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Composting increases across North America

by Irwin Rapoport

The diversion and collection of compostable materials is increasing in jurisdictions across North America and Canada.

These materials – yard waste and/or food scraps from households, restaurants or food processing companies – comprise a large element of what is currently disposed of in landfills. Many solid waste managers and experts question the practice of paying to ship this material to landfills when it can be processed and reused locally, be it for agricultural, landscaping or storm water pollution control.

The U.S. Composting Council promotes the collection of compostable material, expansion of the production infrastructure and the sales of compost.

Stu Buckner, executive director of the Council, said the goal of composting and recycling is similar in that they both promote diversion from landfills and reusing valuable resources.

“We often share the same infrastructure, message and facilities,” he said. “Composting is just recycling of the organic waste stream and a lot of the recycling companies are involved in composting as well. Composting is incredibly important and in some commu-

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Surviving tough economic times in auto recycling

by Mike Breslin

According to economists in a recent Wall Street Journal forecasting survey, the United States economy is now in the midst of the worst part of a recession, but growth is expected to return by the second half of 2009.

Gregg Lemos-Stein, a credit rating analyst for Standard & Poor's auto and auto supply group, covering major auto manufacturers and publicly traded auto recyclers had this to say: “Auto makers are in a very difficult position as are scrap metal businesses and all other suppliers closely tied to it, so all suppliers are facing hard conditions because some of their big customers are Ford, General Motors and Chrysler. If your business is refurbishing parts from totaled vehicles and selling them in the aftermarket, relatively speaking, that's a much better place to be in because they are not dependent on the production schedules of the major automakers.” He confirmed that every other area in the automotive business is being affected by the bad economy and lack of access to credit. Any kind of recycling and aftermarket business, compared to any other part of the automotive business, he believes is in a better business position right now. Lemos-Stein also confirmed that scrap steel



PHOTO COURTESY OF LKQ CORPORATION

Parts suppliers, such as LKQ, can not only survive, but prosper, in a recession.

prices, which are correlated to spot steel prices, have come down considerably since skyrocketing for much of 2008. “Spot steel prices often come down quicker than scrap. Same for recycled lead for batteries, it generally tracks the LME (Lead Metals Exchange) price of lead. Recycled metals over time generally track the same price of spot, but often with a lag. With metal prices so volatile, the challenge

is to be quick to turn inventory to minimize risk to whatever degree possible,” he said.

With our economy reeling from the September financial crisis, many in the auto recycling industry have been given an unexpected, unwanted time-out to reassess their business plans. A severe, broadly-based economic turn-down like this presents stiff challenges,

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Consumers still don't support financial assistance for automotive industry

According to a survey by Synovate Motoresearch, the majority of Americans were opposed to financial assistance from the United States government for domestic automotive manufacturers. Despite this, almost 30 percent claimed that they will likely consider a domestic vehicle for their next new vehicle purchase.

The survey began on December 5, several days before President Bush extended limited aid to General Motors and Chrysler on December 19, found that 64 percent of Americans were not in favor of the government

providing financial assistance to the Detroit Three, despite the Congressional hearings. Of those who thought assistance should be given, 27 percent said all of the big three should receive help, while 6 percent cited only General Motors and 4 percent said just Ford. Chrysler was listed as the manufacturer that least deserved financial assistance, at only 3 percent.

Scott Miller, CEO for Synovate Motoresearch said, “We're seeing consumer opposition to financial assistance for the domestic automotive manufacturers continuing to go

up. It's apparent that the hearings and all the attention around this hasn't helped the situation as consumers still aren't sure if this is the right direction.”

When reviewing the results by age, it's clear that younger respondents overall were more supportive of the government providing financial help to the manufacturers. Survey respondents based in the southern United States were least likely to support financial assistance while those in the Midwest were more in favor of it. Those with lower house-

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Another successful annual Great American Cleanup

Three million volunteers across the United States contributed their time and effort this year during the annual Great American Cleanup.

Volunteers created over 48,000 gardens, xeriscapes and green spaces and removed over 86 million pounds of litter and debris from America's landscape. Additionally, 15,200 junk cars were removed and the number of illegal dumpsites that were cleaned up nearly doubled from the previous year to 6,500. Great

American Cleanup events improved over 144,000 miles of roadway (nearly 6 times the circumference of the earth), 91,000 acres of parks and public lands, and 6,000 miles of hiking, biking and nature trails.

Over 30,000 local events were organized throughout the United States, involving 17,000 communities and logging a combined time commitment of over 6.7 million hours. "It is truly amazing how much litter you can pick up and how

much natural beauty you can create given that many hours," noted Keep America Beautiful senior vice president and Great American Cleanup managing director Gail Cunningham.

The mission of the Great American Cleanup not only focuses on litter removal, but educating communities about the importance of keeping public spaces clean and cared for. This year 8,500 educational workshops were conducted with a combined attendance of

over 600,000 participants. "Every year the number of volunteers participating in the Great American Cleanup increases, and we believe that is a direct result of our ongoing outreach and education about the importance of a cleaner and greener America," added Cunningham.

The importance of recycling is top-of-mind for Americans, and the numbers behind the volunteers' efforts support that trend with over 189 million plastic (PET) bottles reclaimed, 10.2 million pounds of aluminum and steel recovered, 5.3 million pounds of electronics collected for recycling, and 37 million pounds of newspaper recycled. Beautification efforts have increased significantly with over 100,000 trees planted. In addition to these accomplishments, a record 37,000 graffiti sites have been cleaned up, the highest number ever recorded.

PHOTO COURTESY OF KEEP AMERICA BEAUTIFUL, INC.



Students celebrate their success in the "Return the Warmth" school PET recycling program in Lake Wales, Florida.

Other highlights included:

- 7,000 miles of rivers, lakes and shorelines cleaned;
- 2,700 acres of wetlands cleaned and improved;
- 3,000 playgrounds and community recreation areas were constructed or restored.

National sponsors of the Great American Cleanup were: American Honda Motor Co., Inc.; The Dow Chemical Company; Firestone Complete Auto Care and Tires Plus; GLAD ForceFlex Trash Bags; Pepsi-Cola Company; Sam's Club; The Scotts Miracle-Gro Company; Sprint Foundation; Troy-Bilt Lawn and Garden Equipment; Waste Management, Inc.; Wm. Wrigley Jr. Company; and Educational Partners: ReCellular, Inc. and the Rubber Manufacturers Association.

For the sixth consecutive year, President George W. Bush served as honorary chair of the Great American Cleanup, with Laura Bush joining him as honorary chair for the fourth consecutive year.

Veolia Environmental awarded for safety

Veolia ES Waste-to-Energy, the waste-to-energy division of Veolia Environmental Services North America, announced that its facility in Montgomery County, Pennsylvania, has been awarded the Governor's Award for Safety Excellence from the state of Pennsylvania. The award was presented on behalf of Governor Edward G. Rendell at the state's annual Governor's Occupational Safety and Health Conference. Veolia ES Waste-to-Energy was honored for exemplary safety practices and records.

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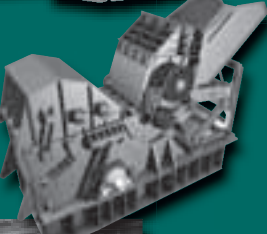


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Minnesota recycling markets remain viable

Recycling Association of Minnesota indicates New York Times article not applicable to their area

A recent New York Times article from December 8, 2008 regarding the state of national recycling markets offered some interesting national statistics, statistics which, for Minnesota, do not necessarily ring true. The New York Times article is specific to the east coast; Minnesota's recycling programs have a strong advantage due to their heavier reliance on local markets and much less on global markets that the east and west coast states have. Paper was a focus of the report. In Minnesota, there are two markets for that material: Rock-Tenn in St. Paul and LDI Fibres in Becker, Minnesota. Commodity markets are not doing as well right now as they have in the past; however, we have seen this pattern in the mid-nineties and as with any market, it is cyclical, based on supply and demand.

For most materials, recycling still makes good economic sense; it is still less expensive to recycle versus throwing that material away. This is especially true when considering the benefits to the environment, recycling is still the best option by far. Some other benefits include reduced energy costs, reduced pollution clean-up costs and mitigation of greenhouse gas emissions. These are all environmental benefits which can be quantified and which adds great value to Minnesota's recycling infrastructure.

Recycling supports approximately 20,000 jobs in Minnesota and adds \$2.98 billion to the state's economy. The recycling industry in Minnesota is an economic driver — for every single job created by landfill operations, recycling creates five jobs.

While it is true that recyclable commodity prices are down, so are transportation costs, and there is a decline in demand for all materials. These declines

will lead to more innovations in collection processes.

It is most important to consider the Minnesota recycling markets in the long-term. When demand is up, prices are good; when demand goes down, prices decrease.

It is simple economics, and it is important to understand the need to ride out the lows with the highs. It is also very important to understand that if something is collected to be recycled, by law it must be recycled. Many companies who collect recyclables are still able to sell them for a competitive price, or some have been warehousing the material until prices are more favorable.

Fortunately, there is an easy solution: When making purchases, choose items made from recycled content, or that have packaging made with recycled content. Whether you are at the grocery store, your favorite discount store, or doing holiday shopping, look for labels that indicate the product or package was made with recycled material. It's a good chance that what was once in your recycling bin, is now in your shopping cart. That paper, metal or plastic did a great deal of good for the economy and environment along the way.

Market for environmental protection in China worth \$34.4 billion by 2013

According to a new technical market research report, "The Environmental Protection Market in China" (MST033B) from BCC Research, the global market for environmental protection products and equipment in China is expected to be worth \$13.4 billion in 2008. This will increase to over \$34.3 billion in 2013, a compound annual growth rate (CAGR) of 20.7 percent.

The market is broken down into segments for products and equipment that address air pollution, water pollution and municipal solid waste pollution. Of these, products and equipment for water pollution have the largest share of the market, worth an estimated \$6.5 billion in 2008. This should increase to \$16.8 billion in 2013, for a CAGR of 21.0 percent.

Products and equipment for air pollution control have the second largest market share, worth an estimated \$6.1 billion in 2008 and \$15.4 billion in 2013, for a CAGR of 20.5 percent.

The third largest segment, municipal solid waste pollution products and equipment, was estimated at \$860.0 million in 2008. This should increase at a CAGR of 20.5 percent to reach \$2.2 billion in 2013.

In recent decades, China has achieved rapid economic growth, indus-

trialization, and urbanization. Annual increases in gross domestic product of 8.0 to 9.0 percent have lifted some 400 million people out of poverty.

China's current environment control resources offer great opportunities for foreign companies.

Although technological change, urbanization, and China's high savings rate suggest that continued rapid growth is feasible, the resources that such growth demands and the environmental pressures it brings have raised grave concerns about the long-term sustainability and hidden costs of growth. Many of these concerns are associated with the impacts of air and water pollution.

China's domestic industry includes some strong companies, but the rest are small and don't use the most current technology. During the eleventh Five Year Plan period (2006 to 2010), China's environmental protection and control industry offers significant potential for foreign companies.

For additional information, visit bbcresearch.com.

Indy Racing chooses foreign fuel supply

In a multi-year deal announced in November, the Indy Racing League (IRL) named APEX-Brasil as the official ethanol supplier for the IndyCar Series. As a result, the Indy 500, an American institution, could be powered with foreign-sourced fuel.

"It's amazing that amid all the progress we have made toward energy independence, the IRL decides to set us back," said American Future Fund communications director Tim Albrecht.

The IRL's decision blocks more than 180 ethanol producers in the United States from supplying American-made ethanol for Indy Racing cars.



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Composting

Continued from Page 1

nities, the volume of yard waste and food waste can outweigh the volumes of bottles, cans and paper altogether."

Composting, said Buckner, can be done across North America and that it is important for cities, counties and states to do what they can to help replenish the topsoil in rural and urban areas.

"It's absolutely silly to be burying the material into landfills when we are losing topsoil annually," he said, noting that it takes many years for natural processes to replenish soil and that intensive agriculture on an annual basis requires that soil nutrients be added to replenish the existing soil levels and rebuild them.

Rising energy costs have increased the price of artificial fertilizers. Buckner said this has helped to strengthen the agricultural sector market for compost.

But while agriculture is a key market – the prime market for compost in California (farms and vineyards), the horticultural and landscape market is also important. A demand by state highway departments for compost as a storm water pollution prevention measure could seriously expand demand.

"Texas has done a fantastic job in making that connection," said Buckner. "Compost is an excellent engineered solution to an ongoing problem. Other states are trying to replicate what Texas has done, but it has been slow going."

Buckner said the composting industry is expanding.

"The number of facilities and the volume that they are producing is growing every year," he added. "The collection of

food waste is taking off and new feedstocks are being accepted. Currently, there are about 4,000 facilities that we know of. Millions of dollars have been invested in facilities over the last five years."

Buckner said it is important to secure reliable national production statistics and to create an infrastructure to tally those numbers. Even producing rough estimates continues to be a problem.

"We would love it if the EPA would help us do that," he said. "Compost is really a regional phenomena and state-by-state production levels vary tremendously – no one has really tracked production. Prices are regional and they don't depend on economic fluctuations. Individual businesses have tracked production for themselves, but the mechanisms for reporting all production have not been developed yet."

Farming operations that compost are often not permitted and Buckner said in many states, on-farm-composting activity is essentially unregulated.

"With rising fuel costs, fertilizer prices and disposal costs of residue, composting on-site makes a lot of sense if you are generating enough material," said Buckner, "just as it makes sense for restaurants to participate in compost collection programs. In San Francisco they are offered a price break on collection fees. Over 1,200 supermarkets in California have their food waste and cardboard collected and sent to a composter."

The Council endorses compost collection programs because it is good resource policy, helps to reduce green house gas emissions and promotes environmental awareness to individuals and companies.

Matt Cotton, the president of the Composting Council, is also a principal with Nevada City, California-based Integrated Waste Management Consulting, LLC.

Having worked with large commercial composters in the state for many years, he has witnessed the growth of the industry from the initial surge (1995-2000) and its steady growth since then. Cotton credits the state's solid waste diversion legislation, starting at the 25 percent level, for the rapid expansion of the industry.

"Prior to the 1990s it was predominantly a few private companies," he said, "but with the landfill diversion legislation, municipalities needed to deal with the yard waste stream and we developed a lot of infrastructure for collection and processing."

In terms of production, according to Cotton, California composters and mulch producers handled over 6.1 million tons in 2001. A subsequent survey in 2004 revealed that 9.8 million tons were processed. He is currently working with the California Integrated Waste Management Board to put together the statistics for 2008.

The biggest purchaser of compost in California is the agricultural sector.

"It makes sense in California where we've got one of the largest agricultural producing areas in the country," he said. "Wine grapes are particularly suited to annual applications of compost. Agriculture consumes a huge amount of water, so adding organic matter back to the soil is incredibly important to sustain it. On a volume basis, we are probably leading the nation on certified organic acreage, which uses a lot of compost."

This year has been a good year for composters selling into agriculture as rising fuel prices have raised the price of fertilizers. Many growers are starting to realize that adding compost can help make their limited fertilizer budget go farther.

Cotton stresses that composters have "barely scratched the surface" of the agricultural market. He credits the California Integrated Waste Management Board for playing a critical role in helping to develop markets, educate farmers and municipalities, finance demonstration projects and dealing with problems that have arisen.

"We have a lot of resources for other states to look at," he said. "It's a model for how a state can facilitate productive use of resources [www.ciwmb.ca.gov/organics]."

The biggest challenge facing the compost industry is overcoming the status quo of dumping material into landfills.

"If people understood the benefits of not landfilling," he said, "then it becomes easier to develop a robust compost infrastructure. Getting the word out to have a collection program and a facility started and to develop a market can be challenging."

"But we are succeeding," he added, "and people are increasingly looking at composting to solve a number of problems."

While recognizing that states with low tipping fees have less composting, Buckner stresses that composting should be done to manage resources in a more sustainable manner and while a landfill will leave a long-term imprint, a composting operation can be "relatively superficial".

Expanding the market for compost will require an increase in production to meet demands by the agricultural, landscape and highway department sectors; educating the various sectors that can utilize compost and persuading people to take a chance on compost. Using compost for green roofs and LEED construction projects is another sector that is beginning to take off.

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AF&PA launches 2009 awards

The American Forest & Paper Association (AF&PA) kicked off its 2009 Recycling Awards and invited the nation's business, community, school and college/university paper recycling programs to tell their stories and get the recognition they deserve. Applications and information are available at www.paperrecycles.org.

Recycling is one of America's greatest environmental success stories. Thanks to the dedication of millions of Americans who recycle every day, a record high 56 percent of the paper consumed in America was recovered for recycling in 2007. The paper industry's efforts to steadily increase this recovery rate, educate the public and ensure that recovered fiber is used to make new products are all a critical part of the industry's efforts to improve and protect the environment.

The 2009 AF&PA Recycling Award winners will be flown to New York City for AF&PA's 132nd Paper Week in March, where they will receive a cash prize and original framed artwork.

