



# American Recycler

NewsVoice of Salvage, Waste and Recycling

AmericanRecycler.com

## Compost and mulch market ripe for acquisitions

by Brian R. Hook

The nation's third largest solid waste company sold its compost and mulch unit to a private equity firm as the organics recycling market may start to see more acquisitions.

Fort Lauderdale, Florida-based Republic Services, Inc. sold Living Earth Technology Co. (LETCO) to Hunt Special Situations Group LP in Dallas for \$37 million late last year.

LETCO is the largest commercial provider of mulch, compost, soil and other landscaping material in Texas. Republic Services reported at the time of the sale that LETCO has average annual revenues of \$50 million and generates low double-digit operating income margins.

"The timing and the price were right and we executed the sale," said Will Flower, vice president of communications at Republic Services. "The divesti-

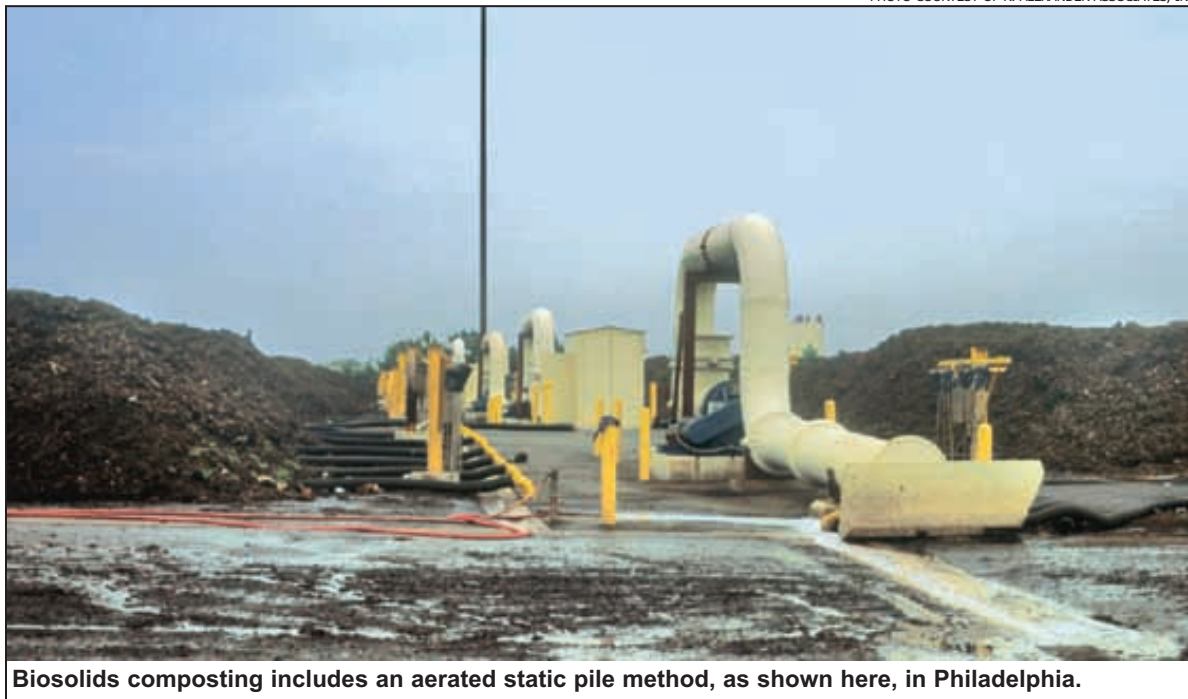


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Biosolids composting includes an aerated static pile method, as shown here, in Philadelphia.

ture of LETCO was consistent with Republic's long-term business strategy, which is to focus on our core business of collecting, recycling, transferring and disposing of municipal solid waste in a cost-effective manner."

Flower described LETCO as a non-core, stand-alone business. "The LETCO business model expands beyond the processing of recyclable waste material to include purchasing raw materials from suppliers,

packaging finished product for resale to large retailers and the sale of non-processed material, such as landscape rock and stone to consumers," he said.

LETCO, based in Dallas, operates 13 compost and mulch

facilities, primarily in the metro areas of Dallas and Houston. Its products include a variety of mulches, compost, blended soils and soil amendments sold under the "Earth's Finest" and "Living Earth" trade names. LETCO sells its products to commercial landscaping contractors, nurseries and large retailers.

Mark Rose, who has worked in the composting and mulch industry for 26 years, will continue to lead LETCO as president under the ownership of Hunt. Rose declined to provide details about the acquisition. "It would just divulge our business strategy," he said.

However, a statement provided at the time of the LETCO sale provides insight to where LETCO is headed, which may include growth throughout Texas and beyond.

"Our partnership with Hunt will allow LETCO, once inde- **Continued on Page 3**

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## Colleges' microbugs help create ethanol

A new Chicago-based energy company, partnered with General Motors Corp. (GM) and powered by microorganism research licensed from Oklahoma's two largest universities, will produce an efficient type of ethanol, planners said.

GM unveiled Coskata, Inc. during the North America International Auto Show in Detroit, Michigan. The newly formed company plans to produce 40,000 gallons of ethanol and deliver it to GM for testing by year's end.

Coskata, named after a wildlife preserve

in New England, utilizes microorganisms that were first isolated and identified by researchers at the University of Oklahoma (OU) and Oklahoma State University (OSU).

"The connotation of that name is clean and green," Coskata CEO William Roe said during a conference call. "We like to think of our company in the same way."

The start-up's founders licensed the work nearly two years ago. The bacteria, called acetogens, normally produce acetic acid when devouring feedstocks such as

wood chips and agricultural waste.

An OU-OSU team found ways to modify the microbugs so they produce ethanol.

"There's nothing particularly unique about the technology — it's the organisms," OSU researcher Ray Huhnke pointed out. "I feel very confident that they will take this to a commercial level."

The Coskata method is different from ethanol production involving corn and other food sources. It takes nonfood biomass -

**Continued on Page 4**

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# Cotton industry recycles cotton byproducts and waste

by Irwin Rapoport

Seeds from the cotton plant that are separated from the lint at the gin mill represent a valuable commodity that is very recyclable.

Byproducts from the cotton fiber ginning process, including seed, linters, burs and oil, are being developed into value-added products for feed, food, erosion control, electronics and other industries.

The cotton industry has committed itself to such recycling efforts by dedicating millions of dollars each year to researching and developing new markets for such cotton end-products.

"Each year, U.S. cotton gins produce more than 2 million tons of cotton gin waste, representing a significant disposal problem for the ginning industry," says Tom Wedegaertner, director of cottonseed research and marketing for Cotton Incorporated. "A significant recycling development, and a notable value-add success story, has been the creation of cotton-based erosion control products."

Cotton-based erosion control products are the first of their kind in the erosion control industry, he says.

GeoSkin™ Cotton Hydromulch, developed as an alternative to wood and paper mulch products, was followed by the introduction of its premium counterpart,

HydraCX2™ Cotton Hydromulch (formerly Cotton Fiber Matrix), for use on steep terrain.

In both products, the naturally porous cotton fiber matrix contours to uneven surfaces to control erosion and establish grass on construction sites.

Wedegaertner adds that the use of ground cotton gin waste as a substitute for wood products in composite resins, particle boards and thermal plastic decking boards is being investigated, as well.

"Ground cotton carpel (bur) has unique physical and chemical properties that give it a unique advantage over wood products in these applications," he says.

"A key benefit of this product, from an environmental standpoint, is that the cotton product effectively soaks up styrene emissions and greatly reduces the volatile styrene that is emitted via the manufacturing process." Cotton gins produce about 2 to 2.5 million tons of cotton byproducts annually.

"We are just now starting to find value for that waste stream so that it isn't a disposal problem, but rather that it has value and people are going to buy it and make it into something."

Between 33 and 40 percent of the seeds are used to produce cottonseed oil, with the remainder being sold to dairy farmers as a feedstock for their herds.

"The oil is used by restaurants, for the production of snack foods and other food products and for a variety of industrial purposes," says Wedegaertner.

But before the oil can be squeezed out, the linters (the fuzz coating the seed) must be cut off the seed.

"This is pure cellulose, used for value-added items such as cellulose acetate," says Wedegaertner. "Every single screen on a flat panel LCD television is made from cellulose acetate. Linters are the purest form of cellulose of any plant material on the planet. They are 99.7 percent pure.

"They are also used for cellulose gums," he adds. "If you look on the label of a bottle of pancake syrup, you'll see cellulose gums listed on the ingredients. Cellulose is also used for products such as photographic and x-ray film – a cellulose type of derivative." There are many products that include edible and industrial thickeners made from cotton cellulose, including toothpaste.

"Cotton is and has been grown as a food crop," says Wedegaertner. "The original cooking oil 100 years ago was cottonseed oil. The brand name Crisco®, originally developed by Proctor & Gamble, is short for crystallized cottonseed oil."

Bill Norman, vice president for Technical Services at the National Cotton Council



Cottonseed oil is generated for use in the food industry.

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# Mulch market

Continued from Page 1

pendent, to realize its full potential, pursue strategic opportunities and continue to provide excellent products," said Rose, who has been with LETCO since 1991 when Republic Services purchased the company.

"In addition, we see an opportunity in continuing to scale the business through the development of new locations and select acquisitions. We look forward to taking advantage of Hunt's financial and non-financial resources," Rose added in the initial press statement.

Hunt, which focuses on middle-market investments in a variety of industries, also did not respond to questions about the acquisition. However, Phil Arra, president of Hunt, said at the time of the LETCO acquisition that the deal was consistent with the firm's investment philosophy.

"It's an opportunity to invest constructively and maximize the value of a business in transition. We look forward to working col-

laboratively with management to maximize the value of LETCO," Arra said in the statement. "In such a fragmented industry, LETCO will continue to be a market leader and promote a variety of green and environmentally friendly initiatives."

LETCO and other mulch and composting companies are only a small fraction of the \$7.2 billion lawn and garden industry, according to research by Freedonia Group, Inc. in Cleveland.

The market researcher predicts that demand in the United States for packaged lawn and garden consumables will grow 4.9 percent annually through 2010. The research firm said the best opportunities for new products are ones that offer convenience and good performance.

While LETCO is one of the largest mulch and composting companies in the country, the industry remains fragmented, said Ron Alexander, president of R. Alexander Associates, Inc., an environmental consulting firm that specializes in organics recycling in Apex, North Carolina.

Alexander said there are a few companies that may try to go

national. But he said that most companies in the organics recycling industry are still small, regional players. A big company involved in composting today is one that owns two or three facilities, Alexander said.

This market fragmentation leaves plenty of room for acquisitions, like the private-equity buy-out of LETCO, or for regional players to expand by buying others, Alexander said.

This year might turn out to be more difficult for compost marketing because of the current downturn in construction, Alexander said. Less construction means less landscaping.

"I think the downturn in the economy and less building may hurt us," he said.

Last year was also a difficult one, Alexander said. There was flooding in parts of the country and drought conditions in other regions. "We just had a bad weather year," he said.

Despite some of these localized market conditions, Alexander said there are some exciting developments underway in the composting market. He said that mulch and compost is starting to



Finished compost and mulch product — ready for sale.

PHOTO COURTESY OF R. ALEXANDER ASSOCIATES, INC.

be used more extensively in environmental applications like erosion and sediment control.

Alexander said the biggest issue facing the organics recycling market is a general lack of knowledge about compost and mulch as well as composting as an environmental process. "I'm not sure that as a nation we have gotten the whole composting thing dialed in with the American public, but we need to."

Of the 245.7 million tons of municipal solid waste generated

annually, according to the EPA, yard trimmings and food scraps constitute 24 percent of the waste stream. The EPA estimates that 56.9 percent of yard trimmings are recovered for composting, while only 2.6 percent of food waste is currently composted each year.

The EPA reports that compost prices have reached as high as \$26 per ton for landscape mulch and more than \$100 per ton for high-grade compost, which is sold at the retail level.

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## Planet Aid expands into Pittsburgh for clothing recycling

Planet Aid, a non-profit clothes recycler, has entered the Pittsburgh market, planting its yellow recycling bins throughout the city and offering residents greater convenience and more choices when discarding old clothes and other items.

Founded as a Massachusetts non-profit agency in 1997, Planet Aid has expanded across the country, collecting, bundling and selling more than 70 million pounds of old clothes each year in its 8,500 bins.

The organization is dedicated to improving the lives of people in developing countries in Africa and Asia, along with protecting the environment and providing relief aid.

Planet Aid typically forms partnerships with local merchants and institutions that allow it to locate its collection bins on their sites.

The organization, which plans to put 200 bins around the Pittsburgh area, donated more than \$5 million to worthy development programs around the world last year. Since 2001, it has been a partner with Johnson & Johnson in support of the fight against the AIDS epidemic in Southern Africa.

## Microbugs

Continued from Page 1

including switchgrass or even old tires - and turns it into synthesis gas, then the bacteria produce ethanol during the fermentation process.

Using nonfood sources means the ethanol probably could be produced anywhere.

"This process can be exported all around the world," said Mary Beth Stanek, GM's director of environmental and energy policy. "We like the flexibility of that, and the flexibility of input materials."

Proponents of the method say it produces seven times as much energy as it uses, unlike the nearly dead-even exchange with normal ethanol. Coskata officials believe they can extract 100 gallons of ethanol per one dry ton of feedstock.

Production costs reportedly would average only about \$1 per gallon, compared with \$1.90 to \$2 right now for each gallon of gasoline derived from oil.

"This is the cost structure that will be realized at the pump," Roe predicted.

GM, which got on board with an investment, plans to use the first commercial demonstration in its own vehicles.

Both partners hope they can reach a capacity for 100 million gallon facilities within three years. A marketplace priority

is getting more Flexfuel and E-85 pumps, which serve engines using varying percentages of ethanol.

OU and OSU have been working about seven years on the gasification and microorganism processes, Huhnke said.

The combined effort so far has produced only small amounts of actual ethanol on the experimental level, but GM's support and Coskata's ambition should ratchet up the potential, the OSU professor noted.

"It's very early, but we're confident that production can be scaled up," Huhnke said.

### LETTER TO THE EDITOR

Dear Editor,

I just read your article in the January 2008 edition of American Recycler. I am looking for a market for asphalt shingles. I would love to collect them here at our landfill recycling dropoff. We have a container ready to collect them from the roofers, but I can't find any takers. We are located at 7224 Division Highway, Narvon, Pennsylvania 17555.

Nancy Fromnick, Chester County Recycling Coordinator, 610-273-3771 ext. 226

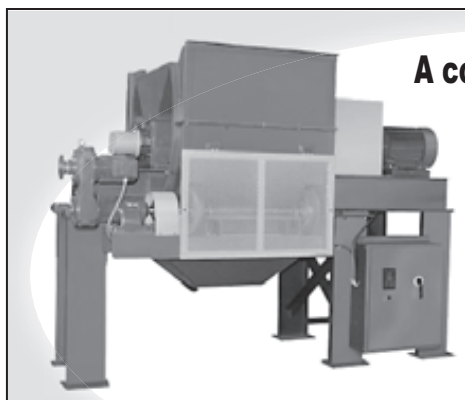
## Elmer's Products launches glue recycling program

Elmer's Products, Inc. announced the launch of a school-based glue bottle and glue stick recycling program.

