BUSINESS BRIEFS

Aegis Solar Energy opens Massachusetts office

■ Aegis Solar Energy Inc. has expanded its solar-power business and operations across the whole of the New England region and opened a new sales and project engineering office in Sudbury, Massachusetts, to service its expanded clientele.

Located approximately 20 miles west of Boston, Aegis Solar's new office will be headed by Claude Colp, who recently joined Aegis Solar as director of engineering services. In addition to Colp, the office will initially accommodate approximately 15 people, comprised of sales, engineering and support staff. The company's headquarters are located in Branford, Connecticut.

Executives elected to EREF board of directors

■ The board of directors of the Environmental Research and Education Foundation (EREF) announced the election of its newest members:

Frank Busicchia began his career with Oshkosh Corporation in 1997, as a regional sales manager covering the Northeast United States; which came to include McNeilus Truck & Mfg. products when Oshkosh acquired them in 1998. Most recently he was promoted to vice president of sales in September, 2010.

James M. Little has been senior vice president - engineering and disposal at Waste Connections since February 2009. He was the division manager in Ohio, where he was responsible for the operations of ten operating companies in the Northern Ohio area.

Glass Packaging Institute names chairman of board

■ The Glass Packaging Institute announced that Joseph R. Grewe, president and CEO of Verallia North America, has been named chairman of its board of trustees.

Grewe succeeds Rich Crawford, chief technology and operations officer at O-I, who is stepping down from the board after a successful tenure as chairman. Miguel Escobar will serve as O-I's new representative on the board.

Additionally, associate member Bill Breunig of FMC Corporation is joining the GPI board of trustees, succeeding Scott Schreiber of OCI Chemical Corporation. For 2012, the board of trustees will also include members Jim Fredlake of Anchor Glass, John Gallo of Gallo Glass, Peter Leone of Leone Industries, Deon Van As of MillerCoors, John T. Shaddox of Vitro Packaging and associate member Bill Waltz of Strategic Materials.

Community Environmental Center receives award

■ Community Environmental Center (CEC) has received a Service Merit Award from New York State Energy Research and Development Authority, announced Richard Cherry, CEC's founder and president.

The award is specifically "For dedication and commitment providing energy services to the multifamily market."

Cherry founded CEC in 1994. CEC is the largest weatherization provider under New York State's Weatherization Assistance Program.

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BUSINESS BRIEFS

Florjancic appointed to Liberty Tire's board

■ Liberty Tire Recycling, a provider of tire recycling services in North America, appointed Fred J. Florjancic to the company's board of directors.

Florjancic served as CEO and president of Safety-Kleen, a parts cleaner, industrial waste management and oil recycling and re-refining company in North America, from 2004-2009.

Florjancic joined the company from SPX Corp., of Charlotte, North Carolina, where he served as president of its specialty engineered products group since 2001, and was responsible for six companies that manufacture industrial filters, hydraulics and capital equipment. Prior to SPX, he spent 15 years with Brunswick Corp., beginning in 1985 as vice president of finance and treasurer, and later serving as global president and CEO of the indoor recreation group.

Florjancic serves on the board of directors of Elkay Manufacturing, where he is chairman of the finance committee, and is chairman of the board for Ramsey Industries, Inc.

Veolia names new CEO to Industrial Services Division

■ Veolia Environmental Services North America Corp. appointed Darryl Schimeck to president and CEO of Veolia ES Industrial Services, Inc.

As president and CEO of Veolia ES Industrial Services, Schimeck will be responsible for managing the overall operations, including implementing programs designed to provide direction and structure to ensure the company's growth.

Schimeck joins Veolia from Atlantic Plant Services, Inc. and United Anco Services, Inc., both members of The Brock Group family of industrial services companies, where he has served as president since 2008. Prior to that, he was president and CEO of K2 Industrial Services, Inc., and executive vice president of Kenny Industrial Services, Inc.

He started his career with Waste Management, Inc., where he spent 16 years and held several positions of increased responsibility in business development and operational management.

Enerkem adds MacDonald as new board member

■ Enerkem Inc. has announced that Larry MacDonald has joined its board of directors. MacDonald spent 30 years at NOVA Chemicals Corporation in senior executive functions.

Larry MacDonald was senior vice president and CFO when he retired from NOVA Chemicals in December 2009.

Harris hires new vice president of finance

■ Harris welcomed Colin Thackray to the Harris team as vice president of finance. Thackray's responsibilities will be to lead the accounting and IT departments.

Thackray joins Harris from a background in manufacturing, most recently working with Superior Essex Magnet Wire division. He has over 13 years corporate finance experience.

Events Calendar

January 17th-20th

US Composting Council 20th Annual Composting Conference and Exposition. Renaissance Hotel, Austin, Texas. 631-737-4931 • www.compostingcouncil.org

January 26th-27th

MiaGreen Expo & Conference. Miami Beach Convention Center, Miami, Beach, Florida. 305-412-0000 • www.miaagreen.com

January 31st-February 2nd

4th Annual Solar Power Generation USA 2012. Rio All Suites Hotel and Casino, Las Vegas, Nevada. 702-430-1832 www.solarpowergenerationusa.com

February 1st-2nd

8th Annual Clean-Tech Investor Summit. Renaissance Esmeralda Resort & Spa, Indian Wells, California. 516-882-5143 • www.cleantechsummit.com

February 8th-9th

The Road to Zero Waste Conference. Doubletree Hotel Austin, Austin, Texas. 800-926-3976 • www.swana.org