Those engaged in successful business, community, school and college/university paper recycling programs are encouraged to apply for one of the following:

- AF&PA Business Leadership Recycling Award
- AF&PA Community Recycling Award
- AF&PA School Recycling Award
- AF&PA College/University Recycling Award

Visit www.paperrecycles.org for complete information and entry forms. Entries must be submitted by February 4, 2009.

Hartford, Connecticut improves recycling numbers with new program

Hartford, Connecticut Mayor Eddie A. Perez announced promising early results of Hartford's single-stream recycling pilot program "Go Green Use Blue." The pilot program was instituted in May along selected recycling collection routes in the city.

As part of the program, approximately 4,500 households were provided 64 gallon carts to replace existing 14 and 18 gallon bins. All recyclable materials can be placed into the carts without separation, a process known as single-stream recycling.

In addition, households were given the opportunity to establish accounts with recycling rewards program, RecycleBank, to receive reward points for each pound of material placed in the cart. Points can be used to redeem goods and services at a number of local retail stores. The City and RecycleBank also provided an extensive, coordinated campaign to educate households about the program.

"So far, we are making the grade," said Mayor Perez. "After 20 weeks of operation, Hartford's recycling tonnage has more than doubled in the participating households – going from 8 tons per week to 17 tons per week of recyclable materials. More households have also increased the variety of items they are recycling as a result of educational efforts to inform citizens about what can be placed in the blue cart."

Hartford has already saved approximately \$22,000 by avoiding disposal fees for each ton of material diverted to the local Connecticut Resources Recovery Authority facility. The City currently pays \$72 per ton to dispose of trash at CRRA's trash-to-energy facility, but receives a \$10 per ton rebate for the value of the recycled materials from CRRA.

"The City realizes about \$75 in savings for each ton of material that we can take to the recycling facility," said

Clarence Corbin, director of the Department of Public Works.

The Hartford Recycling Pilot is a partnership between the National Recycling Coalition (NRC) and the City to demonstrate the effectiveness of best recycling management practices. Funding for the project was provided by the National Recycling Partnership (NRP), a coalition of beverage companies, grocers and grocery manufacturers, and the NRC to promote the implementation of such practices in all communities.

The Recycling Pilot is scheduled to run until May 2009, at which time NRC and the City will provide a more comprehensive analysis of program performance. In the meantime, a city-wide expansion of the single-stream program is already in discussion, and CRRA recently converted its recycling facility to accept single-stream materials from its member jurisdictions.

Comparable fuels exclusion rule expanded

The Environmental Protection Agency (EPA) has finalized the expansion to the Comparable Fuel Exclusion rule. The rule allows certain secondary material, called emission-comparable fuel (ECF), to be safely burned for energy recovery in industrial boilers.

"This action recognizes that ECF should be managed as a commodity valued for its energy content," said Susan

Bodine, assistant administrator for EPA's Office of Solid Waste and Emergency Response. "This action will remove unnecessary regulation to promote energy recovery, while maintaining protection of human health and the environment."

EPA issued the Comparable Fuel Exclusion in 1998 to establish standards to exclude certain hazardous secondary materials from the regulatory definition of

solid waste. These materials have levels of hazardous constituents and properties that affect burning. Under the final regulation, ECF is subject to the same requirements that currently apply under the Comparable Fuels Exclusion, with an allowance for ECF's higher hydrocarbon and oxygenate content. Higher hydrocarbons and oxygenates levels are allowed as they contribute energy value to the fuel.

Bailout support

Continued from Page 1

hold incomes were also more supportive of government assistance.

Interestingly, while consideration of domestic brands was strongest for the youngest and oldest consumers, support for import brands was more balanced across age groups.

Even though brand support is weakening, consumers agreed that many of them will consider the Detroit Three for their next new vehicle purchase. Toyota ranked highest at 36 percent, followed by GM and Honda at 29 percent each, and Ford at 23 percent. Chrysler and Nissan ranked a bit lower at 17 percent each while Volkswagen, Hyundai and BMW were selected by 10 percent or less of respondents.

Among domestic brands, Americans said they would most consider General Motors (29 percent), followed by Ford (23 percent) and Chrysler (17 percent). Eighteen percent of respondents said that they would not consider a domestic brand at all.

Not surprisingly, Toyota and Honda were ranked as the top two import brands, at 36 percent and 29 percent respectively, followed by Nissan at 17 percent.

"The real question here is what's going to happen next?" said Miller. "I think people are going to be much more wary about buying domestic vehicles overall. When shopping for a new vehicle they're now going to wonder about the future financial stability of the manufac-

turer, if there will be a warranty, if car parts and service will be available down the road. The current environment unfortunately will lead to a serious erosion of the brand. These manufacturers will have big challenges when it comes to marketing the vehicles, not to mention the impact of the residual values, which will make it more expensive to buy cars to begin with."

The survey was conducted with 1,000 consumers aged 18 and over in the United States, using Synovate eNation, Synovate's national omnibus research service.

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CONSTRUCTION & DEMOLITION

Recycling a priority in New Jersey demolition project

R. Baker & Son All Industrial Services, Inc., a contractor providing total plant dismantlement, building demolition, rigging and decommissioning services, recently completed the demolition of a large chemical manufacturing facility in New Jersey.

Universal wastes (mercury switches, ballasts, fluorescent light tubes, etc.) were collected, characterized, containerized and the shipped off-site for proper recycling.

Buildings were demolished in a controlled manner and special attention was given to sorting of materials.

R. Baker & Son optimized the percentage of construction and demolition (C&D) materials recycled.

In order to maximize recycling efforts, masonry, metals and concrete were carefully separated from debris and wood materials. Some concrete and masonry was crushed on-site and used for grading purposes but because the building slabs remained, a majority of



the concrete and block was shipped off-site for recycling. Metals were sorted into ferrous and non-ferrous and shipped to a local recycling company.

R. Baker & Son estimates nearly 90 percent of the C&D materials were recycled due to the segregating techniques utilized by the dismantling crews. This effort is not only environmentally sound but also has positive financial impacts for the company as recycling of the materials is more inexpensive than land-filling.

Massachusetts construction and excavating companies fined for clean water violations

Two Massachusetts' residential construction companies and an excavating company have agreed to a settlement of \$110,000 for violation of the federal Clean Water Act (CWA) including a \$50,000 cash penalty and a \$60,000 supplemental environmental project (SEP).

The companies' violations include illegal storm water discharges from a construction site and violation of the Federal Construction General Permit for stormwater discharges.

The three companies, Alden Woods, Inc., C.B. Blair Development, and McManus Excavating, are developing a subdivision in Holden, Massachusetts. Sediment laden storm water was repeatedly observed discharging from the construction site to a nearby brook, which is ranked as a "Class A" waterway by Massachusetts. Class A waters are designated by the Massachusetts Department of Environmental Protection as a source of public water supply. The companies

failed to install and maintain controls sufficient to prevent the muddy discharges to the stream.

On top of the cash penalty, the companies will convey a 5.57 acre parcel primarily comprised of wetlands as their SEP, and donate it to a land preservation entity. The wetlands parcel also contains swamp forest and two small upland areas.

Because they are operators of a site disturbing more than one acre, the companies were required to apply for either an individual permit or a promulgated General Permit for Storm Water Discharges from Construction Activities. The permit requires the use of "best management practices" to prevent erosion and sedimentation of waterways that can result from construction activities. Though construction began in 2002, none of the operators applied for a NPDES permit until February 2006.

Wisconsin construction project recycling 100% of its waste

Mortenson Construction is currently recycling 100 percent of the waste generated on the construction site of American Transmission Co.'s (ATC) new corporate headquarters in Pewaukee, Wisconsin.

Construction of the 118,000 square-foot office building and 34,000 square-foot operations center has produced more than 300,000 pounds of cardboard, concrete, wood and office paper waste since April. The project's construction waste is being hauled by Veolia Environmental Services to various area recyclers.

Interstate Partners, LLC and Towne Investments, the project owners and developers, are seeking gold certification from

the U.S. Green Building Council's Leadership in Energy and Environmental Design (LEED) program. In order to achieve LEED gold status, the project has established a recycling goal of at least 75 percent to help meet the program's requirements for construction debris recycling.

Mortenson Construction is working with WasteCap Wisconsin, a local non-profit organization specializing in commercial construction and demolition waste recycling to monitor and document the results of the project. The project is scheduled for completion in August 2009 when 275 ATC employees will begin moving into the building.



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Continued from Page 1

but also opens up new opportunities for those savvy enough to adapt, survive, even prosper during a recession while others wither away and thin the competitive herd. Those who emerge intact on the next upward cycle will be smarter, stronger and poised for new growth.

Scrap metal prices that reached record highs last September dropped as a direct result of the Wall Street credit crisis. In early November east coast scrap prices showed signs of recovery and it is hoped that prices will rise as the stock market bottoms and begins to climb back, or as mills experience demand and raise prices. Many in the industry who deal in scrap metals have refocused efforts on recycled parts due to market demand and lower costs to acquire vehicles. Meanwhile, scrap yard managers look to control inventory, lower operating costs and conserve or raise cash to weather the economic storm.

J. Jeffrey Griffis, vice president at Dade Capital Corp., a provider of financing for the salvage, recycling and solid waste industries, noted increased volume in refinancing equipment. "Over the past few years and through most of 2008, many companies were selling scrap at record prices and making record profits. As a result they invested cash in new equipment. Recently, we have been very successful at financing the equipment that they paid cash for so they can get that money back to use for day-to-day operations." Although the media sensationalizes the unavailability of credit, Griffis stated that his company has money readily available for commercial loans for equipment.

Griffis suggested one way to conserve capital is for business managers to have a discussion with their accountants. They need to make sure that they're up to speed

on the various tax incentives in the Economic Stimulus Act of 2008. It offers businesses a one-time depreciation tax deduction equal to 50 percent of the cost of specified kinds of new investments during 2008. Qualifying investments include tangible property, such as industrial or business equipment, expected to remain in use for less than 20 years. It also raises the limits on the value of new productive capital equipment and other property that businesses may exclude from their income as business expenses during 2008. Previously, the limit on expensable productive capital investments was \$128,000, reduced (but not below zero) by the amount by which the value of those investments exceeded \$510,000. The new law raises limits to \$250,000 and \$800,000 respectively. In addition, The Energy Improvement and Extension Act of 2008, signed into law in October as part of the \$700 billion "bailout bill" provides accelerated depreciation for the purchase of new recycling equipment for up to 10 years.

Brad Giordano, sales manager for Giordano's Recycling of Vineland, New Jersey confirmed that his company has seen the metals end of their business drop by 50 percent since the Wall Street crisis. Giordano's has been in business since 1948 and has grown to become one of the top five recyclers in the New York-New



—J. Jeffrey Griffis

Jersey-Philadelphia region. "Since our founding, we have survived many major economic turn downs. As a result of these experiences, we've become diversified in all aspects from non-ferrous, ferrous, plastic and waste papers. Our diversified sales and marketing ability will help us get through this. We'll hold off on certain shipments until steel and other mills come back into the market or run into shortages and begin to raise prices," Giordano said. Diversification is a wise way to spread risk even in the best of times.

Many recyclers deal in both scrap metal and recycled parts and as scrap prices tanked they have, by necessity, reemphasized on parts. Many see recycled parts as a bright hope during this recession. One is Bruce Luther, owner of Rock and Roll Auto Parts that operates in the San Francisco Bay area and processes approximately 250 autos a year. "When scrap peaked at \$350 a ton, I was paying for older model cars and recycling them." Now his primary focus is back to selling recycled parts.

Luther, who is both president of the State of California Auto Dismantlers Association and the San Francisco Bay Area Chapter, has seen recent, dramatic market changes. "The demand to get rid of end-of-life vehicles still exists. Instead of paying for old junkers, we now charge the consumer the cost of recycling. Right now it's \$150 per vehicle. When people call thinking they are going to get money for their car, that's when I offer the option. Today, you have to be able to roll with the changes very quickly."

Luther believes that because of tightening consumer credit, the slump in new car sales and households tight on cash, people will want to keep their old cars running. Demand for affordable, quality used parts have increased and will continue to grow. "I think our industry is in a very good position, not only to survive the recession, but profit from it." Rock and Roll is economizing on operating costs, improving product quality and being an aggressive marketer with ads on local TV and newspapers and continuing its active word-of-mouth campaign. Since Rock and Roll is a family-owned business, it markets to family-owned gas stations, repair shops, bodyshops and dealerships. "I tell them that we need to work together to succeed. Please buy your parts from me rather than from the large, nationwide corporations. We take customers to ball games, hold picnics and build close personal relationships," Luther said.

Quality is an important aspect of Rock and Roll's plan. They do not sell dirty or damaged parts. All parts are washed, cleaned, tested, re-tested and come with a minimum warranty of six months or an extension up to one year for a few dollars extra. All parts are packed in fresh bubble pack and delivered in new cartons. The company put off plans to buy a new delivery truck, but instead replaced the 300,000 mile engine and transmission in their old truck and cleaned it up cosmetically. Other economies include energy savings by turning off lights, keeping thermostats down and greater use of hand-trucks rather than burning propane on forklifts.

Luther offered a suggestion. "Be active. Join an association. There's strength in numbers. From every convention I have gone to – local, state or national – I bring back something that saves my business money or makes my business money. *Everytime!*"

LKQ Corporation, which provides replacement systems, components, and parts to repair cars and light trucks, expects revenues of approximately \$2 billion for 2008, but is not immune to the turmoil in the financial markets. CEO Joe Holsten, believes there are characteristics of the industry that make it recessionary resistant. "The use of recycled auto parts offers a less costly alternative for car owners and insurance carriers. Our contacts in the insurance industry are telling us car owners are increasingly opting to resolve claims through cash settlements and manage the vehicle repairs themselves."

Holsten also stated that insurance companies are finding controlling repair costs more important than ever before because investment returns have been hurt by the downturn in the capital markets and premium increases have not kept pace with inflation. "The volume of salvage cars available has been strong and helped us to build our inventory levels and improve our fulfillment rates. Despite higher operating costs, weaker used-vehicle demand has further helped us control price increases," Holsten said.

Holsten emphasized that LKQ has a strong balance sheet, minimal debt and good liquidity to support company operations and fund growth. "In the long-run, we believe that current market conditions play toward our strengths. We anticipate that consumers will now be operating their vehicles for a longer period, and our product lines should aid them in their goal to achieve a lower cost of lifetime vehicle ownership."

Anheuser-Busch increases recycling

Anheuser-Busch announced that even with production increases, the weight of material it contributes to community landfills from its 12 United States breweries has been reduced by nearly 22 percent (or approximately 2,400 tons) in 2008 compared to the same time period last year. All of this is part of the brewer's ongoing efforts to recycle at a rate of more than 99 percent.

"Our employees are to be commended for their efforts to find ways to recycle and reuse materials throughout our operations," said Peter Kraemer, vice president of operations for Anheuser-Busch, Inc. "At each of our breweries, our people are looking for ways to use fewer materials and

keep the solid waste we do generate out of landfills."

Recycling at Anheuser-Busch is a tradition that began in the late 1800s when the company first recycled brewers' grain into cattle feed. The items reused and recycled at the breweries include spent brewers' grain, stretch wrap, aluminum, glass, cardboard, plastics, paper, metals, pallets and beechwood chips. This amounted to nearly four billion pounds in 2007.

Anheuser-Busch is also expanding its use of alternative fuels and announced earlier this year that more than five billion 12 oz. servings of beer are expected to be brewed using renewable fuel by the end of 2009.

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Settlement clears way for cleanup of Massachusetts superfund site

The Justice Department and the United States Environmental Protection Agency (EPA) announced that a multi-party settlement involving the federal government will ensure that cleanup efforts proceed at the Shpack Landfill Superfund site in the towns of Norton and Attleboro, Massachusetts.

The defendants signing the agreement include: The City of Attleboro, Massachusetts; Avnet, Inc.; Bank of America N.A.; BASF Catalysts, LLC; Chevron Environmental Management Company; ConocoPhillips Co.; Handy & Harman; International Paper Co.; KIK Custom Products, Inc.; Town of Norton, Massachusetts; Swank, Inc.; Teknor Apex Co.; Texas Instruments, Inc.; and Waste Management of Massachusetts, Inc.

Under terms of a consent decree lodged in the United States District Court in Boston, the defendants will perform the remainder of the site-wide clean up of chemical wastes and other contaminants. The work is estimated to cost \$29 million.

The site is contaminated with both chemical and radioactive wastes as a result of landfill operations at the site. In addition to performing cleanup work, the defendants will pay up to \$2.9 million for the EPA's costs. The United States Army Corps of Engineers is currently cleaning up the radioactive contamination, which is expected to be completed during the fall of 2010. While the Army Corps clean up continues, the defendants will perform design work, ecological studies and other activities. Once the radioactive soil cleanup is completed by the Army Corps, the defendants will move forward with the excavation of the remaining contaminated soils.

Under the terms of the settlement, the defendants have agreed to implement a September 2004 clean up decision for the site. Among other measures, the defendants will prepare design plans; excavate contaminated soil and sediment, with off-site disposal; restore wetlands; implement a surface, sediments and groundwater monitoring program; extend the public water supply line to two residences adjacent to the site; and place restrictions on uses of the site property and groundwater.