Throughout the school year, participating classrooms collect empty glue bottles and glue sticks to be recycled. To reduce the environmental impact, teachers and students are encouraged to creatively use empty boxes in the classroom as collection boxes. Once a box is full, teachers seal it, label it as instructed, take it to the nearest Wal-Mart store and drop it off to the store greeter between Earth Day, April 22, 2008, through the end of the school year.

A survey commissioned for the Elmer's teacher's club found that most classrooms were recycling newspaper and aluminum. Of the teachers surveyed, 97 percent wanted to recycle glue bottles and glue sticks. Furthermore, teachers said they were using 40 to 60 glue bottles per year in their classroom.

To learn more about the program, visit [www.elmersgluecrew.com](http://www.elmersgluecrew.com).



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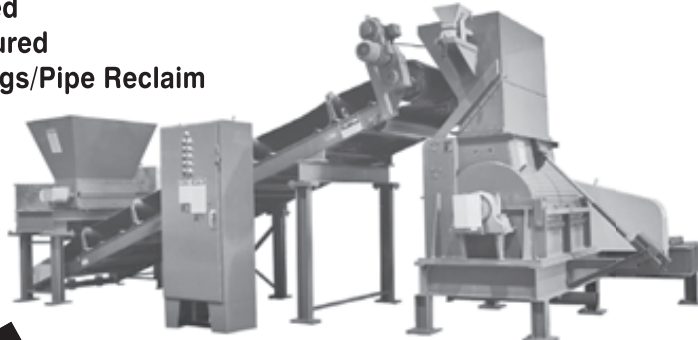
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American Recycler is published monthly, postage paid at Columbia, Missouri.

To subscribe to American Recycler, call 877-777-0737 or visit [www.americanrecycler.com](http://www.americanrecycler.com).

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# Cotton Continued from Page 2

(NCC), has also been a major voice for recycling efforts in the cotton industry.

“Cotton is a natural product, and it is biodegradable,” he says, “so it can be recycled into any number of waste-type products.”

In addition to films, Norman stresses that cotton cellulose can be used for the production of fine quality papers and currency, and for industrial grade films to bind products, including food such as processed meats and other products.



Tom Wedegaertner

The shift to selling the majority of seed to dairy farmers as a feedstock began in the 1970s.

“We’ve gone from almost 100 percent processed seed to about one third,” says Norman. “That has taken away some of the utilization of byproducts from our seed, and with the movement of much

of our textile industry offshore, particularly in the last seven to eight years, our raw cotton is now being shipped overseas to mills and coming back to the United States as a finished product.”

If the material cannot be recycled, it can also be used as a fuel source for a mill should there be a steam requirement. When the lint is separated from the seed and cleaned, the waste that is generated,

known in the industry as mote, is collected. “Motes can be processed as textile material for lower-grade fabric yarn that still has a textile value – it’s all a matter of integration,” says Norman. “They can be used for products such as mop yarn and very basic products that are usually made from lower grade waste fibers.”

While many textile manufacturers have moved their operations outside the United States, several of the remaining mills are adjacent to gin mills.

“If it is a vertically integrated mill, once the cotton is spun into yarn,” says Norman, “it will be sent next door to either a weaving or knitting facility to produce cloth.”

The waste from the spinning process – either short fibers or other materials, is known as foss. Furthermore, the waste that is generated via a card during the combing process which arranges the fibers is referred to as comber noil. It is a fiber that contains bits of plant material that can either be re-entrained to manufacture a lower-grade product in the mill or will be baled for sale to another mill that could use that material, which is usually combined with a similar type of mote.

“It’s all about what is the end product,” says Norman. “If it is not available for textile grade use, it can then go into the cellulose pulp market. Because it is pure cellulose, there are several companies around the world that use it.”

Once the cotton is sent to the knitting and weaving mills, there is very little leftover material.

“Hopefully this is the case because the bulk of the expense of that process is the raw material,” says Norman, “so every percentage that you can utilize directly

affects the bottom line and our mills are very efficient in utilizing all the product.

Cotton production in the U.S. has remained strong, with 22 million bales produced in 2006 and 23 million in 2005. In essence, as long as cotton is grown in such large volumes annually, it is a renewable resource that manufacturers and recyclers can rely upon.

Norman stresses that gin mills and knitting and weaving mills, be they domestic or foreign, take recycling seriously.

“For a textile mill to be competitive,” he says, “their percent utilization of raw material has to be extremely high. If there is any waste that finds its way into a landfill, it’s because someone didn’t sell it. There are uses for every bit of waste if you so choose. The textile markets are so competitive that every penny that can be obtained in the form of product or byproduct is very important.”



Bill Norman

But Norman notes that the cotton industry is not seeking government legislation or tax credits and grants for recycling.

“Because the tradition has been to recycle in the first place, there is not much that a grant could do,” he says. “The industry, from the farm gate to the spinning and textile mills, has been a long-time recycler and utilizer of waste products.”

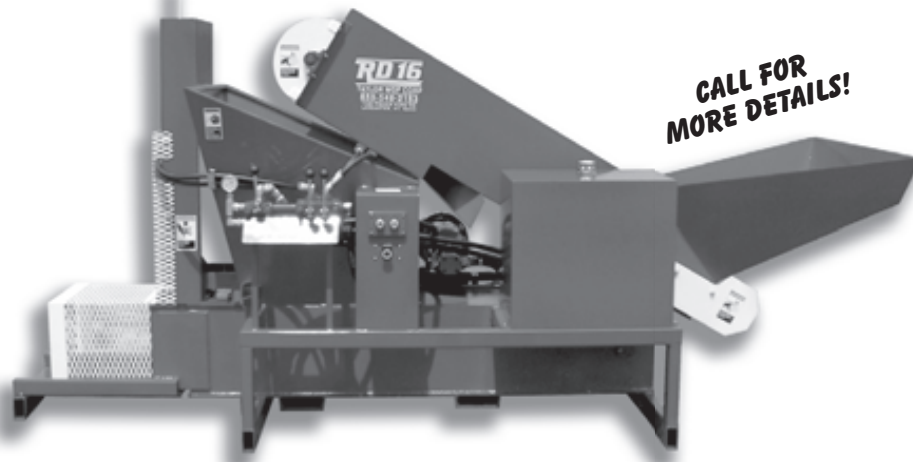
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# California's increased beverage container refunds bring more returns

An increase in the refund available for empty beverage containers prompted Californians to achieve a significant jump in recycling in the first half of 2007. In the process, they also created a substantial environmental benefit, according to a new report just released by the state Department of Conservation.

The six-month Report of Beverage Container Recycling & Significant Carbon Reductions shows California's beverage container recycling rate rose six percentage points, to 71 percent, from January-June 2007. By recycling billions of aluminum cans, glass and plastic bottles during that time, Californians decreased greenhouse gas emissions equivalent to removing 230,000 passenger cars from the roadways for a year.

The DOC compared the recycling rate of the first six months of 2006 and the first six months of 2007 to determine the beverage container recycling rate change.

Each year, the report says, California consumes 657 million barrels of oil and emits 492 million metric tons of greenhouse gas. By recycling nearly 7

billion beverage containers from January-June, Californians saved the equivalent of 2.5 million barrels of oil, and reduced emissions equivalent to 293,000 metric tons of carbon related to greenhouse gas.

The increase in California Refund Value took effect on January 1, 2007, and raised the refund consumers receive for each beverage container from \$.04 to a \$.05 for containers less than 24 ounces and \$.08 to \$.10 for containers 24 ounces and larger. Assembly Bill 3056 also provided funding for a statewide marketing campaign to educate Californians about CRV and to promote recycling awareness and participation.

Most beverages packaged in glass, aluminum and plastic, such as soft drinks, water, beer, sports drinks, juices and coffee and tea drinks, are included in the CRV program. Notable exceptions are milk, wine and distilled spirits.

All aspects of the state's beverage container recycling program are paid for with unclaimed refunds of CRV beverage containers, at no cost to the state's general fund.

# Sonoco Recycling opens facility in North Charleston

Sonoco has relocated its Charleston, South Carolina, recycling operation to a new, state-of-the-art materials recycling facility 1.5 miles away at 2025 Tellico Road in North Charleston.

"Our new North Charleston facility is larger—a nearly 30,000 square foot building on a 5-acre site—and much more efficient than our former location," said Myles Cohen, vice president and general manager of Sonoco Recycling, the Sonoco business unit formerly known as Paper Stock Dealers.

Sonoco Recycling's new Charleston facility accepts and processes most corrugated boxes and other grades of paper materials, metals and plastics, and will have an annual recycling capability of approximately one-quarter of a billion pounds of recyclable materials. The facility accepts curbside material delivered by the public and offers flatbed pick up of baled material, van service for loose, palletized or baled material and roll-off service for 30- and 40-yard open and closed top containers.

Sonoco, which processes and uses many of these recycled materials to produce recycled paperboard at its South Carolina paper mills, then uses that paperboard to produce new consumer and industrial packaging, making Sonoco one of the few cradle-to-cradle suppliers of packaging in the industry.

*Word Fact: There is a seven letter word in the English language that contains ten words without rearranging any of its letters, "therein": the, there, he, in, rein, her, here, ere, therein, herein.*

# Shoe recycling program gets running start

The Recycling Association of Minnesota (RAM) launched a new recycling program called "Run In & Recycle."

The program is a unique partnership to promote recycling shoes. Minnesota's first ongoing retailer shoe recycling program "Run In and Recycle" started in January at the Bloomington REI store and the Carver County Environmental Center. Collection bins are available for customers to bring in their old, unwanted footwear for recycling.

The shoes will be ground up and turned into sorbent material for oil spill cleanup kits to be used around the world, keeping parks, trails and waterways clean and beautiful for outdoor enthusiasts everywhere.

Currently, Minnesota recycles approximately 40% of its waste. Shoes are often overlooked which can be reused or recycled into new and highly useful products.

"The "Run in and Recycle" program is a unique opportunity for Minnesotans to recycle more," stated Maggie Mattacola, Recycle MORE Minnesota campaign manager for the Recycling Association of Minnesota.

The footwear collected will be processed by Wipers Recycling in Maplewood, Minnesota where they will be ground up and remanufactured into the oil spill clean up kits.

Any type of footwear can be recycled including flip flops, tennis shoes, hiking boots, dress shoes, shoes with heels, leather shoes, rollerblades, ice skates and much more.

For information, visit [www.WipersRecycling.com](http://www.WipersRecycling.com).

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## PGE completes first phase of wind farm

The last of the 76 turbines in the first-phase development of Portland General Electric Company (PGE) are online at Biglow Canyon Wind Farm in Sherman County, Oregon.

PGE broke ground on the project in February of 2007, and the first turbines began generating electricity for customers in October.

PGE's first, wholly owned and operated wind farm has an installed capacity of 125 megawatts of electricity - enough to power about 34,000 homes. Additional phases planned for construction in 2009 and 2010 are expected to bring the facility's total generating capacity to between 400 and 450 megawatts.

PGE estimated costs of between \$255 million and \$265 million to acquire turbines and construct the first phase of Biglow Canyon.

Although wrap-up work and final accounting is still underway, overall project costs are expected to remain within that range.

Part of the cost of the project is being offset by the Energy Trust of Oregon, Inc., which is contributing \$6 million.

In addition to generating power for PGE customers, the wind farm is expected to create jobs, provide income for local businesses, generate future tax revenues, and provide easement payments to landowners.

The Biglow Canyon project was developed by Orion Energy LLC and is being built by PGE, which will own and operate the project.

## California nonprofits receive grants

San Diego nonprofits working to improve the environment are the recipients of the first and largest set of environmental grants provided by the Bank of America Charitable Foundation in California, since announcing its \$20 billion Environmental Initiative to reduce climate change.

The four Bank of America Charitable Foundation green grants are:

- \$250,000 to the San Diego Foundation's Climate Initiative to develop policy solutions at the local government and grassroots level that curb global warming, and generate public awareness around climate change.

- \$100,000 to the San Diego Regional Economic Development Corporation to promote environmentally sustainable practices in the business community and develop a Clean Technology business cluster, proposed last Spring by Mayor Sanders.

- \$100,000 to La Maestra Community Health Center for the construction of a green-built, LEED Gold certified health center in City Heights.

- \$50,000 for the California Center for Sustainable Energy to offer workshops for residents to make changes in their daily routines to mitigate climate change, and to provide residential green-building assistance, particularly in the rebuilding following the recent wildfires.

The \$20 billion environmental initiative announced in March 2007 encourages development of environmentally sustainable business practices through lending, investing, philanthropy and the creation of new products and services. The first significant investments under this plan were in California, from outfitting the largest solar K-12 school program in the nation, to preserving redwood forests.

## New Jersey DEP plays key role in preserving Gloucester forest

New Jersey's Department of Environmental Protection has played a crucial role in the preservation of an ecologically important forest in Gloucester County by providing \$800,000 for the acquisition of the 100 acre tract, DEP Commissioner Lisa P. Jackson has announced.

Of the total purchase price, \$400,000 comes from a natural resource damage settlement DEP reached with Chemical Leaman Tank Lines, a chemical trailer-truck washing operation in Logan Township that is now undergoing cleanup as a federal Superfund site. The \$400,000 balance was provided as a matching grant from the DEP's Green Acres program.

The forest, known as the Daniels property for its longtime owners, is located along Harrisonville-Ferrell Road in South Harrison Township. Bruce and Jane Daniels retain life rights to a house and eight-acre pasture and will continue to live on the property.

The South Jersey Land and Water Trust, a nonprofit conservation group, acquired the land with the state money and is turning it over to the New Jersey Conservation Foundation. The foundation will manage the land as a regional hub in its Garden State Greenway project, a statewide network of interconnected parks, trails, natural areas, and historic places.

The tract consists predominantly of mixed hardwood forest and forested wetlands dominated by red maple, sweet gum and black gum.

Instrumental to preservation of the forest was the availability of money from a major settlement reached several years ago by the DEP's Office of Natural Resource Restoration. Working in cooperation with the U.S. Fish and Wildlife Service, the Office of Natural Resource Restoration won compensation for ecological damage to the Cedar Swamp wetland complex caused by operations at Chemical Leaman Tank Lines several decades ago.

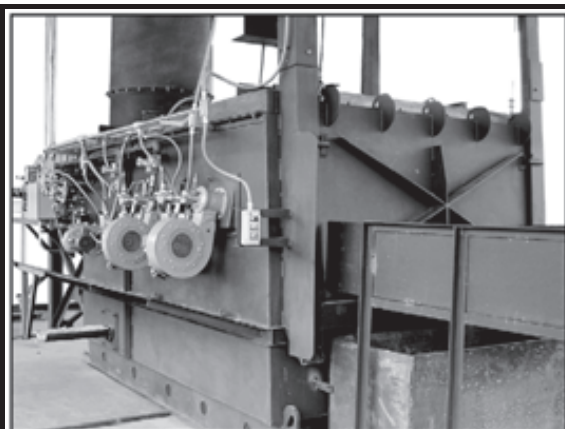
## Northeast Resource Recovery Association offers compost bins

The Northeast Resource Recovery Association (NRRRA) has been helping member municipalities and businesses advance their recycling efforts for over 26 years.