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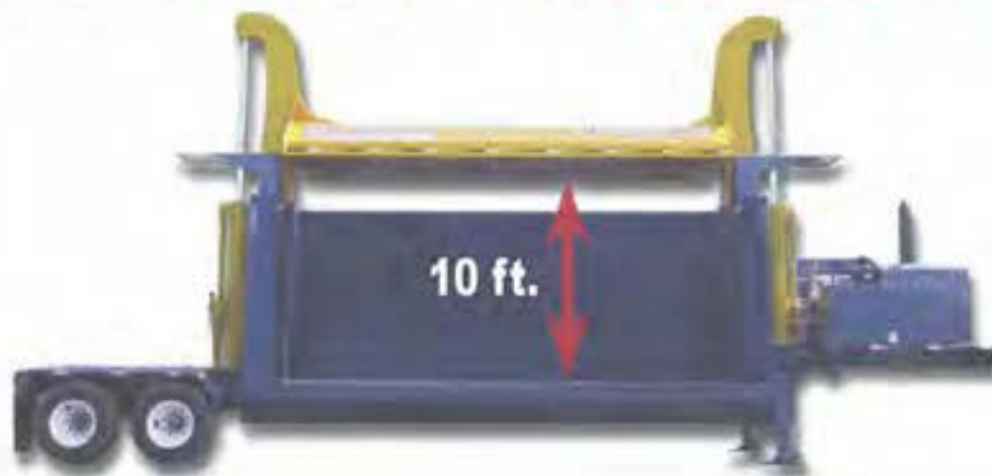
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Jobs and export data highlight importance of US scrap industry

The Institute of Scrap Recycling Industries, Inc. (ISRI) released a summary of a recent study that highlights the nearly 460,000 United States jobs supported by America's scrap recycling industry as well as new data that underscores the critical role United States exports play in employing workers in the United States.

Additionally, recently released data confirm that the United States scrap supply is more than ample to meet demand at home, as evidenced by solid increases in both domestic and overseas scrap shipments.

The executive summary – prepared by John Dunham and Associates – confirmed that the American scrap recycling industry plays a prominent role as an economic leader, job creator and major exporter. In fact, the people and firms that purchase, process and broker old materials to be manufactured into new products in America provide 459,140 adults with good jobs in the United States and generate \$90.1 billion in economic activity.

Regarding exports, the summary based on the study illustrated that in 2011, 51,768 jobs were directly supported by the export activities associated with the processing and brokerage operations of scrap recyclers operating in the United States. An additional 110,163 jobs are supported by supplier operations and through the indirect effects of scrap recycling exports. These jobs pay a total of \$5.8 billion in wages. All of this export activity generates \$30.7 billion in economic benefits in the United States and contributes \$2.1 billion in tax revenues for the federal government and \$1.5 billion in state and local taxes.

"America Recycles Day is a great opportunity to educate people about just how significant the United States scrap recycling industry truly is," said Joe Pickard, ISRI chief economist and director of commodities. "Our industry is putting United States employees and

See EXPORT DATA, Page 7

Demand up despite recent market dips

by Staff Writer

news@americanrecycler.com

There was a classic stare-down and, true to form, somebody blinked. The participants were a large East Coast scrap exporter, loaded with inventory and headed into year-end, and hungry Turkish scrap buyers looking for a deal. In the end the exporter, concerned that the Turks might choose to purchase scrap from Europe or elsewhere, dropped their prices significantly. We are truly in a global economy.

The impact of that deal sent ferrous scrap prices lower by as much as \$40 to \$50 per ton along the East Coast and across the country in the beginning of November. Some shredders and mills dropped prices accordingly because they felt that market demand required it. Others opportunistically capitalized on the situation and increased their margins just because they could. The rumor mill, whipped into a frenzy by concerns about the European economy, was that demand for scrap and steel had fallen precipitously.

Tony Elias, of Elias Scrap Metal in Barnesboro, Pennsylvania, received a call on November 1 that his prices were declining. "I told them I would ship only enough to maintain my monthly cash flow," said Elias, "and that's exactly what I did." Elias wasn't alone. John Foreman, of Guernsey Scrap Recycling in Caldwell, Ohio, got the same call and had a similar response. "I told them that they wouldn't be seeing much material from me this month," he said.



Mid November saw a surge in new orders for scrap and steel brought about by depressed market prices.

It was widely reported that demand for scrap and steel would be slack for November and December, with business improving for the first half of 2012. Reports cited several concerns including deteriorating weather, rising freight costs and weaker export demand from Turkey and China, amongst others. With that in mind, many United States domestic steel service centers opted to limit inventory purchases, choosing instead to wait the market out and purchase steel just before they anticipate any price increases. This put additional pressure on the scrap market to lower prices.

However, market dynamics changed dramatically by mid-November. News of lower scrap prices brought a surge of

new orders for scrap and steel both domestically and abroad, while the flow of scrap into mills slowed to a trickle.

Tony Elias got another phone call from his buyer. "They told me they were raising my prices back up," he said. His buyer explained that they had dropped prices at the beginning of the month because they had anticipated that prices would be down. Because of that they weren't getting enough material in to fill their orders. "So I told them that I'd start shipping again," Elias said.

Despite uncertainty in the markets, demand is up on the West Coast as well. Don Roemer, of Cascade Auto Recycling in Grants Pass, Oregon, sells to

See SCRAP OUTLOOK, Page 7

Metals USA reports strong third quarter results

Metals USA Holdings Corp. reported its results for the three and nine months ended September 30, 2011.

Net sales for the third quarter of 2011 were \$492.3 million, up 43 percent from net sales of \$345.3 million for the third quarter of 2010. Net income for the third quarter of 2011 was \$16.7 million compared to net income of \$5.8 million for the third quarter of 2010. Earnings per diluted share (EPS) were \$0.45 in the third quarter of 2011 compared to \$0.16 for the third quarter of 2010.