The Shpack Landfill is a 9.4 acre site located in Norton and Attleboro, Massachusetts. A portion of the site known as the Dumont parcel operated as a town dump from 1946 to 1965. The Shpack portion of the site received waste from 1946 to 1975. During its operation, the landfill received industrial and household waste including chemical and radioactive wastes.

In 1978, a citizen reported the disposal of radioactive items at the landfill. Subsequent site investigations revealed contaminants including volatile organic compounds, PCBs, heavy metals and radioactive wastes. EPA listed the Shpack Landfill on the Superfund "National Priorities List" in 1986. Remedial investigation work was conducted during the 1990s by some of the responsible parties.

The proposed consent decree, lodged in the United States District Court in Massachusetts, is subject to a 30-day comment period and final court approval.

The proposed consent decree is available for review online at www.usdoj.gov/enrd/Consent_Decrees.html.

Lake Erie cleanup sets record for volunteers, trash collected

The sixth year of the Pennsylvania-Lake Erie International Coastal Cleanup set records – 1,305 volunteers collected 55,300 items of trash throughout the Lake Erie watershed.

The Department of Environmental Protection, along with other state agencies, community leaders and organizations, organized the yearly cleanup and gave credit to two new cleanup areas in Erie for the big surge in numbers.

"Volunteers who signed up through the Erie Downtown Partnership and Little Italy Revitalization Association brought their energy and enthusiasm to areas within the watershed that had not previously been covered," said DEP regional director Kelly Burch. "The number of trash items that were collected this year swelled to new highs in some categories. For instance, the number of cigarette butts nearly doubled from the amount we've recorded in past years."

The 25 volunteers who pitched in to clean up Little Italy came from Erie

County Juvenile Probation, Gannon University and Skaterie. The majority of the 100 Erie Downtown Partnership volunteers were students from Gannon University.

Pennsylvania-Lake Erie International Coastal Cleanup documented every piece of trash collected including:

- 32,004 cigarette butts and cigar tips
- 5,165 beverage containers
- 8,420 food wrappers/containers
- 6,930 beverage caps/lids/straws
- 2,781 plastic bags

In the past six years, 3,390 local volunteers have collected and documented 71,311 pounds of trash within the Lake Erie watershed. This year's International Coastal Cleanup included more than a dozen sites, from Raccoon Creek in western Erie County to the northeast marina and Freeport Beach on the eastern end of the county.

Students from 10 Erie County schools participated in this year's clean up.

To cultivate kindness is a valuable part of the business of life.

—Samuel Johnson

Ohio's first master's program in renewable energy to meet need for qualified workers

Ohio Board of Regents Chancellor Eric D. Fingerhut has approved the state's first master's program in clean and renewable energy.

The University of Dayton (UD), Wright State University, Central State University and the Air Force Institute of Technology will collaborate to start the two-year program. Students can enroll in the program on a full-time or part-time basis starting January 2009.

"This is another example of the world-class collaborations in the Miami Valley that will move Ohio's economy forward," Fingerhut said. "Students will graduate from this master's program with the leadership, management, research and technical skills needed to help grow one of the most critical industries of the 21st century – clean and renewable energy and advanced energy systems. The program has the potential to be a regional academic center of excellence where new ideas are incubated, developed, tested and refined."

Besides developing more engineers, the partners say the program is designed to help address the need for stable, clean and economical energy sources. The program also is in line with the state of Ohio's interest in research within Ohio's

Third Frontier Project and the University Clean Energy Alliance of Ohio. Furthermore, organizers hope graduates will start new businesses to create new Ohio jobs.

"It is important for Ohio companies working in fuel cells and other energy sources to have access to a qualified workforce," said Scott Swartz, chief technology officer of NexTech Materials. "Having these students trained in Ohio makes it easier for these companies to recruit the best possible workforce."

The program will operate within the University of Dayton's mechanical and aerospace engineering department and Wright State University's mechanical and materials engineering department. Students will receive a UD or a Wright State degree, depending where they enroll.

The Air Force Institute of Technology and Central State University also will offer classes and instructors but will not grant degrees.

Classes will focus on development of energy-reducing design techniques, renewable energy and manufacturing systems, and better forms of solar energy, fuel cells and biofuels.

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ON TOPIC — Q & A

by Irwin Rapoport

The future of composting

As municipalities and counties across the nation face increasing pressure to divert material from the solid waste stream, the collection of compostable materials and the infrastructure to produce compost is expanding.

To explain the current situation of the compost industry and its future, American Recycler sat down with Matt Cotton, the president of the U.S. Composting Council.



—Matt Cotton

What should state governments and state departments of agriculture and natural resources be doing in terms of legislation and incentives to promote the production of compost?

Cotton: Perhaps the most significant driver of the initial growth of the compost market was the implementation by over 20 states of bans on some form of organics being disposed of in landfills. In addition, many states have aggressive recycling goals that provide additional incentive to recycle. There are some good examples out there for states to follow if they want to increase their level of organics recycling and composting.

States can also participate by helping to drive the demand side of the equation. Some states (like Texas, California and a few others) have developed specifications for state agencies to use when buying compost. Similarly, state Departments of Agriculture could do a better job about getting the word out about the benefits of compost. In some states agriculture is the single largest market for compost. Every state can do a better job of incentivizing generators to more responsibly manage their organics.

What should the federal government and department of agriculture be doing in terms of legislation and incentives to promote the production of compost?

Cotton: There are several initiatives that the Federal Government is currently pursuing, though most of that involves their own offices and practices. It would be great if the incoming administration took a fresh look at organics and ways to increase production and use of compost. Clearly there is going to be Federal legislation next year dealing with greenhouse gasses. Depending on how that shakes out, there may be indirect benefits to the composting industry. Most observers believe that composting projects qualify for carbon credits, though there are lots of details to work out.

If in fact composting can generate carbon credits, this may provide a funding mechanism for new or expanding projects. We are really just starting to learn about how using compost also helps with reducing climate change. It is going to get a lot more attention in the next few years.

What is the composting industry doing to promote the sale and use of compost to the agricultural industry, municipalities and federal and state governments?

Cotton: The USCC has developed its Seal of Testing Assurance Program (STA), which is a compost testing and

disclosure program to help differentiate products which are truly composted and to assure that compost producers are providing the same product data and using approved test methods.

A number of Departments of Transportation around the country are now specifying "STA Compost" because it helps them make apples to apples comparisons of products. The USCC is promoting the STA program to local, state and even the Federal government, but also to landscape architects and other compost-buyers.

Is the public aware of the value of compost as a gardening tool, and if it was explained how recycling plays a role, would people be more open to purchasing compost? What would be the effect of major consumer demand for that material?

Cotton: There are definitely certain parts of the public that understand the full role of composting as an important recycling tool and also understand the importance of using compost. But there is a lot more work to be done. In many cases, compost is but one additive in a topsoil blend that a homeowner might buy, so they may not even know they are buying compost.

If the maximum amount of compostable material was collected, how would that extend the lifespan of existing landfills and reduce the solid waste collection budgets of cities and counties? Do political leaders and solid waste managers understand this equation?

Cotton: I'm always surprised that landfills don't take full advantage of diverting organics. The savings in landfill airspace alone (not to mention the avoided cost of siting and developing a new landfill) should be enough to justify developing a composting program. There are many excellent examples of composting facilities at landfills and I'd like to see more of this. I don't think too many political leaders make that connection. In the near future we are also likely to have greenhouse gas legislation that may also highlight the benefits of collecting more organics for composting.

Where do you see the composting industry in the next five years?

Cotton: The United States composting industry is on a steady growth curve right now. I expect that will continue in the next five years. The potential for composting is really just starting to be appreciated. The best years of the composting industry are definitely ahead of it.

PAPER

Total printing-writing paper shipments down 13 percent

According to the American Forest & Paper Association's October 2008 Printing-Writing Report, total printing-writing paper shipments decreased 12.7 percent in October compared to October 2007. The October year-ago decline is the largest year-ago decline this year, followed by an 11.2 percent decline in August. United States purchases of printing-writing papers dropped 14.1 percent in October versus a year ago. Total printing-writing paper inventory levels remained essentially flat, decreasing 300 tons from September.

Uncoated mechanical (UM) shipments declined for a second consecutive month following eight consecutive months of increases. UM shipments decreased 2.5 percent when compared to October 2007. UM shipments have had six months of double-digit increases, two months of single-digit increases, and now two consecutive months of slight declines. United States purchases of UM are down 8.1 percent when compared to October 2007. UM inventories decreased 9.7 percent, or 8,900 tons, from September, the lowest inventory level of the year.

Uncoated free sheet (UFS) shipments decreased for a tenth consecutive month. UFS shipments fell 10.7 percent compared to October 2007, on the heels

of nine year-ago declines. The latest decline is the third double-digit decline for the year, which leaves this year 6.7 percent below last year. United States purchases of UFS were also down, declining 9.5 percent when compared to October 2007. UFS inventories decreased 0.2 percent compared to last month, a drop of 2,000 tons.

Coated free sheet (CFS) shipments register a second double-digit decline for the year. CFS shipments dropped by 15.4 percent compared to October 2007. The decline is the largest in a series of year-ago declines as all of 2008 has trailed 2007 thus far, putting year-to-date shipments down 7.3 percent. United States purchases of CFS decreased 20.6 percent compared to last October. CFS inventories decreased 0.5 percent compared to September, a decrease of 2,300 tons.

Coated mechanical (CM) shipments decreased the most in October, its sixth consecutive decline. CM shipments fell 19.4 percent when compared to October 2007. In spite of the large year-ago decline, year-to-date shipments are down 5.9 percent compared to last year. United States purchases of CM were down 23.0 percent compared to October 2007. CM inventories increased 3.7 percent, or 9,900 tons, from last month.

Sonoco closes recycled paperboard mill

Sonoco announced that it is permanently closing its Rockton, Illinois, uncoated recycled paperboard mill, according to James Harrell, division vice president and general manager, Paper North America.

The mill has the capacity to produce approximately 38,000 tons of paperboard annually. It is used primarily to supply coreboard and edgeboard markets. The plant closure will impact 44 employees. The Company will offer severance pay, benefits continuation and outplacement assistance to employees.

"We have continued to experience a decline in market demand for uncoated recycled paperboard which has led us to make the tough decision to permanently cease production at the Rockton mill," said Harrell.

Following the closure, Sonoco will operate 22 uncoated recycled paperboard mills and 32 paper machines globally. Earlier this year, Sonoco closed its Montreal, Canada mill and a smaller specialty paperboard machine at its Holyoke, Massachusetts mill.

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PAPER

Kruger Products Paper Mill supplied with biomass gasification system

Nexterra Energy Corp. has been selected by Kruger Products Ltd. to supply a biomass gasification system for its tissue mill in New Westminster, British Columbia. The new system will be the first of its kind in the pulp and paper industry.

Nexterra's gasification system will convert locally sourced wood residue into clean burning "syngas" that will be fired directly into a boiler in place of natural gas. The Kruger installation will produce 40,000 lbs/hour of process steam and displace approximately 445,000 gigajoules of natural gas annually. This is equivalent to the amount of natural gas used to heat 3,500 homes in Canada for a year.

Displacing this amount of natural gas with syngas made from wood fuel will lower the mill's energy costs by millions of dollars a year, making the mill less reliant on fossil fuels. It will also reduce greenhouse gas emissions from the plant by more than 22,000 tons per year.

"Our New Westminster mill is situated in an urban area, so we needed the cleanest technology available, and in a challenging economic climate, we also needed the most cost-competitive," said Frank van Biesen, vice president, technology, Kruger Products Ltd.

Kruger, Nexterra and FPIInnovations have formed a consortium to build the new system, the first commercial demonstration of Nexterra's direct fired gasification solution. The project has received support from Natural Resources Canada, the British Columbia Innovative Clean Energy Fund and Ethanol BC.

Earlier this year, Nexterra announced the successful completion of a two-year testing program to confirm that direct firing of syngas can displace up to 100 percent of the fossil fuels in industrial boilers and lime kilns.

ELECTRONICS

Oregon launches e-cycling program

Recycling electronics is free in all cities with at least 10,000 residents

To lessen the amount of electronics waste tossed in the trash and to encourage responsible recycling, the Oregon E-Cycles program was launched statewide on January 1, 2009.

Oregon E-Cycles provides free and convenient recycling of computers, monitors and televisions in all Oregon counties and in all Oregon cities with a population of at least 10,000. The Oregon Department of Environmental Quality oversees the program, which state lawmakers made possible through 2007 legislation.

Electronics manufacturers finance the program. Many manufacturers support the DEQ-administered state contractor program by paying operating fees. Some operate their own statewide recycling program. All of these programs meet the same environmental management standards and operate under the Oregon E-Cycles umbrella.

The program does not include free recycling of cell phones, computer peripherals such as keyboards and mice, and other electronic items.

Beginning January 1, anyone bringing seven or fewer items (computers,

computer monitors and televisions) may recycle their items at no charge at participating collection sites throughout the state. Households, small businesses and small nonprofit organizations (those with 10 or fewer employees) may be able to bring in more than seven items at one visit, but should call the collection site ahead of time before doing so. (In addition to overseeing the collection sites, Oregon E-Cycles plans to hold special collection events throughout the year.)

People interested in recycling other electronics devices not covered under the Oregon E-Cycles program (items such as cell phones, DVD players, computer peripherals, scanners, etc.) should check with the collection site to see what their policy is for taking in these items. Some sites may accept these items and may charge a fee; some may be unable to accept anything other than computers, monitors and televisions. A complete list of collection sites and contact information will be available on the www.oregonecycles.org website.

Retail outlets selling computers, computer monitors and televisions will

be required to sell only brands that are listed as "compliant" or "pending" on DEQ's manufacturer compliance list. Retailers will provide consumers with information about Oregon E-Cycles when they purchase new computers, monitors and televisions.

Manufacturers and a state-hired contractor, the National Center for Electronics Recycling, based in Davisville, West Virginia, are responsible for making sure the collection sites and services operate smoothly. DEQ recently approved three manufacturer-run collection programs, offered by Dell, Inc., of Round Rock, Texas; Washington, D.C.-based Manufacturers Recycling Management Company LLC (MRM); and the Individual Producers Responsibility Group (IPR). The three manufacturer programs plus the state contractor-run program operate under the Oregon E-Cycles umbrella. Manufacturers and the state contractor will ensure that products collected through the program will be managed in a way that does not harm public health or the environment by adhering to DEQ-prescribed environmental management practices.

MRM adds new Texas sites to its infrastructure

MRM, a provider of electronics waste recycling management services to manufacturers, announced an agreement with Goodwill Industries of Central Texas that expands MRM's recycling infrastructure in Texas.

Under the program, end-of-life televisions from Panasonic, Sharp or Toshiba dropped off at any one of Goodwill's 35 locations across 15 counties in central Texas will be responsibly recycled.

Products collected through Goodwill of Central Texas will be recycled by Eco-International in Houston, Texas.

MRM is open to support the recycling programs of all electronics manufacturers, and it already serves 25 manufacturers in various recycling programs. MRM also works on recycling with retailers, non-profits, governments and private waste management companies.

The program with Goodwill will be initially underwritten by Panasonic Corporation of North America, Sharp Electronics Corporation, and Toshiba America Consumer Products, LLC, and will cover Panasonic, Sharp and Toshiba branded TVs. The program is open to any electronics manufacturer seeking to provide their consumers with expanded recycling opportunities in Texas.

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GLASS

Glass container industry sets new recycling goal

Seeks 50 percent recycled content by 2013

In recognition of the environmental value of post-consumer cullet, or recycled glass, member companies of the Glass Packaging Institute (GPI) have agreed to the goal of using at least 50 percent recycled glass in the manufacture of new glass bottles and jars by 2013.

New United States Environmental Protection Agency (EPA) data shows the glass recycling rate has already jumped to 28.1 percent in 2007, up three percentage points from 2006 (25.3 percent). With this new momentum, an estimated 3.2 million tons were recovered compared to 2.9 million in 2006. Using the EPA's benefits calculator, GPI estimates energy savings from using 50 percent recycled content in all glass packages manufactured in the United States could save enough energy to power over 45,000 households for a year.

"This is certainly a powerful statement by the glass industry about its

intent to work with other stakeholders to improve cradle-to-cradle recycling," said Rich Crawford, GPI's board chairman, and president of Global Glass Operations, O-I.

More than 28 percent of beverages packaged in glass are sold in restaurants and other away-from-home venues. Glass container manufacturers support innovative curbside collection practices and will continue to work with policymakers to improve and expand state beverage deposit programs.

"One of the outstanding environmental benefits of glass containers is that they are endlessly recyclable, and can be made with up to 100 percent recycled content," said Joseph Cattaneo, president of the Glass Packaging Institute. "Reuse of post-consumer recycled container glass is critical to our glass container industry and its environmental and energy efficiency goals. This cullet use is also an integral part of the cradle-to-cradle aspects of glass manufacturing."