It is estimated that 25% of an average household's waste contains kitchen scraps and yard trimmings. This material can readily be composted instead of thrown into landfills or burned at an incineration facility.

Utilizing the principal of cooperative purchasing, the NRRRA is able to offer participating groups high quality Earth Machine compost bins for less than half the retail price. The 80 gallon bins, which are made of 100% recycled plastic, enable residents to convert leaves, grass and table scraps into garden soil.

Visit [www.nrra.net](http://www.nrra.net) for information and consider coordinating the sale for your town.



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## A Closer Look

by Donna Currie

**Bob Ray Company, Inc.**  
Tee Ray, President • 502-425-7654

The Bob Ray Company started in 1960 as a general tree care company, according to Tee Ray, whose father started the company. Ray said that the company did “everything from plant health care to trimming and removals.” About a dozen years ago, the company got into the land clearing business in addition to tree care.

Ray took over running the business from his father in 1985 and bought it from him in 1992. While the company still does tree care and land clearing, it has since expanded to include processing and hauling green waste materials. “There’s no job too small, no tree too tall,” Ray said, explaining that they’re just as willing to trim a small pine tree as they are to clear 1,000 acres of land.

Ray said the company hasn’t really changed over the years, it has just grown. While the original business remains, the needs of the business spawned new opportunities. The land clearing business created a lot of byproducts, and recycling was the opportunity. It wasn’t long ago that only 10 percent was being recycled, and now, Ray said, “we recycle every bit of our byproducts.”

The first priority when clearing land is to sell usable logs for use as lumber. Next, material is ground for use as biofuel. “A minimum of 52,000 tons of material goes to co-generate electricity,” Ray said. What’s left is marketed as mulch. The total that gets recycled is “well over 100,000 tons per year.”

“We needed a spot to segregate this material,” Ray said, and that gave the company a place where they could also accept green waste from outside sources. “We had to start a trucking company to haul all of our products,” Ray continued. That company is called Chip Trucking. The company that recycles the byproducts and sells mulch and compost is Natural Products.

“We have a retail lot to sell mulch,” Ray said, and for nurseries and landscape companies, there is bulk delivery service. None of the product is bagged or packaged. “All of our materials are in bulk. We do things in a big way with big equipment and few people.”

The few people Ray employs – under fifty all together – tend to be loyal to the company. “Turnover is minimal,” Ray said. “We just keep



Tee Ray

adding on. We don’t have a problem finding good employees.”

Some of his employees have been with the company for over 20 years. “I wouldn’t trade one person that works for me,” Ray said. His policy is to treat people with respect, and for them to understand that “everybody’s job has a meaning.” No matter who it is, or what job they do, their work is important.

The challenges in his job, according to Ray, are cutting costs and finding markets for the byproducts. “The demands for fuel and the price for petroleum makes our material more valuable,” Ray said. While the power companies in the area tend to burn coal, Ray sells his material to local corporations who burn his fuel in their furnaces, rather than using natural gas.

Ray would like to see the power companies change their strategies for fuel consumption by “using a byproduct first and dipping into a natural resource second.” While he doesn’t expect that to happen soon in his area because coal is a local commodity, he anticipates that there will be a bigger need for biofuels in the future. He also appreciates the opportunities that exist now.

“I tell everyone that I look forward to going to work every day,” Ray said. “I love my job. To me it’s like a sport – having a good head coach and putting a team together.” The team includes customers. “We build relationships,” he said, “Service and relationships.”

## METALS

# Scrap metal salvage puts Iraqis to work

by Major Charles Rote, USA

Fourteen Iraqis reported for work in the Defense Reutilization Material Office yard to begin reducing damaged and unusable vehicles into scrap metal that will be sold to an outside business and eventually find its way into an Iraqi foundry.

Since arriving in Iraq, the 2nd Stryker Cavalry Regiment’s Regimental Support Squadron “Muleskinners” has worked with the Iraqi Business and Industrial Zone and the Defense Reutilization and Marketing Service to bring about the employment opportunity.

A signing ceremony at the Defense Reutilization and Marketing Office (DRMO) in October marked the start of a Multi-National Force - Iraq initiative to provide jobs for area citizens. The DRMO received tools, hired employees and established facilities in preparation for the late December opening.

On the first day of operations, recently trained Iraqis met with personnel from

the Regimental Support Squadron, 2nd Stryker Cavalry Regiment. The military unit will provide the Iraqi workers with technical oversight, escort and transportation support.

“This is getting the Iraqis one step closer to standing on their own,” said Army Spc. Robert Edsel from Snellville, Georgia, the inspector of the demilitarized vehicles and the escort for the Iraqis. As part of the growing effort to encourage partnership with the Iraqi people in rebuilding their country, the troopers will work as facilitators with the work force.

The soldiers attended a week of training taught by Defense Reutilization and Marketing Service representatives. Team members have also undergone security and escort training. They’ve also received cultural awareness training and learned about their Iraqi counterparts in weekly group meetings.

“The Iraqi people want to succeed, and they are looking to us for help,” said

**Continued on Page 9**

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# METALS

## Interseroh enters United States steel recycling market

Following a cooperative agreement on a strategic alliance signed in April 2007, Interseroh exercised its option to acquire a 25 percent share in the United States steel recycling and scrap trading company, ProTrade Group LLC, Hudson, Ohio. Last year's cooperation agreement allows for the share to be increased to 75 percent in the medium term.

This enables Interseroh's steel and metals recycling segment to enter the

United States steel scrap market - with a volume of approximately 60 million tons per year - the world's largest.

Around 50 sites are, at present, part of the steel and metals recycling segment of the group, active predominantly in Germany, Poland and the Netherlands. The activities of this segment are managed by Interseroh Hansa Recycling GmbH in Dortmund, Germany.

## Iraqis

Continued from Page 8

Capt. Derek Hoffman, from Yelm, Washington, the Regimental Support Squadron's maintenance troop commander. "By understanding this and their needs, we can provide the most effective assistance."

The goal is to build solid and stable Iraqi businesses capable of working with the United States and Iraqi armies to provide logistics support.

After their initial reception, orientation, safety courses, and demonstrations, the Iraqi team managed to demilitarize 16 Humvee turrets in just hours. When they reach full capacity, they should be able to process several quarter-ton trucks or equivalent vehicles daily, officials said.



PHOTO BY CAPT. DEREK HOFFMAN

An Iraqi worker demilitarizes an old Iraqi army vehicle as part of a combined effort to put Iraqis to work.



Scrap Metals

MarketWatch



Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$270.00	\$215.00	\$245.00	\$280.00	\$298.00
#1 Bundles	per gross ton	260.00	210.00	238.00	272.00	283.00
Plate and Structural	per gross ton	245.00	207.00	194.00	250.00	263.00
#1 & 2 Mixed Steel	per gross ton	239.00	193.00	189.00	227.00	275.00
Shredder Bundles (tin)	per gross ton	195.00	190.00	172.00	200.00	216.00
Crushed Auto Bodies	per gross ton	182.00	195.00	159.00	195.00	214.00
Steel Turnings	per pound	—	185.00	178.00	160.00	243.00
#1 Copper	per pound	2.84	2.59	2.58	2.75	2.67
#2 Copper	per pound	2.75	2.43	2.48	2.61	2.49
Aluminum Cans	per pound	.65	.69	.71	.73	.65
Auto Radiators	per pound	1.65	1.71	1.68	1.72	1.66
Aluminum Core Radiators	per pound	.72	.61	.60	.70	.90
Heater Cores	per pound	1.35	.85	1.75	1.64	1.31
Stainless Steel	per pound	.97	.76	.92	.99	1.10

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

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## METALS

### November steel shipments up 8.7 percent from last year

The American Iron and Steel Institute (AISI) reported that for the month of November 2007, United States steel mills shipped 8,683,000 net tons, an 8.7 percent increase from the 7,991,000 net tons shipped in November 2006 and a 6.0 percent decrease from the 9,238,000 net tons shipped in the previous month, October 2007.

A year-to-year comparison of year-to-date shipments shows the following changes within major market classifications: service centers and distributors, down 9.4 percent; automotive, up 0.5 percent; construction and contractors' products, down 3.0 percent; and oil and gas, down 9.2 percent.

### ArcelorMittal to build steel plant in Russia

ArcelorMittal announced that it has signed an agreement with the administration of the Tver region in Russia that will lead to the creation of a greenfield long carbon steel production unit.

The agreement was with the governor of the Tver oblast, Dmitry Zelenin.

The objective of the agreement is to make available to ArcelorMittal the land

required to build a steel complex consisting of an electric arc furnace (EAF), with a capacity of one million tons of steel, and of two bar mills. The steel complex will be built in two phases.

Work on the site will start during the second quarter of 2008 and commissioning of the mill is scheduled for the beginning of 2010.

### China remains main offshore supplier of finished steel

Based on preliminary Census Bureau data, the American Iron and Steel Institute (AISI) reported that the United States imported a total of 2,280,000 net tons (NT) of steel in November 2007, including 1,922,000 NT of finished steel (down 18 percent and down 1 percent, respectively, vs. October final data). While overall imports year-to-date (YTD) have declined vs. the all-time record year of 2006, total and finished steel imports YTD, on an annualized basis, remain up 6 percent and 8 percent, respectively, vs. 2005, which itself saw elevated import levels.

Among the finished steel products showing large increases in November 2007 vs. the prior month were: oil country goods (up 46 percent), bars-light shapes finished (up 40 percent) and hot-rolled sheets (up 38 percent). China continues to dominate imports of pipe and tube products through the first 11 months of 2007. In November, the three largest suppliers of finished steel from offshore were all from Asia — China (309,000 NT, up 1 percent vs. October), South Korea (176,000 NT, up 9 percent) and Japan (106,000 NT, down 3 percent).

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

	Prelim Nov 2007	Oct 2007	November 2006	Nov 2007 vs. Oct 2007 % Change	Nov 2007 vs. Nov 2006 % Change
Canada	511	515	434	-0.8%	17.8%
China	309	306	533	1.1%	-42.0%
South Korea	176	161	166	9.3%	6.0%
Mexico	127	128	188	-0.8%	-32.2%
Japan	106	109	100	-2.9%	6.0%
Germany	80	95	102	-15.7%	-21.7%
Netherlands	78	49	67	59.2%	15.8%
India	59	80	96	-25.6%	-38.3%
Australia	54	20	33	168.5%	62.7%
United Kingdom	49	39	49	27.0%	0.3%
All Others	373	435	1,026	-14.4%	-63.7%
<b>Total</b>	<b>1,922</b>	<b>1,937</b>	<b>2,794</b>	<b>-0.8%</b>	<b>-31.2%</b>

Source: U.S. Dept. of Commerce, Bureau of the Census




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# WOOD/PAPER

## ON TOPIC

## Q & A

by Irwin Rapoport

### High paper recycling rates important to AF&PA

American exports of recycled paper remain strong and initiatives to meet that demand are being developed and discussed. The nation uses an enormous amount of paper annually and more than 50 percent is recovered through recycling programs.

Cathy Foley, vice president of the American Forest & Paper Association's (AF&PA) Paper Sector, is keen to see recycling rates remain strong and devotes a good percentage of her time and effort promoting recycling.



Cathy Foley

**Question:** A record collection rate for paper recycling was achieved in 2006 in the United States. Will this be repeated in 2007 or are you expecting an even higher rate?

**Answer:** Data from the annual AF&PA Capacity Report is used to determine the recovery rate, and will be available in late March. All indicators suggest that paper recovery rates remain at their highest levels to date.

**Question:** What are the challenges concerning the collection of paper products and what is being done to maximize collection?

**Answer:** According to the latest AF&PA Community Survey (conducted in 2004), 86 percent of the population has access to curbside or drop-off paper and paperboard recycling programs. That survey is currently being updated, and results will be available in late spring.

This widespread availability of paper recycling programs has certainly helped us achieve record high recovery rates nationwide. In order to continue to increase recovery, AF&PA works in partnership with organizations including the United States Environmental Protection Agency and Keep America Beautiful to educate targeted audiences about the need for increased recovery. We also highlight successful school, college/university, business, and community recycling programs through the AF&PA Recycling Awards.

**Question:** Are government, commercial and institutional offices doing their part to maximize paper recycling and if not, what more should they be doing?

**Answer:** In 2006, 49 percent of printing-writing papers were recovered for recycling, indicating an opportunity for us to do more in this area. There are often challenges around office recycling, including multi-tenant buildings, different haulers for different buildings in the same area, and education about what can and cannot be recycled.

AF&PA is working with our partner organizations to support pilot office recycling programs that can be replicated around the country.

**Question:** Would you endorse an up-front fee on the purchase of paper products to ensure that funding is available to finance paper recycling programs and in particular, education programs geared towards adults and children?

**Answer:** Paper recycling is a true success story in that it is a voluntary action that millions of Americans take part in daily. Further, while once a small effort

that was undertaken simply because of the environmental benefits, paper recycling has now become a significant and global industry. AF&PA has long advocated that markets should be the driver behind paper recovery and recycling.

**Question:** How much paper is lost due to contamination at the curbside and commercial recycling stage and how can this be avoided? Are serious attempts being made by solid waste agencies to reduce this contamination?

**Answer:** AF&PA does not have data on levels of contamination at various recycling outlets. Communication and education about the expectations for fiber being collected for recovery and reports on what is actually being collected can be extremely useful in continuing efforts to maintain high quality.

### Progress Energy Florida contracts for second waste wood plant

Progress Energy Florida (PEF) has signed another contract with Biomass Gas & Electric LLC (BG&E) to purchase electricity from a second waste-wood biomass plant planned for Florida.

BG&E, based in Atlanta, Georgia, plans to build a power plant in north or Central Florida that will use waste wood products — such as yard trimmings, tree bark and wood knots from paper mills — to create electricity. It would generate about 75 megawatts, or enough electricity to power 46,000 homes.

The plant is expected to avoid the need to burn nearly 5 million tons of coal over the 20-year life of the contract. It would be identical to BG&E's waste-wood plant announced in July. Progress Energy Florida agreed to buy the output of that plant as well.

The plant will use gasification to create electricity. Projected commercial operation is expected to begin in June 2011, about six months after the first waste-wood plant. In total, BG&E has four biomass power plants planned for construction in the next four years.

The contract will be filed for consideration with the Florida Public Service Commission (PSC). The company seeks PSC approval of the contract and certification of the proposed plant as a qualifying facility under Florida laws and regulations that encourage renewable energy.

### White Birch acquires SP Newsprint Co.

SP Newsprint Co. has entered into an agreement with certain affiliates of Peter Brant, who is the controlling shareholder of White Birch Paper Company, to be acquired for \$350 million in an all-cash transaction. Pending the receipt of regulatory approval, the acquisition is expected to close during the first four months of 2008. Subject to obtaining certain consents, it is expected that SP Newsprint will become a subsidiary of White Birch Paper.