Net sales for the first 9 months of 2011 were \$1,430.2 million, up 48 percent from net sales of \$968.2 million for the first 9 months of 2010. Net income for the first 9 months of 2011 was \$50.6 million compared to net income of \$8.4 million for the 9 months ended September 30, 2010. EPS was \$1.36 in the first nine months of 2011 compared to \$0.26 for the first 9 months of 2010.

Metal shipments were 340,600 tons for the third quarter of 2011, up 25 percent from metal shipments of 272,600

tons in the third quarter of 2010. Metal shipments for the first 9 months of 2011 were 1,069,000 tons, up 35 percent compared to metal shipments of 791,600 tons for the first 9 months of 2010. Toll processed tonnage was 36,900 tons during the third quarter of 2011 compared to 15,500 tons for the third quarter of 2010. Toll processed tonnage was 123,600 tons during the first 9 months of 2011 compared to 36,000 tons for the first 9 months of 2010.

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A Letter from the Editor

Readers,

Merry Christmas, and happy holidays! I hope everyone is enjoying their respective festivities, and if the season has you feeling generous, perhaps you might take a moment to help us out.

Every month, American Recycler staff canvasses recyclers across the nation for information regarding the prices they're seeing on certain commodities. We take this feedback and use it to generate our Scrap Metals Market-Watch numbers, which many of our readers appreciate and rely on.

Lately, however, we've had some people phone in and inform us that our MarketWatch numbers were not representative of prices in their area—that our numbers were overly optimistic. While we firmly believe that optimism is a wonderful characteristic in a news publication, we also believe that accuracy comes first.

To that end, I'd ask that those of you who deal in the Market-Watch commodities volunteer just a few moments of your time each month to help us provide a broader range of pricing. The more numbers we receive from people on the frontlines, the better able we'll be to publish realistic scrap prices for everyone to rely on month to month.

You don't even have to do much legwork! Simply send me an e-mail letting me know that you'd like to volunteer and how you'd prefer to communicate. After that, we'll simply get in touch with you each month via phone, e-mail or fax – whichever you choose.

To those readers who have steadfastly volunteered numbers for years, thank you for your efforts. The information you provide is relied upon by over 40,000 readers each and every month. And I hope that those of you who aren't contributing will give serious thought to helping American Recycler better serve its readers and the industry.

American Recycler would like to wish all of our readers happy holidays. I hope that everyone enjoys a well-deserved break from business as usual.

We'll see you again in 2012. Until then,



Dave Fournier
Focus Section Editor
david@americanrecycler.com

Untha America opens larger headquarters

Untha America, Inc. recently held an open house to celebrate the opening of its relocated United States headquarters in Hampton, New Hampshire. The new complex consists of larger office and warehouse space and an expanded test facility which includes Untha's newest single shaft shredder, the VR, as well as a newly redesigned RS Series 4-shaft machine.

"This new facility is twice the size of our old one in Massachusetts and reflects both Untha's growth as well as our commitment to the North American market" said Bernhard Mueggler, president of Untha America. The event included shredding demonstrations showcasing the capabilities of Untha's single-shaft and 4-shaft technology. "Shredding and size reduction is crucial to any recycling operation," explained Charles Hildebrand, the western regional sales manager. "It is what transforms waste into product."

On hand for the event were Untha sales personnel, members of New Hampshire's Economic Development Division, representatives of local recycling councils and several of Untha's customers from around the country. There were also a number of new clients looking for the latest processing and recycling machinery.

All witnessed the transformation of computers, wood, desktop printers, cardboard, hard drives, paper and plastic into piles of raw material which can be used in the manufacture of new products.

"Here in Hampton we are much more capable in terms of being able to test a wide variety of materials for our existing and potential customers. We can shred almost anything from a cell phone to a 1,000 lb. bale of plastic," explained Peter Dion, regional sales manager.

General Metals to remove old buildings and equipment

General Metals announced that it retained a contractor to remove the old Independence Mill site. This will enable the company to proceed in development of its mine to begin production at the company's Independence Mine project in the Battle Mountain Gold and Silver Mining District, Lander County, Nevada.

The agreement allows for the survey and removal of existing mill site buildings, machinery, equipment, parts and debris on the Independence site with the objective of bringing the area into compliance with 43 CFR 3809. The contractor has already begun removing the mill building and equipment used in recovering gold and silver during the last few years of production from the property in the 1980s. Reported historic production by the various operators totaled 750,200 ounces silver and 11,029 ounces gold.

The old Independence mill site is located in the area of the company's planned open pit mine. The reclamation work addresses the mill site disturbance by previous operators. The removal of these buildings and obsolete milling equipment will enable the company to optimize the open pit design and thereby

maximize the project's mineable tonnage.

"Our plan all along has been to remove these structures first so we can begin mining," stated Daniel J. Forbush, president and director of General Metals Corporation. "The old buildings sit on top of the mineralized zone included in the resource calculations. The measured and indicated gold resource in the shallow mineralized zone increased by 7.5 percent from October 2009 calculations to 223,200 ounces in 16.1 million tons. The silver resource totals 3,784,400 ounces. At the London PM fix on October 12, 2011 of \$1,682 per ounce for gold and \$32.89 per ounce for silver, a deposit containing 297,000 ounces of gold equivalents would have a gross in situ value of approximately \$500 million."

The company is developing a plan for open pit mining of the near surface gold and silver resources and for heap leaching the gold and silver ore.

Forbush concluded, "The removal of these old mill structures will facilitate fast-track design of our open pit and leaching operations."