Glass Packaging Institute reelects Richard Crawford

The Glass Packaging Institute welcomed four new members to the association – Brian Bussell, president & CEO of Anchor Glass Container Corporation; William Kelman, president of Kelman Bottles, LLC; Scott Cameron, vice president of marketing for Cameron Family Glass Packaging, LLC; and Peter Leone, CEO of Leone Industries. The Institute also reelected L. Richard Crawford, president of Global Glass Operations at Owens Illinois, Inc. (O-I), as the glass container association's chairman of the Board of Trustees for another one-year term.

As chairman of the GPI board, Richard Crawford will continue overseeing GPI's affairs with approval of the trustees.

Glass recycling rate climbs in United States

New United States Environmental Protection Agency (EPA) data shows the glass recycling rate jumped to 28.1 percent in 2007, up three percentage points from 2006 (25.3 percent). An estimated 3.2 million tons were recovered compared to 2.9 million in 2006. This is the first significant increase since about 2000.

For glass beer and soft drink bottles, the rate was 34.5 percent, a big boost from 30.7 percent in 2006, and 15 percent for wine and liquor bottles (same as 2006). The amount of glass generated remains at 5.3 percent.

California recycling rate hits 79 percent in glass.

"We suspect this increase reflects higher glass bottle recycling rates in California and other states with container deposit programs," said Joe Cattaneo, Glass Packaging Institute president. There are currently 11 states with some type of consumer deposit legislation in place.

For the six-month period ending June 2008, the California Department of Conservation reports that the glass bottle recycling rate rose to 79 percent, up from 71 percent for the same period in 2007. The overall beverage container recycling rate in California reached 76 percent (7.5 billion containers).

"The glass industry has also worked strategically to encourage glass bottle recycling at bars and restaurants," said Cattaneo. Glass recycling initiatives at bars and restaurants in Northern Colorado have taken hold. And California has expanded glass collection in some areas to wineries and special events.

In North Carolina, legislation set in motion January 1, 2008 requires all Alcohol Beverage Control permit holders, primarily bars and restaurant, to recycle glass and plastic bottles and cans. Since then, total annualized tons of containers collected are nearly 34,000 according to the North Carolina Division of Pollution Prevention and Environmental Assistance.

PLASTICS

Vinyl windows and doors recycling paper now released

Avoiding the Landfill: The Recycling of Vinyl Windows and Doors paper, has recently been released by the Vinyl Material Council (VMC) of the American Architectural Manufacturers Association (AAMA).

The VMC initiated a feasibility study to evaluate strategies for making post-consumer vinyl recycling activities viable on a broad scale, and established a task group to outline the challenges of creating an industry-wide vinyl window and door recycling program. The VMC determined that, for an industry-wide window and door program to be successful, it would have to include windows and doors of all varying materials, not just vinyl windows and doors.

"The number of vinyl window and door units being replaced has been historically very low, thanks to their durability and ease of maintenance. But this figure is expected to increase significantly over time, due primarily to the volume of vinyl windows and doors installed since the early 1980s," said Kim Litz, chairman of the VMC Green and Sustainability Committee, the group who developed the white paper. Market research cited within the publication indicate that vinyl windows now account for 60 percent of all conventional residential windows sold in the United States, and vinyl patio doors hold a 41 percent market share.

Avoiding the Landfill notes that vinyl is a particularly attractive recycling target because it can be melted and reformed repeatedly, enabling nearly 100 percent of all industrial waste generated in the production of vinyl to be recycled via closed-loop recycling. Also noted is the high percentage of post-industrial vinyl – 80 percent – that is being reclaimed and recycled.

AAMA's VMC reports that for a recycling program in North America to be both sustainable and economically feasible, there would have to be a sufficient number of collection centers spread across the continent, along with a logistics network to support the transportation of materials to recyclers. North America's significant vinyl recycling infrastructure has more than 70 vinyl recycling operations and 80 manufacturers, whose products include recycled vinyl. The paper contends that the continent is well positioned for a post-consumer vinyl recycling program that would include window and door units.

Because vinyl windows and doors are highly engineered, multiple material systems, their component materials must, in most cases, be separated and reduced in size to be acceptable for recycling into a manufacturing stream. However, recyclers do have the technology necessary for tailoring their processes to

Continued on Page 13

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PLASTICS

LRM to produce new composite railway system components

LRM Industries, LLC, headquartered in Rockledge, Florida, has been selected by Eastern Rail Corporation to manufacture thermoplastic composite infrastructure components for the nation's electric railways.

LRM's automated TPF ThermoPlastic Flowforming™ process will be used to mold long fiber reinforced thermoplastic composite components for a durable replacement of aging or damaged railway structures made of wood, steel or traditional fiberglass.

Mold production has been commissioned by Eastern Rail for the first contracted program phase, and LRM will commence with component manufacturing in early 2009.

This first program will be safety cover boards and side plates for the third or "hot" rail on electric rail systems.

LRM's TPF ThermoPlastic Flowforming technology allows for part production with very little trim and waste, and all excess material is recycled back into part production.

This closed-loop process extends to final products produced, which are totally recyclable.

New York implements statewide recycling program for plastic bags

New York Governor David Paterson's signed legislation (A.11725/S.8643-A) that expands consumers' access to recycle plastic bags and product wraps statewide. The new law requires all large grocers and retailers that offer plastic bags to their customers to provide collection bins for a wide variety of plastic bags and wraps, thereby dramatically increasing recycling opportunities across the state.

Numerous municipalities, including New York City, already passed similar legislation and have established recycling programs. The new state law builds on these existing programs, enabling all New York residents to participate.

"The new law creates a consistent standard statewide that all municipalities can follow, while allowing existing programs to continue uninterrupted," said Sharon Kneiss, vice president of the American Chemistry Council's Products Divisions.

"The two states with the largest populations on each coast now have statewide plastic bag recycling programs," Kneiss continued, referring to recently enacted similar legislation in California. "Clearly, lawmakers recognize that plastics are a valuable material that should be recycled."

The latest statistics show that the recycling of plastic bags and wraps increased 24 percent in 2006 nationwide.

Legislation in New York, California and numerous large cities is expected to significantly increase the amount of plastic bags and wraps that are diverted from landfills and turned into new consumer products, such as durable decking, fencing, railings, shopping carts and new bags.



PHOTO BY RONNIE BERGERON

Recycling of plastic wraps and bags increased nationwide in 2006 and will continue to increase with easy recycling access for residents.

Vinyl recycling

Continued from Page 12

handle this type of material, and Avoiding the Landfill contends that an industry-wide program would help ensure recyclers' receptivity to making the necessary equipment adjustments by providing recyclers with sufficient volume.

To stimulate collection and delivery of vinyl windows and doors to certified recyclers, the paper suggests the possibility of funding support from window and door manufacturers.

The paper notes the success of a European vinyl industry recycling initiative known as Recovinyl, which provides financial incentives to support the collection and sending of PVC waste to accredited waste recovery companies

and recyclers. The incentive payments help offset the higher cost of recycling, in comparison to such alternatives as landfills.

Avoiding the Landfill: The Recycling of Vinyl Windows and Doors is available for download at no cost, via the Environmental Stewardship & Sustainability section of the AAMA website at www.aamanetstore.org, product code VM-5.

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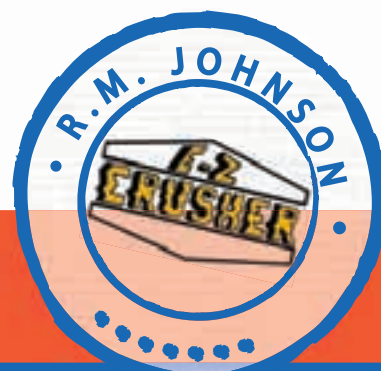
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METALS

Environmentalists have Schnitzer Steel scrap yard in their sights

by Scott Learn

Environmentalists have Schnitzer's scrap recycling yard in their sights, arguing that it pours polluted storm water into the Willamette River. At the site, scrap metal sits in large piles close to the river bank. Rainwater allegedly washes pollutants into the river.

Environmental activists are going after Schnitzer Steel's giant scrap yard on the Willamette River, saying regulators have allowed rainwater with high levels of heavy metals to run from the property into the river for years.

The Northwest Environmental Defense Center sent a notice to the Portland company – one of the world's largest metals recyclers – accusing it of violating the federal Clean Water Act. The center, based at Lewis & Clark Law School, has a long history of successfully targeting Oregon industries.

Schnitzer's own tests on water draining from scrap yard storm-water pipes show levels of copper, lead and zinc above state benchmarks since at least 2001, the center said, with the numbers getting worse in recent years.

The company's sampling in November 2007 and February 2008 found 22 instances in which pollution was at least double the state benchmark, records show, with zinc 29 times

higher at one of the scrap yard's stormwater outfalls in November.

Contaminant levels in the more recent results, and in the environmental center's own sampling last month, are at the highest levels the center has seen for Oregon industrial storm water, said Mark Riskedahl, the center's director.

The Schnitzer property, north of the St. Johns Bridge on the Willamette's east side, also sits in the Portland Harbor Superfund site, and the contaminants in its storm water are among the toxins that Superfund managers are trying to remove from river sediment. As with other long-operating industrial sites, tests have found toxic PCBs – a long-banned industrial insulator – in Schnitzer's storm water.

"There needs to be some flexibility (in controlling storm water). I understand that," said Riskedahl, who hopes to negotiate a settlement with the company. "But we've given Schnitzer time, and the pattern is going the wrong way. Something needs to happen."

Schnitzer officials declined to comment, citing potential litigation. But the company, which prides itself on its recycling legacy, has taken steps to reduce stormwater pollution, and records indicate it plans to do more.



PHOTO COURTESY OF DAVID MOTOR SCRAP
Toxicity of storm water runoff from scrap yards can be extremely high and regulations are extensive.

Last year, it spent \$14 million installing a new metal shredder and stormwater collection and storage system. The system collects storm water from about a tenth of the site, stores it in a million-gallon tank and cleans it, reusing it to help cool the shredder.

Records from Portland's Bureau of Environmental Services, which handles the permit on behalf of the Oregon Department of Environmental Quality, indicate the company plans to install swales by the river to capture and filter stormwater, and perhaps a more elabo-

rate system to contain and treat storm water from the entire site. The timing for its plans are unclear.

DEQ officials said they're talking with Schnitzer about improvements, and the company appears ready to take a "proactive" approach. "Something's going to need to be done," said Jim Anderson, DEQ's Portland Harbor project manager. "And it's got to be better than what they're doing now."

Oregon's five-year permits give companies four years to get below state

Continued on Page 17



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METALS

Harsco enters relationship with China's largest stainless producer

Harsco Corporation announced it has signed a Letter of Intent with China's largest stainless steel producer to develop a new working relationship for the treatment and utilization of stainless and carbon steel slag in China.

Harsco's Letter of Intent with Shanxi Taigang Stainless Steel Company, a subsidiary of TISCO, is the initial step in exploring a new joint venture relationship that will introduce new environmental solutions for the utilization of the mill's residual slag in commercial applications. The relationship, described as a future role model for the stainless steel industry in China, was announced jointly by Liu Fuxing, presi-

dent of Taigang Stainless, and Salvatore D. Fazzolari, chairman and CEO of Harsco Corporation.

The new relationship will mark Harsco's first extension into China of its specialized minerals processing and utilization technologies. TISCO has an annual production capacity of ten million tons of formed steel, including three million tons of stainless steel, marking it as China's largest stainless steel enterprise and an industry leader in steel technology and development.

Harsco expects to hold the majority stake under the proposed 25-year joint venture terms.

Schnitzer

Continued from Page 16

pollution benchmarks, and companies must submit "action plans" if they exceed the benchmarks before the fourth year. But they're given leeway to try different approaches to control pollution before stricter water-quality limits kick in, even if they're chronic violators.

The scrap yard, which Schnitzer bought in 1972, is one of 35 the company operates nationwide. It was a shipyard in World War II and an oil storage terminal before that, likely contributing to the PCB contamination.

The yard collects scrap metal – from industry, auto salvagers, railroads and metals dealers – then cuts it down to size and ships it to steel mills, including Schnitzer's Cascade Steel mill in McMinnville. The company said it recycled 6.2 million tons of ferrous metal in 2007.

But scrap yards pose one of the biggest stormwater pollution risks, Riskedahl said, and from a kayak on the Willamette, it's easy to see why. Earlier this week, mountains of scrap were piled high close to the river. Regulators say shredding steel scatters metal dust throughout the property. Sixteen pipes jut out from the rock-lined banks to release storm water.

In a filing with the city in March, Schnitzer officials said some of the scrap yard's sand filters – placed along the riverbanks to help capture storm water – are no longer effective. Swales or perhaps a more effective, and more expensive, closed-loop treatment system could take care of that problem, regulators said.

Schnitzer, which reported \$126 million in income for the quarter ended in August, posted \$26.7 million in environmental liabilities for its metals recycling business on its 2008 balance sheet. It's unclear if planned spending on the Portland yard is part of that amount.

Metro Metals Northwest, a Schnitzer competitor, recently finished installing a \$1.6 million closed-loop system at its scrap yard along the Columbia Slough. The system captures all the stormwater on the site, stores and treats it, company president Victor Winkler said.

The Environmental Defense Center prodded Metro Metals, but Winkler said the company went well beyond regulatory requirements. "We did this so we won't have to do anything again," he said, "so we're 20 years ahead of our competitors."

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Steel import permit applications decline

Based on the Commerce Department's most recent Steel Import Monitoring and Analysis (SIMA) data, the American Iron and Steel Institute (AISI) reported that steel import permit applications for the month of November totaled 2,277,000 net tons (NT). This was a 23 percent decrease from the 2,967,000 permit tons recorded in October 2008, as well as from the October preliminary imports total of 2,964,000 NT.

Import permit tonnage for finished steel in November was 2,123,000 NT, a decrease of 9 percent from the preliminary imports total of 2,344,000 NT in October. For the first 11 months of 2008 (including November and October preliminary), total steel imports were 29,576,000 NT, down 5 percent from 31,240,000 NT imported in the first 11 months of last year.

For November 2008, the largest finished steel import permit applications for offshore countries were for China (555,000 NT), South Korea (236,000 NT), and Turkey (154,000 NT).

Mainly because of highest 2008 monthly amounts of import permits for

Pipe and Tubular Products from China, Chinese permit tons were the third highest monthly amount for 2008. Permit tonnage for Chinese steel decreased 22 percent in November vs. October preliminary imports, and represented 26 percent of total finished SIMA permit tons.

Major import products that registered large increases in November vs. the October preliminary include Cut Length Plates (up 41 percent), Plates in Coils (up 27 percent) and Oil Country Goods (up 13 percent). Import product categories with significant increases year-to-date vs. 2007 include Oil Country Goods (up 89 percent) and Hot Rolled Bars (up 10 percent).

"With the sharp decline in global steel demand this quarter, it is of great concern that China is sending record levels of finished steel imports into the United States," Thomas J. Gibson, AISI president and CEO, said. "The startling jump in pipe and tube imports, at 450,000 tons, is a red flag for our government to strictly enforce United States laws against dumped and subsidized imports."

September steel shipments down

The American Iron and Steel Institute (AISI) reported that for the month of September 2008, United States steel mills shipped 7,920,000 net tons, a 6.8 percent decrease from the 8,492,000 net tons shipped in September 2007 and a 10.7 per-

cent decrease from August 2008.

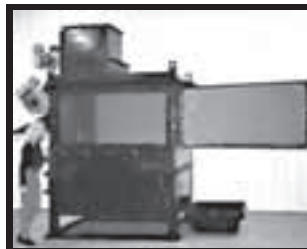
A year-to-year comparison of year-to-date shipments shows the following changes: Service centers and distributors, up 5.6 percent; automotive, down 4.4 percent; construction and contractors' prod-

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METALS

October imports increase 1 percent compared to September 2009

Based on preliminary Census Bureau data, the American Iron and Steel Institute (AISI) reported that the United States imported a total of 2,964,000 net tons (NT) of steel in October 2008, including 2,344,000 NT of finished steel (up 1 percent and down 5 percent, respectively, vs. September final data). While total and finished steel imports through the first ten months of 2008 are each down 6 percent vs. the same period in 2007, the monthly average for finished steel imports in the most recent 3-month period (August-October 2008) is up 7 percent vs. the monthly average in the previous 3 months (May-July 2008). Total and finished steel imports on an annualized basis this year are each down 2 percent, respectively, vs. 2007. On an annualized basis, total imports of steel in 2008 would be 32.8 million NT.

“Against the backdrop of a severe economic downturn in the United States and globally, the unprecedented tonnage of finished steel imports from China in October (713,000 NT) is of extreme concern,” AISI president and CEO Thomas J. Gibson, said. “At the recent G-20 Summit, world leaders warned against WTO-inconsistent export promotion policies. It has not escaped our notice that, as a key part of China’s domestic stimulus program, the Chinese government has again changed its border measure policies to promote exports of steel and higher value steel-containing processed goods, while leaving intact its

export restrictions on vital raw materials. America’s steel producers will not allow the United States market to become again a dumping ground for unfairly traded steel from offshore, as was the case in 1998 and during the last steel crisis.”