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# EQUIPMENT SPOTLIGHT

## Wood Grinders

by Mark Henricks

Any product that makes small problems of big problems gets a warm welcome from recyclers. Assisted by rising interest in biomass and waste-as-fuel, manufacturers of wood and green waste grinders are seeing good demand for their products.

Wood grinders come in two main versions, a gravity-fed tub design or the increasingly popular horizontal grinder. Horizontal grinders appeal partly because of safety. They are seen as less likely to accidentally throw material out, presenting a hazard to operators, than gravity-fed tub grinders. This is particularly important in recycling yards and landfills where there may be more people around than in land-clearing applications. As wood and green waste recycling heats up, horizontal machines are getting a ready reception.

At DuraTech Industries International, Inc. in Jamestown, North Dakota, marketing manager Al Goehring says the company has added horizontal grinders to its main line of tub models. DuraTech's smallest, the 2009, powers a 9 foot tub with a 325 horsepower diesel engine. It can be trailer or track mounted. The 3010 is 475 or 540 horsepower with a 10 foot tub and can be configured in track or trailer versions with a grapple loader option on the fifth-wheel model. The 4012's 950 horsepower engine turns a 12 foot tub and can be configured with tracks and, on the trailer model, a grapple loader. DuraTech's newest 9564 horizontal grinder employs a 950 horsepower motor and 64 inch hammer mill unit.



**DuraTech Industries International, Inc.**

DuraTech's larger grinders offer an oscillating unloading conveyor. "That means the conveyor not only goes up and down to build the piles, but it also goes left and right, so you don't have to move the

unit as often or have another machine take away the product," Goehring says. DuraTech has also gone to completely enclosed engine units, using technology developed for agricultural combines. "It reduces the amount of debris and dust and stuff that gets into the engine, which reduces maintenance," Goehring says.

To traditional markets such as land cleaning and municipal landfills, grinder makers are adding wood reduction for biomass and fuel. "That's probably the newest market," Goehring says. "Everybody's concerned about that. We're starting to see more and more of the wood being recycled going into that type of activity."



**Rotochopper, Inc.**

At Peterson Pacific Corp. in Eugene, Oregon, marketing manager Dave Benton says their 4710B Track Mounted Heavy-Duty Horizontal Grinder is the most popular for recycling. Its 630 to 765 horsepower diesel engine options and 18 inch ground clearance suit it for land clearing at volumes up to 350 cubic yards per hour, Benton says.

In addition to the mid-range 4710B, Peterson recently introduced the 5710C, a 1,050 horsepower track-mounted machine with a spiral stump splitter that can reduce large stumps to grindable size. In March, Peterson will introduce the model 2710 for smaller operations. Newer models have a revised release system to protect against damage from contaminants such as large pieces of steel.

Track-mounted models are Peterson's best sellers because they require less support equipment such as trucks and loaders and cost less to operate. "You're moving the machine to the pile instead of the pile to the machine," Benton says. "Typically the availability of the track-mount



**Green Jobsites, LLC.**

machine is at least 10 percent higher than trailer mount, so the track-mount machines are actually cheaper per ton produced."

Peterson is experiencing healthy demand. "We sell a lot of equipment to the municipal and private recycling yards collecting green waste and various types of woods and that goes into various products including compost and fuel," Benton says.

Burrows Enterprises, Inc. in Greeley, Colorado, has a niche among recyclers looking for low-cost tub grinders that operate from power take offs on other machinery, typically farm tractors. The company offers standard and low profile models capable of producing 5 to 40 tons per hour, depending on material input and output.

President Royal Burrows says, "Probably most of our sales in recycling would be rose grower and flower growers and nurseries where they want to recycle all their own trimmings and waste." Typically, these users are grinding nursery and orchard trimmings to create compost, mulch or potting soil for use in their own yards.

The company also sells its RotoTub grinders for composting. "Probably the biggest one would be for composting applications where they end up with a source of composting, like sludge from city sewage plant residue, but they need a certain amount of carbon in there and an air source to keep it fluffy so instead of having a mud product you have air and something to help the bacteria break it down," Burrows says.

After venturing into sales to more intensive wood recyclers several years ago, Burrows got out of that market due to maintenance concerns when their

machines were used in municipal landfills. "Anything that's wet or has a lot of leaf to it, we grind better than anyone else on the market," he says. "A lot of these guys want machines that do it all, they want to be able to put in big tree stumps, and we don't do that."

Nowadays, in addition to their nursery niches, Burrows is seeing strong demand from cattle feeding operations where users grind up baled corn stalks or hay and mix with chopped silage and other feedstocks. "We can't build them fast enough for the orders coming in," Burrows said.

### Manufacturer List

**Morbark, Inc.**

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**Burrows Enterprises, Inc.**

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# WOOD/PAPER

## California Department of Transportation opposes compost bill

by Irwin Rapoport

A bill that would have required the California Department of Transportation (Caltrans) to purchase one million tons of compost annually by 2010 for erosion control in order to have “green” highways failed to make it past the state legislature and consequently was dropped last summer by its sponsors.

The original bill (SB 697) to purchase the compost was introduced by Senator Patricia Wiggins (D-Santa Rosa) in early 2007.

A compromise bill language also failed to gather legislative support due to Caltrans opposition.

The compromise called for Caltrans to report to the legislature by April 1, 2009 on the amount of compost, pesticides, chemical fertilizers, mulch, and other products for landscape maintenance and erosion control used over the past five years.

Caltrans would have also been required to develop a 10 year plan by April 1, 2009 to increase the use of mulch, compost, and mulch products in the state’s highway landscape maintenance program, while phasing out the use of pesticides and chemical fertilizers.

Evan Edgar, the principal civil engineer at Edgar & Associates, Inc., a firm that represents the California Refuse Removal Council, advocates that Caltrans should have purchased the compost and by doing so, spur the production of compost in the state and enhance

recycling efforts to supply the material to generate that compost.

“Caltrans made a commitment to have green highways,” he says. “They have specifications for compost, but Caltrans can’t even comply with their storm water pollution prevention plans on construction, so it was almost duplicitous of it to say that it does not support the Wiggins bill. They don’t support erosion control at their own project sites because they get violations for storm water pollution prevention.”

Despite concerns about a state budget deficit in 2008, Edgar says that compost erosion control is “more cost effective than other traditional methods. They have to do erosion controls and then the compost specifications will work. They have to step up and do it.”

Continued on Page 16



PHOTO COURTESY OF EDGAR & ASSOCIATES, INC.

A worker completes compost application beside a highway.

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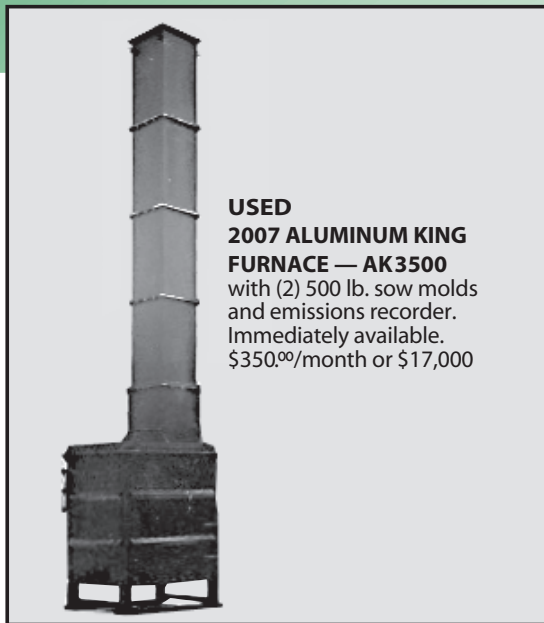
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## WOOD/PAPER

### Rock-Tenn Company agrees to acquire Southern Container

Rock-Tenn Company announced that it has agreed to acquire the stock of Southern Container Corp., a privately-held containerboard manufacturing and corrugated packaging business, for \$851 million in cash.

Rock-Tenn expects that Southern Container will have approximately \$142 million in debt outstanding immediately after the acquisition. Southern Container operates the 720,000 ton per year Solvay mill, located near Syracuse, New York, one of the lowest cost recycled containerboard mills in North America, as well as eight integrated corrugated box plants, two sheet plants, and four high impact graphics facilities. Consoli-

dated net sales of the acquired business for the 52 week period ended September 8, 2007 were \$538 million.

All corporate approvals of the transaction have been received. The closing is subject to Hart-Scott-Rodino review and other customary closing conditions.

Rock-Tenn plans to finance the acquisition with proceeds from \$1.4 billion in new credit facilities and the sale of unsecured senior notes. The \$1.4 billion will provide the Company with funding to complete the acquisition, refinance the Company's existing credit facilities and provide in excess of \$200 million of undrawn capacity.

### Compost bill Continued from Page 13

"Compost is one of the best management practices for storm water pollution prevention and erosion control," he adds. "It prevents sedimentation and for run-offs, it's a biofilter (bio swale)."

With the passage of Proposition 1A (Highway Safety, Traffic Reduction, Air Quality, and Port Security Bond Act of 2006) on May 16, 2006, the state approved a major bond measure for \$19.925 billion worth of highway construction. With the ongoing construction projects to be built in the next few years, Edgar says that Caltrans can afford to ensure that it complies with state environmental legislation by using compost.

According to the United States Composting Council report, Caltrans is responsible for 25,000 acres of land adjacent to its highway network.

"The report showed that if they just used a one-inch thick layer of compost, it would require three million tons a year," says Edgar. "The market could be three to five million tons a year. We are only asking for one million tons a year by 2010. Let's have green highways."

"There is a disconnect at Caltrans between green highways and lip service" he adds. "The message was green highways - the implementation is to use compost."

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# WOOD/PAPER

## Green waste diversion saves landfill space

by Irwin Rapoport

Each year, hundreds of tons of green waste from households, businesses, institutions and farms are deposited into landfills.

For more than 10 years, Camarillo, California-based Agromin has been converting green waste – lawn clippings, leaves and wood, including dimensional lumber – into compost, soil and mulch.

“We processed over 250,000 tons in 2007 and this year we surpassed over three million tons in total,” says Dave Green, Agromin’s director of sales and marketing.

Green waste, when dumped in a landfill, eventually breaks down into water and various materials and is lost for re-use.

“By recycling green waste, not only are we extending the life of landfills, but you are reducing the amount of green house gases that are emitted from landfills,” says Green.

The second largest green waste recycler in California and eighth in the nation, Agromin operates in 19 cities in southern and central California - from San Diego County to Monterey County.

Local trash haulers bring green waste directly to Agromin’s five recycling sites for processing - paying a lower tip fee than if the waste were deposited at a land fill. The material is cleaned, chopped and laid out in huge composting rows.

“It’s turned and watered continually for about 45 days,” says Green.

Wood from construction sites is also chopped and mulched. When the material is removed from the composting beds, it is screened once more to create various particle sizes and then sold to landscapers, farmers, government entities and to consumers in bulk or in bags.

Agromin produces custom soil blends, compost and soil amendments (60 percent of its production), with the remainder being mulches. The firm also produces wood chips for power plants that generate “green” electricity.

“Instead of ending up in a landfill, the green waste is recycled into nutrient-rich soil, thus closing the recycling loop,” says Green. “Our soil is certified by the U.S. Composting Council (USCC).”

police because they really look at what goes into recycling containers and make sure that the waste is sorted properly,” he says. “The material has to be clean because nothing works with contaminated waste.”

PHOTO COURTESY OF AGROMIN



Agromin cleans and chops green waste before laying it out in composting rows.

Green notes that many municipalities and counties use Agromin’s compost and mulches. “Without these and other outlets, we would just become a storage facility – basically a landfill,” he says. “Without municipalities re-using or buying back material that their residents recycle, it would be much harder to close the recycling loop.”

“A municipality can become self-sufficient in mulch and compost,” he adds. “Some have neighborhood clean up programs and Earth Day and Arbor Day events where our compost is available. Others offer our bag products through various retailers in their communities. We also donate product to schools for school gardens. A big part of our school program is to educate students on green waste recycling and saving our landfills.”

Green says that students are great ambassadors for recycling. “They are our best green waste and recycling

Agromin is also conducting experiments with food scraps to generate products. It composts food from packing warehouses including excess produce, cores and trimmings. “Our testing facility is composting pre-consumer food waste and we are having good results,” says Green.

Agromin soil is used by agricultural companies to replenish their fields. It has partnered with Newhall Land and Farm in Los Angeles County and Limoneira Company in Ventura County.

“These ag companies have seen

tremendous gains, not only in erosion control, but in water conservation,” says Green. “They are finding that they use 30 percent less water for citrus crops by using mulches and composts from recycled green materials.”

Soil depletion, particularly the loss of valuable topsoil, takes years to regenerate naturally.

“We can do what mother nature does in only 45 to 60 days,” says Green, who believes the United States Department of Agriculture could do more to spur the development of compost and soil production companies to reduce the effects of erosion on farms. “There are not a lot of incentives for the agricultur-

Continued on Page 18



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# SALVAGING Millions

by Ron Sturgeon  
Autosalvageconsultant.com

## A 2008 tax plan to make sure you retire rich

When I do consulting work for businesses, I continue to find owners who manage their operations with a fanatical devotion to avoiding taxes - ALL TAXES. I hate taxes, but it's a mistake to focus so much energy on minimizing taxes that writing the smallest possible check to the IRS becomes the altar upon which larger business objectives get sacrificed.

In most cases, taxes can be dramatically reduced with proper management. There are many ways to minimize taxes, most legitimate, some not so legitimate.

Instead of making all the money they can and managing their taxes, many business operators manage their income (sales) so that they have just enough to pay their expenses and live comfortably. These operators reason that if they increased sales, a large portion of the added income would go to Uncle Sam. In the meantime, they don't replace their equipment (that would trigger depreciation, a non cash expense, and even annual write-offs, but would require an outlay of cash). Nor do they continue to improve their facilities or equipment. They also don't take risks and spend money to grow the business.

Sound familiar?

Small business owners are, overall, fiscally conservative. Many of us are close to debt free, but we may be capital constrained. I would say 80% of the operators I've consulted for make enough to be comfortable. Yet few have a plan to make sure they stay that way when they retire.

This month I'm asking business owners to be open to the possibility of maximizing their income and investing the extra in income producing assets that can create a comfortable retirement.

As a consultant, I've run across some heartbreaking situations. I've seen operators who are 60 years old and unable to sell out because their operations aren't profitable with growing sales. Sadly sometimes these owners don't sell until the business turns sour. Then, they can't or won't offer terms to a young buck who wants to try to turn it around. Often, the once prosperous operators are left with only the value of the land their businesses occupied.

What creates these situations? Here's a common denominator: Almost all of these operators managed their businesses to avoid making TOO much money because of the tax bill the added income would trigger.

What would be so bad about doubling your annual income to \$500k, giving Uncle Sam \$100k, leaving you \$400k? That's still \$150k more than you were going to have. If you invest the extra \$150k in income producing assets, you'll create \$3mm worth of assets over 20 years, not counting interest earned or appreciation. Even at a 10% return on capital, those assets would throw off \$300k per year in perpetual income.

