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## FOCUS: Metals

### China's Green Fence keeps out metals recyclers



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# Anaerobic Digestion: The last frontier for municipal solid waste

by MIKE BRESLIN

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Europe could help give an impression of what the U.S. waste disposal industry can become and what future role anaerobic digestion (AD) may play in increasing landfill diversion, producing biogas, nutrient-rich products and compost for municipalities.

The Landfill Directive established by the European Union in 1999 is now firmly established and is on track to reduce the landfilling of biodegradable municipal waste to 35 percent of 1995 levels by 2016. Part of that diversion progress can be attributed to the wide adoption of anaerobic digestion technology to make biogas. Europe now has over 10,000 operating digesters with some communities essentially fossil-fuel-free because of them.

One end-product is biogas, which is combusted to generate electricity and heat, or can be processed into renewable natural gas and transportation fuels. Previously, most biogas systems used livestock manure or wastewater sludge as feedstocks. Today, commercial systems turn a much wider variety of materials, including municipal solid waste, food waste, fats, oils, grease and other organic wastes into biogas. After the biogas is captured, nutrient-rich solids and liquid remain. Separated, post-digested solids can be composted, utilized for dairy bedding, applied to cropland as fertilizer, or converted into other nutrient-rich products. The liquid stream, also nutrient-rich, is often sprayed on fields as fertilizer.

A digester vessel is an air-tight tank that can be of nearly any size or shape. Depending on the type of system



Organic Waste Systems' second plant in Wijster, Netherlands. It processes 44,000 tons per year of biowaste, including food waste, yard waste, soiled papers and compostable packaging. Plant started up in May 2013, the second OWS digester at the site owned by Affero BV.

employed, with intermittent mixing, digestion time varies depending on the composition of the material being digested, up to a month in some cases. It can be batch-to-batch or continuous process. The technology and economics of the various processes have been established over decades in thousands of installations worldwide, primarily

for wastewater and agricultural applications. Now, it looks as though AD is on the verge of breaking through into North American MSW operations.

Norma McDonald, sales manager for Organic Waste Systems (OWS), a Belgium-based company has 30 of its DRy-ANAerobic-Composting systems installed around the world, 27 of which handle municipal solid waste (MSW). These systems are located predominately in Europe with some in Japan and Korea.

"Since 2005 we've been building agricultural systems in the U.S. and have installed 13. Like others in our industry, we are hoping that this is the year that we win some U.S. projects on the MSW side. We are a finalist on several MSW projects and hopefully we will have an AD plant up and running in the U.S. within the next two years," McDonald said.

McDonald continued, "All of our facilities produce biogas. We have facilities that are predominately food waste. Some handle 90 percent food waste from homes, restaurants and stores. We have other facilities where the feedstock is yard waste, up to 85 percent. The main thing that makes MSW really attractive is that it will produce 10 to 35 times more biogas than manure, or sludge coming out of wastewater treatment facilities."

See ANAEROBICS, Page 8



Anaerobic digestion plant at Michigan State University. Manure, food waste and other organic matter go into the airtight tank, which holds about 450,000 gallons. Contents are maintained at roughly 100 degrees Fahrenheit for 20 to 30 days. The result is biogas and a slurry of partially decomposed organic matter, water and nutrients.





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# Bath product recycling promoted by campaign

While 7 out of 10 Americans say they always or almost always recycle, only 1 in 5 consistently recycles bathroom items, according to a report commissioned by the Johnson & Johnson Family of Consumer Companies.

To help make a difference, the Johnson & Johnson Family of Consumer Companies launched Care To Recycle™, a recycling campaign that begins with a gentle reminder to recycle more items from the bathroom. It is the first recycling awareness campaign of its kind to be hosted exclusively on Tumblr.

The initiative includes a video that site visitors are encouraged to share to help spread the word and show their commitment to recycling in the bathroom, along with a number of highly shareable posts that include helpful information and tips. All are designed not only to help people recognize the many bathroom products that are recyclable, but also to encourage them to take the next step and recycle these items instead of throwing them in the trash.

The research report concluded that recycling in the bathroom is simply not top of mind for many people. In fact, 40 percent of Americans report recycling no bathroom items at all. Among the reasons cited, 22 percent reported they had never thought about recycling in the bathroom and 20 percent didn't even know that products in the bathroom are recyclable.



The Care To Recycle Tumblr site, [www.caretorecycle.com](http://www.caretorecycle.com), features the "Smallest Room" short video, reminding viewers that one step toward a healthy planet is to recycle in the bathroom.

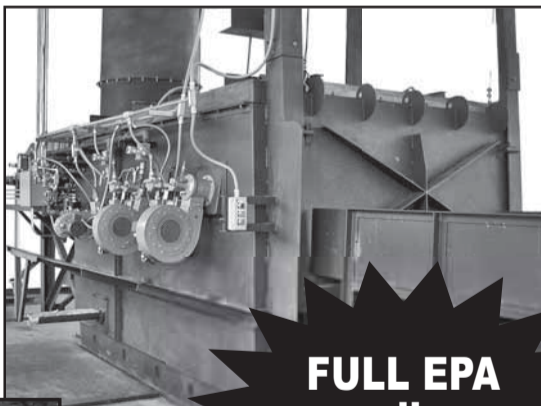
Users are encouraged to share the video at various points on the Tumblr page, which also includes a host of information, tips and resources to be a better bathroom recycler, including which bathroom items can be recycled. All the content is shareable within the Tumblr platform, as well as on Facebook and Twitter. More content and opportunities for consumer engagement will be progressively added to Tumblr in the weeks and months after launch.

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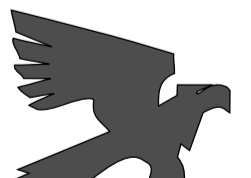


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# Report shows new beverage containers increased while recycling stagnates

The Container Recycling Institute (CRI) has just released a report on container recycling rates and trends in the United States. Based on more than two dozen data sources, from the beverage market to U.S. census tables, "Bottled Up: Beverage Container Recycling Stagnates (2000-2010)," shows that sales of disposable beverage containers have grown dramatically – up by 22 percent from 2000-2010 – with per capita consumption soaring by 8 percent over the same period. Yet even as beverage sales increased, the rate at which we recycled the empty containers declined.

Of the 243 billion beverage packages sold in the U.S. in 2010 – glass bottles, plastic bottles and aluminum cans as well as foil pouches, gabletop cartons and other nontraditional containers – 153 billion were either land-filled, littered or incinerated. This put the national wasting rate for 2010 at 63 percent, a whopping 20 percent jump since 1990, when our non-recycling rate for containers stood at approximately 52 percent.

In other words, between 1990 and 2010 – a period that saw almost feverish growth and investment in municipal recycling programs, education and infrastructure – Americans have persisted in wasting more beverage containers than they've recycled.

The report suggests numerous reasons for this imbalance, among them the surge in bottled water sales (up more than 400 percent since 2000) and sales of beverages consumed away from home.

"Recycling rates have stagnated in large part due to a dramatic increase in consumption of these beverages, especially at businesses and in public spaces where recycling bins are scarce," said Susan V. Collins, president of CRI. "Another key factor in the decline in recycling rates is the unwillingness of state legislatures to enact effective recycling policies, especially new or expanded container deposit laws."

Our failure to recycle nearly two out of every three containers has monumental environmental impacts. As the report notes, every beverage container that is not recycled must instead be replaced with a new container made from virgin raw materials. Extracting and processing these materials requires far more energy – and generates more pollutants – than making containers from recycled feedstock. For example, if the 153 billion containers wasted in 2010 had been diverted back to the manufacturing stream, the U.S. could have saved the equivalent of 203 trillion BTUs of energy – enough to power nearly all the homes in the cities of Los Angeles and Chicago combined.

This level of recycling would also have eliminated the release of 11.6 million tons of greenhouse gas (GHG) emission – that's roughly one-fifth of total GHG represented by America's municipal solid waste, and equivalent to taking nearly 2.3 million cars off the road.

"To realize meaningful energy savings and reduce the GHG emissions associated with beverage consumption,

beverage container recycling must dramatically increase across the country," Collins added.

"As the report points out, minor percentage changes in recycling rates won't cut it. If we are to adequately reduce the environmental consequences of extracting, processing, manufacturing and shipping billions of short-lived containers, national recycling rates for all major container materials must edge above 90 percent. And the only recycling method shown to achieve anywhere near that level of recovery is the refundable container deposit, an early form of extended producer responsibility."

As the report shows, the 11 U.S. states with container deposit laws in 2010 consistently recycled 66 percent to 96 percent of the containers covered under their laws, whereas the average recycling rate for all beverage containers in non-deposit states was just 30 percent. Even though deposit states represent only 28 percent of the U.S. population, in 2010 they accounted for 46 percent of all containers recycled during that year.

"Bottled Up" notes that if even a modest deposit of \$.05 were placed on all disposable beverage containers sold in the U.S., a 75 percent recycling rate could be achieved across the board. The report also makes it clear that if American beverage consumption continues to follow current growth trends, we must do more to capture and recycle the billions of containers consumed away from home.

Finally, the report emphasizes that failing to recycle these containers has economic consequences as well as environmental ones. Between 2000 and 2010, for instance, the scrap value of our wasted beverage containers exceeded \$22 billion. And that's not counting the economic impact of tens of thousands of domestic jobs that, according to an earlier CRI report, would be generated by a national container deposit. The report can be downloaded at CRI's website.

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## Nominations for ISRI's Design for Recycling Award sought

The Institute of Scrap Recycling Industries (ISRI) is calling for entries for the 2014 Design for Recycling (DFR) Award. The DFR Award is ISRI's highest award given annually to the most outstanding contribution to products designed with recycling in mind. It recognizes proactive steps made by manufacturers who have actively incorporated DFR principles into products and processes.

"When designing a product, manufacturers should be giving just as much of a priority to its ability to be recycled as they do cost, appearance and other factors," said Robin Wiener, president of ISRI. "Effective recycling begins at the drawing board. ISRI is looking to reward companies, designers and manufacturers with the mindset of producing products that can be recycled safely and with ease, thus benefiting both the environment and the economy."

ISRI began the award more than 25 years ago. Previous winners include Cascades Fine Papers Group, Coca-Cola Recycling Company and the U.S. Environmental Protection Agency.

To be eligible for ISRI's Design for Recycling® Award, a product must be designed/redesigned and manufactured according to a specific set of rules.

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

## Message in a Bottle program expands

The Recycling Association of Minnesota (RAM), in partnership with the Minnesota Beverage Association, Midwest Special Services and ProAct, Inc., are expanding the Message in a Bottle (MIB) recycling program in the Twin Cities area to an additional 60 convenience stores.

RAM has been working the past year and a half to expand the MIB program in the metro area from 12 convenience stores to 150. Currently, 90 convenience stores have the MIB service. The majority of businesses participating are located in Minneapolis, Dakota County, St. Paul, and parts of Ramsey and Washington County. The further expansion will bring free recycling service for convenience stores to

more of Minneapolis, Brooklyn Park, Brooklyn Center and Hastings. The continued support of the Minnesota Beverage Association and others has made this expansion possible.

"The expansion from 16 convenience stores in 2011 to over 150 throughout the metro area is having a great impact on recycling, as well as green job creation," said RAM's director, Maggie Mattacola. "Each convenience store recycles on average one ton of beverage container material each year, since the beginning of 2013 we have recycled over 20,000 pounds of plastic bottles and nearly 4,000 pounds of aluminum cans.

In the metro area the MIB program partners with ProAct, Inc. and Midwest

Special Services, nonprofit organizations providing employment opportunities to individuals with disabilities, for the collection and sorting of the beverage containers. MIB is a green jobs program making recycling easy for customers of local businesses.

This southern metro expansion will have an impact on recycling, as well. Each convenience store is estimated to collect approximately 2,000 pounds of recyclables each year, for a total of 300,000 pounds of beverage containers recycled annually. Statewide, Message in a Bottle is currently available in 15 communities, covering much of Minnesota, and has recycled over 1 million pounds annually since its inception in 2007.

## City Carton partners with Goodwill to offer permanent textile containers

Goodwill of the Heartland and City Carton Recycling are partnering to offer a new recycling option for Iowa City and Cedar Rapids residents. By providing weather-proof collection containers designated for clothing and shoes, the two companies are helping individuals and families clean out their closets this fall.

The two collection containers have been labeled with Goodwill's logo and placed at two City Carton Recycling drop sites. The sites are open 24 hours per day, and no advance call or fee is required. The containers are planned to be a permanent addition. There will be no donation receipts for any clothing items donated.



## Environmental Solutions expands

Environmental Solutions Group has opened a new manufacturing facility in Phoenix, Arizona. The company stated that the expansion is necessary to address a growing demand for its products in the western region of the U.S.

The company will initially use the facility to manufacture their Marathon brand of compactors and balers used in solid waste and recycling applications, as well as anaerobic digestion systems produced in partnership with Zero Waste Energy of Lafayette, California.

Production began in October as they moved operations from their Marathon plant in Yerington, Nevada to the new Phoenix location.