CellMark makes offer to acquire Alcan International

CellMark, a forest products marketing group based in Gothenburg, Sweden, has made a binding offer to acquire the Alcan International Network (AIN) business from Constellium. Constellium is owned by affiliates of Apollo Global Management, Rio Tinto and Fonds Stratégique d'Investissement, the French sovereign investment fund.

AIN's worldwide operations specialize mainly in the trading and distribution of products for the aluminium, steel and foundry industries and semi-fabricated products. AIN recorded approximately \$500 million of revenues in 2010.

Constellium will respond to CellMark's binding offer following the completion of information and consultation

requirements with the relevant employee representation bodies. Completion of the acquisition, which is expected to occur in December 2011 or early 2012, is subject to various conditions, including regulatory filings in a number of jurisdictions.

Sir Adrian Montague, chairman of CellMark Investment AB, said, "The technical expertise and strong market connections of AIN would complement our existing operations, and CellMark's access to capital, its cultural values and risk management expertise would offers our new AIN colleagues exciting opportunities to grow and develop AIN's business alongside CellMark's core activities in forest products. The combination of these two businesses would provide a platform to strengthen and develop our supply chain services for both commodities and specialties."

US Shredder and SECTA join efforts

US Shredder has partnered with Brazilian-based SECTA International to begin the marketing, engineering, manufacturing and servicing of the automobile and scrap shredder market in Brazil and parts of South America.

SECTA is a well-established company that will assist US Shredder with administrative support as well as complementing its already strong ties to the metals industry.

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Metalico posts sales of \$169 million in third quarter

Metalico, Inc. reported net income of \$5.1 million for the third quarter, equivalent to \$0.11 per diluted share, increases of 13 percent and 10 percent, respectively, above the comparable results for the prior year.

The company posted sales of \$169 million for the quarter ended September 30, as compared to \$137 million in the 2010 period, when it reported net income of \$4.5 million, or \$0.10 per share. Operating income in the third quarter was negatively impacted by scrap metal cost pressures and fell to \$6.5 million compared to \$9.1 million (as adjusted for insurance recovery) in the prior year.

The company's ferrous and nonferrous recycling business continues to perform profitably, but with lower metal margins. Operating income suffered from scrap purchase prices rising faster than related selling prices. Competitive

pressures are being driven by a stagnant to declining supply of scrap being pursued by more prospective acquirers. Year to date, metals recycling contributed 73 percent of operating income on 59 percent of consolidated revenues.

PGM recycling has been impacted by restricted supply and volatile pricing. The result is fewer units purchased and tighter operating margins, which contributed to segment income dropping by 21 percent from last year. Molybdenum selling prices were falling throughout the quarter while average inventory costs dropped more slowly, which impacted margins.

Lead commodity prices also fell during the period but a change in Metalico's product mix, coupled with selective cost pass-throughs, kept selling prices flat. Year-over-year volume sold was virtually the same at 12.7 million pounds.

Steel import permits down three percent in October

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 October totaled 2,192,000 net tons (NT). This was a 3 percent decrease from the 2,269,000 permit tons recorded in September and a 2 percent decrease from the September preliminary imports total of 2,238,000 NT.

Import permit tonnage for finished steel in October was 1,819,000 NT, up 9 percent from the preliminary imports total of 1,662,000 NT in September. Year-to date (YTD) 2011 total and finished steel import permit tons would annualize at 28,989,000 NT and 22,203,000 NT, up 21 percent and 18 percent, respectively, vs. the 23,929,000

NT and 18,857,000 NT imported in 2010. The estimated finished steel import market share in October was 22 percent and is 22 percent year-to-date.

In October, the largest finished steel import permit applications for offshore countries were for Korea (220,000 NT, up 4 percent from September), Japan (137,000 NT, up 15 percent), China (111,000 NT, up 3 percent), Australia (96,000 NT, up 94 percent) and Germany (71,000 NT, up 12 percent).

Finished steel import permits for major products that registered increases in October vs. the September preliminary include hot rolled sheets (up 50 percent), hot rolled bars (up 30 percent), sheets and strip all other metallic coated (up 23 percent), mechanical tubing (up 19 percent) and wire rods (up 15 percent).

PSC Metals makes asset acquisitions

PSC Metals, Inc. has expanded its operations in Knoxville, Tennessee, by acquiring the assets of Metals Solutions, LLC and Knox Recycling, Inc.

Founded in 2005, Metals Solutions is a producer of secondary aluminum. The company will be located at PSC Metals' latest scrap buying center at 5336 Counselor Lane in Knoxville.

Opened in 2008, Knox Recycling is located at 10327 Cogdill Road in Knoxville. Knox Recycling will be buying recyclable material for processing at other PSC locations in the region.

Previous owners, Dale Ferraro and Jason Loveland, will remain with the companies.