One operator told me he stashed away all his money, over \$300k. For 30 years, his money was not working for him. It never appreciated, he never got any interest, and what should have been millions, was still \$300k at retirement time. That's more conservative than most of us, but aren't we doing the same thing on a lesser scale by imposing a limit on our earnings so that we won't pay too much in taxes?

It's okay to think about how to minimize your tax bill, but also think hard about how to grow your business and invest the profits in income producing assets. Make a resolution in 2008 to consider the possibility of earning a LOT MORE even if it means paying more in taxes.

Work with your accountant to legally shelter that income and grow it. I put most of mine in real estate. Although I seemed dumb to some people because I paid a little too much for some real estate, today, I look like a genius because the tenants have paid for the properties I purchased and now they are still producing income for me every month.

Keeping the desire to limit your tax bill in proper perspective is the first step to an even more prosperous 2008. How much better could you live by earning the most you can, paying the taxes you have to, and investing the surplus to create a life-long income?

**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.*

## Green waste

Continued from Page 17

al community to do anything more than the existing fertilization programs."

Agromin is also selling products to farmers in the San Joaquin Valley – California's key agricultural production center. The area is greatly affected by losses to soil erosion via irrigation, wind and rain.

"Anytime we can cover fields in mulch or composted soil, it slows down the natural process of erosion," says Green. "Along with the use of pesticides and herbicides, erosion continues to be an area of concern.

"The problem right now is that everyone is trying to educate the agricultural community," he adds, "but it really comes down to cost – what can a farmer earn for a crop? It's economics and sometimes it's not as economic in the short run to use compost and mulch where fertilizers get a quicker result."

Green is finding that landscape architects are looking to "go green" when using compost and soil products for their residential, commercial or institutional projects.

"In California alone there is about three to four million tons of green waste produced annually," he says. "Having state

and municipal legislation that requires green materials be recycled is essential for green recycling success. California's AB 939 mandates a 50 percent diversion rate from landfills. California Governor Arnold Schwarzenegger is considering increasing the diversion rate from landfills to as high as 75 percent. If that comes to pass, California will have to get everything out of the landfill that can be recycled."

Another way to ensure green waste collection and processing success, says Green, is for cities and counties to mandate that private solid waste contractors partner with green recyclers.

"Agromin partners with private waste haulers that collect the green material and drop it off at our facilities," he says. "Since the haulers pay a lower 'tip fee' than at the landfill by recycling the green waste, they come out ahead."

Recreating the California model in other parts of the United States is doable as long as viable soil amendments or compost could be created from the available green materials, notes Green "The composting process has to be adjusted so the soil has the right nutrient values and be safe from pathogens," he says. "Northern climate zones might be limited to seasonal operations because of weather. We can operate 24/7 year-round in California."

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# AUTO

## Automotive headliner created from a plant base

Johnson Controls unveiled an “environmentally friendly” automotive product, Ecobond, a headliner that is in the final stages of development.

The Ecobond headliner is lightweight - comprised of 50 percent biomaterials by mass - that fully meets customer requirements for strength, performance and acoustics.

The production process for the Ecobond headliner relies on soy-based adhesives, a soy-based urethane core foam, and natural fibers, reducing the need for non-renewable resources. The headliner is made via the use of an existing technology that Johnson Controls established for its Polybond™ process. Soy-based polyols are blended with petroleum polyols to create a foam core.

Natural materials, including hemp, flax and knaf, replace the fiberglass that is traditionally used in headliner production. Finally, a soy-based urethane is used to bond materials and create a semi-rigid product. The Ecobond headliner satisfies customers’ design requirements for stiffness, toughness and acoustics. It also is lighter than standard thermoplastic headliners. Using the new Ecobond approach is not expected to add costs to the headliner production process.

Other earth-friendly products from Johnson Controls include EcoCore natural-fiber door panels, as well as soy-based seating pads, which will be featured on numerous 2008 model-year vehicles.

## Ford adds new models to its E-85 line-up

Ford Motor Company is adding three additional vehicles to its E-85 flexible fuel vehicle (FFV) line-up for the 2009 model year - Ford Expedition and Lincoln Navigator full-size sports utility vehicles and Ford E-Series full-size van and wagon.

The Ford E-Series will be the first over 8,500 lb. full-size van to provide E-85 capability and also the first full-size van to offer two V-8 engine alternatives with E-85 capability - a 4.6-liter and a 5.4-liter.

The Expedition and Navigator are popular with customers due to their space and will be available with the 5.4-liter flexible fuel engine.

## Plug-in hybrid production planned in 2010 by Saturn

Saturn announced that production may begin as soon as 2010 on a plug-in hybrid electric version of the Saturn Vue Green Line, expected to be the first regular production plug-in hybrid electric vehicle. Depending on a consumer’s drive cycle, the Vue plug-in hybrid will be the most fuel-efficient vehicle offered by a major automaker.

This Vue Green Line will use a modified version of GM’s two-mode hybrid system and plug-in technology, a lithium-ion battery pack, highly efficient electronics and powerful electric motors to achieve significant increases in fuel economy. When the lithium-ion batteries are fully charged, the Vue plug-in hybrid will potentially double the fuel efficiency of any current SUV. After electric-only propulsion depletes the lithium-ion energy storage system to a specified level, the battery is replenished by utilizing the two-mode hybrid system’s electric motors and regenerative brake systems.

In early testing, the Vue Green Line plug-in hybrid is capable of electric-only propulsion for more than 10 miles at low speeds. At higher speeds or when conditions demand it, such as brisk acceleration, a combination of engine and electric power or engine power-only drives the vehicle.

The vehicle’s lithium-ion batteries can be fully recharged in four to five hours by connecting the vehicle to any standard 110V household electrical outlet. The connection port on the vehicle will be integrated into the front fender.

A plug-in hybrid-electric vehicle differs from a non-plug-in hybrid-electric vehicle by offering extended electric-only propul-




PHOTO BY JEFFREY SAUGER FOR GENERAL MOTORS

Saturn unveiled the Vue plug-in hybrid show vehicle at the North American Auto Show in Detroit, Michigan.

sion, additional battery capacity and the ability to be recharged from an external electrical outlet.

The two-mode hybrid system to be introduced on the 2009 Saturn Vue Green Line 2 Mode will be altered for use with plug-in technology. In addition to plug-in capabilities and the modified two-mode hybrid system, the Saturn Vue Green Line hybrid SUV’s powertrain will feature two interior permanent magnet motors within the two-mode transmission and GM’s 3.6L V-6 VVT gasoline engine with direct injection. The lithium-ion energy storage system will be replenished by utilizing the two-mode hybrid system’s electric motors and regenerative braking systems.




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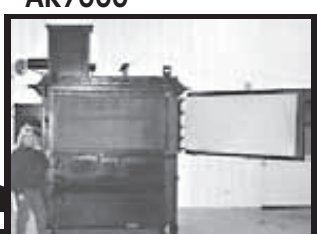
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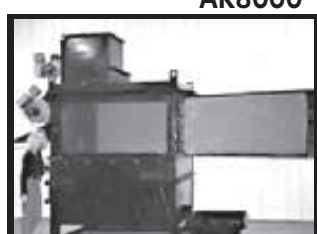
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### Major electronic manufacturers form recycling company

Panasonic, Sharp and Toshiba partner

Three leading electronics manufacturers have created a new electronic product recycling company, Electronic Manufacturers Recycling Management Company, LLC (MRM), to manage collection and recycling programs in the United States.

The new company's first activities are focused on providing cost effective services to manufacturers who must satisfy the recently enacted requirements in Minnesota for the recycling of used electronic products.

Formed as a joint-venture between Panasonic Corporation of North America, Sharp Electronics Corporation and Toshiba America Consumer Products,

MRM will provide a recycling service to electronics manufacturers and others, including state and local governments. In addition to planning for recycling programs in several states from late 2008 or 2009, including Connecticut, North Carolina, Oregon, Texas and Washington, MRM is also positioned to offer recycling services as needed in other states or on a national scale. Going forward MRM anticipates working with concerned stakeholders to develop a viable, long-term national solution.

An important goal for the new company is to provide consumers with convenient recycling opportunities.

### ASL Recycling launches GREENetwork

ASL Recycling, located in San Jose, California, is launching a statewide collaborative effort to change attitudes and behaviors concerning e-waste. The initiative will make it easy for consumers to transfer their electronics to a state-approved recycler.

ASL GREENetwork unites e-waste recyclers, collectors, retailers, manufacturers and city governments and lets each play a key role in making it free and convenient for consumers to recycle their e-waste.

Collectors, typically companies that already collect other forms of waste, will benefit from being part of GREENetwork through increased volumes of e-waste that ASL Recycling will drive to them via con-

sumer education and collection events. ASL Recycling will pay collectors for TVs, computer monitors, mobile phones, and other types of e-waste.

Retailers and manufacturers of consumer electronics and office products are looking for a single, dependable e-waste recycling program to which they can direct their customers, many of whom already are asking what they should do with their old electronics products.

Cities and local governments want to provide their residents with dependable, easy solutions for solid waste management. They seek a program that incorporates state and local regulations and that provides local residents with a way to safely dispose of their e-waste.

## PLASTICS

### Global leaders to recycle shredder residue plastics

European Metal Recycling Limited (EMR) of Warrington, England and MBA Polymers, Inc. (MBA) of Richmond, California announced the formation of a joint venture company (JV) to build and operate a state-of-the-art plastics recycling facility in the UK. The joint venture plans to begin operation of a 60,000 ton per year processing plant by early 2009.

The new company, called MBA Polymers UK, is majority owned by MBA Polymers and will recover plastics from upgraded "shredder residue". This shredder residue is a complex plastics-rich mixture of materials that is available after the recycling of metals from automobiles, consumer electronic devices, appliances and other end-of-life durable sources.

For the JV, EMR will concentrate the plastics fraction of the shredder residue produced from its large-scale metal recycling operations. This additional processing will also allow EMR to capture a higher percentage of the metals.

### New York mandates plastic bag recycling

The New York City Council passed the "New York City Plastic Carryout Bag Recycling Law," requiring any store in New York City that uses plastic bags and occupies 5,000 or more square feet, to establish an in-store recycling program.

The legislation, which the City Council developed in close cooperation with environmental groups, retailers and bag manufacturers, makes it easy for New Yorkers to recycle bags.

New York is the first major United States city to mandate in-store recycling.

## INTERNATIONAL

### Waste exports to be monitored

Developing countries will be better protected against receiving unwanted waste from wealthier nations under revised international rules.

The 'Green List' regulation - which covers the export of non-hazardous recyclable materials from the EU - has been updated to formally record the wishes of countries outside the Organization for Economic Cooperation and Development (OECD) that have expressed an opinion about the recyclable materials they would like to receive. Where a country has not expressed an opinion, agreement must be given on a case-by-case basis.

The aim is to protect these countries from receiving materials they do not want, and the change will also help prevent the export of recyclables to countries which believe they could not process them in an environmentally sound way.

Complementary changes to the Transfrontier Shipment of Waste Regulations will go into effect on February 5, 2008, and will make it an offense for anyone to export material against the specified wishes of non-OECD countries.

Environment Minister Joan Ruddock said, "Many developing countries want our recyclables because of the value to their growing manufacturing sectors. There is a double environmental win from this trade - it makes more sustainable use of the world's resources, cutting the consumption of virgin raw materials, while boosting recycling levels in the UK and reducing our reliance on landfill.

"But it is essential that this important legitimate trade is carried out in a mutually respectful and beneficial way. It is completely unacceptable to use it as a cover for dumping unwanted materials on countries that have no use for them, or cannot process them efficiently. This revised regulation will help prevent that happening.

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# INTERNATIONAL

## United Kingdom plans to keep batteries from landfills

Increasing the level of recycling and reducing some of the 700 million batteries that go into landfills annually are at the heart of plans published in December 2007.

The proposals, which were set out in a Government consultation, looked at the best way to improve the environmental performance of new batteries and ensure collection, treatment and recycling of waste batteries. They apply to batteries of all shapes, volumes, weights, types and uses, and will help the UK implement the EU's Batteries and Accumulators Directive.

The proposals seek to find methods for achieving the following targets and objectives:

- Collection targets for waste household batteries of 25% of sales by 2012, rising to 45% by 2016;

- Prohibition on household batteries with high levels of cadmium (with some exceptions for emergency lighting, alarm systems, medical equipment and cordless power tools) and continued restrictions on use of mercury;

- Clearer labeling with capacity, chemical symbol and "wheelie bin" collection symbols;

- Various producer responsibilities, including a ban on disposal of industrial and automotive batteries in landfills or by incineration (in effect, a 100% recycling target);

- Responsibility for producers of appliances to ensure batteries can be readily removed for easy collection, treatment and recycling; and,

- Responsibility for retailers to take back waste household batteries at no charge to consumers.

## Nucor signs Memorandum of Understanding for joint venture with Duferco Group

Nucor Corporation announced the signing of a Memorandum of Understanding with the Duferco Group located in Lugano, Switzerland to establish a joint venture for the production of beams in Italy and the distribution of beams in Europe and North Africa.

The two parties will immediately begin the tasks necessary in order to establish the joint venture company by mid 2008. The joint venture will encom-

pass the Duferco Group's Duferdofin subsidiary and associated distribution companies.

Production of beams and other long products from Duferdofin's plants in San Zeno, Pallanzeno and Giamorro exceeded 900,000 MT in 2007. A new merchant bar mill is under construction in Giamorro and is expected to be operational in the fall of 2008.

# NEW PRODUCT SHOWCASE



### HENDRICKSON'S ADJUSTABLE 20,000 LB. CAPACITY LIFT AXLE

Hendrickson Auxiliary Axle Systems unveiled an upgraded 20,000-pound capacity PARALIFT™ steerable truck lift axle system.

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[www.hendrickson-intl.com](http://www.hendrickson-intl.com)



### TEREX REDESIGNS FUCHS MHL 340D FOR THE SCRAP MARKET

The redesigned Terex® Fuchs MHL 340D Material Handler offers scrap handlers the ability to lift higher, reach farther and work faster. It has a larger undercarriage, improved boom kinematics and a two-circuit hydraulic system that minimizes power dissipation during operation.

The MHL 340D comes with either a 41.4 or a 45 ft. reach and has increased pivot, or swinging, torque which allows the machine to get up to full turning speed more quickly.

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### ATLAS COPCO INTRODUCES MULTI GRAPPLE ATTACHMENTS

Atlas Copco introduced new hydraulic demolition multi grapple attachments. The grapple line includes the MG 1000, MG 800 and MG 500.

At a weight of 2,039 pounds, the MG 1000 delivers a closing force of 4.7 tons. Suitable for carriers in the 12-20 ton weight class, the MG 1000 operates at a maximum pressure of 5,076 psi and requires hydraulic oil flow of 22 to 32 gallons per minute.