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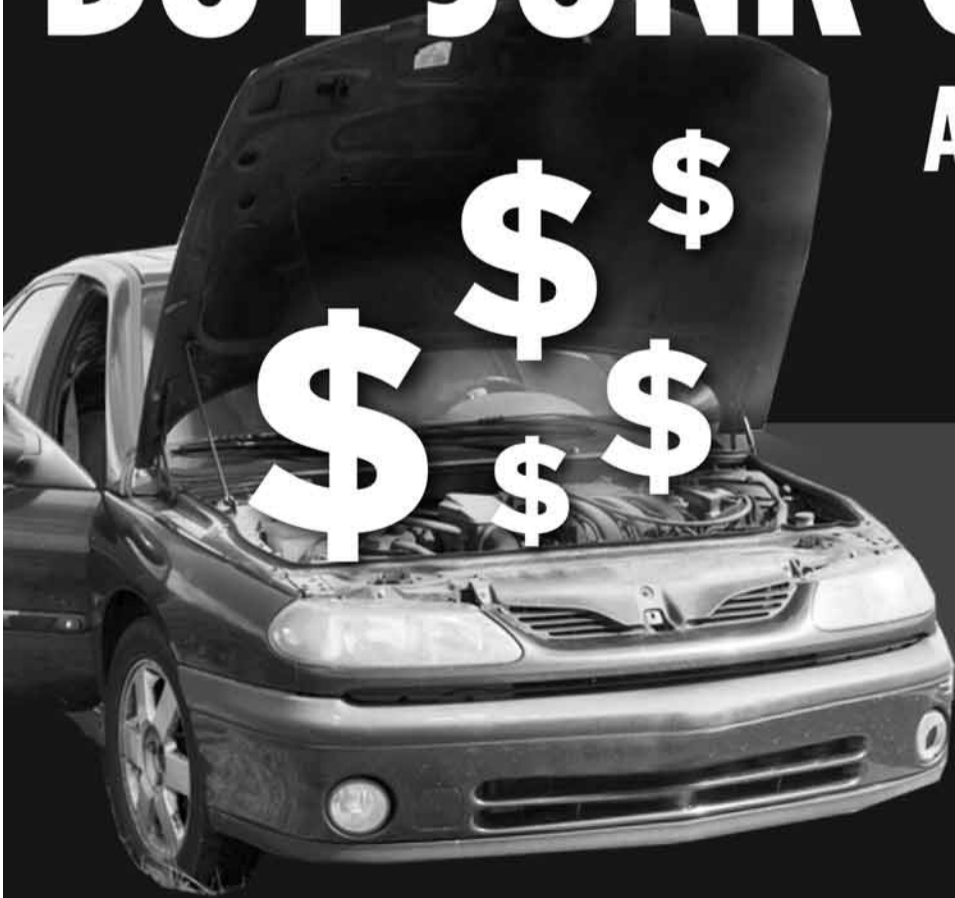
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## Lorain County recycling complex triples capacity



—The Lorain County Resource Recovery Complex

Republic Services, Inc. installed technology upgrades at its Lorain County Resource Recovery Complex in Ohio, demonstrating their commitment to the local community and environment.

“Through expansion and redesign, this impressive complex uses advanced sorting equipment to identify and separate materials, increasing efficiency and maximizing recycling efforts,” said Eric VanHouten, general manager of Republic Services in Elyria.

The upgrades involved retrofitting the complex with advanced technologies that enable more efficient and cleaner sorting processes, as well as minimizing the amount of residual waste. The newly upgraded complex has been designed to run at 35 tons per hour. It has the capacity to process as much as 150,000 tons of recyclables per year, nearly triple the previous capacity.

Technologies throughout the complex have been upgraded to include custom manufactured and installed conveyors, separation screens, magnets, eddy current operators, optical sorters and balers. In addition, the complex added 12,000 sq.ft. of new warehouse space.

As a result of the upgrades, the complex now accepts additional types of recyclables, most notably all plastics marked with numbers 1 through 7. Paper products, cardboard, glass, aluminum and steel are also accepted. Materials are processed into finished commodities that can be recycled into new items, and are later shipped to markets around the country and overseas.

The Lorain County Resource Recovery Complex serves customers from Cuyahoga, Erie, Geauga, Lake and Lorain counties.

## Pending legislation in Seattle expands commercial recycling

Seattle Councilmember Jean Godden has introduced legislation to require that Seattle businesses recycle glass, plastic, tin and aluminum, effective July 2014. Six months of educational outreach to businesses would be conducted before the requirement takes effect, with 1.5 years before the use of civil infractions for enforcement. Councilmember Godden also directed Seattle Public Utilities (SPU) to streamline the process for business owners to convert to comprehensive recycling, allocating \$150,000 for business engagement.

“This is clearly the next step in Seattle’s recycling effort,” said Councilmember Jean Godden, chair of the Libraries, Utilities and Center Committee. “Homeowners have been recycling bottles and cans since 2005, and it’s time we reenergize the effort to preserve our dwindling natural resources.”

Seattle businesses discard over 8,000 tons of recyclable bottles and cans in the landfill every year. Businesses are currently required to recycle only paper and cardboard. By 2019, this ban will reduce recyclables that go to the landfill by 6,000 tons, or over 200 shipping containers, per year.

Regardless of the size or type of business, switching to a strong recycling program is expected to save the company money. Savings will range from \$55 per month for a small restaurant to \$1,522 for a large office building, according to SPU.

“I doubled the funding for business recycling outreach to ensure this is a win for both business and the environment,” said Godden. “What better year to do this than on the 25th anniversary of curbside recycling in Seattle?”



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# Anaerobics

■Continued from Page 1

“After digestion, our SorDiSep process can be used if you want to achieve pristine compost even after you have processed MSW without source separation. The advantage of this process is that after digestion, a closed-loop dilution step uses the same water to continuously cycle. The material that comes from the digester is about 22 or 25 percent total solids and we dilute further to 5 to 7 percent total solids. This makes the heavy material sink and things like light plastics float. The advantage after digestion is that this closed-loop process reuses the water, and you don’t have to worry about salt or ammonia accumulation, or worry about losing biogas potential. The result is separated clean sand, fresh compost, inerts and light fractions.”

Patrick Serfass, executive director of the American Biogas Council said, “As a society if we want to increase our recycling rates above about one-quarter of our trash we have to recycle our organics. There are two main ways to recycle organic waste, composting and anaerobic digestion, but only anaerobic digestion allows you to produce energy while also creating the nutrient-rich soil products like compost.”

Currently, there are nearly 1,500 AD systems operating on U.S. farms and wastewater treatment plants producing biogas, compost and fertilizer. “The potential for U.S. growth is huge. We count almost 12,000 sites ripe for development, not only farms and wastewater treatment plants, but also 540 landfill projects which could support a digester today and an unknown number of industrial sites like

food and beverage processors beyond that,” Serfass added.

Anaergia, Inc. headquartered in Burlington, Ontario, claims to extract over 95 percent organics from mixed waste streams and highly contaminated source separated organics. Organics are cleaned and digested in AD systems that produce a high purity biogas that can be used to generate renewable energy or fuel. After organics are recovered from waste streams, roughly 70 percent of the waste typically remains in the dry fraction of MSW. From this stream, recyclables such as plastics, papers, glass and metals are recovered. The remaining dry residuals can be gasified to maximize diversion and energy recovery. Residuals from source separated organics and other food wastes can be composted and used as fertilizer on farms. This diverts nearly 100 percent of source separated organics and provides an alternative to chemical fertilizers.

Bernie Sheff, vice president of agriculture at Anaergia offered his opinion on the possibilities of AD for municipal waste. “For MSW operations in the U.S. today anaerobic digestion is really in its infancy. You have a number of cities that are beginning to see the opportunities and realize there’s power production there. California is leading the curve right now. There are a number of companies that are building facilities in California, including our project in Anaheim, which is an excellent example.”

“They are building facilities that will bring in materials that go through separation to recover conventional recyclables, and then the rest goes to a digester to make biogas and then upgrade it to renewable natural gas to fuel the trucks coming in,” Sheff reported. “So there’s complete energy recycling at transfer stations that are starting to come to light. I have proj-

ects on the east coast that are just starting to take off. There are a number of site-separated organic projects that are currently in place in Massachusetts that are bringing in food waste, sending it to a digester to make biogas, making power and putting it on the grid.”

“I suspect with the switch-over of municipalities from diesel to methane and with Renewable Identification Numbers in place you are going to see a huge shift in the AD industry. And, as more landfill bans on organics occur, we will begin to switch over to AD as they have in Europe,” Sheff concluded.

In August, Anaergia commissioned a new anaerobic digester facility at Michigan State University in East Lansing to serve the 48,000 students and 5,000 faculty. “This system is the largest on a college campus in the United States,” said Dana Kirk, a specialist from MSU’s Department of Biosystems and Agricultural Engineering. “It’s the largest in volume and in energy output. The digester will utilize about 17,000 tons of organic waste to generate 2.8 million kilowatt hours of electricity per year. Only about 20 percent of the energy we produce is being used to sustain the process,” Kirk said. “The other 80 percent is available for other uses on campus.”

The organic material the system uses includes cow manure from the MSU Dairy Teaching and Research Center; food waste from several campus dining halls; fruit and vegetable waste and fat, oils and grease from local restaurants. Manure, food waste and other organic matter are placed in an airtight tank, which holds about 450,000 gallons of material. The tank contents are maintained at roughly 100 degrees Fahrenheit for 20 to 30 days. The organic material is decomposed by a group of naturally occurring microorganisms found in livestock manure. The result is biogas and a slurry of partially decomposed organic matter, water and nutrients. Total project cost was about \$5 million and is expected to pay for itself in less than 15 years.

The county of Maui in Hawaii recently announced that Anaergia was awarded the integrated waste conversion and energy project for the Central Maui Landfill. Anaergia will privately finance, design, build, own and operate the renewable fuel facility that converts Maui’s waste streams including municipal solid waste, food waste, sewage sludge, oils and grease into renewable liquefied natural gas and solid fuel from residue. The two renewable fuels may be

used for on-site energy generation, or locally as a replacement to imported fossil fuels. In addition to generating renewable fuel from local waste without the combustion of solid wastes, the project will divert roughly 85 percent of County’s waste from landfill, reduce over 100,000 tons of greenhouse gases per year and create permanent, local jobs.

David Schneider, Anaergia’s director of business development commented on the Maui project, “Maui wanted a system that was commercially proven and we were the winner among over 20 proposals. We will be taking in up to 450 tons per day of municipal solid waste and extracting the organic fraction for digestion. We are using our organic extrusion press technology to remove the organic fraction and create the feedstock for digestion. It’s a fully integrated waste management system that will be located at the central Maui landfill. The intent is to recycle first, handle standard recyclables like cans and bottles, and from those residuals extract the organic fraction for digestion to create renewable natural gas. With permitting, design and engineering it will be a two to three year project.”

Anaergia was also recently awarded a contract to finance, build, own and operate an anaerobic digestion facility for the City of Anaheim; a suburb of Los Angeles with population of 336,265 and the 10th largest city in California. The project has the potential to recycle approximately 300 tons per day of food waste that was previously landfilled. It will feature Anaergia’s organics extraction process to remove a clean organic fraction from the municipal solid waste stream and be anaerobically digested for power production. The annual 4.5 MW of power produced will be purchased by the City to help reach its 33 percent renewable portfolio standard target by 2020. In September, the City of Anaheim approved a renewable power purchase agreement.

Schneider speculated about the future of anaerobic digestion for MSW applications in North America: “I think in the next several years you’ll see in California taking a much more aggressive approach to AB 341 for mandatory commercial recycling addressing organics going to landfills. In the near term, the places I see AD making the most sense are in the Northeast, the western part of the United States and in Canada.”



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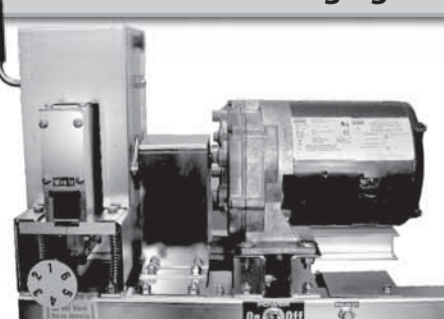
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# New Jersey recycling leaders honored at symposium

An Essex County, New Jersey town has taken a unique approach to recycling odd items such as sports trophies and sneakers, a Holmdel woman who has spearheaded waste reduction efforts in her hometown school district, and a PSEG environmental manager who has led his company's recycling efforts for more than two decades were among businesses, organizations and individuals honored this month at New Jersey's annual Recycling Symposium and Awards Luncheon.

Nutley Township, Holmdel's Dina Hamwi, and PSEG's Albert Fralinger III were among the winners of awards during the luncheon at the Jumping Brook Country Club in Neptune. Fourth, fifth and sixth grade students from across the state also were honored for writing poems about recycling.