China (713,000 NT, up 26 percent from September). This was 30 percent of all finished imports. While steel imports from China in the first ten months of 2008 are down 9 percent compared to the same period last year, Chinese imports set a new all time record in

U.S. IMPORTS OF FINISHED STEEL MILL PRODUCTS BY COUNTRY OF ORIGIN (Thousands of Net Tons)					
	Oct 2008	Sep 2008	Oct 2007	Oct vs. Sep 2008 % Change	2008 YTD Total vs. 2007 Total % Change
China	713	568	306	25.5%	-9.0%
South Korea	167	246	161	-32.2%	11.1%
Japan	132	126	109	4.8%	4.9%
Germany	81	92	95	-11.6%	5.5%
India	65	159	80	-58.9%	38.3%
Turkey	72	107	6	-32.9%	11.4%
Taiwan	57	70	60	-19.0%	-43.6%
Australia	25	77	20	-66.9%	28.2%
All Others	1,032	1,011	1,101	2.1%	-9.8%
Total	2,344	2,455	1,937	-4.5%	-5.6%

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

Key products with a large increase in October compared to the month before are Hot Rolled Bars (up 49 percent), Cold Rolled Sheets (up 21 percent) and Wire Rod (up 20 percent). For the year-to-date in 2008, products with significant increases vs. the same period in 2007 include Oil Country Goods (up 77 percent), Hot Rolled Bars (up 13 percent), and Line Pipe (up 11 percent).

In October, the largest volume of finished imports from offshore was from

October. Much of this tonnage is in high-value products still receiving government export tax rebates. Other major offshore suppliers in September include Korea (167,000 NT, down 32 percent from Sept.), Japan (132,000, up 5 percent), Germany (81,000 NT, down 11 percent), Turkey (72,000 NT, down 33 percent) and India (65,000 NT, down 59 percent). Above is a summary chart of finished steel imports by country.



Scrap Metals
MarketWatch



CORRECTION: In the December 2008 edition, zone 3 crushed auto bodies were reported to be \$7. The correct price should have been \$70.

Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$75.00	\$120.00	\$147.00	\$149.00	\$240.00
#1 Bundles	per gross ton	75.00	100.00	137.00	148.00	240.00
Plate and Structural	per gross ton	72.00	100.00	137.00	143.00	225.00
#1 & 2 Mixed Steel	per gross ton	107.00	90.00	145.00	170.00	170.00
Shredder Bundles (tin)	per gross ton	108.00	122.00	110.00	125.00	150.00
Crushed Auto Bodies	per gross ton	110.00	124.00	110.00	125.00	150.00
Steel Turnings	per pound	28.00	12.00	50.00	40.00	90.00
#1 Copper	per pound	1.10	1.08	1.10	1.24	1.35
#2 Copper	per pound	1.05	.94	1.01	1.14	1.24
Aluminum Cans	per pound	.18	.30	.45	.40	.38
Auto Radiators	per pound	.60	.58	.59	.70	.79
Aluminum Core Radiators	per pound	.25	.21	.28	.26	.29
Heater Cores	per pound	.52	.28	.52	.53	.65
Stainless Steel	per pound	.20	.20	.35	.30	.30

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

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

Nucor increases quarterly cash dividend

The Board of Directors of Nucor Corporation increased the regular quarterly cash dividend on Nucor’s common stock by 9.4 percent to \$0.35 per share from \$0.32 per share. The cash dividend is payable on February 11, 2009 to stockholders of record on December 31, 2008, and is Nucor’s one-hundred forty-third consecutive quarterly cash dividend.

Nucor has increased its regular, or base, dividend every year since it first began paying dividends in 1973.

Nucor’s board of directors decided to suspend the payment of a bonus dividend. As previously stated by the board, the payment of a supplemental bonus dividend depends upon many factors, including Nucor’s financial position and current market conditions. With today’s unsettled economic conditions, the board believes it is important to maintain Nucor’s extremely strong financial position and strategic flexibility.

Nucor is focused on continuing the company’s long history of taking advantage of economic downturns to expand Nucor’s long-term earnings power.

WASTE

Justice Department requires divestitures in Allied Waste acquisition

The Department of Justice announced that it has reached a settlement that will require Republic Services, Inc. and Allied Waste Industries, Inc. to divest commercial waste collection and disposal assets, serving 15 metropolitan areas, in order to proceed with Republic's proposed \$4.5 billion acquisition of Allied.

The settlement requires Republic and Allied to divest 87 commercial waste collection routes, 9 landfills and 10 transfer stations, together with ancillary assets and, in three cases, access to landfill disposal capacity. The Department said that the transaction as originally proposed would have resulted in higher prices for collection of municipal solid waste from commercial businesses or disposal of waste, or both, in these areas.

The Department's Antitrust Division, along with seven Attorneys General, representing California, Kentucky, Michigan, North Carolina, Ohio, Pennsylvania and Texas, filed a civil antitrust lawsuit in to block the proposed transaction. At the same time, the Department and the seven Attorneys General filed a proposed settlement that, if approved by the court, will resolve the lawsuit and the competitive concerns.

"Without the divestitures required by the Department, consumers in 15 areas throughout the United States would have been harmed by a reduction in competition for commercial solid waste collection and disposal," said Deborah A. Garza, acting assistant attorney general in charge of the Department's Antitrust Division.

According to the complaint, the transaction, as originally proposed, would have substantially lessened competition in commercial waste collection and/or disposal services in the geographic areas of: Los Angeles; San Francisco, California; Denver, Colorado; Atlanta, Georgia; N.W. Indiana; Lexington, Kentucky; Flint, Michigan; Cape Girardeau, Missouri; Charlotte, North Carolina; Cleveland, Ohio; Philadelphia, Pennsylvania; Greenville-Spartanburg, South Carolina; and Fort Worth, Houston, and Lubbock, Texas.

In each of these areas, Republic and Allied are two of only a few significant firms providing commercial waste hauling or municipal solid waste disposal services. The acquisition would have eliminated a major competitor in each of these areas and may have resulted in higher prices and poorer service for consumers.

Under the terms of the proposed settlement, Republic and Allied must divest waste collection and/or disposal assets to a Department of Justice approved buyer or buyers as follows:

- Atlanta – collection routes and transfer station assets;
- Cape Girardeau, Missouri – collection routes and transfer station assets;
- Charlotte, North Carolina – collection routes, transfer station assets, and landfill assets;
- Cleveland – transfer station assets and landfill assets;
- Denver, Colorado – landfill assets;
- Flint, Michigan – landfill assets;
- Fort Worth, Texas – collection routes and landfill assets;
- Greenville-Spartanburg, South Carolina – collection routes, transfer station assets, and landfill assets;
- Houston – collection routes, transfer station assets, landfill assets, and access to landfill disposal capacity;
- Lexington, Kentucky – collection routes;
- Los Angeles – landfill assets;
- Lubbock, Texas – collection routes;
- Northwest Indiana – collection routes, transfer station assets, and access to landfill disposal capacity;
- Philadelphia, Pennsylvania – transfer station assets and access to landfill;
- San Francisco, California – landfill assets.

Under the proposed settlement, Republic would have to notify the Department and the relevant state before acquiring any waste collection and/or disposal operations in these areas for the next 10 years, the duration of the settlement.

Republic names senior executive team for combined company

Republic Services, Inc. and Allied Waste Industries, Inc. announced the remainder of the senior executive team who will lead the company following the completion of the merger of the two companies.

These individuals will join James O'Connor, chairman and chief executive officer, Don Slager, president and chief operating officer, Tod Holmes, executive vice president and chief financial officer, and Tim Donovan, executive vice president, general counsel and corporate secretary, whose positions were previously announced.

The following executives will report directly to O'Connor:

- Brian Bales – executive vice president, business development.
 - Will Flower – executive vice president, communications.
 - Jeff Hughes – executive vice president, human resources.
 - Gary Sova – executive vice president, sales and marketing.
- The company's field operations will be divided into four regions. Each regional leader will have the title of senior vice president – operations and will report directly to Slager.
- Jeff Andrews – senior vice president, Western operations (with offices located in Pleasanton, California).

•Ron Krall – senior vice president, Eastern operations (with offices located in Chantilly, Virginia).

•Chris Synek – senior vice president, Southern operations (with offices located in Houston, Texas).

•Kevin Walbridge – senior vice president, Midwestern operations (with offices located in Indianapolis, Indiana).

The companies also announced that Mike Cordesman and Ed Evans will not be continuing with the company following the completion of the merger. Cordesman served as president and chief operating officer of Republic Services and Evans served as executive vice president and chief personnel officer of Allied Waste.

Upon completion of the merger, the combined companies will be called Republic Services.

Allied will be a wholly owned subsidiary of Republic with Allied stockholders receiving approximately 51.7 percent of the outstanding common stock of the combined company in respect of their Allied shares and Republic stockholders retaining approximately 48.3 percent of the outstanding common stock of the combined company, in each case, on a diluted basis.

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Salvaging Millions

by Ron Sturgeon
Autosalvageconsultant.com

Would you trade \$250 for \$8,000? Plenty of today's job applicants don't

If you are entering the workforce today, how many times do you think you will change jobs before you retire? A dozen? In fact, Penelope Trunk, a columnist on careers for the Boston Globe, estimates that today's new employee will change jobs every two years.

Because it is an important investment, most people spend hours (or days) picking out their next car, but how much time do people devote to investigating their next possible employer?

Certainly choosing the place where you will spend 40 or more hours a week for the next several years should be a decision worth investing lots of time to research.

Having interviewed job applicants many times in my career, I find that most don't prepare themselves by studying the company where they're applying. With so many resources available online and elsewhere, doing even basic research can put you far above most applicants in an interview.

Think about the last time you were a job seeker. I'll wager that you started by updating or preparing your own resume. If you did, ask yourself these questions: How much training have I had in preparing resumes? How much do I know about creating a resume that will be sorted into the must interview pile?

If you answered not much to either question, you should make a smart money investment in yourself.

Before you start sending out resumes, seek the help of a professional resume preparer. Look for the best-qualified person to prepare a winning resume for you. If your new position equates to 10K more a year, why worry about spending \$250 to make sure that your resume looks sharp enough to get you an interview?

Not presenting your resume in the best possible light can cost you a small fortune. Last week I tried to convince a bright 36 year old woman who had been laid off from a \$14/hr. job in the mortgage industry to ask for \$16/hr. She had the skills and experience to warrant the increase, but her resume looked bad because she prepared it herself. As a result, she was struggling to get interviews for jobs that paid less than the one she lost.

I advised her to invest in having her resume professionally done. She said that she couldn't afford it. Assuming a better resume could get her a \$2 raise, she breaks even three weeks from her hire date. From then on, she's banking an extra 4k a year.

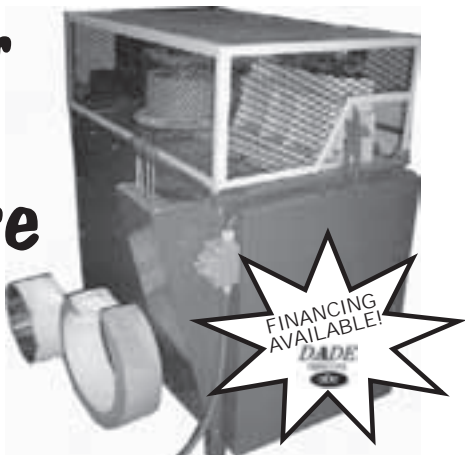
She should have invested in marketing herself to prospective employers with a professional resume, and so should you when your time comes.

I've had a lot more training reviewing resumes than preparing them. From the hiring side of the table, I can report that most resumes I see look like they were created by the applicant. I rarely see a resume that has obviously been professionally written and edited, even when I am interviewing executives. A professionally prepared resume is a smart investment in yourself and an easy way to make the right impression, even before the first interview question.

Remember, only you can make BUSINESS GREAT!

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

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WASTE

Waste Connections comments on recycled commodity prices

Waste Connections, Inc. commented on the recent weakness in recycled commodity prices.

"The precipitous drop in recycled commodity values over the past few weeks is unprecedented," said Ronald J. Mittelstaedt, chairman and chief executive officer. "Many of these commodities generated on the West Coast are shipped to Asia, where demand has dried up. In certain of our markets, recycled commodities that had a strong value only a few weeks ago now have no buyers. Until demand from Asia re-emerges, a commodity that historically has had a value could remain a cost."

Primarily as a result of this change in the recycling market, Waste Connections now estimates its fourth quarter 2008 revenue to be between \$264 million and \$267 million based upon current market conditions and assuming no recovery in recycled commodity prices.

Operating income before depreciation and amortization expense in the quarter is estimated to be between 28.0 percent and 28.5 percent of revenue, depreciation and amortization expense is

estimated to be approximately 9.5 percent of revenue, and operating income is estimated to be between 18.5 percent and 19 percent of revenue. These margin estimates exclude the previously announced expected one-time, pre-tax charge of approximately \$2 million related to transaction costs associated with the completed LeMay acquisition.

Waste Connections also announced the acquisition of two companies within exclusive markets on the West Coast with combined annualized revenue of approximately \$15 million. In Washington, the company acquired Yakima Waste Systems, Inc., a provider of solid waste collection, recycling and transfer services in Yakima County under two exclusive G Certificates.

In Oregon, Waste Connections acquired the residential collection assets of Trashco Services, Inc., which are used to provide solid waste collection services under an exclusive residential franchise agreement contiguous with the company's existing operations in Portland.

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INTERNATIONAL

Amount of UK waste landfilled declines

Almost one-quarter less waste was sent to landfills in 2007 compared to that in 2001, according to a new report from the Environment Agency. In 2001, the year before the EU Landfill Directive went into effect in England and Wales, around 84 million tons of waste were sent to landfills. Last year, the figure stood at 65 million tons – a drop of 23 percent. The amount of waste landfilled in 2006 was 69 million tons – with the 2007 figure showing a drop of more than 5 percent.

Martin Brocklehurst, head of External Waste Programs at the Environment Agency, said, “Last year, nearly 20 million tons less waste went to landfill when compared to 2001 – which equates to about 500 million wheelie bins.

“This is good news and shows we are recycling more waste every year and heading in the right direction to reduce our dependency on landfills in the long-term.”

Other key findings of the Waste Information report for 2007:

- More waste is being recovered and recycled – the amount of waste going into composting sites increased by 44 percent and inputs into material recovery facilities were up by 6 percent between 2006 and 2007. Landfilling is down 23

percent and treatment up 53 percent since 2000/01.

- Landfill capacity has remained about the same year on year – although landfill disposal capacity fell by approximately 10 percent between 2001 and 2006, there was some recovery in 2007. This was due to new inert landfill sites opening.

- Available landfill capacity remains unevenly distributed – landfill life in London, East of England and the South East is now 3 to 5 years and averages between 5 and 13 years in other regions.

- Approximately 500 licensed landfill sites were operational in December 2007 – many landfill sites have closed as a result of the stringent requirements of the Landfill Directive.

- Hazardous waste going to landfills remained about the same between 2006 and 2007 – in 2007 only 850,000 tons of hazardous waste went into landfills compared to 2.3 million in 2004. This was a result of tighter restrictions imposed by the Landfill Directive on what wastes can go to landfills.

Martin Brocklehurst added, “Even during these difficult market conditions, landfills should be the last resort for waste material that we can’t immediately recover or recycle.”

China Energy Recovery establishes subsidiary in China to meet demand

China Energy Recovery, Inc. (CER) announced that the company has established a new subsidiary, CER Energy Recovery (Shanghai) Co., Ltd., to expand its operations to meet the market demands from both China and abroad. CER Shanghai will serve as a new operating subsidiary and the R&D center of CER in China and is strategically established in Shanghai Zhangjiang Hi-tech Park.

Zhangjiang is taking an initiative to expand into clean technology and the alternative energy sectors. With this new initiative, Zhangjiang invited CER to be one of the first clean tech/alternative energy companies to establish a presence and operate in the Park and they will continue to provide the most preferential government policies and services available to facilitate CER’s future growth.

Scotland’s recycling rate rises

Scotland’s recycling and composting rate continues to make steady progress. Figures released by the Scottish Environment Protection Agency (SEPA), reveal that Scotland’s recycling and composting rate is 32.2 percent for the period July 2007 to June 2008.

Kenny Boag, SEPA’s National Waste Policy unit manager, said, “Today’s figures are another step in the right direc-

tion. Our recycling and composting figures continue to make steady progress year on year.

“Scotland has surpassed the 2008 target of 30 percent recycling and composting. This is as a direct result of continued efforts from the public to reduce, reuse and recycle their waste, and ambitious efforts taken by local authorities to introduce new recycling services.

EC taking timid steps to solve e-waste challenge, says EEB

EEB, Europe’s largest federation of environmental citizens’ organizations, welcomed the European Commission’s proposal to strengthen the Directive on the recycling of waste electronic and electrical appliances (WEEE). The proposal safeguards the environmental objectives and the main provisions of the original WEEE Directive such as individual producer responsibility (IPR), which creates market incentives for producers to design better products for dismantling and recycling.

The Commission successfully identified areas of weakness such as low collection rates, the promotion of reuse of appliances and illegal exports to countries with no treatment capacity. However, the solutions proposed are timid steps towards reducing the environmental impact.