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Fiat Allis FR-11 .....	\$25,900	Komatsu WA450, nice cond., new tires.....	\$44,900
Fiat Allis 545-B .....	\$17,900	Case 921B, big loader, good cond.,grapple bucket.....	\$49,500
Fiat Allis FR15.....	\$24,900	JD544ELL, nice-running Deere w/self-leveling forks.....	\$29,500
(2)Fiat Allis FR-20B .....	\$29,500	Volvo L30B,'00, cab,grapple bucket,coupler,Setco solid tires.....	\$29,500
(2)Fiat Allis 645B .....	\$18,900		

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## BUSINESS BRIEFS

### Hirschmann moves to new headquarters

■ Hirschmann Automation and Control, Inc. recently opened a new headquarters facility in Chambersburg, Pennsylvania. Over 200 customers, local government officials, business leaders from the Chambersburg area, and the CEO's from Hirschmann's International Subsidiaries were in attendance for the opening.

The new 35,000 square foot facility features expanded office and warehouse space along with a state-of-the-art training and conference center. The facility houses Hirschmann's three divisions: ECS (electronic control systems), INET (industrial networking), and ICON (industrial connectors). Hirschmann U.S. currently employs 76 people that support the North and South American Markets.

### VeraSun Energy names Danny Herron president

■ VeraSun Energy Corporation appointed chief financial officer, Danny Herron, to the additional post of president, effective January 1, 2008. The appointment was unanimously approved by the company's board of directors. Herron replaces Don Endres, who will remain as the CEO.

Herron joined VeraSun as senior vice president and CFO in March 2006. Previously he was executive vice president and CFO at Swift & Company, in Greeley, Colorado. Prior to that, Herron was vice president and senior financial officer at ConAgra Beef Company and held senior-level positions with Borden Foods Company and Frito-Lay, Inc.

### Tube City operation achieves ISO certification

■ Tube City IMS, LLC, a provider of products and services to steel mills and foundries throughout the United States, Canada, Europe, Mexico, South America and Asia, announced that the Company's Granite City, Illinois, operation has received ISO 9001:2000 Quality Management System certification from Steel Related Industries Quality System Registrar, Inc.

Companies that achieve Quality Management System certification to ISO 9001:2000 have demonstrated effective implementation of documentation and records management, top management's commitment to their customers, establishment of clear policy, good planning and implementation, good resource management, efficient process control, measurement and analysis of key performance factors and institutionalized continual improvement.

### Budget Waste acquires We Haul Waste Inc.

■ Budget Waste, Inc. (BWI) has completed the acquisition of We Haul Waste, Inc.

We Haul Waste operates a fleet of roll off trucks and containers located in south and central Alberta, Canada and has experienced considerable growth in the past two years. The equipment and technologies used by We Haul Waste are similar to that used by BWI currently, making the incorporation of assets into the current system straightforward.

### City Carton hires new VP of sales and marketing

■ Brian Holtz, of Eldridge, Iowa, is the new vice president of sales and marketing for City Carton Recycling.

Holtz will be responsible for the leadership and direction of all sales and marketing matters. His responsibilities include coordinating the sales, marketing and customer service team; planning, developing, implementing and managing all sales, marketing, and customer service activities; and developing sales and marketing strategies and distribution channels.

Holtz has over 15 years experience in the solid waste and recycling industry, previously serving five years as City Carton Recycling's Quad Cities Recycling facility manager and two years as the Company's Eastern Division manager.

Holtz was chairperson of the Board of Trustees and Executive Committee Church Council member for the First Congregational Church in Moline, Illinois. He served as vice president of the Illinois Recycling Association in 2004 and on its Board of Directors from 2002 through 2004. He continues to be actively involved in the Illinois Recycling Association and the Iowa Recycling Association.

Holtz will be based out of City Carton Recycling's corporate offices, located in Iowa City.

### ENSR's Glenn wins national award for safety

■ William Glenn, ENSR's senior associate geologist, has earned the Individual Safety Advocate Award from the National Ground Water Association (NGWA).

The Individual Safety Advocate Award recognizes the individual who has made the strongest contribution to promote, improve, maintain, and enhance safety in daily working operations. The award was presented at the NGWA Water Expo in Orlando, Florida in December.

Glenn led ENSR's program to rapidly train Chevron's employees on advanced safety procedures and protocols after the company's acquisition of Unocal.

The program included job safety analyses, safety audits, traffic control standards, and comprehensive health and safety measures designed to minimize workplace injuries.

A registered geologist in two states, Glenn is a member of the NGWA, the Society of Petroleum Engineers, and the Society of Professional Engineers.

## Events Calendar

To have your event listed here, call us at 877-777-0737, fax to 419-931-0740 or visit [AmericanRecycler.com](http://AmericanRecycler.com).

### March 12th-14th

**8th International Automobile Recycling Congress.** Arabella Sheraton Grand Hotel, Munich, Germany. +41 62 785 10 00 • [www.icm.ch](http://www.icm.ch)

### March 12th-14th

**World Biofuels Markets Trade Show and Exhibition.** Brussels Expo Centre, Brussels, Belgium. +44 20 7801 6333 • [www.worldbiofuelsmarkets.com](http://www.worldbiofuelsmarkets.com)

### March 12th-14th

**GLOBE 2008.** Vancouver Convention & Exhibition Centre, Vancouver, BC, Canada. 604-775-7300 • [www.globe.ca](http://www.globe.ca)

### March 18th-19th

**NERC's Spring '08 Conference.** Hotel Northampton, Northampton, Massachusetts. 802-254-3636 • [www.nerc.org](http://www.nerc.org)

### April 6th-8th

**2008 Waste-to-Fuels Conference & Trade Show.** The Wyndham Orlando Resort, Orlando, Florida. 800-441-7949 • [www.waste-to-fuels.com](http://www.waste-to-fuels.com)

### April 6th-10th

**ISRI's 2008 Convention & Exposition.** Mandalay Bay Resort and Casino, Las Vegas, Nevada. 202-662-8500 • [www.isri.org](http://www.isri.org)

### April 22nd-24th

**New World Biomass Conference.** Albuquerque Convention Center, Albuquerque, New Mexico. 505-450-7123 • [www.newworldbiomass.com](http://www.newworldbiomass.com)

### April 27th-29th

**The 9th China Int'l Environmental Protection Exhibition.** Intex Shanghai & Shanghai Mart, Shanghai, China. 86 21 54592323 54592318 • [www.wsdwtf.com](http://www.wsdwtf.com)

### May 5th-7th

**Carpet America Recovery Effort's 6th Annual Conference.** Sandpearl Resort, Clearwater Beach, Florida. 706-428-2127 • [www.carpetrecovery.org](http://www.carpetrecovery.org)

### May 5th-8th

**WasteExpo 2008.** McCormick Place, Chicago, Illinois. 203-358-4314 • [www.wasteexpo.com](http://www.wasteexpo.com)

### May 5th-9th

**IFAT 2008 - Environmental Solutions - 15th International Trade Fair for Water - Sewage - Refuse - Recycling.** New Munich Trade Fair Centre, Munich, Germany. +49 89 9 49-113 58 • [www.ifat.de](http://www.ifat.de)

### May 11th-14th

**Alternative Fuel Vehicle Institute's National Conference & Expo 2008.** Rio Hotel & Casino, Las Vegas, Nevada. 702-254-4180 • [www.afvi.org](http://www.afvi.org)

### May 11th-15th

**Waste - The Social Context '08, Urban Issues and Solutions.** Shaw Conference Centre, Edmonton, Alberta, Canada. 780-496-7316 • [www.ewmce.com](http://www.ewmce.com)



# BUSINESS BRIEFS

## Heil Environmental hires new chief quality officer

■ Heil Environmental has hired Crista Stamper as its new chief quality officer (CQO).

As CQO, Stamper is responsible for improving Heil's quality infrastructure, while providing leadership and direction for the company's lean manufacturing initiatives and Six Sigma processes. She will help facilitate and guide every part of the business in continuous improvement activities.

Stamper has experience in lean manufacturing, Six Sigma methodology, program management and manufacturing. Most recently, she served as plant manager for a Dana Corporation facility in McKenzie, Tennessee. Prior to coming to McKenzie, she was also a plant manager in Danville, Kentucky and a plant superintendent in Henderson, Kentucky.

Stamper also held the position of division plant quality manager for a Dana facility in Upper Sandusky, Ohio, where she was responsible for the total quality system in multiple plants. She has also worked for Mark IV-Dayco Products as quality manager, and at General Motors-Delphi as senior supplier quality engineer.

Stamper is based at Heil's facility in Fort Payne, Alabama.

## Centre Partners acquires Liberty Waste Services

■ Centre Partners Management, LLC completed the acquisition of Liberty Waste Services, LLC in partnership with members of Liberty's senior management team and Centre Environmental Partners, Inc. (CEP), an affiliate of Centre Partners.

Liberty, which has been renamed Environmental Logistics Services LLC (ELS), is a provider of solid waste transportation and disposal services for customers throughout the Northeast and Midwest. The Company handles municipal solid waste and construction and demolition debris through three facilities located in New Jersey and Ohio. Liberty operates a rail transloading facility in Kearny, New Jersey, a 1,285 acre landfill in Springfield Township, Ohio, and a transfer station in Bridgeport, Ohio.

Centre Partners completed the acquisition in partnership with two of Liberty's senior executives, Darren and Anthony Rizzo, who will serve as ELS's CEO and COO, respectively. The Rizzos founded Liberty's rail operations in New Jersey and are 15-year veterans of the waste transportation business.

## Nortrax joins Morbark as Minnesota dealer

■ Nortrax Equipment Company in Minnesota, the most recent addition to the Morbark family, has signed on as the authorized industrial equipment dealer for the state of Minnesota. With three Minnesota locations, Bemidji, Duluth and Grand Rapids, Nortrax offers the full line of Morbark wood waste recycling and forestry equipment.

In addition to Morbark equipment, Nortrax also handles John Deere Construction, John Deere Forestry and Hitachi Construction and Mining equipment.

## Terex adds ALL Erection & Crane Rental as dealer

■ Terex Crane has named ALL Erection & Crane Rental Corp. a tier-one dealer in Ohio, Michigan, Pennsylvania, West Virginia and Wisconsin.

The tier-one distinction means that ALL Erection & Crane Rental Corp. will be a dealer for all Terex brands, including Terex, Demag, American, and Peiner.

Terex is actively consolidating their dealer network. Terex dealers, like ALL, must also have the ability to provide after-the-sale service with highly responsive parts delivery and field service designed to maximize lifetime return on investment.

## Fred Prins joins the NEXGEN sales force

■ Marathon Equipment, a member of Dover Corporation's Industrial Products group, announced that Fred Prins has joined the NEXGEN Baling Systems sales department as the regional sales manager for the Eastern Hemisphere (Europe, Middle East, Asia, Africa, and Australia).

Prins will be based in Brampton, Ontario, Canada.

*Energy and persistence conquer all things.*

— Benjamin Franklin

## MONTHLY CROSSWORD

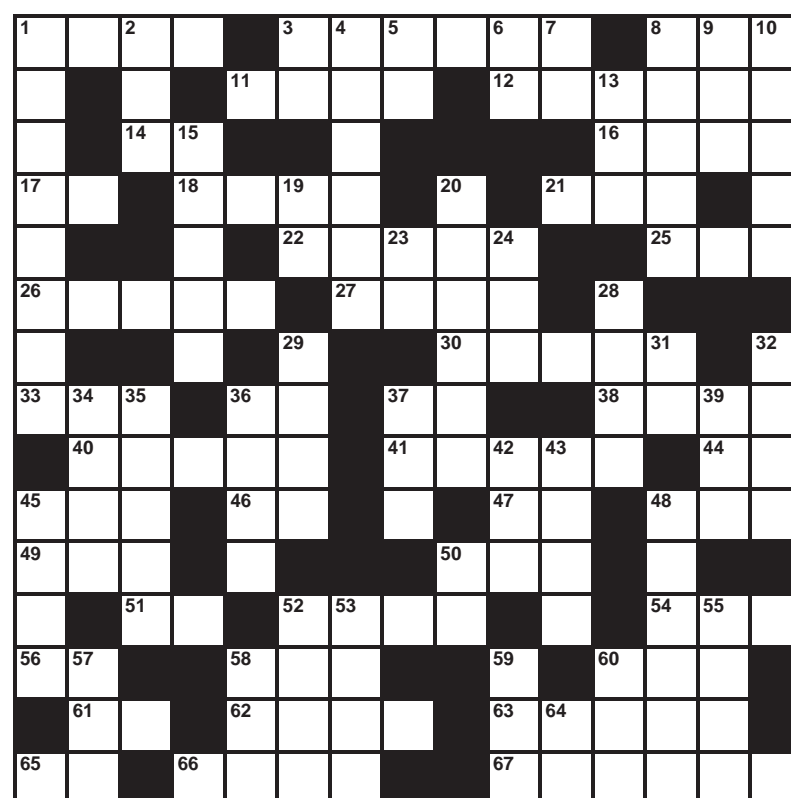
BY Myles Mellor

### ACROSS

1. Plant used for bioplastic production
3. \_\_\_ Works, company that is producing a biopolymer made from natural plant sugars as a petroleum replacement
8. Ozone layer enemy, abbr.?
11. Paper or plastic options
12. California based company that has the potential to produce utility-scale power cheaper than coal
14. Automotive batteries, for short
16. Mine is yours, for Jose
17. Half of a rockin' electrical group?
18. Macon \_\_\_\_, company that is partnering with SP Recycling Corp. for single stream recycling
21. Thermoplastics used as a substitute for glass, abbr.
22. ISRI part
25. Go out with
26. How frequently you should recycle, perhaps
27. \_\_\_ waste, leaves and grass clippings
30. PRC part
33. Aka Coke can, abbr.
36. \_\_\_ Metal, beverage can that is 100% recyclable by the steel industry description
37. \_\_\_ Cummings, 20th century American poet
38. Cut down a tree, perhaps
40. Open surfaces
41. \_\_\_ goods, obsolete electronic products
44. Plastic with a smooth surface that cracks easily, abbr.
45. Seasonal bug?
46. Rejection term
47. Seattle locale
48. "Reduce, Recycle, Re\_\_\_"
49. Deep sleep cycle
50. Type of clear plastic used in household cleanser containers, for short
51. Recyclable copper alloy, abbr.
52. AquaNet emissions, perhaps
54. Pixel density
56. Alien who was too good for earth?
58. Costa Rica country code
60. For your information, in the computer world
61. Popular
62. Fibrous material used to make paper
63. 100% recyclable can description
65. Inking or gradability preceder
66. RDF part
67. Organic garbage pit

### DOWN

1. One of RecycleBank's Reward Partners (2 words)
2. \_\_\_bish, solid waste that does not contain food waste
3. Sodium symbol
4. EPA part