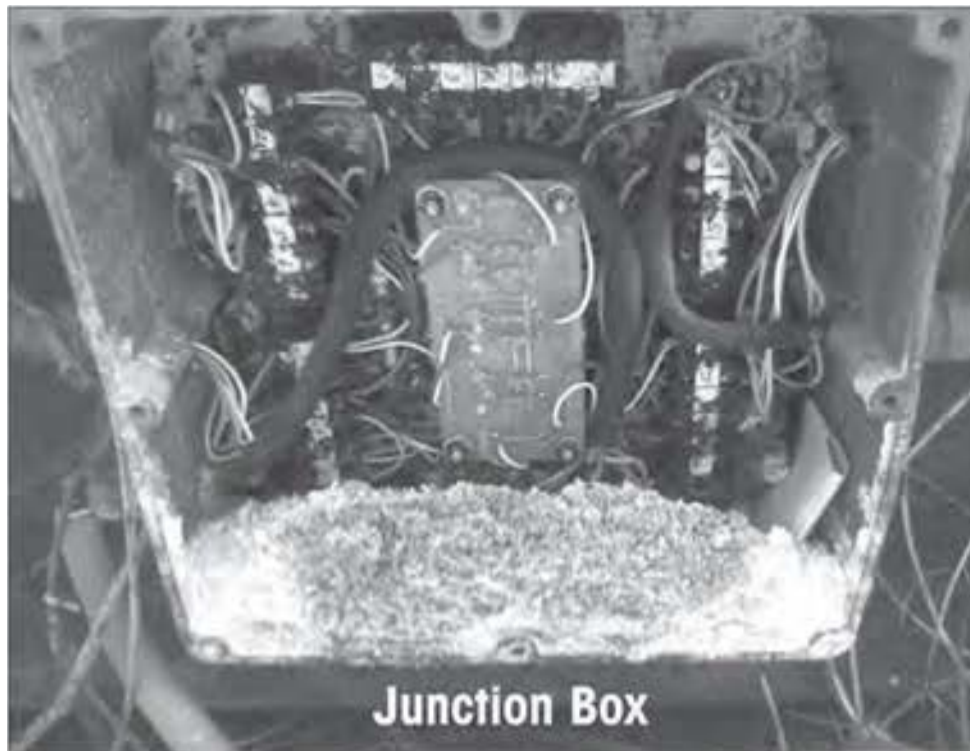
This is the fourth acquisition PSC Metals has made in 2011. The most recent was its acquisition of the assets of Shapiro Brothers, Inc. with four locations in Missouri, Illinois and Arkansas in September.

Aginzo Consulting joins the Aluminum Association

The Aluminum Association announced that Aginzo Consulting Group has joined its ranks. Aginzo will join the Association as an associate member. Associate members are firms providing direct services to companies involved in the production or recycling of aluminum.

Aginzo provides consulting and information technology services to the aluminum and other metals industries through a team of highly specialized and experienced consultants. All Aginzo consultants possess 15-plus years of experience in the aluminum and other metal industries and interact directly with clients for special projects and improvements.

Aginzo is headquartered in Bexley, Ohio.



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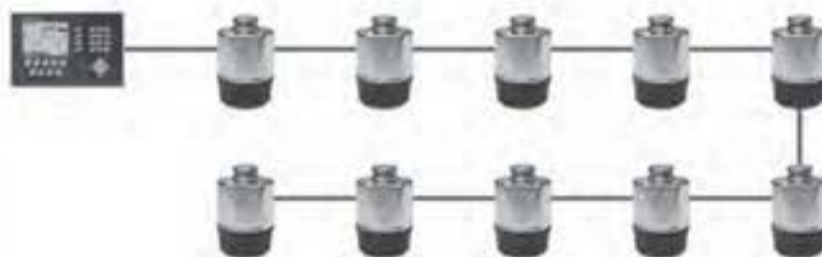
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Magnets

by MARY M. COX

maryc@americanrecycler.com

Lifting magnets are used to collect and transfer bulk ferrous materials and are designed in various configurations for rigorous industrial use. Magnetech provides a wide range of industrial lifting magnet sizes and configurations to meet the needs of scrap and railroad yards, foundries, steel warehouses, fabrication shops and work involving slabs and billets or barge loading. All Magnetech magnets are designed to 75 percent duty cycle and constructed with class H insulation throughout the coil. Steel construction maximizes lift-to-weight ratio without sacrificing strength and durability.



Magnetech Industrial Services, Inc.

"Our clients always strive to reduce their spares inventory and cost of maintenance. Our MagneTrac asset management program results in hard savings by reducing magnet spares inventory, down time and repairs," said Trisha Abbruzzi, manager, marketing and communications. The system tracks, analyzes and maintains efficient production line performance through a field survey, the creation of an assessment and profile, and a comprehensive report and operator training.

Ron Slaby is sales manager at Moley Magnetics Inc., a full line magnet manufacturer and supplier to the recycling and demolition industry. "We serve North America, offering three main magnet product lines, including traditional DC magnets and generators, fully enclosed hydraulic magnets and battery operated magnet systems. Our 'ESB' battery operated magnet system is unique to Moley Magnetics and offers several key benefits to users," Slaby said. He noted that the system is

ideal for small to midsize recycling operations or any operation that uses a magnet for unloading or "sweeping" up the yard, gathering material that wasn't collected by a grapple or is too labor intensive to be picked up by hand.

"Although this work can be accomplished with any magnet system, the benefits of using our 'ESB' include a low purchase price relative to other systems, easy installation, low maintenance and no generator to maintain.

"This system allows budget-conscious operations to own a highly dependable, easy-to-install and maintain magnet system, for the lowest cost on the market. The mechanism that allows these magnets to be as powerful as a traditional 230V magnet is low voltage and high current versus the traditional high voltage/low current. This approach to building a magnet system allows for a cooler running magnet which increases magnet life and lifting efficiency," explained Slaby.

The system power is provided by the 12 or 24V batteries of the vehicle to which it is attached, with the alternator recharging the batteries, eliminating the need and cost for a generator. The magnets are available in 26", 32", 36" and 40" sizes.

Winkle Industries is an ISO 9000-registered firm and a manufacturer of industrial lifting magnets. Mark Volansky, director of sales, stated, "Our magnets are American-made and offer several key characteristics that our clients value: the highest lift to weight ratio in the industry, a 75 percent continuous duty cycle for 24 hour operation, excellent mechanical properties that allow for outstanding durability even in the most severe applications, and we offer



Winkle Industries

standard product lines plus the capability to custom design and engineer magnets for any application."