The per capita minimum collection weight has been replaced by a percentage target based on products put on the market

in the previous years, a move likely to improve collection efforts at national level. However, no dedicated targets are proposed to ensure smaller items, such as light-bulbs and mobile phones, are recycled. The Commission has not retained earlier proposals to make producers financially responsible for the full cost of collection from private households, which means tax-payers will continue to bear some of the collection costs.

“Increased separate collection of waste electrical and electronic appliances is key to the success of take-back and recycling schemes, and this needs to be supported by clear producer responsibility objectives”, said Nathalie Cliquot, EEB Waste and Product Policy Officer. “We know that smaller items tend to be kept in drawers or disposed of in residual bins. These products deserve extra efforts through a dedicated collection target.”

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BUSINESS BRIEFS

Epstein named marketing manager for Vesco Oil

■ Lena Epstein has been named general manager of marketing for Vesco Oil Corporation. She also serves on the company's board of directors.

In this position, Epstein is responsible for developing and promoting the Vesco Oil brand throughout the Midwest to increase the company's presence throughout the region.

Prior to her current position at Vesco, Epstein was director of process management. She has spent her professional career at the company, working in the company's daily operations, including trucking, warehousing and dispatch, as well as the technical and sales aspects of oil lubrication and technology. She has overseen her own commercial vehicle and industrial sales territory and assisted the company in implementation of a new software and information management system.

Verenium makes organizational changes

■ Verenium Corporation, announced the departure of John A. McCarthy, Jr. from the position of chief financial officer effective immediately. Jeffrey G. Black, vice president and chief accounting officer of Verenium since April of 2005, will serve as interim chief financial officer while Verenium undertakes a search for McCarthy's replacement.

Prior to joining Verenium, Black was executive director and corporate controller at Isis Pharmaceuticals, Inc., and prior to that, spent three years as a principal and interim financial executive for Regent Pacific Management Corporation, a financial advisory firm. While with Regent, he served as vice president of finance and corporate controller for Clarent Corporation and vice president and corporate controller of Accelerated Networks, both telecommunications companies.

Meg Morris named Recycler of the Year

■ At its recent annual meeting, the New York State Association for Reduction, Reuse & Recycling (NYSAR3) named Meg Morris, director for Environmental Science & Community Affairs at Covanta Energy, as Recycler of the Year for a Private Company.

John Waffenschmidt, Covanta's vice president of Environmental Science and Community Affairs, noted the important role Morris has played since joining Covanta. He said she has expanded the company's community relations and educational outreach to promote the benefits of using energy from waste to compliment local recycling efforts. Waffenschmidt added that Morris was instrumental in bringing the award-winning "Go Green Initiative," an environmental education campaign, to both Covanta and the state of New York.

AEC opens subsidiary company in India

■ AEC, Inc. announced the establishment of AEC Auxiliaries India Pvt. Ltd. in Pune, India. Shubhendra Panse has been appointed regional sales manager of India.

Panse has over 20 years of experience working with leading engineering companies in India where he has worked in project management, sales and marketing in the capital goods industry. Prior to joining AEC, Panse worked for Webb India Pvt. Ltd. as vice president of marketing.

Doggett Machinery to serve as Morbark dealers

■ Morbark, Inc. a manufacturer of forestry and recycling equipment, announced that Doggett Machinery Services, Inc. has been awarded an exclusive dealership to serve the state of Louisiana.

Doggett Machinery Services consists of eleven construction and forestry equipment dealers located across the southeastern United States. Doggett will be adding Morbark equipment to its current line of John Deere, Hitachi, Timberjack, Sakai and Terex Roadbuilding products. Doggett's Louisiana sales and service locations are Baton Rouge, Alexandria, Broussard, Covington, Monroe, Shreveport, Sulphur and Kenner.

MONTHLY CROSSWORD

BY Myles Mellor

ACROSS

1. ___degradable, when a substance is able to be broken down by microorganisms into basic elements

3. Residential and commercial trash generated by a particular municipal area, abbr.

5. The waste material of worms

10. Deer

11. The "I" factor

13. Web address

14. Flight segment

16. ___sets, plastics which once molded cannot be reformed using heat or pressure

17. Compatriot

18. ___ate, a liquid that comes from solid waste that may be contaminated

20. Dip in and out of water

21. Work with dough

22. ___renewable resource, a natural material that is considered finite

23. Angel accessory

27. Positive or negative particle

28. "___ beginning to look a lot like Christmas..."

30. Transportation device

31. Home of the Trojans

33. Material which can be stretched to twice its size, and then return to its original size when released

35. "___, myself and I"

36. Stiffly neat

38. Gas saving Toyota

40. Brazilian city

41. Water controller

43. CFCs affect this Earth layer

46. ___ metals, elements which may be found in the waste stream as a part of discarded items

49. Tickle pink

51. Generic term for obsolete major appliances such as refrigerators, water heaters, and stoves

53. Revenue Officer, abbr.

54. Tech department

55. Single ___ recycling, aka fully commingled recycling

56. Organic garbage pit

58. Tipping ___, charge for the unloading of waste at a recycling facility

60. Approves

61. Reduced in amount

64. The portion of solid waste which can be economically recycled

65. Processed paper, description

66. Important pollinators

DOWN

1. Bottle ___, a law requiring deposits on beverage containers

2. Created from living organisms

3. This potentially dangerous gas is formed when organic matter decomposes and can be used as a fuel

4. YW example, perhaps

5. Nature's way of recycling

6. "Mi casa es ___ casa"

7. Material considered worthless

8. Not well

9. ___ container, trade name for a large, reusable corrugated container used for shipping materials

12. Donations

15. Mousy response?

19. Top executive

24. Bitterly pungent

25. Hollywood's home

26. Junk pile

28. Bond creator, Fleming

29. Enable

32. Con___, the wise use of natural resources

34. Hospital room

37. Tea party state

39. Protein source

40. Like bringing your own bag to the grocery store

42. Business degree

44. Horse fodder

45. Santa Fe locale

46. Organic material consisting of decayed vegetable matter

47. Fervor

48. Traditional drink in Russia

50. Position

51. ___ stream, the flow of material from generation to disposal

52. US car maker that is being urged by Congress to make more environmentally friendly cars

54. Stylish

57. 6th sense

58. ___ ash, fine residue left after trash is burned in an incinerator

59. Billboard displays

62. Stomach muscle

63. Poet, Cummings

Events Calendar

January 26th-29th, 2009

U.S. Composting Council's 17th Annual Conference & Tradeshow. Westin Galleria, Houston, Texas. 631-737-4931 • www.compostingcouncil.org

February 24th-25th

Plastics Recycling 2009. Disney Coronado Springs Resort, Orlando, Florida. 503-233-1305 • www.plasticsrecycling.com

March 1st-4th

The Southeast Recycling Conference & Trade Show. Hilton Sandestin Beach Golf Resort & Spa, Destin, Florida. 800-441-7949 • www.southeastrecycling.com

March 22nd-24th

C&D World 2009 Exhibition & Conference, Annual Meeting of (CMRA). Tampa Convention Center, Tampa, Florida. 630-585-7530 • www.cdrecycling.org

May 3rd-6th

Battery Council International's 121st Convention. Red Rock Resort, Las Vegas, Nevada. 312-644-6610 www.batterycouncil.org

May 17th-19th

2009 Waste-to-Fuels Conference & Trade Show. Hyatt Regency Mission Bay, San Diego, California. 800-441-7949 www.waste-to-fuels.org

June 8th-11th

WasteExpo 2009. Las Vegas Convention Center, Las Vegas, Nevada. 800-927-5007 • www.wasteexpo.com

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BUSINESS BRIEFS

Communications agency joins equipment group

■ Marketing Strategies & Solutions, a London, Ontario-based advertising and communications agency, has been elected to membership in the Association of Equipment Manufacturers (AEM), North America's international trade group for companies that manufacture equipment, products and services used in the agricultural, construction, forestry, mining and utility fields.

Robert Adeland, President of Marketing Strategies & Solutions, will be the firm's official representative to the AEM trade group. He will join more than 6,500 industry executives from AEM member companies who participate in the trade group. The specific areas include safety and technical support, equipment market statistics, public policy, trade shows, education and training, and worksite safety.

Established by Robert Adeland in 1997, Marketing Strategies & Solutions has found a successful niche in the marketing world as a specialist in integrated communication services for "big iron" equipment manufacturers in Canada and the United States.

City Carton Recycling hires new sales manager

■ Collin R. Whitney is the new regional sales manager for City Carton Recycling's northern Iowa territory, including Waterloo and Cedar Falls, Iowa. Whitney is responsible for developing customer recycling programs, confidential material handling programs, equipment sales and new sales opportunities for the Company.

Whitney has over 30 years experience in sales, customer service, and management experience. Prior to joining City Carton Recycling, he was owner and sales representative, Whitney Insurance Group, Winthrop, Iowa; sales representative, Genworth Financial, Chicago, Illinois; regional manager, Goodwin Tucker Group, Des Moines, Iowa; and office administrator, Brecke Mechanical, Cedar Rapids, Iowa.

Perma-Fix granted permit to treat radioactive PCBs

■ Perma-Fix Environmental Services, Inc. has received its commercial permit in the United States from the Environmental Protection Agency (EPA) Region 4 to commercially store and dispose of radioactive Polychlorinated Biphenyls (PCB's) at the Company's Diversified Scientific Services, Inc. (DSSI) subsidiary facility located in Tennessee.

Perma-Fix's DSSI facility uses an EPA-authorized waste fuel boiler unit for the thermal destruction of radioactive and mixed (radioactive and hazardous) liquids and semi-solid wastes. In 2004, Perma-Fix DSSI began the permitting process to add TSCA-regulated wastes, namely PCBs, to its authorization in order to meet the demand for the treatment of radioactive PCB wastes.

GLR Recycling Solutions expands into New York

■ Roseville, Michigan-based GLR Recycling Solutions, announced that they have completed the acquisition of Frontier Fibers, of North Tonawanda, New York.

Frontier Fibers had been in business for more than 50 years where they provided recycling solutions to the Buffalo, New York area.

With the acquisition, GLR retained owner/operator Howard Wiseman and facility manager Josh Quant to oversee operations.

The North Tonawanda facility currently employs 16 people with expectations to increase staff as the demand for environmental services grows in the region.

Fortistar acquires landfill gas-to-energy project

■ Fortistar has agreed to purchase from a private developer a 3.2 MW landfill gas to energy project being constructed in Trinity Oaks, Texas. The acquisition will close in early 2009. Caterpillar Financial Services is providing financing for the construction and acquisition.

The White Plains, New York-based Fortistar will have interests in sixty green/renewable projects generating the equivalent of over 370 MWs after this acquisition is completed. This makes Fortistar one of the largest owners of landfill gas projects in the country with about 12 percent of operating landfill gas projects.

AEC establishes new subsidiary in India

■ AEC, Inc. announced the establishment of AEC Auxiliaries India Pvt Ltd in Pune, India. Shubhendra Panse has been appointed regional sales manager of India.

Panse has over 20 years of experience working with leading engineering companies in India where he has worked in project management, sales and marketing in the capital goods industry. Prior to joining AEC, Panse worked for Webb India Pvt Ltd as vice president of marketing.

Universal Stainless listed as best small company

■ Universal Stainless & Alloy Products, Inc. announced that Forbes magazine has ranked the Company 82nd on its annual list of the 200 Best Small Companies in America for 2008. This is the third consecutive year that Universal Stainless has been included on the list. In 2007, the Company was ranked 92nd.

To qualify for the list, Forbes requires that companies have sales between \$5 million and \$750 million, and a stock price of \$5 as of September 29. The ranking is based on return on equity, sales growth and profit growth over the past 12 months and over five years.

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The SB 302 offers a high power-to-weight ratio and delivers a maximum impact rate of 1,380 blows per minute, a 48 percent increase over its predecessor.

The 670 pound breaker is suitable for carriers in the 4.5 to 9 metric ton weight class and requires oil flow of 13.2 to 21.9 gallons per minute at a pressure range of 1,450 to 2,175 psi.



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A larger diameter drum allows a majority of the material to be chipped on the bottom half of the drum, reducing vibration and fuel consumption.

The Model 1490XP features a 17-3/4" high by 19.5" chipper opening to more than accommodate limb material up to 15" in diameter and engine options up to 142-horsepower. All Bandit drum chippers feature the patented Power Slot system, which allows for greater chip velocity and virtually eliminates plugging.



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E-Z Pack Manufacturing offers Gladiator Pack-Eject cylinders as replacement parts to fit other brands of refuse bodies. The Gladiator cylinder is available for Heil, McNeilus, Wittke, and Wayne bodies that require a telescopic pack-eject cylinder.

The Gladiator uses an advanced scraper design that cleans the cylinder rods of debris and contaminants. Unlike other, more aggressive scrapers that can cause premature wear, the Gladiator scraper is made of stainless steel and is spring loaded to allow it to float on the cylinder rod, ensuring positive contact with less friction.



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The Model 30 NCL features the time-tested 83" disc with three or four knives.

The Model 30 NCL is a great fit for biomass producers, clean chip producers or large stemwood operations, among others.

In addition, this versatile unit is ideal positioned behind a stand alone debarker.



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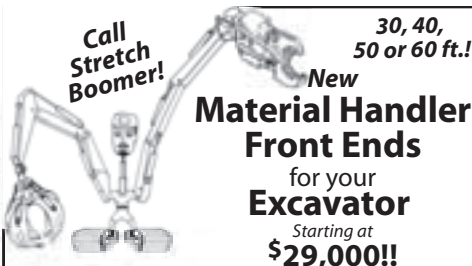


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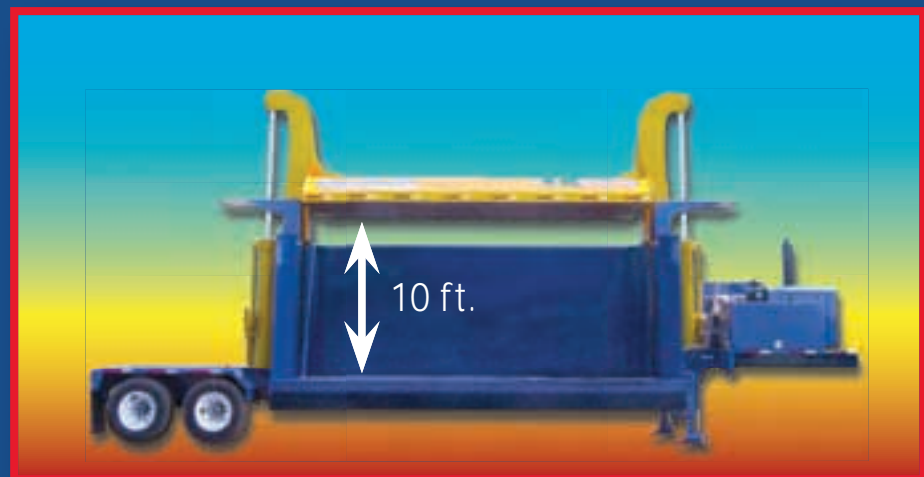
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Green Mountain converts hybrids to plug-in's

Demonstrating a new way to power cars with solar energy, Green Mountain Power (GMP) has converted two of its Toyota Prius fleet vehicles into plug-in hybrids (PHEV's). The cars' batteries are charged using a 4 kw solar array that has been installed at GMP's headquarters in Colchester, Vermont. The solar-charged vehicles boast mileage in the neighborhood of 100 miles per gallon for local trips and are among the cleanest vehicles on the road today.

To let the public know that the hybrids are powered in part by solar energy, Green Mountain Power has decorated the cars with bright graphics that proclaim, "Runs on Rays."

"These cars actually do 'run on rays'," said Mary Powell, president and chief executive officer of GMP. "We installed enough solar power on-site here to fully charge them for day to day operations as a fantastic illustration of what's possible."

Plug-in hybrids are similar to conventional hybrid cars, but with additional battery capacity that can be charged by conventional household current. The 5 kwh battery pack is added to the trunk of the car and takes about 5 1/2 hours to charge. Once that power supply is exhausted, the vehicle runs like a regular hybrid making them incredibly versatile vehicles.

The electric industry is watching the development of plug-in hybrids carefully so that it can be prepared for the impact on the electrical grid. According to Ms. Powell, "The environmental advantages of using electricity rather than gas will help quickly drive this technology forward. We wanted to use plug-in hybrids both to support the development of the technology and to be sure we fully understand how it will affect our future power supply needs."

Any Prius 2004 or later can be converted with the purchase of a kit. Even without the benefit of solar charging, a plug-in hybrid produces about 70 percent less carbon than a conventional gasoline powered vehicle.

Green Mountain Power currently operates 11 hybrid vehicles and plans to continue using fleet operations as a test bed for new technologies and demonstration projects.