5. \_\_\_ Eliot
6. \_\_\_<C, the name of Google's electricity initiative
7. It is, in Madrid
8. See-through recycling material?
9. Possesses
10. Cradle-to-\_\_\_, system that handles solid waste from creation through disposal
13. Recyclable material used to manufacture cardboard boxes, abbr.
15. Objects that are being shredded and used for athletic fields and civil engineering projects
19. Operating system, abbr.
20. Senator that is the co-chair of the Senate Recycling Caucus
23. Sun god
24. Handheld device
28. Soy is one
29. Tofu filled soup
31. Medicine prescription, for short
32. Aka No. 2 Plastics, abbr.
34. Cube of recycled material
35. Shredded rubber description
36. Recycling place, with bottle
37. Tide recession
39. Extended play records, abbr.
42. Have a debt to
43. Giga\_\_\_, amount of energy that can power a city the size of San Francisco
45. Priceless, in a way
48. Paper that hasn't been artificially colored, description
50. Plastic often used for fast food packaging, for short
52. A Motley group?
53. Waste burial ground, with land
55. Trash heap
57. Trash bag fastener
58. Key component of a computer system, abbr.
59. Philosophy suffix
60. Provided food for
64. An\_\_\_- freeze

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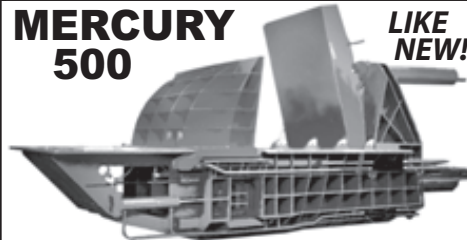
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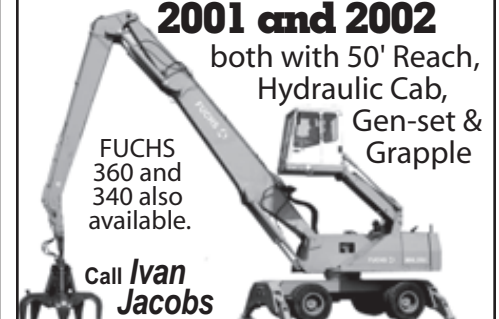
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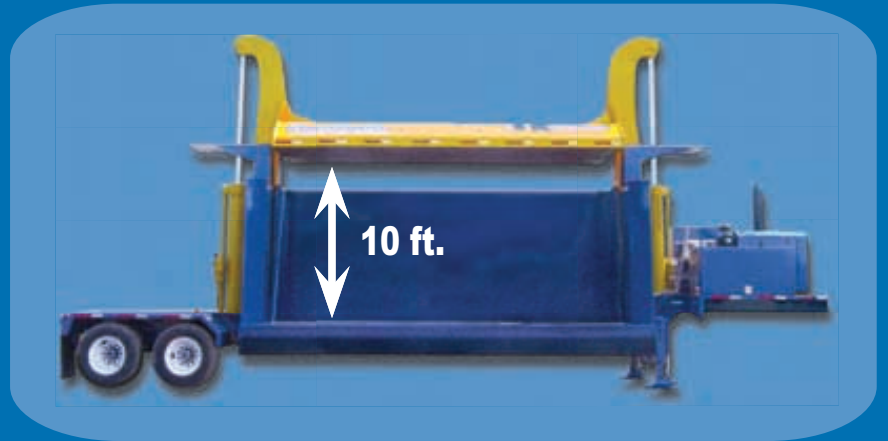
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## Wood waste fuels race for cellulosic ethanol

by Brian R. Hook

The nation's first commercialized cellulosic ethanol facility, designed to turn wood waste into fuel, is under construction and set to open later this year near Soperton, Georgia.

Range Fuels, Inc. has successfully tested close to 30 types of biomass for producing ethanol at its testing facility in Broomfield, Colorado. The commercialized facility in Georgia will use wood waste as its feedstock to produce more than 100 million gallons per year.

"Wood waste has already proven to be a feasible fuel alternative from a production and economic standpoint," said Mitch Mandich, chief executive officer of Range Fuels.

Range Fuels was one of six companies selected by the Department of Energy (DOE) for financial support in building a commercial cellulosic ethanol plant. As part of the \$76 million DOE investment, Range Fuels will receive \$50 million for the first 20 million gallon-per-year phase. The remaining \$26 million will be provided for construction of the next phase.

Mandich said that unlike other methods of producing cellulosic ethanol, Range Fuels' technology eliminates enzymes, which have been an expensive component of producing cellulosic ethanol. The company's proprietary thermo-chemical conversion process, known as the K2 system, uses a two step



Range Fuels' plant located in Broomfield, Colorado will use wood waste to create ethanol.

process to convert biomass to fuel-grade cellulosic ethanol.

The biomass is first fed into a converter. Heat, pressure and steam convert the biomass into a synthesis or syngas. It is then cleaned before entering the second step. The syngas is passed over a proprietary catalyst and transformed into mixed alcohol, which is separated and processed. This maximizes the yield of ethanol for a quality suitable for fueling vehicles.

"The forests of Georgia can support up to two billion gallons a year of cellulosic ethanol production using Range Fuels' technology," Mandich said. He said Soperton's proximity to feedstock supplies and ethanol markets means that transportation costs will be kept low.

Cellulosic ethanol produced from wood waste has a

number of advantages compared to corn-based ethanol, Mandich said. "Cellulosic ethanol gives off fewer carbon emissions." He said cellulosic ethanol reduces greenhouse gas emissions by 85 percent over unreformulated gasoline. Starch-based ethanol, which frequently uses natural gas to provide energy for the production process, reduces greenhouse gases by only 18 to 29 percent, he said.

Range Fuel's process also uses about one-fourth of the water required by corn-based ethanol plants and an even smaller percentage of projected water use of other cellulosic ethanol processes that use enzymes and organisms to produce cellulosic ethanol, Mandich said.

Ethanol consumption is currently hovering near 7 bil-

lion gallons annually and is projected to rise to 11 to 12 billion gallons annually within the next 2 to 3 years, Mandich said. He noted that recently signed federal legislation would boost ethanol demand further.

President George W. Bush signed the "The Energy Independence and Security Act" late last year, which includes a renewable fuel standard that calls for the use of 36 billion gallons of renewable fuels, 16 billion gallons of which are to come from cellulosic ethanol by 2022.

Range Fuels projects that several hundred millions of dollars will be invested in its first cellulosic ethanol plant. In addition to public funding, money for the project is coming from private investors, including Khosla Ventures, a venture-capital firm in Menlo Park, California.

Samir Kaul, a general partner at the firm, would not release the amount of money that Khosla Ventures has invested. But he said there is plenty of money available for cellulosic ethanol projects. "Venture capitalists are pouring money into green energy," Kaul said.

"Range's technology can produce cellulosic ethanol cheaply, and has the potential to scale rapidly in a way that other biofuels cannot. We think production costs of \$1.25 are reasonable and we expect it to eventually end up below \$1.00 per gallon, making it competitive."

George Douglas, a spokesperson for the DOE's National Renewable Energy Laboratory in Golden, Colorado, said that wood waste and other cellulosic material could contribute greatly to the nation's fuel supply. "Market potential for cellulosic ethanol is huge," Douglas said.

The DOE estimates that the country consumes more than 140 billion gallons of gasoline a year and it estimates about one-third of that could be replaced by various forms of ethanol.

"The economics are improving. The DOE's goal is to have commercially available cellulosic ethanol at price parity with corn ethanol by 2012 and to have cellulosic ethanol contributing significantly to a 20 percent reduction in gasoline use by 2017," Douglas said.

Continued on Page 2



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## Veolia and Beacon Landfill Gas Holdings wins award

Veolia ES Greentree Landfill Gas project named "2007 Project of the Year"

Veolia Environmental Services (Veolia) announced that the landfill gas project installed on its Greentree Landfill was chosen as the Environmental Protection Agency's (EPA) Landfill Methane Outreach Program "2007 Project of the Year."

Each year, EPA recognizes its partners for excellence in innovation and creativity; success in promoting project development; and achieving environmental and economic benefits.

Commercially operational since July 2007, the project at the Veolia ES Greentree Landfill is one of the largest high Btu projects in the United States. A collaborative effort between Veolia and Beacon Landfill Gas Holdings LLC, the project converts landfill gas into pipeline quality natural gas. This gas is then used to produce environmentally clean elec-

tric power while also reducing greenhouse gas emissions.

Todd Watermolen, vice president of Engineering and Environmental Compliance with Veolia ES Solid Waste, has been working on this particular landfill gas utilization project for almost 10 years. "Our goal has always been to go above and beyond in building a safe environment and sustainable future. It's great to see our efforts be nationally recognized by this important program."

The estimated annual environmental benefits and energy savings associated with the Greentree project are equivalent to reducing CO<sub>2</sub> emissions by over 137,000 tons/year, removing emissions equivalent to more than 228,000 vehicles, and producing enough energy to heat approximately 75,000 homes.

## Carollo named director of the Academy of Certified Hazardous Materials Managers

Carol Carollo, an environmental compliance specialist at Waste Management's Kettleman Hills Facility, has been appointed to the national board of the Academy of Certified Hazardous Materials Managers (ACHMM) as an at-large director.

The position is a two-year volunteer term during which Carollo will be working with the ACHMM's board of directors and president to further the organization's goals of promoting the environmental, health and safety profession. Carollo previously served as the vice

president and president of the ACHMM's CyberChapter.

ACHMM is an association composed of more than 4,000 of the nation's leading experts in environmental, health and safety management. Carollo is one of a growing number of Waste Management employees who are active in the organization.

At Kettleman Hills, Carollo is responsible for the facility's environmental, health and safety compliance and environmental permitting programs.

## New York food delivery fleet converts to biodiesel

FreshDirect, an online gourmet food purveyor in New York City, announced that it has signed a contract with Tri-State Biodiesel to begin conversion to biodiesel fueling. Beginning in early January of 2008, FreshDirect's fleet of 150 delivery trucks will start the switch to B5, a blend of 5 percent biodiesel and 95 percent regular diesel. By February 2008 the company plans to use B5 in its entire fleet.

The biodiesel blend will be supplied by Tri-State Biodiesel. Starting in the fall, FreshDirect began donating cooking oil from its kitchen to be used in Tri-State's non-toxic diesel fuel. With this change, FreshDirect furthers its partnership with Tri-State to reduce emissions

and cut back on use of fossil fuel products. In fact, biodiesel reduces CO<sub>2</sub> emissions over 78 percent compared to petroleum diesel. According to studies, biodiesel will reduce smog and air pollutants, helping to make New York City a cleaner city.

Additionally, FreshDirect will also begin testing and using idling reduction technologies to allow truck engines to be turned off automatically after three minutes during loading and delivery. While FreshDirect strictly prohibits drivers from idling, this new functionality enforces compliance. By the end of the year, 10 percent of FreshDirect's trucks will be running this technology.

## Waste Management reveals Capital Allocation Program

Waste Management, Inc. (WMI) announced that its board of directors approved a new capital allocation program that includes the authorization for up to \$1.4 billion in combined cash dividends and common stock repurchases in 2008.

Beginning the first quarter of 2008, the Company expects to raise its quarterly dividends to \$0.27 per share, or \$1.08 per share per year, which would be an increase of 12.5% compared to the dividends paid in 2007.

As part of the 2008 capital allocation program, the board authorized stock repurchases not to exceed the \$1.4 billion, less dividends paid. Based on the number of outstanding shares as of Sep-

tember 30, 2007 and the new dividend rate, the Company expects to pay approximately \$560 million in dividends in 2008. The amount of stock repurchased will depend on a number of items, including capital expenditures, cash acquisition costs and cash allocated to the retirement of debt, which are three other key components of the capital allocation program.

WMI noted that the board intends to declare the first quarter 2008 dividend in February, at which time the record and payment dates for the first 2008 quarterly dividend will be announced. It is expected that the first payment of the higher dividend will occur in March of 2008.

## Wood waste

Continued from Page 1

"Since there are no commercial cellulosic ethanol plants today, we really don't know what the per gallon cost would be, but it's likely about double where we'd like it to be."

Other firms are also investing in projects to turn wood waste into cellulosic ethanol. Dynamotive Energy Systems Corp. in Vancouver, Canada, plans to invest \$24 million in a commercial plant near Willow Springs, Missouri. The plant is designed to convert 200 tons a day of wood-by-products and residues from nearby sawmills into 34,000 gallons a day of fuel.

According to the Environmental Protection Agency (EPA), nearly six million tons of wood waste is generated each year. Wood waste includes urban wood

waste, wood debris from suburban land cleaning, and rural forestry residuals. Markets for recovered wood vary across the country, but the EPA reports the current market is dominated by mulch and fuel applications.

Harry Boyle, an analyst with New Energy Finance Ltd. in London, recently traveled to the United States to talk to cellulosic researchers and developers. He said that turning wood waste into cellulosic fuel is not yet economical because it has not been scaled up yet. He said that plants like Range Fuels' in Georgia, once fully operational, would show how economical it is.

Boyle said that these cellulosic ethanol projects would not be feasible without government money providing an accelerator. "Maybe in three or four year's time it wouldn't be necessary. But the government is very keen, obviously, to get alternative forms of fuel," he said.

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## NSWMA asks motorists to slow down near sanitation workers

The National Solid Wastes Management Association (NSWMA) started a radio campaign on January 14 urging motorists to drive defensively near garbage trucks and avoid hitting sanitation workers. The three-week radio ad campaign, which will take place in 10 cities, is part of NSWMA's Slow Down to Get Around program that seeks to reduce workplace fatalities and injuries to waste collection employees.

NSWMA's Slow Down to Get Around radio ads aired in the following locations: Allentown, Pennsylvania; Austin, Texas; Birmingham, Alabama; Dayton, Ohio; Grand Rapids, Michigan; Greenville, South Carolina; Louisville, Kentucky; Raleigh, North Carolina; Richmond, Virginia; and Washington D.C..

According to NSWMA's general counsel David Biderman, "A substantial number of struck-by accidents in which a motorist runs into a garbage collector take place during the morning commute hours, when motorists are often rushing to work or bringing children to school."

There were two separate fatal accidents involving sanitation workers on consecutive days in November 2007. On November 27, Ricky Fortin, a 46 year-old Maine garbage collector, was struck

and killed when the driver of an SUV ran into him while he was putting trash in the back of a garbage truck. The driver of the SUV was also killed. The following day, Norman Looper, a 60 year-old South Carolina garbageman, was killed when a motorist crashed into him behind the truck.

Motorists also frequently crash into stopped garbage trucks. In January, a Pennsylvania motorist crashed into a municipal garbage truck. The motorist was seriously injured; a sanitation employee was able to jump to safety before the collision.

NSWMA's safety program is based in part on a similar program developed several years ago by Rumpke Consolidated Companies, an NSWMA member, after two of their workers were struck by motorists in separate accidents. Rumpke's director of safety, Larry Stone, stated, "I am thrilled that NSWMA is taking a leadership role in alerting motorists and regulators about this growing safety problem."

NSWMA's radio ads are being conducted and funded through a Susan B. Harwood Grant received from the federal Occupational Safety and Health Administration (OSHA).

## Fortistar acquires six landfill gas-to-energy projects

Fortistar closed on its acquisition of six landfill gas to energy projects acquired from an affiliate of the Algonquin Power Income Fund. The purchase price was \$11.3 million.

The six projects represent approximately 18 megawatts of power generation capacity and are part of Fortistar's continuing long-term commitment to expand its methane and renewable energy sector. These projects expand Fortistar's ownership in California and New England, two key areas in the country that are aggressively supporting the expansion of green/renewable energy.