"Recycling remains one of the best ways for each one of us to be actively engaged in protecting our environment and conserving our natural resources," said Department of Environmental Protection (DEP) commissioner Bob Martin.

New Jersey became the first state to require recycling with the passage of the New Jersey Statewide Mandatory Source Separation and Recycling Act in 1987. Today, the Christie Administration has developed policies to boost current recycling rates and adapt recycling strategies to match modern lifestyles. The DEP, as part of that effort, requires counties to achieve recycling tonnage targets and, with local and county partners, promotes

public participation in recycling programs.

The event was co-sponsored by the DEP and the Association of New Jersey Recyclers.

### Recycling Awards

•**Institution:** Kean University. Kean University located in Union installed a state-of-the-art composting system on campus that over the past few years has turned more than 291,000 pounds of wastes into compost for projects on the campus and at other community sites, all of which have seen dramatic improvements in soil productivity and plant growth.

•**Government:** Princeton Plasma Physics Laboratory The U.S. Department of Energy's Princeton Plasma Physics Laboratory in Plainsboro has reduced the municipal solid waste it generates by 69 percent through education of its work force, implementation of single-stream recycling, and other recycling enhancements.

•**Government:** Nutley Township. Over the past few years, Nutley has significantly increased its community outreach programs and added events, including a residential document shredding day, a composting day, an ink cartridge recycling day, even hanger, trophy and sneaker collection and recycling days. Recycled trophies are donated to a trophy firm in Lyndhurst, and sneakers are donated to the Perpetual Prosperity Pump Foundation.

•**Rising Star:** Middle School of Pleasantville. The Middle School of Pleasantville and the school's gifted and talented program implemented a

student-driven recycling program two years ago, first placing recycling bins in offices and classrooms throughout the school, and then in the cafeteria and at school entrances. The students also created educational materials to be used throughout the school.

•**Educator/Educational Program:** Morris County Municipal Utilities Authority. The Morris County Municipal Utilities Authority (MUA) is recognized for hosting annual dinners recognizing individuals, businesses, institutions, municipalities and civic and religious organizations for their work on waste prevention, re-use, recycling and litter abatement. The MUA has hosted 25 such dinners. Dinner guests receive table favors made of recycled materials, and fashion shows feature apparel and accessories made from recycled materials.

•**Recycling Industry:** ReCommunity Recycling. Mine Hill-based ReCommunity has created jobs, recovered community resources, and generated revenues for New Jersey through its recycling partnerships and materials recovery facilities in Camden, Morris, Cape May and Atlantic counties. In 2012, ReCommunity recovered more than 200,000 tons of recyclables, creating 403 direct jobs. ReCommunity also added more than 225,000 tons of single-stream processing capacity in New Jersey. Outreach efforts have included the creation of a website as well as a marketing and social media campaigns, recycling competitions and events, and development of annual sustainability reports.

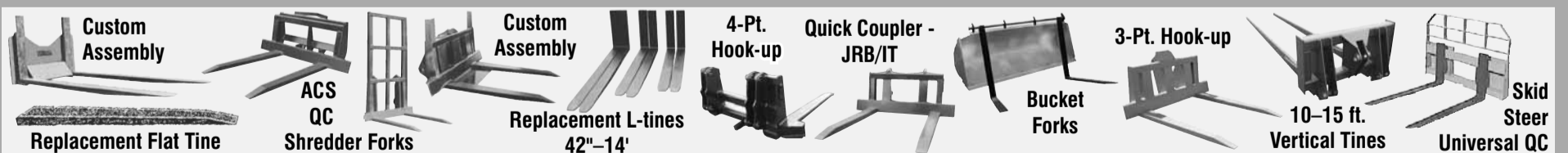
•**Volunteer:** Dina Hamwi. Hamwi has been instrumental in implementing and expanding recycling efforts in the Holmdel School District, spearheading "Go Green!" parental groups and educating staff and children on proper recycling. She obtained recycling bins from the Holmdel Buildings and Grounds Department for every classroom in the district. Her Girl Scout troop assisted with educational outreach. Hamwi also implemented a program in two schools that recycle less traditional items such as fruit juice pouches, pens and markers and snack wrappers.

•**Commissioner's Award:** Albert Fralinger III, environmental affairs manager, PSEG. Fralinger has played a significant role in New Jersey's recycling community for more than two decades. He initiated waste reduction and recycling programs that have led to recognition of PSEG as one of the country's top performing businesses in the areas of waste reduction, recycling and overall waste management practices. The company has maintained a corporate-wide recycling rate of more than 90 percent since 1995. As a result of Fralinger's leadership, PSEG was inducted into the national WasteWise Hall of Fame in 2003. He served as president of the Association of New Jersey Recyclers from 1999 to 2002, helping the association grow and expand its services during his tenure. He also served as co-chairman of the New Jersey WasteWise Business Network from 2004-2013.

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The Bühler Group has debuted their new optical sorting station. With it, processors no longer need to source separate elements from multiple suppliers, and manage multiple relationships. An optical sorting station features a purifying, refining, sizing and grading stage which can include one or more SORTEX optical sorters. These are linked to convey the product between stages and, if required, to re-introduce it into the system for resorting. Flakes can be fed into one end of the station and collected at the other end for bagging or further processing.

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### PALADIN'S JRB OFFERS NEW DEBRIS BUCKET ATTACHMENTS

JRB recycle buckets by Paladin Attachments include the JRB Refuse/Transfer Bucket and the versatile JRB Grapple Bucket. Both are engineered to increase wheel loader productivity in a wide variety of applications. High-wear areas have drilled width and edge hole patterns that are designed to fit standard OEM wear parts.

The JRB Refuse/Transfer Bucket comes in two profile style designs: a pushing style and a loading style. The JRB Grapple Bucket is available in three different designs: a full-side design, a half-side design and a cutaway design.

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Bandit Industries now offers a chipping drum option that replaces the traditional Beast cuttermill. Designed for companies that want to exclusively chip with their Beast, the new drum essentially converts the Beast into a whole tree chipper. A variety of screens can be paired with the drum, creating a screened end product that can be tailored to meet various specifications for nearly any biomass energy application.

Chipping drums can be ordered on new Model 2680XP, 3680XP and 4680XP Beast Recyclers or retrofitted to older units.

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## PAPER

# Carton Council receives award from State of Texas Alliance for Recycling

The Carton Council of North America, a group of carton manufacturers united to deliver long term collaborative solutions in order to divert valuable cartons from the landfill, has been awarded the 2013 Outstanding Recycling Partnership Award by the State of Texas Alliance for Recycling (STAR).

Since forming in 2009, the Carton Council has helped expand carton recycling access in Texas from 0 to 22 percent, which includes nearly 2 million households. In order to drive this expansion, the Carton Council collaborated with recovery facilities, communities and recycling organizations to ensure cartons were included in recycling programs and consumers were properly educated about carton recycling.

"The Carton Council embodies the STAR mission to move the needle of recycling rates in Texas with that necessary balance of economic and environ-

mental principles for the benefit of their communities and Texas at large," said STAR executive director Maia Corbitt.

Adding carton recycling to communities is a cost-effective way to make curbside recycling programs more convenient for residents. Carton recycling access across the U.S. has reached the 46 percent mark, indicating that communities are recognizing the value of including cartons in their recycling programs.

This is the second statewide award the Carton Council has received in 2013: the California Product Stewardship Council recognized the Carton Council with its Bow and Arrow Award for Coalition Building in August. The Carton Council currently has a campaign designed to help counties, municipalities and recyclers in Texas, as well as the rest of the country, bring carton recycling to their residents.

## RockTenn closes recycling plant

RockTenn, a paper and packaging manufacturer, plans to close one of its St. Louis facilities.

The recycling facility, located at 5505 Natural Bridge Avenue in St. Louis, Missouri, is one of four RockTenn facilities located within the St. Louis region.

RockTenn, which purchased Smurfit-Stone Container Corp. for \$3.5 billion in May 2011, plans to close the facility December 6, according to a Worker Adjustment and Retraining Notification filed with the state of Missouri.

The shutdown will cause the layoff of 50 employees.

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# INTERNATIONAL

## Novelis completes Korean expansion

Novelis completed a 2 year, \$400 million expansion program in South Korea. The expansion of its Yeongju and Ulsan plants increases the company's production capacity in the region by more than 50 percent to approximately one million metric tons of aluminum sheet per year.

Novelis began the expansion of its aluminum rolling and recycling facilities in 2011 to meet the rising demand for flat rolled aluminum in the Asian market. The expansion includes a hot rolling finishing mill, cold rolling mill, pusher furnace, high-speed slitter, annealing furnaces, in addition to the previously commissioned fully-integrated recycling center at Yeongju.

"The expansion enables Novelis to expand into new markets within the region," said Shashi Maudgal, president, Novelis Asia. "We can now supply coils to our new automotive sheet finishing plant in Changzhou, China, which is expected to commence production in mid-2014."

The demand for aluminum in the Asian automotive market is expected to exceed the 25 percent compound annual growth rate projected globally over the next 5 years, as more auto manufacturers move to build lighter, more fuel-efficient vehicles. The company's expansion in South Korea will help it meet this rapidly growing market.

Novelis has a regional headquarters office in Seoul, operates four plants in South Korea, Malaysia and Vietnam and will commission its new Chinese facility in 2014.

## PET recycling plant opens in Germany

The Mensing Group of Companies in Hohenwestedt (Germany) has invested almost 10 million in the construction of a new PET recycling plant. The construction of the recycling plant is associated with the formation of PFR Nord GmbH in Hohenwestedt. About 30 new jobs have been added.

Since June 2013, the new processing plant for clear PET from PFR Nord GmbH is in operation. Around 100 tons of PET bottles are processed in this plant per day.

PET are purchased in bales at different qualities (80/20, 90/10, 95/5, etc.). The bales are opened and separated by a bale opener, then the magnetic parts are separated using an overbelt magnet. Films and fines are separated using a ballistic separator.

Following the ballistic separator, the 3D fraction is passed through an eddy current separator to isolate the aluminum.

The next step is the separation of contaminants, such as PVC using a REDWAVE sorting machine, which recognizes and reliably separates different plastic materials using near-infrared.



PFR Nord — new PET sorting plant planned, built and installed by REDWAVE systems.

The color sorting, including recovery is done in the next steps. The sorted clear PET in the highest purity is shredded and washed, and sold as PET flakes after sorting.

The PET bails are opened up and separated using bail opener. The metals are separated using an overbelt magnetic separator and eddy flow separator. Films

and fines are separated on a ballistic separator. Contaminants such as PVC and other plastics are then sorted out. Using multi-level sorting, a high-purity clear PET fraction is produced with a high efficiency. The pure and clear PET is shredded and washed to be sold as PET flakes.

## European Bioplastics wants a ban on plastic bags

European Bioplastics has published its latest position paper on shopping bags, ahead of the forthcoming European Commission proposal on single use plastic bags. The association recognizes that an overall reduction in the consumption of plastic shopping bags will play an impor-

tant role in increasing resource efficiency and moving Europe towards a more sustainable economy.

European Bioplastics supports posing a levy or taxation on oil-based plastic shopping bags, or even a banning of bags except under the condition that shopping

bags containing at least 50 percent biobased content should generally be exempted from the ban or tax.

In countries where organic waste is organically recycled, certain compostable shopping bags should be exempted from the ban or tax.

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1999 Sierra 500 ton shear/logger/baler. \$127,500



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Portable. This machine is in great operating condition. \$315,000



**2005 LABOUNTY MSD2500R**  
Extremely well maintained. \$69,000



**2012 OVERBUILT CAR CRUSHER**  
Nearly new 2012 OverBuilt car crusher with only 400 hours. \$125,000



**2002 FUCHS MHL 360**  
Good condition. Fresh motor and main pump. \$155,000



**2006 LABOUNTY MSD 3000 SHEAR**  
Completely rebuilt by dealer. Pictures prior to rebuild. Very nice shear at a very good price. \$78,500



**1998 SAMSUNG 350 WITH ROTATING SHEAR**  
Equipped with a 2005 LaBounty MSD2500R rotating shear. \$124,500



**2006 AL-JON 400 XL METAL BALER**  
7,600 hours. Good condition and immediately available. \$195,000



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## WASTE

## EPA removes Hyde Park Landfill from superfund list

The U.S. Environmental Protection Agency (EPA) has finalized its decision to remove the Hyde Park Landfill site in Niagara Falls, New York from the Superfund National Priorities List of hazardous waste sites after a successful clean up. The ground water and the sediment in Bloody Run Creek and Niagara Gorge Face were contaminated with volatile organic compounds, which can cause serious harm to people's health. The EPA concluded that the work to reduce contamination in ground water and creek sediment has eliminated the threat to public health and the environment. Monitoring conducted over the past 20 years and continuing today confirms the effectiveness of those actions.

The 15 acre site was used from 1953 to 1975 to dispose of approximately 80,000 tons of chemical waste, including dioxin. The site was added to the Superfund list in 1983.