Staying afloat in troubled times

Tips for auto recyclers from auto recyclers on surviving the tough new economy

by Mike Breslin

During a recession the classic business model is to cut operating costs, build a capital reserve to see the business through the lean period and aggressively seek new receivables to replace lost income. Since the needs of each business vary there is no universal formula. Most good businesses know what they are doing, but perhaps some of the following may be helpful reminders:

Good people are hard to find

When business slows down and there's wide-spread talk of a recession, many businesses think they must cut jobs immediately. This may be a necessary solution. A veteran auto recycler in the Washington DC area said, "I've let three people go and probably another three this week. We don't need bank loans to keep us going, we can weather the storm." There may be some "dead wood" in a labor force that should have been pruned when business was flourishing, but was tolerated. That's a good place to start, but closely reevaluate each employee, or consider temporary across-the-board salary cuts until business improves. The majority of auto-recycling companies, however, are family-owned businesses. As such, employees are often considered to be part of an extended family. This makes terminations or salary reductions decisions difficult. Trim labor carefully and cautiously because you never know when business will pick up. Remember, competitors may be cutting jobs, too. It may be an opportune time to recruit better workers at lower costs.

Examine expenses

If business slows down, take time to put your payable register under a microscope. There are always things businesses can do without. "I just made up my mind I'm not going to waste any more money, because this will be money I will be looking for six months from now," said a small auto recycler in New Jersey. "I'm going to park most of my equipment and may keep a loader or crusher and a tow truck. I'm not going to tear up equipment when I cannot afford to work on it or fix it," he



Maintaining bouyancy in the current economic climate can be challenging for a recycler. American Recycler provides advice for weathering the downturn.

added. Talk to suppliers and ask for ways to help reduce costs or extend payments. If you have been a good customer, suppliers will go out of their way to cooperate. Get competitive bids on your liability insurance. Decreased volume, restricted activity, less equipment in operation and fewer employees means reduced exposure to risk and lower premiums. Even without changes in businesses circumstances, the competitive marketplace will offer savings on everything from auto insurance to IT services to telephone to energy. Suppliers are especially eager in tough times to hold onto customers, or gain new ones. It may be time to find ways to lower energy costs permanently. Utilities offer rebates for

conservation investments, for insulation for instance, that save long term. Solar companies are beginning to offer leased photovoltaic systems that require not a penny out-of-pocket and guarantee 10 to 15 percent savings on electric bills.

Sub-contracting

There are likely tasks that are more efficiently handled by a subcontractor, or outsourced, or better handled by automation. If you have employees, consider turning them into sub-contractors. We spoke to a few auto recyclers who found it more cost effective to park or sell their flat-bed and tow-trucks and contract the service, as

Continued on Page 6

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A Letter from the Editor

Dear Readers,

Welcome back. I hope you had a restful and joyous holiday season that you can look back on with fondness as you trudge through the next couple of work weeks.

I'd also like to welcome a new writer to American Recycler. Mike Breslin has composed two articles for this month's paper, and we're glad to have such a talented journalist writing for us. He's taken the time to interview numerous auto recyclers and compile a list of tips to help everyone make the most of the resources they have.

But it's a crazy climate that we've returned to from our respective holiday havens. The economy is in turmoil and we're staring one of the worst recessions in recent history in the face. Detroit's Big Three have been begging for government funding, and the banks have taken bailout money and then raised interest rates and slashed credit lines like they never received those billions of dollars from Uncle Sam.

It's a tough economy to do business in, and with the decidedly sudden decline in commodity prices, it's a downright scary time to be a business owner. However, it's not all bad. Inventories are moving again. Orders are being placed and filled. And President-Elect Obama has announced plans for a multi-billion dollar infrastructure spending plan.

While the plan may take some time to get up to speed, it seems as if markets have plumbed the depths and found a bottom. Prices are slowly rebounding, and orders are trickling back into the markets. Readers have called in and reported higher prices in numerous markets around the nation. The numbers don't compare to what we saw when times were good, but there's enough buying and selling going on to tide people over until the major infrastructure projects push demand back to where it was before the economy went down the tubes.

I guess what I'm really saying is that things are looking up. The market cannot stay depressed forever, and I think that if you've survived this long, then you ought to be proud that you can hold your own without the bailout dollars that the big guys are hollering for. Congrats, and hang in there just a little longer.

On a lighter note, I hope you enjoy the inaugural edition of American Recycler's Focal Section. This month we've dedicated it to everything automotive. From tips for recyclers to a buyer's guide for catalytic converter shears, the Focal Section is all autos. Stay tuned for next month's edition on tires and rubber.

As always, it's not news unless it matters to you, so stay in touch and keep me posted on what's happening in the field.

Thanks for reading,
Dave Fournier
Focus Editor

Postal Service pledges to remove 8,000 pounds of lead

As part of the National Partnership for Environmental Priorities program, the United States Environmental Protection Agency (EPA) honored the Pacific Area of the United States Postal Service (USPS) for its commitment to voluntarily replace all lead wheel weights for approximately 31,000 fleet delivery vehicles – removing more than 8,000 pounds of lead from its workplace operations and potential deposition into the environment.

The USPS's 34 vehicle maintenance facilities in California and Hawaii will perform about 70,000 tire balancing services annually, eliminating nearly 8,000 pounds of lead.

The USPS's 34 vehicle maintenance facilities in California and Hawaii will perform about 70,000 tire balancing services annually, eliminating nearly 8,000 pounds of lead in the workplace and approximately 500 pounds in the environment from wheel weights that fall off onto roadways.

"The USPS will not only remove thousands of pounds of hazardous lead from our environment, but recently also helped the EPA launch its National Lead Free Wheel Weight Initiative to encourage the transition away from using lead for wheel weights," said Jeff Scott, the EPA's Waste Division director for the Pacific Southwest region.

The EPA's lead-free wheel weight initiative engages partners in the manu-

facture, distribution, sale and use of wheel weights to participate in a voluntary effort to accelerate the transition to steel weights. Lead can enter the environment and create potential human exposures by weights falling off tires and being washed into storm sewers or waterways.

Some facts about wheel weights follows:

- Wheel weights are clipped to the rims of every automobile wheel in the United States in order to balance tires.
- Lead weights will be phased out in California by the end of 2009 under a court settlement between Oakland-based Center for Environmental Health against Chrysler and the three largest makers of lead wheel weights for the United States market – Plombco, Inc. of Canada, Perfect Equipment, Inc. and Hennessey Industries.
- An average of 4.5 ounces of lead is clipped to the wheel rims of every automobile in the United States.
- Approximately 50 million pounds of lead is used annually to produce tire weights worldwide in autos and light trucks.
- It is estimated that 1.6 million pounds are lost in the United States when wheel weights fall off during normal driving conditions.
- It is estimated that half a million pounds of lead each year is released into the environment in California from wheel weights falling off vehicles.
- Local service stations may have steel weights available, and consumers can request them in lieu of lead weights.

American Honda certifies five green buildings

American Honda Motor Co., Inc. has certified five new green buildings under the U.S. Green Building Council's LEED Leadership in Energy and Environmental Design (LEED) standards this year as part of an effort to further reduce the environmental impact of Honda's operations and products in the United States. One of these facilities – Honda's Data Center in Longmont, Colorado – is the first LEED Version 2.2 Silver certified data center in the country. Data centers are considered difficult to certify because of their large energy consumption.

Honda's five LEED-certified facilities this year include:

- LEED-EB Platinum – Northwest Regional Facility in Gresham, Oregon;
- LEED-NC Gold – Honda R&D America's Acura Design Studio in Torrance, California;
- LEED-NC Gold – American Honda's Midwestern Consolidation Center in Troy, Ohio;
- LEED-NC Gold – Honda Aircraft Company World Headquarters, Greensboro, North Carolina and,
- LEED-NC Silver – Data Center in Longmont, Colorado.

Among many site-specific efficiencies and innovations, these new facilities share common sustainable features such as:

- Energy Star highly reflective roof and dual-paned windows with low-emissivity glass to reduce solar heat gain.
- Extensive use of recycled and recyclable materials in the building envelope and interior.
- Use of United States steel, guaranteed to contain at minimum 25 percent, and often as much as 90 percent, recycled content.
- Energy-efficient light fixtures with motion sensors.
- Diversion of construction waste from landfills to recycling centers.
- Selection of suppliers based on the high level of recycled content of their products and their proximity to the job site.

A few of the unique features at Honda's newly certified buildings include the Acura Design Studio's high-efficiency displacement ventilation system that moves cool air from rooftop air conditioning units to large, floor-level grills, where it displaces heat from the human body. The 547,000 square-foot Midwestern Consolidation Center has a mezzanine made from wood certified by the Forest Stewardship Council as having come from sustainably-managed forest lands. And, the Honda R&D Central Plant uses an ice chiller system that reduces peak energy demand from air conditioning by as much as half.

A plumber presented his customer, a lawyer, with a bill charging rates of \$500 an hour. The lawyer was outraged, saying, "I don't even make that kind of money – doesn't that seem a bit steep?" The plumber replied, "That's what I thought too when I was a lawyer."

Pitman rises to president of ARA

Linda Pitman, of Dulaney Auto and Truck Parts of Amarillo, Inc. in Amarillo, Texas, has become the president of the Automotive Recyclers Association (ARA). Selected to the international association's executive committee in 2005, Pitman assumed her new position at the association's 65th Annual Convention and Exposition held in Kansas City, Missouri on October 25.

Dedicating herself not only to national issues, Pitman also has been involved in her local community and state automotive recycling organization. Linda Pitman served as president of the Texas Automotive Recyclers Association from 2004-2006. Additionally, Pitman has been the treasurer at her church for over 20 years and has served on the board of Ceta Canyon, a church camp and conference center.

Linda's business, Dulaney Auto and Trucks Parts of Amarillo, Inc. is certified through the ARA CAR program. CAR facilities undergo review and inspection to achieve the CAR designation and are required to adhere to strict standards of general business practices, environmental care and stewardship and a code of ethics on warranties and parts quality.



Upcoming Section B editorial focus topics:

ISSUE	CLOSE	FOCUS	2009
FEB	1/16	Tires/Rubber	
MAR	2/16	Electronics	
APR	3/17	Metals	
MAY	4/17	Solid Waste	
JUN	5/18	Paper/Plastics	
JUL	6/17	Wood/Green Waste	
AUG	7/20	Auto Recycling	
SEP	8/18	Solid Waste	
OCT	9/17	Non-ferrous Metals	
NOV	10/16	C&D	
DEC	11/16	Alternative Energy	

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Domestic manufacturers continue strong showing

While Detroit's Big Three wrestle with challenges brought on by this summer's high gas prices and the current economic turmoil, visitors to AutoTrader.com continued to show interest in domestic brands. In the AutoTrader.com monthly Trend Engine report, 11 of the top 20 new cars viewed on the site and 12 of the top 20 used cars viewed on the site were United States brands.

"Since we launched the monthly Trend Engine report five months ago, United States auto manufacturers have consistently captured a little more than half of the spots on our list of the top 20 new and used cars viewed on our site," said AutoTrader.com president and CEO Chip Perry. "The Big Three's current situation hasn't yet appeared to have impacted consumers' general level of interest in their cars."

The Ford Fusion, benefiting from exposure for its updated design at the recent Los Angeles Auto Show, made a leap onto the top 20 list of new cars viewed on the site, ranking number 19 in November, compared with a ranking of number 37 in November of 2007.

The number 1 viewed new vehicle on AutoTrader.com in November was the Honda Accord, followed by the Toyota Camry at number 2 and the Ford F-150 pickup truck at number 3. These new models held these same rankings in the October 2008 Trend Engine report and have been perennial top 10 new vehicles.

"The Big Three's current situation hasn't yet appeared to have impacted consumers' general level of interest in their cars."
—Chip Perry

On the Trend Engine used car top 20 list, falling average list prices were the big news. Of the top 20 used cars viewed on AutoTrader.com in November 2008, all but one (the Honda Civic) saw average list prices drop compared to November of 2007.

Used Ford F-250 trucks saw the biggest decline in average list prices,

down to \$19,797.36 in November of 2008 from \$24,663.21 in November 2007, or a drop of 19.73 percent year over year. All trucks and SUVs on AutoTrader.com's top 20 used car list saw double digit percentage drops in average list prices in November 2008 compared to November 2007.

"We believe there continues to be a market for larger vehicles like trucks and SUVs and search and viewing activity for these larger used models on our site, spurred no doubt by falling gas prices, indicate people might be ready to start buying more of these vehicles again," said Perry. "The good news for people looking for used trucks and SUVs is that prices are lower than they've been in a long time and there are a lot of them to choose from, so it's a great time to buy."

Used Honda Civics continue to benefit from the tight supply the car experienced as a result of gas prices hitting four dollars a gallon in the summer. The average list price for used Civics increased 5.42 percent year over year, from \$13,931.95 in November

2007 to \$14,686.92 in November 2008. The Honda Civic ranked number 7 on the top 20 used car list, down from number 5 in November of 2007.

Fuel efficient cars, which are still in limited supply due to the summer gas price spike, saw small drops in prices. For instance, the used Honda Accord, ranked number 5 in November of 2008, saw its average list price drop only 0.18 percent year over year, to \$16,018 in November 2008 compared to \$16,046.39 last November. Similarly, the used Toyota Camry, ranked number 18 this November, saw its average list price drop only 1.18 percent year over year, to \$16,679.92 in November 2008 compared to \$16,879.30 in November 2007.

The top three viewed used vehicles on AutoTrader.com in November 2008 were the Ford F-150 at number 1, the Chevy Silverado 1500 at number 2 and the Ford Mustang at number 3. These cars held the same positions in November of last year as well.

American Axle executes asset purchase agreement with FormTech

American Axle & Manufacturing (AAM) announced that it has executed an asset purchase agreement with FormTech Industries LLC.

As part of this agreement, AAM exchanged its hub and spindle forging business for FormTech's differential gear, hypoid pinion and ring gear forging businesses. In order to compensate for the difference in value between the

assets and businesses exchanged by the parties, AAM made a cash payment to FormTech. The parties also exchanged certain direct and indirect inventories, fixed assets and tooling related to the exchanged businesses.

Other key aspects of the agreement include the sale of AAM's Tonawanda Forge Facility, New York, to a third party. FormTech will continue to oper-

ate in the Tonawanda facility, AAM's acquisition of FormTech's 50,000 square-foot manufacturing facility, in Ft. Wayne, Indiana, and AccuGear, Inc., a newly formed AAM subsidiary, will produce net shaped differential gears for a variety of customers.

"Through this asset purchase agreement, AAM has strategically acquired new forging process technolo-

gy. This strengthens AAM's competitive position in the North American automotive forging market and enhances our ability to expand and diversify AAM's market penetration into transaxle components for passenger cars and crossover vehicles, as well as transfer case and all-wheel-drive components," said AAM co-founder, chairman and CEO Richard E. Dauch.

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EQUIPMENT SPOTLIGHT

Catalytic Converter Shears

by Mark Henricks

One of the biggest nodes of value in a junked car resides in the catalytic converter. These devices, which help reduce exhaust air pollutants and have been required equipment on all new cars for 30 years, contain internal parts coated with pricey metals including platinum, rhodium and palladium. That's the good news. The bad news is that before catalytic converters can be recycled by auto scrap yards and other sources of converters, the valuable containers have to be separated from the exhaust system pipes on either side.

Saw blades dull quickly when confronted with the hardened steel of an exhaust system, while both saws and cutting torches pose serious fire risks due to the danger of sparks igniting gasoline fumes or other combustible materials. The solution many recyclers have turned to is a cutting shear specifically designed for the always-demanding, yet potentially profitable task of slicing catalytic converters from auto hulks.

In Mesa, Arizona, Larry Demik, owner of Supershear, sells a product first introduced in 1986. The original Supershear employed a hand-powered hydraulic system to push a cutting blade through the exhaust pipes and free the converters. The method required two operators and was slow.

Today's improved models can be operated by a single person and offer choices of three power sources. A 12-volt battery-operated model allows complete independence of movement, even in remote locations. A second model runs on 110 volt or 220 volt AC power. A nine horsepower gasoline engine powers the third option. All units are self-contained and mounted on pneumatic-wheeled hand carts for transporting.

The 19 pound cutting head has a single moving part and generates over 10 tons of cutting force. It produces no sparks or flames through its cutting action, increasing safety. "You get it up there, push a button and in 30 seconds a catalytic converter is on the ground," said Demik.

The Supershear became widely employed among auto recyclers and users came to appreciate the relatively light weight, reliability and relatively low cost of the machine. "As the metal prices went up the machine got more popular because it didn't take you very long to pay for it," said Demik. "With a couple of cars you paid for the cutting machine."

Changes in the structure of the auto recycling business along with declining commodity prices have changed the catalytic converter shear market, however. "Back in the day a guy could buy a Supershear with battery operated power, go to different yards and go down the aisle cutting off converters and throwing them in the back of the pickup truck," Demik said. "We had a lot of guys who bought cutters just for that. That went on for years."

Today, however, recyclers have streamlined their operations so that junked cars coming in are immediately stripped of cores, including catalytic converters, at centralized stripping locations. "They're cutting the converters off before it ever goes to the yard," Demik said. He added, "If they don't, somebody comes in and steals them." As a result of the operational switch to centralized processing, today Supershear sells more stand alone stationary machines that are plugged into wall current than the other two models.

Most of today's buyers are doing 20 cars a day and up, Demik said. The company's products are sold to customers worldwide, including the United Kingdom, Australia, Canada and several European countries. "Every-

body uses catalytic converters," he said.