Winkle products are sold in the steel manufacturing, scrap processing, slag reclamation, construction and demolition, foundry and shipbuilding industries. "As it relates specifically to the



Moley Magnetics Inc.

scrap industry, we supply and service everyone from small feeder yards to the major exporters with the industry's widest range of product available. Of course, customers need to maximize productivity and throughput while minimizing production and maintenance costs. We provide value to our customers by properly sizing a lifting magnet to a crane to provide ultimate throughput capability. Our engineering expertise allows us to offer solutions for the specific application challenges faced by our clients," Volansky said. He added, "Our customers are tied to consumer products like autos and appliances - anything that requires steel - as well as both domestic and third world infrastructure such as roads, rail, bridges, commercial construction, etc. So, our industry is tied to the overall health of the economy - like many others.

"With our product mix and service, we feel we are well-positioned to provide the value our customers need. Rather than just being suppliers to our clients, we are a solution provider. Stocking our engineering staff with the brightest minds in the industry puts us front and center with our clients. Also, we understand our role in the various industries and this allows our customers to stay focused on their core competencies while we focus on ours - making sure they have the right pieces of equip-

ment for the application specified and providing the service and engineering support they need to meet and exceed their production numbers," Volansky concluded.

Manufacturer List

AEC Magnetics Inc.
Bill Klaus
800-635-3954
www.aecmagnetics.com

Eriez Manufacturing
John Mackowski
888-300-3743
www.eriez.com

Gensco America, Inc.
Alan Zelunka
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www.genscoequip.com

Magnetech Industrial Services, Inc.
David Koch
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www.magnetechtransformerrepair.com

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Coca-Cola Recycling launches recycling center in Texas

PHOTO COURTESY OF COCA-COLA RECYCLING, LLC

Coca-Cola Recycling LLC opened a new consumer recycling center in Irving, Texas that accepts and processes aluminum cans and #1 PET plastic beverage bottles. The new center was created to offer free and convenient access to beverage container recycling.

The Dallas-Fort Worth area was selected as the pilot market for the Reimagine recycling program, and the first Reimagine Beverage Containers recycling center was opened in Arlington last November. More than 2.3 million containers have been collected and recycled at centers in Arlington, Plano and Garland in less than a year, resulting in almost 100,000 pounds of material diverted from DFW-area landfills.

"We know that people want to recycle," said Alain Robichaud, president of Coca-Cola Recycling, "but when recycling is inconvenient for consumers, too many used beverage containers end up as waste. The outstanding results we have seen from Reimagine prove that we can raise recycling rates when we make it easy, accessible, rewarding and fun."

The new center in Irving was opened when a "ribbon" made from used beverage containers was cut by Irving city councilwoman Rose Cannaday, Kroger Southwest president Bill Breetz and Coca-Cola Refreshments South Region senior vice-president and general manager Mark Schortman. After the ribbon was cut, students from Holy Family of Nazareth School recy-

clered containers that will help them earn free supplies and equipment for their school.

Recycling provides many benefits to communities, but the Reimagine Beverage Containers center adds a Rewards for Recycling program that provides added benefits for schools. Consumers who recycle at Reimagine can designate a local K-12 school to receive credit for the containers they recycle; the school will be awarded My Coke Rewards points redeemable for much-needed supplies and equipment.

To celebrate the opening of the new Reimagine center, an additional incentive program has been created. A \$100 gift certificate redeemable for supplies will be awarded for every 1,000 eligible containers recycled on a school's behalf by January 20, up to a maximum value of \$5,000.

Consumers who prefer not to designate a school to receive credit for their recycled containers can use their Reimagine points to get personal rewards, like free or discounted merchandise and event tickets, or to enter sweepstakes drawings for prizes.



More than 2.3 million containers have been collected and recycled at centers in Arlington, Plano and Garland in less than a year, resulting in almost 100,000 pounds of material diverted from landfills.

Reimagine Beverage Containers recycling centers feature technology developed by Environmental Products Corporation. Reimagine allows the recycling consumer to bulk feed up to 150 cans and PET plastic bottles per minute; the containers are fed onto a conveyor where optical scanners verify the material and sort by material type. The PET bottles and aluminum containers are separated, crushed and stored; anything else is sent to a reject

bin. Because the material is pre-sorted and crushed, it can move efficiently through the recycle stream and into the production process to be remade into new products.

Kroger is the retail host for the Reimagine pilot program and plans are under way for additional placements, including a center planned to open in Little Elm next month.

A linguistics professor was lecturing his English class one day. "In English," he said, "A double negative forms a positive. In some languages, though, such as Russian, a double negative is still a negative. However, there is no language wherein a double positive can form a negative."

A voice from the back of the room quipped, "Yeah, right."

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Columbus Steel Castings to install monitoring equipment

Columbus Steel Castings Company, Inc., located in Columbus, Ohio, was sentenced to pay \$825,000 and install additional devices to prevent air pollution after pleading guilty to 6 counts of violating the Clean Air Act.

The company admitted that between 2004 and 2007 it failed to operate air pollution controls for four different emission sources at the plant for varying periods of time. The company also failed to report malfunctions of air pollution control equipment. Daily visual emission checks, designed to determine if the plant was emitting excess dust or smoke, were not conducted on weekends while the facility was operating. Stack tests, which are necessary to ensure compliance with the Clean Air Act, were not conducted as required by the company's air permit. The

company also failed to submit accurate annual compliance certifications.

The company was sentenced to pay a \$660,000 fine and a total of \$165,000 to 2 different Columbus charitable organizations – Grange Insurance Audubon Center and Physicians Free Clinic – which serve residents who live near the plant. One project will fund a program that provides environmental education to students. The other project will provide medical services, medications and transportation services for residents of the south side of Columbus with ailments related to respiratory illnesses.