The clean up included capping the landfill and areas around its perimeter to prevent water from flowing through it and constructing a system to collect and treat the contaminated oily substance leaching out of the landfill. In addition, ground water is pumped inwards toward the land-

fill and then treated to prevent contamination from spreading to surrounding bodies of water. The ground water, which continues to be treated to reduce contamination, is not used for drinking water. The contaminated sediment in Bloody Run Creek and Niagara Gorge Face was removed and the cleanup work at the site was completed in September 2003. The clean up work was conducted by the Occidental Chemical Corporation, the company responsible for the contamination, with EPA oversight to ensure that the actions taken were effective and protective of people's health.

Ground water is sampled quarterly and the EPA reviews quarterly and annual sampling reports to determine that the cleanup goals have been met. An environmental easement that imposes restrictions on the use of the property to prohibit building or any other activity that could potentially damage the cap was placed on the property in 2010. The EPA has concluded that the cleanup work has been effective and that the site can now be taken off of the Superfund list.

The Hyde Park Landfill will continue to be monitored by EPA.

*After being away on business for a week before Christmas, Tom thought it would be nice to bring his wife a gift.*

*"How about some perfume?" he asked the cosmetics clerk. She showed him a bottle for \$50.*

*"That's a bit much," said Tom, so she*

*returned with a smaller bottle for \$30. "That's still too much," Tom grouched. Growing disgusted, the clerk brought out a tiny \$15 bottle.*

*Tom said, "No, I'd like to see something really cheap!"*

*The clerk then handed him a mirror.*

## Progressive Waste Solutions restructures management team

Progressive Waste Solutions Ltd. made the following changes to its organizational structure and senior management team, which reflects their Executive Succession Plan and supports the company's unified approach to improved operational execution and commitment to disciplined capital allocation.

Tom Brown, senior vice president and chief operating officer, U.S. operations, retired on November 30, 2013. William Hulligan, president and chief operating officer, and Joseph Quarin, vice chairman and chief executive officer, will assume direct responsibility for the U.S. operations until January 1, 2014.

Dan Pio, previously vice president and chief operating officer, Canada, has been appointed to the newly created position of executive vice president, strategy and business development, effective immediately, reporting to Joseph Quarin.

Kevin Walbridge, vice president, Canadian operations, will assume responsibility for the Canadian region. Beginning in January, Walbridge's role will expand and he will assume the role of executive vice president and chief operating officer for the company's consolidated U.S. and Canadian operations.

Bill Hulligan will retire from his role as president and chief operating officer and become a senior advisor to Joseph Quarin effective January 1, 2014.

Joseph Quarin will assume the president's role and become president and chief executive officer effective January 1, 2014.

Ian Kidson continues in his role as chief financial officer, but also becomes executive vice president.

"Progressive Waste Solutions has evolved to the point where we can merge our U.S. and Canadian operations into a single leadership structure that will allow us to better leverage our size and scale to improve our strategic and operational execution," said Joseph Quarin, vice chairman and chief executive officer, Progressive Waste Solutions. "In support of our unified organization, we are aligning our company into two groups, operations and strategy and business development. In addition to our existing corporate support functions, these two groups will be based out of the company's headquarters in Vaughan, Ontario.

"Our operations group will be responsible for execution, including the sales and delivery of our waste, recycling and disposal products and services, improving our operational efficiency, along with ongoing outstanding customer care. The operations group will encompass the company's operating regions in Canada, the U.S. south, and the U.S. northeast. Our strategy and business development group, led by Dan Pio, will work with our operations group and will drive the company's long-term growth opportunities, including acquisitions and internal capital investments, with a commitment to improving the company's return on invested capital through disciplined and strategic capital allocation."

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# METALS

## Finished steel imports decrease in September

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

	SEP 2013	AUG 2013	2013 Annual (est)	2012 Annual	% Change 2013 Annual vs. 2012
SOUTH KOREA	317	374	3,670	3,651	0.5%
JAPAN	191	184	1,975	1,931	2.3%
CHINA	194	110	1,837	1,652	11.2%
TURKEY	115	93	1,341	1,347	-0.4%
GERMANY	89	71	1,074	1,279	-16.0%
TAIWAN	53	60	731	833	-12.3%
THE NETHERLANDS	108	78	679	634	7.1%
All Others	1,050	1,238	13,619	14,500	-6.1%
<b>TOTAL</b>	<b>2,117</b>	<b>2,207</b>	<b>24,925</b>	<b>25,826</b>	<b>-3.5%</b>

Based on preliminary Census Bureau data, the American Iron and Steel Institute (AISI) reported that the U.S. imported a total of 2,761,000 net tons (NT) of steel in September, including 2,117,000 NT of finished steel (each down 4.1 percent versus August final data). Year-to-date (YTD) total and finished steel imports are 23,892,000 and 18,694,000 NT, respectively, down 7 percent and 6 percent versus 2012.

Finished steel import market share was an estimated 23 percent in September and is estimated at 23 percent YTD. Key finished steel products with a significant import increase in September 2013 compared to August are cut lengths plates (up 60 percent, hot rolled bars (up 47 percent), tin plate (up 35 percent) and plates in coils (up 16 percent). Major products with significant

YTD import increases versus the same period last year include reinforcing bars (up 22 percent) and hot rolled bars (up 12 percent).

In September, the largest volumes of finished steel imports from offshore were all from Asia and Europe. They were from South Korea (317,000 NT, down 15 percent versus August final), China (194,000 NT, up 77 percent), Japan (191,000 NT, up 4 percent), Turkey (115,000 NT, up 24 percent) and The Netherlands (108,000 NT, up 38 percent).

For 9 months of 2013, the largest offshore suppliers were South Korea (2,752,000 NT, down 2 percent), Japan (1,481,000 NT, down 3 percent), China (1,378,000 NT, up 16 percent), Turkey (1,006,000 NT, down 10 percent) and Germany (806,000 NT, down 14 percent).

■For additional metals news, please see page B1.

## Novelis increases recycled content in certain products

Novelis Inc. has made progress in its commitment toward reducing its carbon footprint and delivering on key measures of sustainable business performance.

Among the milestones detailed in "Sustainability Through Disruptive Innovation," the company's third annual sustainability report, is an increase in the recycled content of its products from 33 percent to 43 percent in the first two years since announcing its ambitious target to achieve 80 percent recycled content by 2020. Novelis also became the world's largest recycler of aluminum this year as it continues to expand its recycling capacity.

Other highlights of the report include the following results versus baseline performance using the average of fiscal years 2007-2009:

- A 19 percent reduction in energy intensity, more than halfway to goal of 39 percent.
- A 16 percent reduction in water intensity, more than halfway to its goal of 25 percent.

•A 14 percent reduction in greenhouse gas (GHG) emissions, representing significant progress towards reaching its total goal of halving Novelis' absolute GHGs.

In the last year, the company's sustainability strategy drove the development of evercan™, a high-recycled content aluminum beverage can sheet. The product is a packaging breakthrough that delivers sustainability benefits to customers and end consumers.

The company also continues to make significant progress in its long-term recycling objectives and the path to 50 percent recycled inputs by 2015 is clear. The sustainability progress is enabled by investments of close to \$500 million to nearly double the company's recycling capacity by mid-decade. Novelis began operations last year at a new recycling facility in Yeongju, South Korea, the largest fully integrated beverage can recycling system in Asia, and broke ground on a plant in Nachterstedt, Germany, which will be the largest aluminum recycling facility in the world when complete in 2014.

## August steel shipments up from July, down from previous year

The American Iron and Steel Institute (AISI) reported that for the month of August 2013, U.S. steel mills shipped 8,343,075 net tons, a 0.8 percent increase from the 8,274,511 net tons shipped in the previous month, July 2013, and a 0.4 percent decrease from the 8,377,162 net tons shipped in August 2012. Shipments year-to-date in 2013 are 64,019,060 net tons, a 3.6 percent decrease versus 2012 shipments of 66,404,752 net tons for eight months.

A comparison of August shipments to the previous month of July shows the following changes: hot dipped galvanized sheets and strip, up six percent,

cold rolled sheet, up two percent and hot rolled sheet, down two percent.

### Scrap Metals MarketWatch



Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$335.00	\$340.00	\$365.00	\$389.00	\$410.00
#1 Bundles	per gross ton	335.00	340.00	365.00	389.00	407.00
Plate and Structural	per gross ton	330.00	339.00	371.00	380.00	400.00
#1 & 2 Mixed Steel	per gross ton	300.00	337.00	370.00	383.00	375.00
Shredder Bundles (tin)	per gross ton	295.00	323.00	300.00	330.00	310.00
Crushed Auto Bodies	per gross ton	295.00	323.00	300.00	330.00	310.00
Steel Turnings	per gross ton	200.00	220.00	215.00	235.00	270.00
#1 Copper	per pound	3.03	3.02	3.07	3.05	3.14
#2 Copper	per pound	2.95	2.89	2.95	2.95	2.95
Aluminum Cans	per pound	.60	.66	.67	.70	.69
Auto Radiators	per pound	2.10	1.99	2.15	1.75	2.12
Aluminum Core Radiators	per pound	.60	.61	.64	.66	.65
Heater Cores	per pound	1.88	1.74	1.78	1.54	1.70
Stainless Steel	per pound	.55	.61	.62	.64	.63

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

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

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## AUTOMOTIVE

### Pull-A-Part wins award

The Indiana Department of Environmental Management (IDEM) has awarded the Pull-A-Part Indianapolis location the Indiana Clean Yard-Gold Level award for auto salvage businesses. Pull-A-Part is a family business serving the do it-yourself, used auto parts market.

The Gold Level IDEM award is the highest certification level offered by IDEM, and achieving the Gold Level signifies that the recipient has gone beyond environmental regulations. Of 650 auto recycling operations in Indiana, only 3 achieved Gold status. Pull-A-Part earned the first-ever Indiana Clean Yard-Gold Level award from IDEM in 2009. The 2013 award is the third consecutive Gold Level award earned by the Pull-A-Part Indianapolis location. Each award covers two years.

According to IDEM, the Gold Level award illustrates that the business cares about the community and is committed to protecting the environment.

IDEM is committed to helping auto salvage recyclers ensure environmental protection. In partnership with Automotive Recyclers of Indiana, Inc., IDEM developed Indiana Clean Yard to reward auto salvage yard operators that meet two different levels of requirements, Clean Yard and Clean Yard – Gold Level.

In 2013, six of Indiana's auto recycling operations were awarded Clean Yard status, while three achieved Gold status.

Atlanta-based Pull-A-Part, LLC operates a network of 27 used auto parts superstores in 12 states.

## SALVAGING Millions

by Ron Sturgeon  
Autosalvageconsultant.com

### Your sales staff is on commission, right?

You are paying your sales staff commission, right? I don't mean some modest salary plus a commission. I mean 100 percent commission. As in eat what you kill, earn what you sell, low sales equal low pay!

If your salespersons aren't selling at least \$50,000 per month, and your parts sales storewide aren't at least \$20,000 per employee for all employees, you need to be reading about and implementing pay for performance.

In coming months, I will talk about how to dramatically increase the performance of each of your departments by switching to pay for performance. It's about paying fewer employees more money and increasing sales and profits.

Bear in mind that the amounts mentioned above are really minimums – many yards are getting more than \$100,000 per salesperson per month and more than \$30,000 per employee when all employees are counted.

I remember when I converted my sales staff to 100 percent commission in 1984. I was probably one of the first in the U.S. to do so. Howard Nussbaum (now with LKQ) was working with me as a consultant. Phones were crazy. We had 20 salespeople each selling \$100,000 per month. Wow, how things have changed!

Howard spent a few hours at the counter, and promptly announced that we had twice as many salespeople as we needed. I looked at him like he was crazy because I thought he was. I wondered who would answer all these

phones with half the salespeople gone. He said "Half your staff will and they will do it so well that sales will double."

He explained all the issues and how some of the current staff would be skeptical but some would rise to the occasion and others would depart. We created the plan to switch to full commission and how to present it to our salespeople.

I pulled the trigger.

We sold \$150,000 per salesperson the next month. Yep, a 50 percent increase! In the third month following the switch, we hit \$200,000 per salesperson. We doubled our sales per salesperson in three months.

Eventually, four of our original eight salespersons left, and we hired one new one, so that was with five staff. No computers, a card system. We increased sales significantly with less staff.

Yes, it is possible, and I have seen it over and over. And by the way, your competition, including LKQ, is doing it, and maybe kicking your butt in the process.

Even if you are on some incentive pay for salespeople, you can reap huge gains by going to straight commission. A salary plus commission won't get it.

Stay tuned, in coming articles we will discuss pay for performance for dismantlers, drivers, inventory clerks, parts pullers, outside account executives. We will also touch on how to increase sales even further using extended warranty sales.

**Remember, only you can make BUSINESS GREAT!**

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

## ALTERNATIVE ENERGY

### Waste Management to build renewable natural gas facility

Waste Management (WM) is building a facility that will create pipeline-ready natural gas from its Milam Landfill in Fairmont City, Illinois. At a ceremony at the landfill, state, county and local officials joined the company to celebrate the groundbreaking.