Energy from Fortistar's portfolio is now sufficient to provide electricity for 250,000 homes. The destruction of methane gas from Fortistar's portfolio is equivalent to destroying 9.3 million tons of carbon dioxide per year which, in turn, is equivalent to the carbon dioxide emitted from 1.6 million cars or the planting of 2.3 million acres of trees.

The White Plains, New York based Fortistar, through its Fortistar Methane Group, now owns fifty landfill gas to energy projects, representing approximately 12% of the developed market.

## Missouri mandates use of ethanol

Missouri became the third state to mandate that 10 percent ethanol be mixed with gasoline effective January 1. Missouri joined Minnesota and Hawaii in requiring the use of ethanol.

Ethanol-blended gasoline, referred to as E10, is becoming common due to federal standards for alternative fuel usage.

Missouri's transition to ethanol blended gasoline was expected to be smooth since many gasoline stations had already

made the switch in 2007. Federal renewable fuels standard calls for oil companies to purchase 4.7 billion gallons of ethanol and biodiesel in 2007. An oversupply of ethanol, along with government tax incentives for ethanol, has caused ethanol-blended gasoline to be approximately \$.05 to \$.07 cheaper per gallon. This motivated Missouri gas stations to make the switch to ethanol ahead of the mandate.

## Massey Energy pays largest civil penalty ever for water permit violations

Massey Energy Company, Inc. has agreed to pay a \$20 million civil penalty in a corporate-wide settlement to resolve Clean Water Act violations at coal mines in West Virginia and Kentucky, the Justice Department and Environmental Protection Agency (EPA) announced. This is the largest civil penalty in EPA's history levied against a company for wastewater discharge permit violations.

As part of the settlement, Massey, the fourth largest coal company in the United States, has agreed to take measures at all of its facilities that will prevent an estimated 380 million pounds of sediment and other pollutants from entering the nation's waters each year. These compliance measures are unprecedented in the coal mining industry.

In a complaint filed on May 10, 2007, the government alleged that Massey violated its Clean Water Act permits more than 4,500 times between January 2000 and December 2006. The complaint alleged that Massey discharged excess amounts of metals, sediment, and acid mine drainage into hundreds of rivers and streams in West Virginia and Kentucky. Many of the pollutants were discharged in amounts 40 percent or more than allowed. Some pollutants were discharged at levels more than 10 times over the permit limits.

The complaint also alleged that Massey spilled large amounts of slurry, which is waste containing metals and sediment, into local waterways numerous times. The spills occurred as a result of failures in the processing, storage, and transportation of coal slurry.

In addition to the penalty, Massey will invest approximately \$10 million to develop and implement a set of procedures to prevent future violations. Massey will implement an innovative electronic tracking system that allows the company to quickly address compliance problems and correct any violations of permit limits. This measure fits within a comprehensive environmental compliance program that Massey has agreed to implement, which includes in-depth internal and third-party audits, employee training, and a plan to prevent future slurry spills.

Massey will also set aside 200 acres of riverfront land in West Virginia for conservation purposes and protection from future mining. The company is also required to perform 20 projects downstream from mining operations.

The consent decree, lodged in the United States District Court for the Southern District of West Virginia, is subject to a 30-day public comment period and approval by the federal court.

## East Manufacturing names new product manager

Bill McKenzie recently joined East Manufacturing as product manager for platform products, announced Mark Holtz, vice president of sales and marketing.

In his new position, McKenzie will work with East's North American dealer network, and the company's sales per-

sonnel, including regional managers, to promote the sale of flatbed products.

McKenzie has extensive experience in the aluminum trailer business. Prior to joining East, he held sales and dealer development positions with another aluminum trailer manufacturer for over 10 years.



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## Casella Waste names managers

Casella Waste Systems, Inc. announced that Jim Bohlig has been named president of the company's renewables group and Paul Larkin has joined the company as president and chief operating officer.

"In addition to his new position, Jim will also serve as chief development officer of Casella Waste Systems and will report directly to me," Casella said. "He will be responsible for the company's programs in recycling; the company's waste-to-liquid fuels efforts; development activities surrounding the company's landfill projects; managing the company's investment in GreenFiber; and strategic planning and intellectual property development."

Paul Larkin will be responsible for leading all integrated operating divisions and functions within Casella Waste Systems.

"Paul is the perfect fit for the culture of operational excellence which we are developing at Casella Waste Systems," Casella said.

Larkin joined Casella Waste Systems on January 9, 2008.

Larkin was previously employed with Office Depot, where he served as vice president for international strategy.

# Kettle Foods composts 2,500,000 pounds of vegetable matter annually

## Chip factory built for efficiency saves lots of dough

by Irwin Rapoport

While composting is now becoming the norm for many food processing companies, Salem, Oregon-based Kettle Foods has always diverted potatoes and finished product that didn't make the cut for either composting or use as cattle feed.

Kettle Foods, which produces and sells millions of pounds of potato chips annually in North America, Asia and South and Central America, purchases and processes a great amount of vegetable matter.

At both its Beloit, Wisconsin and Salem plants, discarded potatoes and chips are sent to local compost operations for processing.

"None of our agricultural products go to waste," says Jim Green, Kettle Foods community ambassador. "Ever since our founding in Salem in 1978, we have tried to do our very best to have as little impact on the planet as possible. Having our unusable agricultural products go to composting or animal feed has been part of our operations for years."

Green notes that the company sends approximately 2,500,000 pounds of material annually to composters and/or animal feed processors.

Early on, the company has adapted "green" concerns in its production process, which has translated into several initiatives that have led to the use of alternative and renewable energy sources, recycling water and construction.



Roof-mounted wind turbines provide electrical power at Kettle Foods' Oregon facility.

Kettle Foods is estimating more than \$200,000 per year in costs savings with its new potato chip factory that it opened in Beloit last April.

Continued on Page 6

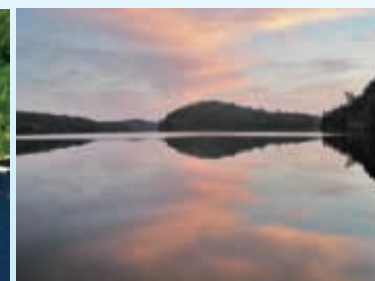


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## Georgia Power contracts with biomass wood plant

Georgia Power has significantly increased the amount of energy under contract from independent renewable power producers and further diversified its fuel mix by signing a contract with a plant that will use wood biomass in Georgia to make electricity.

Georgia Power and Yellow Pine Energy Company, LLC, a biomass-fired facility to be located near Fort Gaines, Georgia, recently signed a 20 year contract for electricity that will be generated from environmentally-friendly wood waste. The material will come from timber harvesting residuals and collection of non-commercial tree species, tree-thinnings, lumber scraps and wood waste reclaimed from landfills.

The Yellow Pine facility is scheduled to go into operation in 2010 and will produce 110 megawatts of renewable energy. Under the contract, Georgia Power will purchase almost half of the plant's capacity, or about 50 megawatts.

One megawatt is enough energy to supply a Wal-Mart shopping center or 250 Georgia residences.

The Yellow Pine contract is the largest one to date that Georgia Power has signed with a renewable generator. With the addition of this contract, Georgia Power's energy portfolio includes contracts with five qualified biomass and renewable facilities throughout the state that generate 80 megawatts, or enough renewable energy to power more than 20,000 homes. These contracts include electricity generated from wood waste, landfill methane gas and hydro. Georgia Power also buys energy from a dozen other renewable sources when available.

Renewable electricity from Georgia's biomass is growing rapidly for a variety of reasons. In 2006, the Georgia Legislature passed House Bill 1018 which exempts biomass from fuel sales and use taxes, thereby making it more cost competitive with traditional fuels.

## Resource Control assessed \$26,000 in odor penalties

Resource Control, Inc. of Westborough, Massachusetts has been assessed \$26,000 in penalties by the Massachusetts Department of Environmental Protection (MassDEP) as a result of odorous conditions at the Barre Sanitary Landfill.

A consent order requires Resource Control to perform corrective actions, pay a \$6,500 administrative penalty to the Commonwealth, and provide an additional \$19,500 for a Supplemental Environmental Project (SEP) that is designed to enhance the Miller's Beach Park, located adjacent to the landfill.

After receiving odor complaints, MassDEP determined that hydrogen sulfur odors were being emitted from the landfill as a result of technical problems with the gas collection system.

In addition to the penalty and the SEP, Resource Control is required to conduct daily inspections of the entire gas collection system, install a fail-safe system for both the gas flare ignition system and the gas flare alarm system, hire a full-time landfill gas technician, complete a third party assessment of the landfill gas collection/control systems and identify specific requirements to extend 100 percent gas collection coverage of the facility, install gas wells and collection appurtenances identified in the third party assessment, install the final cap on the west and north slopes of area A, and identify any potential point sources of landfill gas and take necessary actions to address these issues.

## Kettle Foods

Continued from Page 5

The 73,000 square-foot plant is the first food production facility to receive Gold level certification for LEED (Leadership in Energy and Environmental Design) construction. It was designed to maximize renewable power and the recycling of water and cooking oil.

Some of the key design features include:

- 18 wind turbines on the factory's roof, which will generate enough energy to produce 56,000 bags of potato chips annually.
- Filtering and reusing 3.4 million gallons of potato wash water.
- Premium, high efficiency equipment to reduce the use of natural gas and electricity.
- Offsetting 100 percent of electricity use with renewable wind power.
- Converting used cooking oil into biodiesel.
- Sourcing over 35 percent of building materials from within 500 miles of the project site.

"We anticipate approximately \$200,000 in savings from all of our recycling and sustainability efforts," says Green. "All of our waste oil is picked up by a local outfit that processes it into biodiesel. We do the same thing in Salem where we use it to run two cars and a local delivery truck. This has resulted in an annual reduction of eight tons in CO2 emissions."

In Salem, SeSequential Pacific Biofuels processes the cooking oil into biodiesel.

Taking steps to recycle water is more than just good public relations, its good economics.

In the Beloit facility, Kettle Foods purchases water from the municipality and recycles millions of gallons of water from its potato washing process.

"The potatoes tend to be dirty and the wash water goes down into a filtration process and the water is re-used again," says Green. "As well, a portion of that water is used as gray water, which is diverted into our plumbing system. Water is a concern for everybody and rightfully so. There is only so much of it - it is a precious resource."

"We are estimating that we are going to be saving in the neighborhood of 3.4 million gallons a year in Beloit from our water recycling process," Green says.

Constructing a LEED® certified building required the use of construction materials made from recyclables.

"You learn a lot when you are building a new facility," says Green. "We built our headquarters in Salem in 1999 and we incorporated the lessons we

learned then into the Beloit plant. We hope that it inspires other companies to build similar facilities.

"In 2006 we blew off conventional energy, offsetting 100 percent of our annual electricity use with renewable wind power and eliminating more than 16 million pounds of carbon dioxide pollution (CO2), the major contributing cause of global warming," he adds. "We also capture the power of the sun to generate 130,000 kilowatt hours of solar energy annually at our headquarters."

In addition to recycling raw materials, the company also ensures that paper, plastic and e-waste are set aside for recycling.

"Every year we recycle approximately 364,000 pounds of cardboard, 10,000 pounds of plastic stretch wrap and 9,000 pounds of magazines and office paper," says Green, "as well as plastics, glass, tin and electronic goods such as computer components, video tapes and CDs."

The company is experimenting with the possibility of bringing in anaerobic digesters to generate biogas to its Oregon plant.

In terms of tax credits, the State of Oregon, according to Green, provides "significant tax incentives and depreciation allowances for sustainability efforts, specifically for photovoltaic solar power, which has greatly reduced the out-of-pocket costs. It's the same with our energy efficient compressors.

"We have 616 solar panels in Salem that generate enough electricity to make 250,000 bags of chips every year," he adds. "Installed in 2003 with the help of Energy Trust of Oregon and Portland General Electric (PGE), the solar array reduces Kettle Foods' annual CO2 emissions by 60 tons. We installed new Next Generation compressors in 2003 to help increase the efficiency of the company's energy consumption and since then, we have been able to reduce energy use by 180,000 kWh per year."

Similar incentives are offered by the State of Wisconsin, as well as federal incentives.

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## Veolia Environmental acquires Sandman

Veolia ES Solid Waste, Inc. announced it has acquired Sandman, Inc. and The Sandman of Georgia, LLC, which operate front load and roll-off solid waste collection and portable toilet services for commercial businesses in Columbus, Georgia and Auburn, Opelika and Eufaula in Alabama.

Sandman's operations will tuck into Veolia's recently acquired operations in Columbus, Georgia. Veolia will begin servicing the Sandman customer routes and internalize the collected waste into the Veolia Taylor County Landfill in Mauk, Georgia.

Details of the acquisitions were not disclosed.

## Pacific Gas & Electric adds liquid natural gas trucks to its service fleet

Pacific Gas and Electric Company (PG&E) announced that it has added five Class 8 heavy-duty liquid natural gas (LNG) trucks to its alternative fuel fleet. PG&E is the first utility in the nation to put the Kenworth T800 LNG-powered trucks into service.

The effort is part of the company's commitment to reduce its environmental footprint and improve California's air quality.

PG&E purchased the Class 8 heavy-duty trucks from Bay Area Kenworth as diesel units and collaborated on the upgrade to liquid natural gas operation with Kenworth and Westport Innovations, Inc.

The fuel system developed and manufactured by Westport and called High Pressure Direct Injection (HPDI), uses a small amount of diesel to ignite the natural gas in the engine and provides diesel-equivalent torque, horsepower and a range of 400-450 miles. The result is reduced NOx, particulate matter and greenhouse gas emissions and less reliance on diesel fuel by running the cleaner LNG fuel.

The LNG-powered trucks are based at PG&E's Fremont service warehouse from where all the utility's supplies are shipped and are being put into service for routes to Fresno, Marysville, Ukiah and Templeton. Four of the Class 8 LNG trucks will be

used for two shifts per day, representing approximately 800 miles per day per truck. Using LNG will cut the fuel costs for these trucks by approximately 50 percent. The fifth LNG truck serves as a customer demonstration truck to educate PG&E's large trucking customers about the economic and environmental benefits of LNG-powered heavy-duty trucks.

PG&E operates 36 natural gas fueling stations throughout northern and central California, 27 of which are open to the public.

The new LNG-powered trucks fuel up at PG&E's Fremont Service Center from an above-ground LNG fueling system.

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Spiders are 4-3/4" thick. Spiders and end discs have cast manganese spider and end disc caps appropriately.  
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One (1) rotor locknut with a step-forged shaft.  
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Hammer shafts are 3-1/4" diameter by 73" long, 4140-4340 heat-treated alloy steel pins.  
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Lower side housing is a combination of 3/4", 1", 1-1/4" and 1-1/2" plate, rib-reinforced where shredding strains are greatest.  
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The shredder will carry a full one (1) year warranty. The machine will have new grates and new liners where necessary.

All rotor assemblies, such as bearings, pillow blocks, hammers, spiders, main shafts, etc., will be new.

**SERIOUS INQUIRIES ONLY!**  
**419-931-9003**