In Abilene, Texas, at Jaws Manufacturing LLC, co-owner Dalton Hughes said his five-year-old company's Jaws Hydraulic Shear has met with an enthusiastic response from recyclers. "Everybody that buys our product is happy with it," he said. "The problem is a lot of people haven't ever seen it."

The Jaws Hydraulic Shear comes with three choices of power source: a 12-volt battery, a gasoline engine and A/C power. "We give a one-year parts and labor warranty," Dalton added. "And our heads are not forged, they're machined. They're high strength steel which makes them very durable. We've never had to reissue a unit because it broke during warranty."

Hosing connecting the cutting unit and hydraulic unit is sheathed to keep it from being cut accidentally. "The machines are portable," he added. "It comes complete with a two wheel dolly that you can roll it around with."

Jaws Manufacturing's battery powered cutters can remove about 150 converters before needing a recharge during the summer, when battery life is extended, and about 100 when operating during the winter. "We've got guys that cut anywhere from 50 converters a week to 200 to 300 a day," Dalton said.

Larger companies sometimes buy several units, usually stationary A/C-powered models, for each core-stripping station in a sizable recycling facility.

The gasoline-powered and battery-powered units primarily appeal

to lower-volume recyclers. "A lot of these guys have smaller shops that don't buy that many converters and they like the mobility," Dalton said.

Jaws Manufacturing's sales to the recycling industry went flat in Fall 2008, but began to rebound somewhat toward the end of the year. Dalton said it's due to fluctuating prices for commodities including the platinum, rhodium and beryllium in converters, and predicts that business will return to normal once recyclers get accustomed to the new levels.

"With the high prices they had, it's hard to go back to where you were a year ago," Dalton said. "But people were doing fine a year ago. I think it will come back. And we've got enough strength and stability that we're going to be around."



Jaws Manufacturing LLC



Supershear



JMC Recycling Systems, Ltd.

Manufacturer List

Jaws Manufacturing LLC
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www.jawscutters.com

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Old airbags may see new use in car repairs

by Irwin Rapoport

The insurance industry is considering permitting the reuse of certified undeployed airbags taken from recycled vehicles. The Automobile Recyclers Association said this would increase revenues for the recycling industry and simultaneously reduce repair costs for consumers, ensure that body shops have access to a key product and reduce insurance company costs by not having to purchase new OEM parts.

“We want to take quality parts off of total loss vehicles, verify them and re-introduce them into the market so that they do not go into landfills,” said Jim Watson, vice president of ABC Auto Parts. “For years we have been deploying airbags out in the field before shredding and crushing cars. Airbags are parts that can be safely reused to repair collision-damaged vehicles.”

Peter Byrne, director of Airbags Resources, said that as part of the ARA’s Airbag Protocol, there is a counter on the www.airbagresources.com website that records the number of hits enquiring about recycled airbags. The Protocol is a voluntary standard concerning training, inspection protocols and record keeping.

“More than 2,218,000 inquiries have been logged since August 2007,” he said. “The reuse of OEM non-deployed airbags is already a mainstream solution to cost-effective repair. Look at our branded ARAPro airbag parts – our best alternative to new OEM parts as they allow customers to lower parts costs dramatically, while maintaining quality. The market has recognized the benefits of using OEM recycled airbags in repairs as recyclers receive an electronic inquiry for an airbag once every 20 seconds.”

Linda Pitman, secretary treasurer of Amarillo, Texas-based Dulaney Auto Parts, said that the Airbag Protocol (AB) is a safeguard to the public that recycled airbags are safe to use.

“If the public agrees to use them and the insurance companies will agree, than the re-use can become an important revenue stream for automobile recyclers,” she said. “It’s difficult sometimes to get the insurance company or person fixing the vehicle to want to notify that person that a recycled part will be used. It’s an education process all the way.”

“I’ve never heard of an instance

where a consumer has rejected one of our products if they are aware that this is an alternative that you can be pretty confident about,” said Byrne, whose firm worked closely with the ARA’s Airbag Committee in developing the protocol. “Unlike other aftermarket parts where you have to inspect these parts to make sure they conform to a given standard, undeployed OEM airbags manufactured by the OEM Tier 1 suppliers already meet all federal and car company standards.

“Our job is to make sure that in the process of recycling,” he added, “that they are not harmed, damaged or impacted in any way. The protocol establishes a set of standards and procedures to make sure that the extraction of the airbag from the vehicle is done in a consistent and proper manner, that the recycler handles the airbag in a safe and appropriate manner, that the airbag is inspected in a consistent manner and that it is stored and readied for shipment in a consistent manner.”

The key element is that all these steps are documented. Furthermore, every day the ARAPro database downloads the latest NHTSA Recall file via the VIN number to determine which airbags cannot be reused.

Special equipment is not required to remove airbags, which are attached by bolts to the steering column on the driver’s side and the crossbar beam on the passenger’s side.

Last July, Watson addressed the issue of using recycled airbags at the Collision

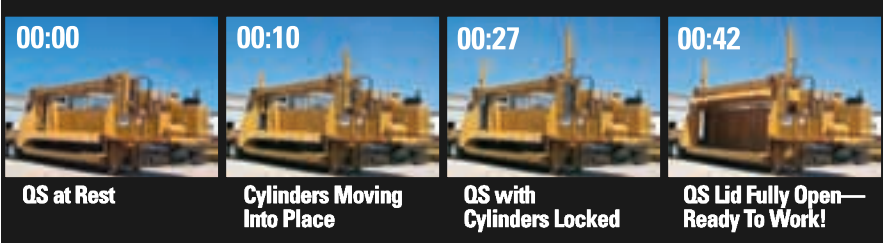
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UPCOMING TOPICS	
02/09	Rubber Shredders
03/09	Separation Systems for Electronics Recycling
04/09	Eddy Current Separators
05/09	Waste Compactors

American Recycler is not responsible for non-inclusion of manufacturers and their equipment. Manufacturers are to contact American Recycler to ensure their company is listed in the Equipment Spotlight.

Audatex to integrate real-time parts search engine by APU

Audatex North America, Inc. entered into a letter of intent for a multi-year product integration and distribution agreement with APU Solutions, Inc., whose network provides nationwide parts availability, quality-rating, pricing and procurement.

The relationship would provide end-users with the ability to search and purchase locally available, graded salvage parts directly within the Audatex Estimating™ system. Without leaving the Audatex Estimating system or rekeying data, users will be able to leverage APU technology to search, select and purchase alternative parts and include them on the Audatex estimate. The integrated solution leverages technology and relationships from Hollander, a Solera company, provider of technology and business solutions for the auto recycling industry, to benefit insurers, collision repair facilities, and auto recyclers.

The agreement covers business conducted by the companies throughout the United States and Canada, Audatex and APU will align products and sales efforts that will deliver integrated solutions.

Charles Lukens, CEO of APU Solutions, commented, “Audatex clearly shares our commitment to product innovation and customer needs. By integrating our technologies and jointly developing certain new technologies together we’ll deliver world-class estimatics and alternative part-procurement solutions that will reshape the industry.”

A Closer Look

by Donna Currie

Courtney Car Crushing

Dave Johnson • 641-682-6106

Courtney Car Crushing and Scrap was founded in 1972, in Ottumwa, Iowa, when Dave Johnson’s father made a choice – get a loan for some equipment to start his own business, or take a job at John Deere. “He decided to go out on his own,” Johnson said.

Johnson joined the company in 1993, when he decided that he needed to do something better than deliver pizzas. He started as a laborer, and spent a lot of time with a cutting torch, working his way up to running the machines. Today, he is the general manager, while his wife, Kim, works in the office, answers phones, and does bookkeeping.

Even though Johnson is running the company and taking care of customer service, he still does hands-on work. “It’s actually more relaxing to be in a machine, working,” he said. His favorite piece of machinery to run is the Al-Jon baler.

The company does mobile crushing for customers and also buys cars and other scrap on-site. To make things more “user-friendly” for the customers who deliver, “we’re looking to do some expansion.” Johnson said. A new 70-foot scale and an expansion of the yard and re-routing of the traffic flow will make it easier to get customers in and out quickly. A new baler is also on order.

These improvements are on top of the growth the company has already seen, increasing the number of industrial accounts and adding to the materials they accept. “We added non-ferrous and batteries in the past eight years,” Johnson said.

Johnson said his scrap is “half peddler and half industrial, and we try to treat everyone the same – a big corporation or a guy pedaling a bicycle – they’re all the same to us.” When scrap is sold, he said, “I like doing business face-to-face, like with a handshake.”

The planned expansion isn’t as important to Johnson as the fact that he’s running a family business. Even though his father is spending less time at the company, “he still comes around,” Johnson said. “He’s still very much involved in the business. We bounce ideas off of each other.”

Unlike some families that work together, Johnson said that this relationship doesn’t have a lot of conflict. “We’ve always been able to talk to each other, no matter what the subject – and stay calm.”

When the company was first founded, there weren’t any other car crushers in the area. Even when other crushing companies opened up, the competition wasn’t like it is now. “It seems like a cutthroat business as far as competition with other scrap companies,” Johnson said, “where before everybody left the others alone. It’s gotten fierce, but there’s plenty of scrap for everybody.”

While competition has increased, the downturn in the markets has made it harder to sell material, and as a result the company recently had to downsize. Today, there are eight employees. “I had to lay off 12 recently,” Johnson said. “That was one of the toughest things I ever did. I don’t know if they’re all going to come back – some of them have already found work.”

The biggest challenge, Johnson said, is “trying to stay ahead of the game. Trying to move stuff and being competitive with our competitors.” The flipside of that is that “there’s always something different – you have to stay on your toes. You keep evaluating.”

Keeping customers satisfied is one of Johnson’s priorities. “We’ll do anything we can to help. We give honesty and good service. We ask, ‘how can I help you?’” Helping also includes being involved in the community. “I’m involved in Little League Baseball,” Johnson said. The company donates metal for Little League projects and fundraising whenever possible.

Staying afloat

Continued from Page 1

needed, thereby eliminating the cost of drivers, insurance and maintenance. “I’m laying-off drivers and hiring tow companies,” said a Philadelphia area scrap yard owner. This may apply to deliveries that are more efficiently handled by UPS or Federal Express Ground. Contracted bookkeeping, cleaning services and secretarial services are also options that may cut costs.

Bean counting

Company finances are critical during recessions. Many business managers get in a comfortable rut with their accountant or CPA and develop personal relationships. It may be time to get some free, fresh opinions. Confidentially call in several firms and pick their brains. There may be new

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ideas and better, cheaper ways to access capital or tax opportunities being overlooked. If you need cash, talk to your banker, or find a more agreeable one. You may have equity in equipment or property that can be collateralized into cash. The unavailability of credit has been somewhat exaggerated by the media – credit can be found if a business looks hard enough.

Bad debts

In a recession, avoiding bad and doubtful debts is a genuine challenge. Having credit insurance is protection, but increasing coverage may be necessary as exposure grows. Consider offering discounts for those that pay on time. Before you turn business away because you think the risk too great, offer a discount for paying upfront. Phasing a sale by allowing the customer to buy smaller amounts and pay as they go is another option.

Watch inventory

When business is booming, inventory control often goes on a back burner. For parts recyclers in lean times, a pack-rat mentality may come into play, resulting in wasted labor and storage space, or “make work” stocking marginal items. One parts recycler interviewed has a 365-day rule. If it sits on a shelf that long, it’s gone. If you sell a product, and you believe your sales are going to decrease, it might be a good idea to reduce inventories and not restock to the same level. This is a risky strategy so be sure you know how long it will take to restock inventories when business picks up. “I haven’t been saving parts up until about a month ago. I’ve been doing it all my life, but I kind of got away from it for five or six years while the scrap market was rolling. Stocking parts is my new job!” said a recycler in Ohio.

Be stingy

Be stingy and save money in every area. Make employees realize that every

time they spend company money, they should think of it as their own. Ask employees for ideas to save money and involve them in the solution. Turning lights off when not in use and keeping thermostats down sends a message that every penny is important. Make and mend equipment. Use 800 numbers wherever possible. Conserve office supplies and look for bargains. Save coupons and shop at bulk retailers. Don’t be a scrooge when it comes to expected holiday parties or company picnics. Morale is important during hard times. A San Francisco area recycler we interviewed said, “Company events are also good opportunities to invite customers and build stronger personal ties.”

History is the GREATEST PREDICTOR

These are the S&P 500’s six most troubling years. History shows that 2009 should be a year of good news and growth.

Year	Annual Total Return	Next Year’s Return	Percent Change
1931	-43.3%	-8.2%	+35.1%
2008*	-36.6%	—	—
1937	-35.0%	31.1%	+66.1%
1974	-26.5%	37.2%	+63.7%
1930	-24.9%	-43.4%	-18.5%
2002	-22.1%	28.7%	+50.8%

*INCLUDES 2008 THROUGH NOVEMBER.

Advertising and promotion

You need new business more than ever, so don’t stop advertising or promoting. Instead, become more aggressive and be creative for more cost-effective spending. Cutting the advertising budget is easy because it can be done immediately. It’s a proven fact, that smart businesses increase advertising in a recession, even if aimed at discounting to move inventories and spur cash flow. During the last recession, McDonald’s almost tripled their advertising budget while competitors cut back and thereby increased their market share and profits appreciably. Tough economic times weeds out competition, especially weak ones with overly-bearish attitudes. Be positive. If you act and look like you are going out of business, you may. The pie may be shrinking, so promote more to get a bigger piece. If you are a small and efficient business, there may be an opportunity to leapfrog a larger competitor because a larger competitor may have higher costs. Conversely, larger companies may be able to promote economies of scale. Find your unique selling point. The recession is a great opportunity to emphasize strengths. Consider forms of direct marketing where you can specifically test several promotional strategies on a small scale at low cost to find what brings the best returns.

Quality: Always in demand

Don’t skimp on quality customer service or product quality and undermine your marketing efforts. Quality has value no matter the economic climate. Treat your best customers like gold, because they are.

Airbags

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Industry Conference in Scottsdale, Arizona.

"The Council of Motor Transportation Administrator's study determined that it is economical and a safe alternative when proper care was taken to remove, store, catalogue, ship and install the airbag," said Watson. "The General Accounting Office study said that recycled airbags can be a potentially safe use and an economical alternative to a new airbag as long as it is undamaged, properly handled and installed."

In 2003, the Insurance Institute for Highway Traffic Safety identified three issues regarding recycled airbags. They are:

- They have to match the application.
- They cannot have suffered any water damage or have been submerged.
- Their use will not promote auto theft.

Watson stressed that the Airbag Protocol covers all three issues.

"We track every airbag and we have a record," he said. "We verify who is removing it – we have proper training, regulations for storing and handling them appropriately, we are trained in hazmat shipping for all our drivers, we are using appropriate boxes for distribution, and we verify that these bags have not been submerged or part of a flooded vehicle."

"For the auto theft issue," he added, "we believe that if there is more widespread use of the bags, then it would diminish because we would be putting quality airbags back into commerce, which would reduce the need for thefts. In the conclusion of their paper, while they stated that there are potential problems

with salvaged airbags, it is a justifiable use for repair. It didn't justify the non-use."

"In all of the admonitions, especially from the OEM side," said Byrne, "there has never been a study published or data from the OEMs to say why a recycled OEM airbag could not perform properly as it was designed. The publications from the insurance industry have been more middle-of-the-road because they acknowledge there are issues, but tacitly admit there is no evidence to discourage their use."

He added that recycled airbags are matched to specific vehicle models, multiple copies of the inspection certificates are stored and that should a failure of an airbag occur, the item can be traced to the supplier.

"They always deploy as intended," said Byrne. "Even the GM Bulletin has basically said that one of the issues that they are trying to get across is that 'original is forever.' We are confident our ARA-Pro airbags will perform as intended because they are designed to meet the OEM standards for quality, reliability, durability and safety."

Technicians involved in airbag removal are required to take compulsory training and must score 100 percent to be certified.

"Other than the Insurance Company of British Columbia (ICBC) of Canada, we have small companies that are using them, whether they are in estimates or not," he said. "I do sense the majors' appreciation for the ARA's efforts and Airbag Resources to create standards."

Pitman agreed, stressing that education will win them over in the end. Watson recognizes that there are many competing interests regarding airbags and that education efforts will have to include body repair shops and consumers.

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Mick, Sandra & Tyler Pickett

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**“We’re kickin’ out the tons
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When scrap prices are high, the Al-jon 580CL scores extra points for Mick, Sandra and their son, Tyler. “The cycle time is so quick, we can’t bring materials to it fast enough,” explains Mick.

“The long boom easily loads semis that are 10 feet away. Plus, it provides plenty of room to stack bales while we’re waiting for the trucks to catch up,” he adds.

“After seeing others in operation, we think Al-jon makes the best machines on the market.” He explains that resale values prove it. “When we moved up to our 580CL, we sold our first machine, an Al-jon 400XL, for almost what we paid for it — after two years of hard use.

“The Al-jon people are super. They trained Tyler to efficiently operate and perform maintenance. We’ve had no problems with either machine. We’re overjoyed with Al-jon performance.”



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