The processed renewable natural gas will be injected into the pipelines of Ameren Illinois for withdrawal at other locations, including some WM facilities. Once there, it will be used to fuel truck fleets and other equipment that run on compressed natural gas (CNG). Waste Management is calling the plant the Renewable Natural Gas Facility and expects it to begin delivering gas to the pipelines in late summer 2014.

"This type of project represents an important alternative source of renewable energy that we provide straight from our landfills," said Paul Pabor, vice president of renewable energy for WM. "While we are well known as a waste and recycling company, we're also an energy company."

At the landfill, on-site emissions will be reduced by the Renewable Natural Gas Facility. Since the gas will be treated, rather than burned on-site, WM anticipates about a 60 percent reduction in emissions of carbon monoxide, nitrogen oxides and particulate matter.

The facility will be designed to process approximately 3,500 standard cubic feet per minute (SCFM) of incoming landfill gas, equivalent to 105 million

British thermal units per hour. This is as much gas as it takes to fuel about 400 of WM's CNG collection trucks each day and represents more than ten percent of the natural gas that is used in WM's entire existing CNG fleet. Waste Management of Illinois currently has more than 100 CNG trucks in its fleet displacing about one million gallons of diesel fuel per year.

"For every diesel truck older than a 2006 model that we replace with a natural gas one, we eliminate 22 metric tons of greenhouse gas emissions per year," Pabor said. "These trucks also emit nearly zero air particulates, cut greenhouse gas emissions by nearly 25 percent and are far quieter than their predecessors."

The Milam Renewable Natural Gas Facility will be the company's third plant to convert landfill gas to natural gas. In California, WM has collaborated in the world's largest plant to convert landfill gas to ultra-low-carbon liquefied natural gas (LNG). The greenhouse gas emissions associated with this fuel are more than 80 percent lower than those of diesel. It's the cleanest fuel available for heavy-duty trucks today. The facility produces 13,000 gallons of LNG per day. In Ohio, the company processes approximately 3,000 SCFM of landfill gas and delivers it to a natural gas pipeline.

Pabor said that there are now 134 projects on WM landfills that use landfill gas to generate electricity, produce renewable gas or displace fossil fuel.

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# PLASTICS

## Polystyrene recycling rate shows a steady increase

ACH Foam Technologies stated that the EPS Industry Alliance (EPS-IA) released its 2012 bi-annual recycling report, which shows a steady rise in recycling rates of expanded polystyrene. To better track EPS recycling trends, the association gathers data to reflect both post-residential and post-commercial collection streams. The 2012 results show a modest decrease in the number of post-consumer pounds recycled, and a substantial increase in the number of post-industrial pounds recycled based on data received from 51 EPS manufacturers and independent recyclers in the U.S.



Post-industrial and post-consumer EPS recycling increased from 71.3 million to 93.7 million pounds. EPS post-consumer recycling represents 50 percent of all post-use polystyrene recycled in the U.S. and is one of the highest among all the plastics family. The EPS packaging recycling rate percentage continues to grow steadily.

Mary Burk of ACH Foam Technologies thinks the next step for EPS recycling will be creating more participation among consumers. "The push for increased involvement in take-back programs by commercial and industrial firms has made an impressive impact in EPS recycling. ACH and its partner-members in the association have worked hard to educate commercial customers about take-back programs and initiate creative ways to push the recycling rates higher. We are seeing a good result in the commercial/industrial sector, but now it's time to elicit a higher level of awareness and increased participation from end-users that will move the post-consumer rates in the same direction," Burk said.

## Innovators in plastics recycling honored

The American Chemistry Council (ACC) named the winners of this year's Innovation in Plastics Recycling awards. Three companies, DiversiTech Corporation, Entropex and Preserve®, were honored.

This year's winners are being celebrated for developing innovative processes and products using post-industrial and/or post-consumer recycled plastics. Two of the award recipients recycle post-consumer rigid plastic packaging, a rapidly growing part of the plastics recycling industry. The awards were announced in recognition of America Recycles Day, observed November 15.

"This year's award recipients – DiversiTech, Entropex and Preserve – have brought about successful innovations that are helping to significantly increase the recycling of rigid plastics like yogurt cups, deli and dairy containers, and caps and lids," said Steve Russell, vice president of plastics for ACC. "Rigid plastics represent one of the fastest growing segments of plastics recycling, which has nearly tripled since just 2007."

DiversiTech Corporation was selected for its use of post-industrial polypropylene with a wide range of specifications in air conditioning unit condenser pads. Although DiversiTech began manufacturing condenser pads from virgin polypropylene in 2004, the company gradually increased the ratio of recycled material until it was able to use 100 percent

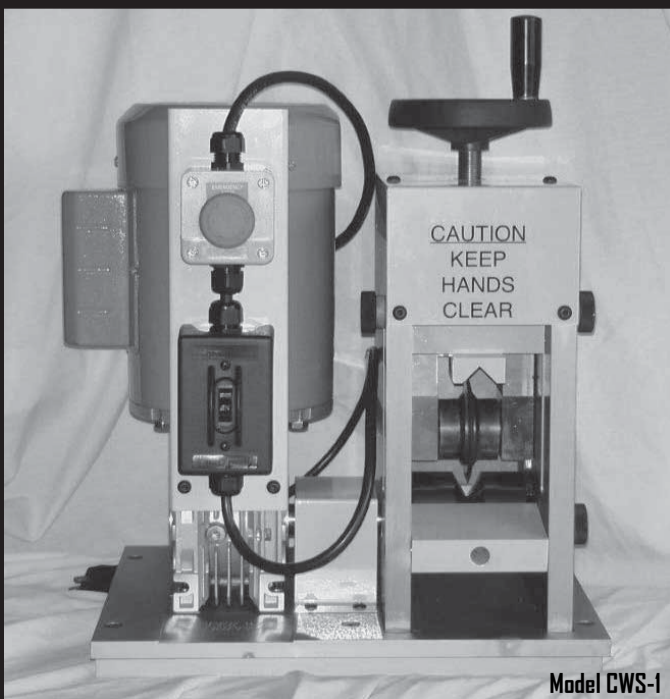
recycled polypropylene scrap. Today, DiversiTech's recycling facility, based in Conyers, Georgia, recycles millions of pounds of polypropylene annually.

Entropex was awarded for creating its RigidReclaim™ technology, which recovers non-bottle plastic containers (e.g., food tubs, lids, thermoform packaging, cups, trays and clamshells) for all major packaging resins (i.e., identification codes #1 through 7). This technology integrates state-of-the-art plastics sorting, cleaning and processing to upgrade the quality of recycled mixed plastics. As of January 2013, RigidReclaim technology was in place to process 110 million pounds per year of capacity, creating 90 fulltime jobs. According to Entropex, more than 70 percent of the plastics covered by RigidReclaim technology are not typically recycled by conventional methods.

Preserve makes reusable food storage items, kitchenware and other popular consumer products from 100 percent recycled polypropylene here in the U.S. Through Preserve's "Gimme 5" program, which involves major brands and consumers in the collection process, Preserve is now collecting 242,000 pounds of polypropylene annually for recycling. Gimme 5 provides end-of-use solutions for companies that sponsor the program, in cases where products can be difficult to recycle due to undeveloped end markets or size.

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**BUSINESS BRIEFS**

**Shannon Schuyler appointed to NEEF board**

■ Shannon Schuyler joined the board of directors at the National Environmental Education Foundation (NEEF).

Schuyler is a principal with PricewaterhouseCoopers LLP (PwC) and serves as the firm's Corporate Responsibility (CR) leader and as an officer of the board for the PwC Charitable Foundation, Inc. In this role, Schuyler oversees and implements programs focused on social and environmental responsibility that increase employee engagement, differentiate the PwC brand, drive operational efficiencies and create social impact at scale.

Schuyler has brought innovation to PwC's CR practices and programs by redefining CR as a broad strategic priority that focuses on delivering responsible behavior to realize a sustainable future and advance business.

Schuyler is an experienced professional on CR, social innovation, and youth education. She has worked closely with the government on the importance of environmental literacy and related curriculum and has served as an advisor on the role of business in enhancing a culture of service and fostering social innovation.

**Pull-A-Part acquires used auto parts business in Texas**

■ Atlanta-based Pull-A-Part, LLC, a family business serving the do-it-yourself, used auto parts market, has completed its acquisition of the Corpus Christi location of U-Pull-It Auto Parts, Inc., a self-service auto recycling yard owned by Johnson Development, with corporate headquarters in Lakeway, Texas.

Corpus Christi becomes the third Pull-A-Part operation in Texas, following the company's acquisition of the Mega U Pull location in El Paso in October and another U-Pull-It location in Brownsville earlier this year. The Corpus Christi operation is the fourth Pull-A-Part acquisition the company has made during the past 10 months, increasing the Pull-A-Part holdings to a total of 27 used auto parts superstores in 12 states.

The new Pull-A-Part Texas facility employs approximately 13 people and has more than 1,400 used cars and trucks in stock.

**DJJ makes multiple leadership changes**

■ The David J. Joseph Company (DJJ) made leadership changes at three of its business units – Trademark Metals Recycling (TMR), River Metals Recycling (RMR) and Metals Recycling Services (MRS). Effective immediately, Jim Becker, current president of RMR and MRS will assume the role of president of TMR. Bob Eviston, current vice president of commercial for RMR and MRS will become president of both.

Becker has been with the DJJ family of companies for three decades. He has served in various Brokerage and Recycling Group roles over the years.

Eviston succeeds Becker as president of River Metals Recycling and Metals Recycling Services. Eviston joined DJJ in 1992, and has held a variety of commercial and general management roles.

**Eriez promotes Eric Confer to product manager**

■ Eriez has promoted Eric J. Confer to product manager-separation. Confer's responsibilities will include overseeing and handling separation inquiries and orders, product development and improvements, marketing, training and sales forecasting, as well as other functions. He will report to Jeff Kaveney, manager-product marketing and administration.

Since joining Eriez in 2006 as a technical sales representative, Confer has been cross-trained on a broad assortment of products, with a strong focus on separation products sold to light industries. Additionally, he served as team leader and project manager for the Eriez Orange University® mobile training and education center.

**Benlee hires east coast sales manager**

■ Benlee has recently hired John Tobolski as the company's east coast sales manager. Tobolski's primary responsibilities will include overseeing the eastern seaboard from Virginia to Maine. Tobolski's strength is in product development and design. Tobolski will also contribute to all of Benlee's marketing and corporate strategies.

Tobolski is a 30 plus year veteran of the waste and scrap recycling industry. Prior to joining Benlee he was sales manager for Giordano's Recycling/Gio International from 2010 to 2013, vice president for Rudco Products 2003 to 2010 and was plant manager at Wastequip's Erial, New Jersey location for trailers, hoists and intermodal production from 1983 to 2003.

**EnviroSolutions acquires waste-by rail operations**

■ EnviroSolutions, Inc. (ESI) has acquired the New Jersey based waste-by-rail transload and intermodal facility operations of Environmental Logistics Services' (ELS).

The acquisition includes ELS' interests in New Jersey Rail Carriers, LLC (NJRC) and New Jersey Transloading, LLC, the long-term operating lease of NJRC, rail cars and containers, additional operating equipment and customer contracts. The operations being acquired have total annualized revenues of approximately \$40 million, making ESI one of the largest waste-by-rail companies in North America.

**IROCK names Jordan regional sales manager**

■ IROCK Crushers has hired Thomas Jordan as its eastern regional sales manager. Jordan is working to strengthen the IROCK dealer network along the East Coast from Maine to Florida.

In addition to building the dealer network and helping in the selling and service of IROCK equipment, Jordan trains sales teams and assists in developing new IROCK products and markets.

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**Events Calendar**

**January 26th-29th, 2014**

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

**March 4th-8th**

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

**March 9th-12th**

**27th Annual Southeast Recycling Conference & Tradeshow.** Hilton Sandestin Beach Golf Resort & Spa, Destin, Florida. 800-441-7949 • www.southeastrecycling.com

**March 12th-13th**

**Association of Postconsumer Plastic Recyclers.** 2014 Spring APR Membership Meeting, Orlando, Florida. 202-316-3046 • www.plasticsrecycling.org

**March 31st-April 2nd**

**Aluminum Association Spring Meeting.** Omni La Mansion Del Rio, San Antonio, Texas. 703-358-2960 • www.aluminum.org



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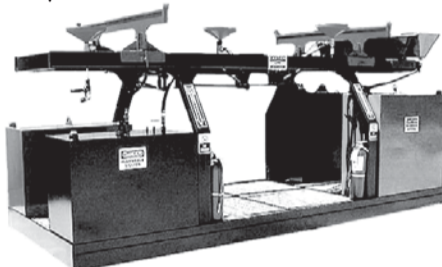
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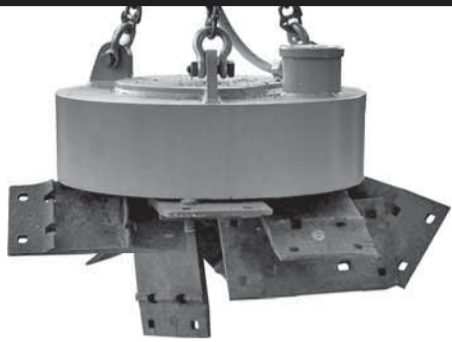
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## China's Green Fence keeps out metals recyclers

by MARK HENRICKS

mhenricks@americanrecycler.com

Last February, China began more carefully inspecting imports of recyclable metals and other materials to make sure they complied with regulations. The new policy, informally known as Green Fence, went into effect without warning or, at first, any official explanation. It has resulted in added delays, higher costs and in some cases, rejection of recyclables destined for the country.