The judge also ordered the company to install interlock devices designed to shut down emission sources when the associated air pollution control equipment is not in operation.

A Closer Look

by Donna Currie

Star Recycling Harry Purnell • 205-841-8208

Before Harry Purnell was in the recycling business, he worked as a retail consultant for store décor packages – things like signs and other fixtures. While he enjoyed the travel, he found that it took him away from his family too much. He told himself, "I've got to do something different." At the same time that he was considering other employment, his father-in-law was considering selling off part of his own business – the recycling portion of his used truck business.

Purnell decided that what he didn't know about recycling, he could learn, and six years ago he purchased that recycling business. "I knew a lot about steel," Purnell said, "but not a lot about scrap." He said that he got a lot of help learning about the business, and that his employees made it a lot easier for him.

His father-in-law, now 67 years old, is still going strong with his original business, selling used trucks, dismantling trucks, and selling truck parts from his 20-acre site. The recycling had only been a sideline for him, and he had been trying to sell it for some time. Purnell was the perfect buyer.

At first, the business focused on retrieving scrap from landfills, but Purnell began expanding the scope. Today, the majority of his business focuses on going to difficult sites to remove material.

Once such project was the removal of "A D-9 dozer way out in the woods – and it had been there for 20 years." The bulldozer had been sitting for so long that trees had grown around it – and through it. But it wasn't just a matter of getting the metal out – there were still fluids in the machine that had to be drained.

The crew cut down trees and disassembled enough of the 60-ton machine to get it onto a truck and back to Purnell's facility. When it arrived, Purnell said, "Dad-gum, that thing is big!" It had been sitting in a pit and was dwarfed by the huge trees around it, but when it was on his property, it looked much larger.

Purnell's yard doesn't accept material "off the street" – it's strictly for his use for processing the material he brings in. But his goal is to process as much as possible on-site. He has a portable baler and shear, and his crews operate torches when necessary, with the hopes that he can ship directly from the work site to the steel mill or foundry.

Not all of his projects are quite that difficult, although he is becoming known as the go-to guy for the unique situations. "We're reliable," he said, "and we're willing to try anything" when it comes to getting the material off the customer's site.

Star Recycling also works with local demolition companies, removing the scrap after the demolition work is done, and working with local corporations and government entities on removing large equipment from their sites.

In the 6 years he has owned the business, Purnell has not only enlarged the scope of the material handled, but he also "broadened the geographical market" which has helped him keep his 10 employees busy. Since his business relies on short-term projects rather than long-term contracts, his biggest challenge has been maintaining a steady stream of work.

Purnell said that business has improved, but like other companies, he suffered a few slow years. However, he was pleased that he was able to get through those difficult times without the need for any layoffs.

Through it all, though, his focus has been on the one thing that brought him into the business in the first place – family. "Business will always be there," he said, "but family comes first."

AISI elects new chairman

The board of directors of the American Iron and Steel Institute (AISI) elected U.S. Steel chairman and CEO John P. Surma as the chairman of AISI during the Institute's November 10 board of directors meeting. He succeeds Nucor Corporation chairman and CEO Daniel R. DiMicco, who served as the Institute's chairman for the past 18 months. Surma previously served as AISI chairman from 2005 to 2006.

Three new AISI directors were approved at the meeting, including: Guilherme Johannpeter, president, Gerda Long Steel North America; Michael G. Rippey, president and CEO, ArcelorMittal USA; and Charles Schmitt, president, SSAB Americas.

John Surma was elected chairman of the board of directors and chief executive officer of United States Steel Corporation in February 2006. Before that, he became vice chairman and chief financial officer of United States Steel Corporation on January 1, 2002. He was named president in March 2003, and president and chief operating officer in June 2003.

Prior to his current election as chairman of AISI, Surma previously has served as chairman of AISI as well as vice chair-

man and as a member of the board of directors. He is a member of the board of directors of The Bank of New York Mellon Corporation and Marathon Petroleum Corporation. He was appointed by President Barack Obama to the President's Advisory Committee for Trade Policy and Negotiations and currently serves as vice chairman. He serves as treasurer of the board of directors of the World Steel Association and previously held the titles of chairman and vice chairman. Mr. Surma also serves on the board of directors of the National Safety Council and is a current member of both the National Petroleum Council and The Business Council.

Additionally, he is a member of the board of directors and executive committee of the Allegheny Conference on Community Development and serves as the organization's current chairman; vice chairman of Penn State University's Board of Trustees and a member of its Smeal College of Business' Board of Visitors; and chairman of the board of directors for the Allegheny County Parks Foundation. He graduated from Pennsylvania State University in 1976 with a Bachelor of Science degree in accounting.

Mechel launches experimental ferronickel-producing complex

Southern Urals Nickel Plant OAO launched an experimental industrial complex to produce ferronickel.

The complex's launch is part of the reconstruction of the plant's smelting facilities, aimed at increasing production efficiency, lowering production costs and dramatically reducing the volume of waste released into the atmosphere. The new technology will also allow the plant to significantly decrease operating costs by excluding several expensive components from the technological cycle.

The 12-MW complex's annual production capacity is some 4,900 tons of ferronickel, with an average 20 percent nickel content.

The 12-MW smelting complex was based on technical developments employed for the ferroalloy industry and environmental protection. In developing this project, Bateman Engineering B.V. used an integrated approach, which made possible a combination of lower

production costs with higher metal extraction levels and improved equipment endurance and reliability.

The experimental industrial complex's total cost amounted to approximately \$41 million dollars.

Once the complex is launched, the plant will use a new technology for producing ferronickel by smelting in electric furnaces, which has no analogies in the world.