Recyclables inspectors at Chinese ports reportedly turned back shipments of 68,000 tons in the first 5 months of 2013. It costs more than \$2,000 to return a rejected container to the U.S., and the chance of incurring those costs has discouraged recyclers from taking the risk of shipping to China. Partly as a result of Green Fence, Chinese imports of U.S. recyclables fell 11 percent to 3.5 million tons in the first part of 2013, compared with 2012.

For much of the year recyclers from the U.S. and other countries have been trying to figure out the best way to comply with the new inspection regimen. Shippers of post-consumer plastics, paper and automotive shredder output have been especially affected.

Despite advances in recent years, current technology doesn't allow recyclers of certain materials to easily or cost-effectively meet the standards imposed by the new inspection protocol, said Scott Horne, general counsel and vice president of government



Recyclables inspectors in Chinese ports such as XiaMen city have reportedly turned back shipments that failed to meet their more rigorous importation criteria. It can cost upwards of \$2,000 to return a rejected container to the states, making the costs of non-compliance steep.

affairs for the Institute of Scrap Recycling Industries in Washington. As a result, some U.S. recyclers are employing more manual sorting, which can quickly become cost-prohibitive.

In addition to technological obstacles, one of the problems recyclers have

with Green Fence is the way it came about. The tighter inspection process was implemented without any warning, a practice that is common with the Chinese government, Horne said. In this instance, shipments already at sea were subject to being rejected on the basis of

a new inspection regime no one knew about when the cargo left port, Horne said.

The actual rules being enforced were nothing new, however. They'd been in place for years, but the inspection

See GREEN FENCE, Page 2

## California scrap metal theft bill vetoed by Governor

California Governor Jerry Brown has recognized the need for more enforcement of the state's current metals theft laws before additional laws that could harm the industry are added to the books.

While vetoing California Assembly Bill 841, Governor Brown issued the following statement, "The theft of nonferrous metals has reached epidemic proportions not only in California, but across the

U.S. In an effort to combat this problem, I signed four bills last year to prevent more theft. Existing law requires that a seller wait three days before receiving payment for metal materials, a written record of the transaction, the name, driver's license number, license plate number, thumbprint of the seller, and a photograph or video of the seller and the material being sold. How much more do you need? What's

really missing today is robust enforcement of our laws."

The legislation would have required scrap dealers to only make payments for metals via check through the mail, severely hampering the ability to conduct legitimate business. Governor Brown's refusal to sign the bill followed a similar response by Governor Chris Christie to metals theft legislation in New Jersey.

"Governor Brown correctly pointed out that the problem is not a lack of metals theft laws, but a lack of enforcement," said Robin Wiener, president of ISRI. "Scrap recyclers across the country are working on a daily basis with law enforcement, prosecutors and legislators on ways to reduce thefts. We will continue our efforts to curb these thefts that are harming communities."

See THEFT BILL, Page 6

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## A Letter from the Editor

Readers,

Welcome to American Recycler's final edition of 2013. It's been an interesting year, and I'm glad that we've had the opportunity to share it with you.

As we head into a new year, we're also heading into a redefined political arena. Democratic Senators have unilaterally (by a simple majority vote) initiated a procedural change in the Senate that will change how judicial and executive nominations are handled.

The Senate acts as a sort of gatekeeper that Presidential nominees must pass. In order to do so, supporters of the nominee must have 60 votes to bring their candidate up for a vote (or to invoke cloture), meaning that the minority party can effectively block a candidate's confirmation unless some members defect to the other side.

That is no longer the case in the democratically controlled Senate. Now, only a simple majority is required to bring a nomination to vote, and to subsequently confirm that person. This has effectively limited the Republican's ability to stymie President Obama's judicial and administrative nominees.

However, it's a double-edged sword. While President Obama and the Senate may have an easier time appointing left-leaning individuals during his second term, they likely won't stay the majority party forever. And once the Republicans assume control over the Senate, you can bet that they'll be certain to leverage the same power that the Democrats are currently enjoying.

This all seems only marginally important now, but the implications could be much larger in context of the 2014 elections, where 33 of 100 Senate seats will be up for grabs. President Obama and democratic legislators have taken a huge popularity hit in their polls with the botched roll out of the Affordable Care Act. Unless they manage to patch things up and bolster their poll numbers before next November, they may come to regret putting short term gains before long term procedural protections.

But, politics and partisanship aside, we here at American Recycler hope our readers of all political leanings come together for a very merry Christmas, happy holidays and a prosperous New Year! I'll see you all in 2014, when we can once more set aside all of that good will towards men and get back to our usual bickering.



Dave Fournier  
Focus Section Editor  
david@americanrecycler.com

## Green fence

■Continued from Page 1

tors in charge of admitting scrap to China weren't enforcing them. In explaining the change, Chinese officials said that too many shipments were arriving with contaminants, materials improperly mixed together and improper labeling.

The regulations call for no more than 1 or 2 percent of unrelated material, depending on the material, in a shipment. Before the tighter enforcement, some containers purportedly full of recyclable materials had up to 40 percent non-recyclable trash, including medical waste, according to Chinese officials. One shipment of used tires was labeled as containing rubber bands, they added.

As the largest foreign consumer of U.S.-generated recyclables, any change in China's appetite is a significant event. For the last decade, that appetite has grown strongly. The effect of the tighter restrictions on U.S. exports to China has initially meant growing stockpiles of U.S. recyclables and reductions in the number of U.S. buyers of recyclables.

Some individual U.S. companies might have been significantly affected by Green Fence. For instance, Keywell, a 90 year old stainless steel recycling company filed for bankruptcy protection late last summer citing depressed nickel prices and sharply lower sales during 2013. About the same time, a \$25 million metals recycling facility project in California was canceled when it couldn't obtain financing after a successful year long legal fight to gain approval for the project.

Of course, other trends are affecting recycling. For instance, demand for recycled nickel alloys and stainless steel had been slumping before Green Fence, Horne noted. At this point, it's hard to quantify the effect of Green Fence on recycling in the U.S. "What Green Fence may or may not have done is very difficult to determine," Horne said. "There's no data that would allow anybody to back it up."

It's equally uncertain what the long-term effects of Green Fence may



Inspectors reportedly turned away 68,000 tons of recyclable shipments in the first 5 months of 2013. The importation rules were not new, however, the rigorous enforcement of them came about with no warning.

be. However, there are a number of possibilities. One is that single-stream recycling, which has been growing in popularity as a curbside collection technique, may require significant additional processing to meet the Chinese requirements. That's because dual-stream collection allows for easier separation of recyclables, making it less costly to achieve the contamination standards required by Green Fence.

Another likelihood is more investment in recycling technology. Horne said recyclers are working with equipment vendors to develop the ability to sort recyclables to meet the Green Fence standards.

Finally, it's possible that U.S. recyclers will develop other markets for their materials. Those may include consumer processors as well as European or other consumers as the added costs necessary to meet Green Fence standards reduce the cost advantage that Chinese processors had over those in other places, including the U.S. "People are starting to wonder if there are alternatives to the China goliath," Horne said. "It could result in changes in the trade patterns of those materials."

To date, Green Fence hasn't proven an insurmountable barrier for most recyclers, nor has it had what looks like a lasting impact on the industry. However, it's not certain when or whether Green Fence will end and to what

extent, if any, Chinese inspections will return to their former approach. Horne said that many recyclers are reporting a return to near normal inspection patterns. But he also noted that shippers of Zurik (nonferrous shredder output consisting largely of stainless steel), post-consumer plastics and single-stream collected paper continue to report significant difficulties in clearing Chinese customs inspections.

The initiative was originally anticipated to last 10 months from the February 2013 start date. But Chinese officials never stated that it would end as scheduled at the of November, and meanwhile, the more rigorous inspections have continued unaltered. Now, it seems possible Green Fence will be extended into 2014 and perhaps indefinitely, especially if, as some observers say, it has helped increase revenues from taxes levied on imports of recyclable materials.

Meanwhile, recyclers are faced with a murky problem with the world's largest buyer of recyclable materials. Nobody is completely sure how long Green Fence might stick around and what might replace it. That's kept recyclers' attention closely fixed on the sparse news from Chinese officials. "For people who handle certain commodities," said Horne, "it continues to be a significant concern."

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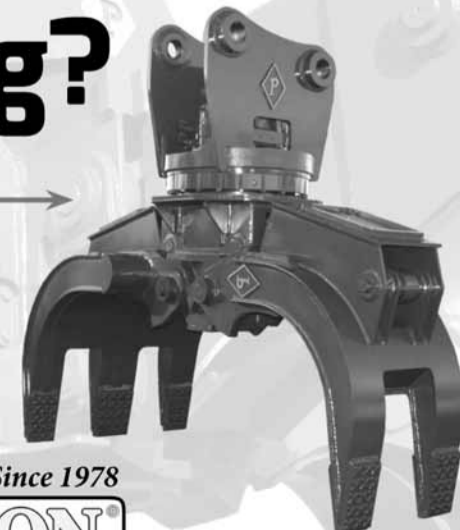
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# Aluminum can still most recycled beverage container

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Industry recycling of aluminum beverage containers in the United States continued its decade-long upward trend in 2012 with a rate of 67 percent, according to data released by the Aluminum Association, Can Manufacturers Institute (CMI) and Institute of Scrap Recycling Industries (ISRI). This is the highest recycling rate since the early 1990s and the second highest rate reported since the survey began in 1972. The new rate marks progress toward the industry's goal of 75 percent recycling by 2015.

The new rate means that in 2012, the aluminum can industry recycled some 62 billion domestic and imported cans while shipping 92 billion cans in the U.S. The energy saved from this recycling equaled 19 million barrels of crude oil which could fuel more than 1.7 million cars for a full year.

"It's great news to see the aluminum can extend its lead as the most recycled beverage container, far exceeding comparable rates for glass and plastic," said Heidi Brock, president of the Aluminum Association. "Cans are unique in that they can be recycled infinitely and be back on the shelf in as little as 60 days. Couple that with a 37 percent weight reduction for the average can since 1972 and you have the most sustainable and smart solution available for beverage packaging."

The increase in the industry's recycling rate in recent years has been driven largely by the addition of cans imported into the United States. Because of the closed loop aspect of aluminum can recycling, and aluminum's significantly higher inherent value in the recycling stream, used cans easily cross borders and are extremely attractive for recycling. In fact, U.S. recyclers often import cans from Mexico, Canada, Saudi Arabia, Poland and other countries. In 2012 alone, the industry imported and recycled close to 13 billion cans, nearly double the amount imported just 5 years ago. The increased recycling rate is reflective of this dynamic.

"While it's encouraging that the industry is recycling at record levels, there is still work to be done," added Brock. "Increasing U.S. consumer recycling of aluminum cans remains a major opportunity to help the environment and the economy."