"Launching this industrial complex for ferronickel production marks the beginning of the plant's sweeping modernization. The development strategy implemented by the plant is due to ensure not only the present, but also the future for South Urals Nickel Plant and dramatically improve the facility's economical and ecological parameters," Mechel OAO's chairman of the board of directors, Igor Zyuzin, noted.

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Scrap outlook

■Continued from Page 1

several large scrap exporters. "Even though my prices are down \$25 per ton so far this month, I'm still getting more for my scrap than I did last year. On top of that we shipped 20 percent more material in October of 2011 than we did in the same period in 2010."

In fact, with the exception of the price collapse of 2008 at the height of the Great Recession, scrap prices have continually improved year-on-year. In its fiscal 2011 annual report, Schnitzer Steel Industries, Inc. reported that both revenues and profits improved by

approximately 50 percent. The report cited that some of the driving factors for that growth were continued strong demand for exports and the continued recovery of domestic demand. This increased demand led to higher average prices and increased revenue across all segments.

In a statement released by Schnitzer, Tamara Lundgren, president and chief executive officer, said, "Looking ahead to 2012, we expect the positive benefits of the investments and acquisitions we have made as well as overall increasing demand for scrap metals to continue."

Equipment manufacturer Caterpillar, Inc. reported 2011 sales of \$58 bil-

lion and is forecasting a 20 percent increase in 2012. Orders for durable goods have steadily improved. United States automakers continue to report better sales and profits as well. Industrial production in October increased seven percent, topping forecasts at the fastest rate in three months. These are just a few of many reasons to believe that demand for scrap metals will continue to improve in the foreseeable future, despite current market fluctuations.

There is reason for optimism with regard to the demand for nonferrous metals as well. China returned to the copper market with huge buys in October. Morgan Stanley Australia, Ltd. has

reported that orders to withdraw copper from London Metal Exchange (LME) inventories in Asia nearly doubled in November, a likely sign that demand has increased. Total LME inventories of copper fell to the lowest level since February 23.

Forecasting ahead, 2012 is shaping up to be a better year. Schnitzer Steel Industries, Inc. believes that there will be an overall increase in demand for scrap metals, citing the growth rates of a number of the world's emerging economies. Even a slight increase in United States domestic demand will make for a very comfortable year.

Export data

■Continued from Page 1

resources to work every day and supplying needed resources to industrial consumers throughout the United States and around the world."

Commenting on recent proposals to limit scrap exports, Pickard added, "Any idea that protectionist measures such as limiting exports are somehow going to increase economic growth and job creation has no sound basis in either economic theory or reality. Restricting exports in order to promote growth is something like eliminating food in order to promote good health - eventually it starves the patient."

To highlight America Recycles Day, ISRI compiled the following data from government sources, demonstrat-

ing the recycling industry's activities in furtherance of the Obama Administration's efforts at increasing United States exports to spur economic growth:

•Overseas demand for American scrap has surged in recent years. From 2000 to 2010, total United States scrap exports jumped from 17.7 million mt to more than 45 million mt. Over the same period, the value of those shipments increased more than 6-fold from \$4.8 billion to \$29.6 billion last year, breaking the prior record of \$29.1 billion set in 2008.

•United States scrap exports through just the first 9 months of 2011 have already reached \$29.9 billion, according to the latest figures from the Census Bureau, already surpassing last year's record and representing a 41 percent increase over

January through September 2010 exports.

•The increased year-to-date export sales reflect this year's generally higher price levels, as well as increased physical demand, as the total volume of loadings during January to September 2011 advanced 20 percent from last year to reach 39.5 million mt.

•By destination, the largest overseas markets for United States scrap this year include: China \$8.7 billion (+42 percent); Canada \$2.8 billion (+27 percent); Turkey \$1.9 billion (+80 percent); South Korea \$1.7 billion (+34 percent); and Taiwan \$1.4 billion (+46 percent).

•By commodity, the value of YTD date shipments are up significantly for each major commodity group including: aluminum scrap \$3.1 billion (+34 percent); copper scrap \$3.9 billion (+54

percent), ferrous scrap \$8.15 billion (+52 percent), recovered paper and fiber \$2.9 billion (+19 percent) and plastic scrap \$788 million (+16 percent).

Pickard also noted that according to recent federal government data, total domestic consumption of ferrous scrap during January through August 2011 reached 36.9 million mt, up from 34.0 million mt during January through August 2010. Meanwhile, January through September 2011 trade data from the U.S. Census Bureau show the volume of YTD ferrous scrap exports increased more than 30 percent to 18.4 million mt, clearly demonstrating that the United States scrap supply is able to simultaneously meet increasing scrap demand both at home and abroad.

After a caller gave a technician her PC's serial number, he scanned a database of registered users and responded, "I see you have an Aptiva desktop unit." Before he could say another word, the caller shrieked and said she'd be right back. When the customer returned, the technician asked if she was all right. She responded, "Had I realized you could see me, I never would have telephoned in my bathrobe."

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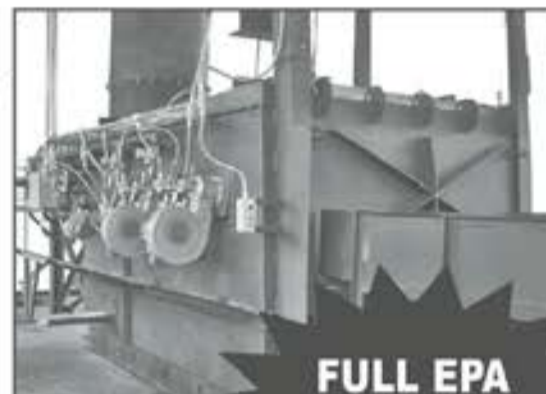
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