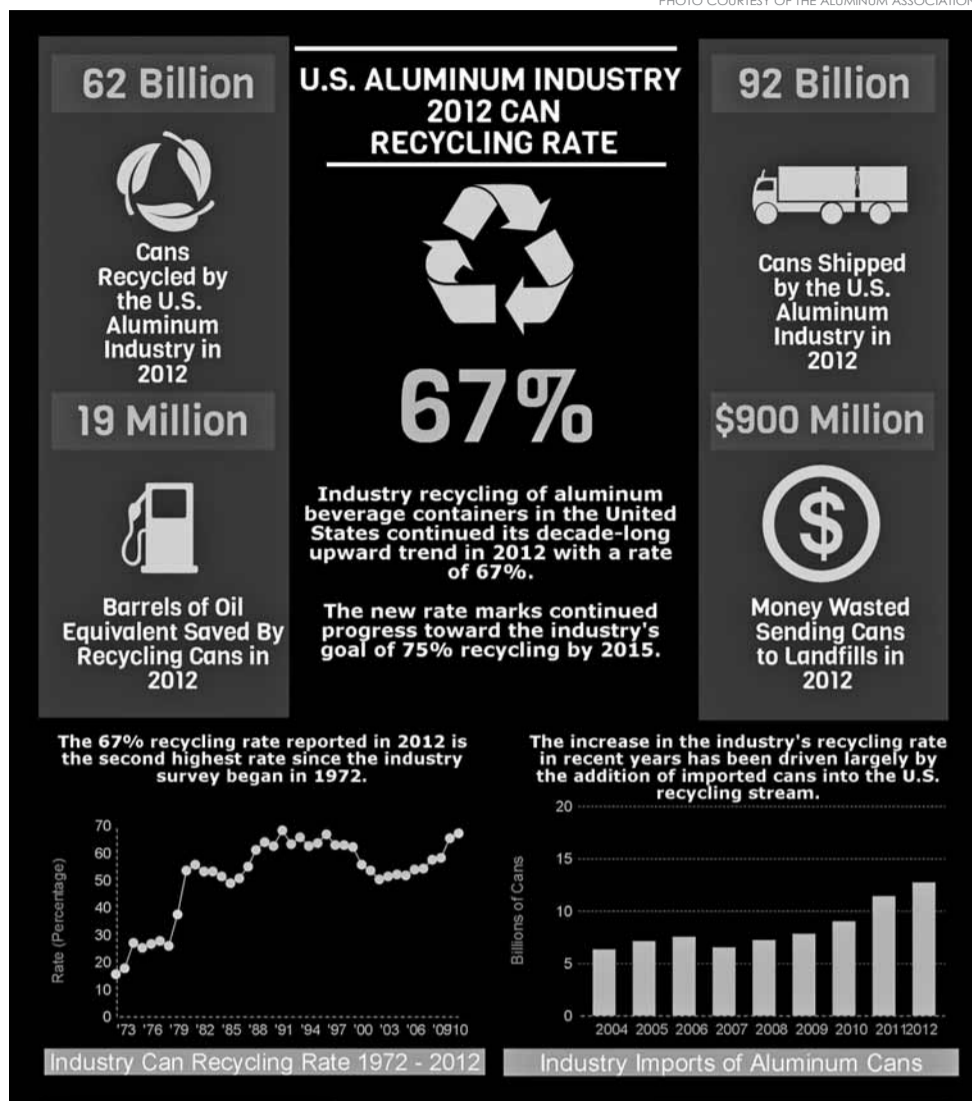
"The increased recycling rate for aluminum cans is representative of the growth in the scrap recycling industry as a whole," said Robin Wiener, president of ISRI. "The U.S. scrap recycling industry grew from \$54 billion in sales in 2009 to more than \$90 billion in 2012, while also adding more than

15,000 jobs since the beginning of 2010. As the recycling industry continues to expand, we also hope to see a continued increase in the aluminum can recycling rate."

It takes just five percent of the energy to produce recycled aluminum versus primary aluminum. At the same time, nearly \$900 million worth of aluminum cans don't make it to the recycling bin each year and instead end up in landfills. These landfilled cans, which could otherwise have been recycled and made into new cans, reflect a significant loss to the economy, society through lost jobs, and the environment.

The aluminum industry works to increase consumer recycling by both encouraging lawmakers to consider recycling and recyclability as part of energy efficiency initiatives and by supporting the Curbside Value Partnership, a voluntary program created to increase participation in curbside recycling programs nationwide. Individual companies also support recycling initiatives by educating consumers and providing increased access in local communities across the country.

The Aluminum Association recycling rate is based on survey input from can sheet producers, can manufacturers and secondary producers of aluminum, representing nearly all can recycling activity in the United States.



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A Buddhist monk strolled up to a hot dog vender, smiled, and ordered "One with everything."

The monk paid with a \$20 bill. The vendor took the money, and replied, "My friend, as a no-doubt devout and learned Buddhist, you must surely realize that your change must come from within."



# EQUIPMENT SPOTLIGHT

## Metal Balers

by MARY M. COX

maryc@americanrecycler.com

Metal balers are large, powerful machines that compress scrap metal so that it can be shredded. The average metal baler can crush with the intensity of around 4,000 lbs. per square inch. Metal balers are typically used in recycling and industrial settings to compress loose scrap into tight, easily transportable bales.

Greg Wright is sales director at Granutech-Saturn Systems. The company has manufactured auto flatteners for over four decades. "The market has been moving towards logger/balers for a while now. In response, we have developed our MAC Magnum Logger to handle both automobiles and ferrous or nonferrous metals. Most customers will use it to make lower density shredder logs, but it does have the capability of making higher density – up to 80 lb./ft<sup>3</sup> – bales as well. The unit is completely portable, with a 20' loading chamber, and a continuously rotating crane with a 5,800 lb. capacity and a 27'4" reach. Our customers need the versatility of a logger. Many of them process very few cars and more loose scrap, so they want a machine that can handle both," said Wright.

He continued, "We began business in the late 1960s with the original flat lid car crusher, which is still part of our product line. Our line has expanded with a focus on size reduction. We offer crushers, balers, loggers and an assortment of shredding technologies for auto salvage, metals, tire processing, electronic scrap and other industries." Wright noted that engine emission requirements have grown more strict in recent years. He expects that ultimately, Final Tier IV will be the standard requirement for all engines.



Granutech-Saturn Systems

Harris manufactures a variety of metal balers for ferrous and nonferrous applications. Bob Pfeffer, director of U.S. and Canadian sales, explained,



Harris

"For ferrous applications, we offer the heavy duty TGS and the TG Baler lines. They are Triple Compression Balers and scrap recycling workhorses. We also manufacture a line of nonferrous balers, including vertical, closed door and the ever-popular two ram balers."

Ferrous balers by Harris provide for high density #1 and #2 bales for furnace feed. Pfeffer said their nonferrous baler line offers the widest selection, can handle any baling application and all produce export-size bales. "The Harris Badger Baler continues as the #1 selling two ram baler in the world and countless nonferrous processors depend on this workhorse day in and day out. Our HRB, Centurion and Gorilla are other top sellers," he noted.

The Harris ferrous baler line originated in the 1940s for densification of scrap metal. The company was the first to build a two ram baler for the recycling industry back in the 1960s and they are the only manufacturer in North America to offer a complete line of metals processing balers, including the largest ferrous baler in the world, according to Pfeffer.

He noted that energy efficiency is an increasingly important attribute among those in the market for a baler and he suggests that buyers confirm a given manufacturer's technology before mak-

ing a purchase. Two Harris manufacturing facilities can accommodate any level of market demand and Pfeffer said Harris' comprehensive product line is very helpful to him in advising clients in their baler selection.

"Buyers should look for a product that will best match their processing needs now and looking forward. It is important to evaluate the products offered and the company behind the products for a smart investment. Some other balers on the market may last only three to seven years. In contrast, I know of a 50 year old Harris baler that runs every day and two ram Harris balers over 40 years old that also function daily."

Iron Ax manufactures two different size balers and has been in the scrap business for 45 years. One of their baler models has a 16' long baling chamber,



Iron Ax Inc.

and the other has a 20' long baling chamber. Both units are offered with or without a crane. Iron Pack Balers are high speed, high production balers. The baling cycle is approximately one minute long. Each baler features remote control and automatic cycle. "We also offer programmable pressure settings. This means that the hydraulic pressure can be increased or decreased with the touch of a button. This is a great feature that gives the operator total control when it comes to making a loose or a tight bale," commented John Kitchens, vice president.

He said the firm's most popular baler is the IPB-20. It has a 20' long baling chamber, but no crane. He said the 16' balers are more popular in the international market due to the smaller size of their automobiles, but American customers prefer the larger sized model. The minimal set up time for Iron Ax balers facilitates increased production and efficiency. After the baler is unhooked from a vehi-

See SPOTLIGHT, Page 7

### Manufacturer List

**Al-jon Manufacturing LLC**  
Curt Spry  
888-255-6620  
www.aljon.com

**American Baler**  
Tade Mahoney  
800-843-7512  
americanbaler.com

**Granutech-Saturn Systems**  
Greg Wright  
877-582-7800  
www.granutech.com

**Galland Henning Nopak, Inc.**  
Doug Schreffler  
414-645-6000  
www.nopak.com

**Harmony Enterprises**  
Brenda Hoag  
507-886-6666  
www.harmony1.com

**Harris**  
Bob Pfeffer  
229-273-2500  
www.harrisequip.com

**International Baler Corp**  
Randy Gibson  
800-231-9286  
www.intl-baler.com

**Iron Ax Inc.**  
John Kitchens  
877-247-6629  
www.ironax.com

**OverBuilt, Inc.**  
Steve Besch  
800-548-6469  
www.overbuilt.com

**RM Johnson**  
David VanVleet  
800-328-3613  
www.ezcrusher.com

**Sierra International Machinery Inc.**  
Aracely Mendez  
800-343-8503  
www.sierraintl.com

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## Pilson smelter site cleanup completed

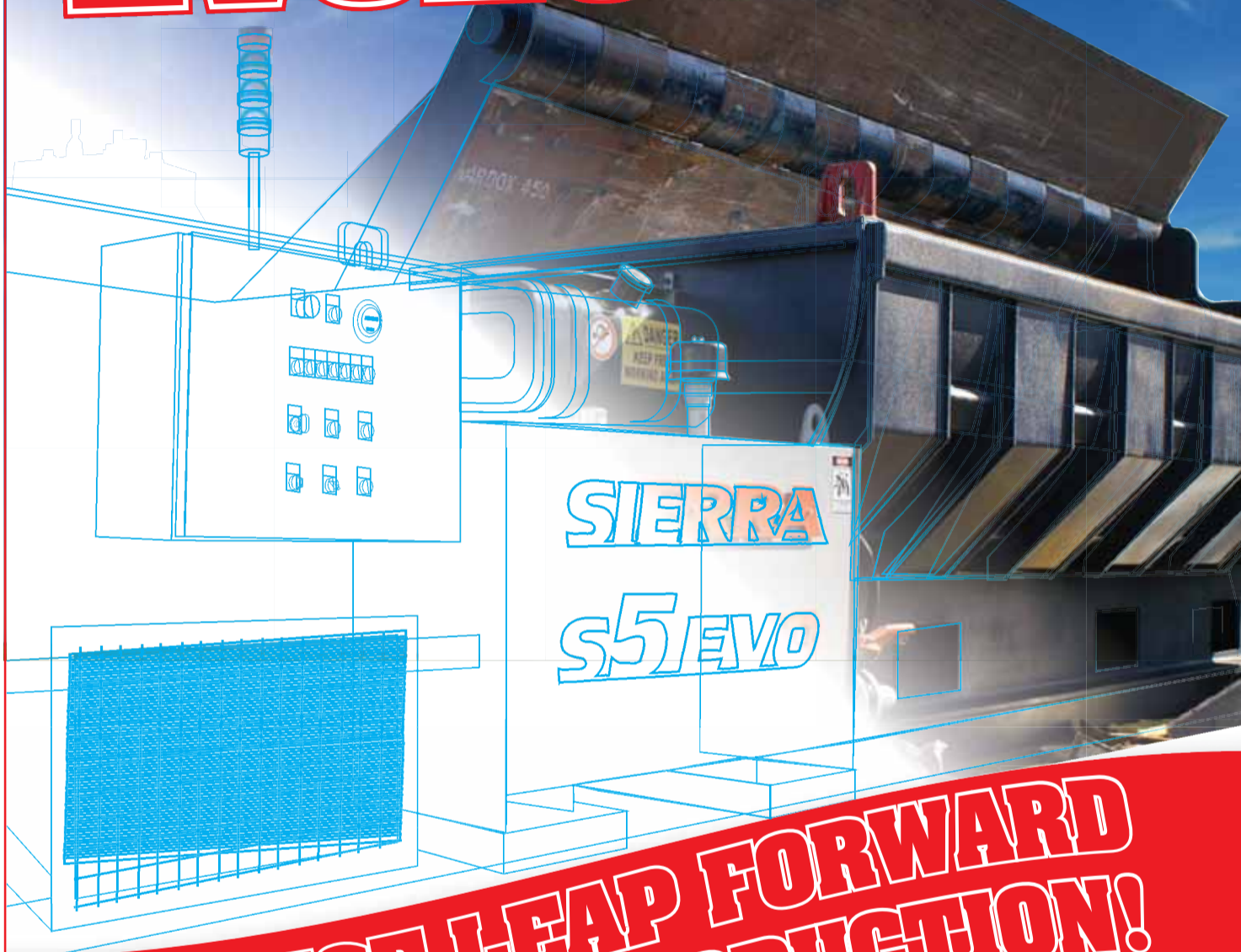
U.S. Environmental Protection Agency (EPA) administrator Gina McCarthy disclosed that EPA has finished cleaning up Loewenthal Metals, a former lead smelter site in Chicago's Pilsen neighborhood. In response to community concerns, EPA removed high concentrations of lead in the soil to ensure that the property is safe for residential use in the future.

Last June, EPA began the removal of 4,800 tons of contaminated soil and debris from the Loewenthal site. Now, EPA revealed that the contaminated soil has been replaced with clean soil that is seeded to prevent erosion.

"Over the past couple of years PERRO has developed a good working relationship with the U.S. EPA," said Jerry Mead-Lucero, Pilsen Environmental Rights and Reform Organization (PERRO). "We have regular meetings with EPA staff to stay on top of multiple sites of concern in the community. The increased cooperation between EPA and PERRO has already resulted in the remediation of contaminated sites in the neighborhood and we expect more sites to be addressed in the near future."

Loewenthal Metals is a half-acre site in a largely residential part of Chicago. Historical records indicate that the facility operated as a lead and zinc smelter, as well as a scrap metal dealer during the 1940s. In December 2011, the Illinois EPA referred the site to U.S. EPA for potential cleanup. After obtaining a warrant to access the site, EPA began sampling soil for lead in November 2012 and started the cleanup last June.

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## A Closer Look

by Donna Currie

### AABCON LLC

Dave Shrimankar • 303-334-6797

Dave Shrimankar was doing software development for the U.S. government when family members in India asked him if he could find HMS scrap for them. Although he knew nothing about the business, he figured he'd give it a try. He did some research on metals and scrap, then placed some classified ads.

Shrimankar said his family members were looking for "a reliable person to source the right quality." It didn't matter that he was completely new in the business – they trusted him to find what they needed at a fair price.

Much to his surprise, a buyer in Spain contacted him, looking for aluminum scrap, and the rest was history – he made that first connection, made that first sale and decided that his days in the software world, where he was "sitting in a cubicle 10 to 12 hours per day" were over.

"I always wanted to be my own boss," he said, and he wanted something that was hands-on. "I can't sit in an office all day."

While it would seem like brokering scrap sales would be an office job, Shrimankar spends a lot of his time traveling to visit the scrap yards all over the country where he buys his material. He only spends 2 to 3 days per week in his office.

He has also visited many of the buyers. "I get to meet a lot of people," he said, "and literally all over the world." One thing he's noticed over the years is how much many of these countries have progressed over the past 18 years. Right now, China is building a high-speed rail system and Korea has faster internet compared to what's available in the U.S.

Besides traveling to visit customers, he also attends a lot of trade shows and seminars, and often brings his family along to those, since there tends to be enough downtime to enjoy the area.

When he's traveling to customers in the U.S., however, the trips tend to be all business. He might spend six hours traveling "on some of the smallest roads" for a two hour meeting, then turn right around and head back home. But he said he enjoys those trips, since he gets to see so many parts of the U.S., and he noted that "there are a lot of different cultures in America."

He said that although many of the scrap yards are situated in less desirable parts of cities, "once you're in the scrap yard, you're just dealing with nice people." Besides making business connections, he likes to learn people's ways of doing things and to build friendships. "I love every aspect of visiting scrap yards."

Shrimankar said that language is not much of a barrier to doing business overseas, and that most of the people he talks to speak enough English to make his job easy, although there have been a few times he's needed an interpreter. Meanwhile, he's learned a little bit of Spanish related to scrap buying and selling, like the words for copper or aluminum.

At first, most of his sales – besides that first sale to Spain – were to Asian countries, but as the economy declined in 2008, many of those sales disappeared. "China stayed in the market the whole time," he said, "but India didn't buy nearly as much."

Since then, he said that buyers have become "hyper-cautious" about market conditions. "They have one thumb on approving payment and the other on a panic button regarding the price of scrap."

While some sales overseas are because the importing countries don't have the natural resources to supply their metal needs – like China – other exports come about because the material isn't desirable domestically. Electric motors, for example, require a lot of manual labor, so it's not cost effective to process in countries with high labor rates.

When making sales, Shrimankar said that the two critical factors are price and quality, but price is always first. "If the price doesn't match, nobody cares about quality," he said. Once a price is good, then the buyers get into the details of material quality.

But that doesn't mean that quality is unimportant, and some buyers require material assayed before they make the purchase. When he buys material, Shrimankar is very selective about whom he buys from, preferring to do business with companies that have been in business for a long time. "Some have been in business 50 years," he said.



—Dave Shrimankar

## Novelis increases prices for aluminum sheet products

Novelis has increased prices on its aluminum automotive sheet products in North America.

The price increase of \$0.11 per pound for 6000-series, 5182-series and 5000-series automotive alloys will be effective for all new orders on or after January 1, 2014. Novelis fabrication pricing for specified volumes under current contracts will be honored throughout the contract period. The price increase is in addition to the previously announced pricing adjustment made on April 23, 2013.

"This increase reflects the dynamics of the rapidly growing market for aluminum automotive sheet in North America," said Marco Palmieri, senior vice president and president, Novelis North America.

"We officially commissioned our two new automotive sheet finishing lines in Oswego, New York, last month, which will increase our automotive capacity by 240,000 tons per year," said

Palmieri. "That's five times our current automotive capacity in North America."

In addition to the Oswego expansion, a new automotive sheet finishing plant is under construction in Changzhou, China, which is expected to commence production in mid-2014 and will have a capacity of 120,000 tons. The company also recently certified automotive sheet production at its Gottingen, Germany plant that will ultimately add 40,000 tons of additional capacity. These new locations will join the company's existing automotive facilities in Kingston, Ontario, Canada; Sierre, Switzerland and Nachterstedt, Germany.

Novelis is a provider of aluminum automotive sheet, used for making structural components and exterior body panels. Novelis aluminum can be found in more than 180 different vehicle models produced by automakers around the globe.

## Aluminum Association names new board members

The Aluminum Association made a number of changes to its board of directors, including a new chairman, vice chairman and members of the board class of 2016. In addition, the Association added two new member companies, AMCOR and Superior Flux and Manufacturing, bringing total membership to 97 companies, consisting of 49 producer and 48 associate members. The announcements were made during the Aluminum Association's 80th anniversary fall meeting at Nemaquin Woodlands Resort in Pennsylvania, where the industry celebrated aluminum as "the metal of modern life."

Former Aluminum Association vice chairman Layle "Kip" Smith, president of Noranda Aluminum, was elevated to chairman of the Association. Additionally, Garney B. Scott, president of Scepter, Inc., was named vice chairman of the Association and chairman of the Association's Executive Committee. Both Smith and Scott will serve for two-year terms. The board also added three new members to the board class of 2016:

- Marco Palmieri, president of Novelis North America

- Kevin Person, chief executive officer of Wagstaff, Inc.

- David Hazelett, president of Hazelett Strip-Casting

The Association also added two new member companies during the meeting. American Metal Chemical Corporation "AMCOR," of Medina, Ohio, and Superior Flux and Manufacturing of Cleveland, Ohio, both of which provide goods and services to the aluminum industry, will join as Associate members.

AMCOR was established in 1967 and develops, manufactures and supplies specially formulated chemical compounds called fluxes to the aluminum industry. Founded in 1932, Superior Flux specializes in the development and sale of flux products for aluminum soldering, brazing and welding.

The Aluminum Association is working to continually advance and promote aluminum as the sustainable material of choice in the modern world. New applications for the metal in transportation, building and construction and other markets are driving demand for aluminum in North America. Between 2009 and today, aluminum demand has risen 30 percent and is approaching pre-recession levels. Additionally, the industry has proactively taken steps in recent years to reduce its own carbon footprint by cutting North American perfluorocarbon emissions by 85 percent.

## Theft bill

■Continued from Page 1

ISRI believes the most effective way to address the problem is through a comprehensive strategy focusing first on efforts to prevent metals theft and second on assisting law enforcement and prosecutors in their efforts to catch, prosecute, and penalize those who perpetrate these crimes.

Among the many ways the recycling industry and law enforcement are working together is through the use of ScrapTheftAlert.com, a free tool that provides law enforcement with an outlet to alert the scrap industry of significant thefts of materials in the U.S. and Canada. Upon validation and review, alerts are broadcast by email to all subscribed users within a 100 mile radius of where the incident occurred.



# 2013–2015 FeMET, StEEL scholarship recipients named

The American Iron and Steel Institute (AISI) and the Association for Iron & Steel Technology Foundation's Ferrous Metallurgy Education Today, or FeMET Initiative, and Steel Engineering Education Link, or StEEL, scholarship program, both aimed at attracting top talent to the North American steel industry, have awarded scholarships of \$5,000 to third-year students from leading North American colleges for the 2013–2015 academic years. Each scholarship includes a paid internship at a North American steel company during the summer and a second scholarship of \$5,000 in the student's fourth year based on satisfactory academic and internship performance. The Premier Scholarship is awarded to the top-scoring FeMET and StEEL applications received, and includes a \$10,000 scholarship and a paid internship with a North American steel company.

The following 2013–2015 students and scholars have been awarded the FeMET, StEEL and Premier Scholarships:

## FeMET

•Thomas J. Chrobak, materials science and engineering, University of Wisconsin Madison.

•Jared Kerker, metallurgical engineering, Missouri University of Science & Technology.

•Cameron LaPresta, metallurgical engineering, Missouri University of Science & Technology.

•Kaitlin Marianelli, materials engineering and management, McMaster University.

•Sonya Snyder, metallurgical engineering, Missouri University of Science & Technology.

•Kaylee M. Strickland, metallurgical engineering, Missouri University of Science & Technology.

## StEEL

•R. Agarwal, electrical engineering, McGill University.

•Taylor D. Collins, mechanical engineering Technology, Wentworth Institute of Technology.

•Eurydice Kanimba, mechanical engineering, Midwestern State University.

•Trent R. Stewart, mechanical engineering, University of California–Santa Barbara.

## Premier

•Myrissa N. Maxfield, materials science and engineering, Virginia Polytechnic Institute and State University.

•Magda Zydzik, materials engineering, McGill University.

The goals of these scholarship/internship programs are to present incentives to the scholarship recipients to continue in the field of ferrous metallurgy/materials science programs by ensuring two years of scholar-

ship awards plus the summer internship, all provided that the students continue to perform satisfactorily in their studies and work.

The AIST Foundation is a Pennsylvania-based 501(c)(3) non-profit corporation organized for charitable, education and scientific purposes that seeks to attract technology-oriented professionals to the steel industry by educating the public about the high-tech, diverse and rewarding nature of careers in modern steel-making. Scholarships are awarded on an annual basis to talented and dedicated students to encourage the pursuit of a career within iron and steel-related industries.

The AIST Foundation is part of AIST, an international technical association of more than 16,000 professional and student members from 70 countries.

## Spotlight

■Continued from Page 4

cle and outriggers have been lowered, the operator is ready to process.

Kitchens noted that processing volumes vary from customer to customer, but that processing volume increases after installing an Iron Pack Baler. The company's clients range from small, one yard operations and large, national and

place because we know the scrap industry. We know exactly what our customers need to get the job done and they seem to appreciate our unique perspective," said Kitchens.

OverBuilt first manufactured car crushers in 1996 and they have shipped over 550 crushers nationwide, to South America, Europe and the Middle East. The company offers the only true "high speed" car crusher, with a patented oil bypass system. The system provides reduced cycle times of up to 43 percent.



OverBuilt, Inc.

international companies. Kitchens anticipates growth in the baler market. "Many years ago, car crushers were very popular, but we see the demand for balers increase more and more. With a crusher, you are limited to one thing and one thing only. A baler can do everything a crusher can do and so much more. We've had many customers switch from a car crusher to a baler. They quickly learn how they're able to grow their business because they can process different types of material that they previously could not.

"We own and operate 5 scrap yards and over 20 years ago we began manufacturing products for use in our scrap operation. It was a natural transition to introduce our products in the market-

*A little girl was having a tea party with her toy bear.*

*She asked him, "Would you like something to eat, Mr. Bear?"*

*To which it replied, "No thank you – I'm stuffed."*

The Overbuilt product also has the largest crushing chamber opening – 10' – which allows the operator to process more tonnage in one stack.

"We're the fastest selling crusher in the market and we employ mechanics, welders, hydraulic and electrical experts and

others who maintain an excellent sales, service and parts program," said Steve Besch, sales manager. The company has been family-owned and operated for two generations and the entire family is involved in all parts of the operation from the original design to final assembly, customer relations and promotions.

Besch stated, "Throughout the market fluctuation over the years, we've been proactive in meeting the needs of our clients in the scrap and auto salvage industries. The OverBuilt Baler Logger introduced in 2008 provides scrap recyclers with fast and efficient performance. With a 20' charge box and a crane providing a 26.5' reach and a greater lifting capacity, the machine compresses metal and vehicles into a very dense, stackable form. That results in faster loading and transporting of the finished product to market."

Sierra International Machinery Inc. has a new two ram baler named the Recycle Everything Baler (REB). "This is the best two ram ever made. The REB-1 (75 hp) and REB-2 (150 or 250 hp) has an 8-second cycle time and the most face PSI among all two-ram balers available, in its class," said Philip Sacco II, western sales representative. He noted that Sierra uses every piece of equipment they manufacture in their own yard before it ever enters the market. The company also carries a huge inventory of parts to help minimize down time for their customers.

"Sierra stands behind its products and its customers. We excel in customer

support because we do the same type of work as our clients, every day, in our own recycling yards and we are also adept at helping clients eradicate downtime. Whether it is a shear, logger, grapple, automobile logger or a Sierra two-



Sierra International Machinery Inc.

ram baler, we can help," remarked Sacco.

Sierra is a family owned business and founder, Ben Sacco, started Sierra recycling in 1960. Sacco explained, "As a successful, full service scrap recycling company, Sierra International Machinery was born in 1984 and through our experience we've grown to make the best line of processing equipment in the scrap industry."

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