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FOCUS: AUTO RECYCLING

Car recyclers see market rebound



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Powerful forces drive C&D recycling

by MARK HENRICKS

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San Francisco's rules for construction and demolition require companies to recycle or reuse at least 65 percent of materials generated from a job. Across the country in New Hampshire, activists are urging the legislature to rewrite the state's recycling rules to ban all construction and demolition (C&D) materials from landfills. And in some states such as Connecticut, rules forbid trucking any materials, including C&D materials, for disposal in other states.

The situation presents an obstacle and an opportunity for an industry that, according to estimates, annually recycles hundreds of millions of tons of materials left behind by building and demolition projects. On one hand, the restrictions, including steadily increasing tipping fees on disposing of C&D debris encourage recycling. On the other, there are challenges finding uses for recycled materials, along with tighter rules about popular applications such as burning salvaged wood for fuel.

Mike Taylor, executive director of the National Demolition Association, is confident that solutions will be found. "Recycling has always been part of demolition and construction," he said. "We remain the largest source of recycling feedstock around the world, and we have been adding materials into the stream."

Currently, recyclers make use of concrete, wood, sheetrock, plastics, shingles, glass, carpeting and metals such as rebar, wiring and flashing. Concrete, metals, wood and asphalt are especially recycle-ready. And Taylor said recycling the rest is quite feasible. "Simply put, in the right set of circumstances with the right mar-



Although C&D materials have been recycled for many years, the industry continues to grow.

ket, you can recycle just about everything that comes out of a building," he said.

C&D recycling and regulations

C&D recycling's relationship with regulation is a benefit in many ways. For instance, rising tip fees encourage more recycling. The push toward green building, much of it propelled by government rules and incentives, also prompts recycling. Recycling is the most claimed credit under the Leadership in Energy and Environmental Design or LEED rating system for green building, according to William Turley, executive director of the Construction Materials Recycling Association in Eola, Illinois. "It's probably the most economically feasible credit, and there's a network of recycling facilities that make it feasible," Turley said.

Cities that set goals for recycling predetermined percentages of municipal

solid waste are also driving recycling of C&D materials. C&D materials rival major components of the municipal waste stream such as household garbage and lawn clippings, and cities that plan to divert 75 percent or more of their waste from landfills can't afford to ignore C&D.

"One of those major materials is C&D steel, wood and concrete and those kinds of things have value and they need to treat them differently," noted Anne Nicklin, executive director of the Building Materials Reuse Association in Chicago.

Nicklin's organization seeks to have materials re-used rather than recycled, for instance, employing a board as a board rather than burning it to generate energy. But recycling uses abound for wood as well as other components of the stream.

See C&D RECYCLING, Page 4

Steady increases in recycling for ACH Foam Technologies and EPS Packaging Industry

The recently released 2010 EPS Recycling Rate Report conducted by the Alliance of Foam Packaging Recyclers (AFPR) demonstrated steady growth in the amount of expanded polystyrene (EPS) packaging recycling since the 1990s. AFPR releases recycling rates every two years. Total EPS recycling increased to 71.3 million lbs. in 2010. A total of 28 percent of all post-consumer and post-commercial EPS was recycled in 2010, an increase of 3.5 million lbs. over the 19.5 percent recycling rate in 2008 – one of the highest recycling rates among all plastics products.

Post-commercial and post-consumer packaging is any material that is recycled after its intended end-use. 2010 marks the highest post-consumer and post-commercial recycling rate for the industry since the inception of the recy-

cling rate report in 1990. The report illustrates that EPS recycling has reached a stable baseline of incremental growth and end-use market developments.

"ACH Foam Technologies alone recycled about 4 million lbs. of both post-industrial and post-consumer EPS in 2010," said Todd Huempfer, vice president of operations. "Considering that EPS is 98 percent air, this is a huge volume of material." ACH Foam Technologies has become actively involved in assisting companies with their recycling needs, as reflected by the company's large volume of recycled material.

Sanofi Pasteur has partnered with AFPR to develop a successful collaborative EPS recycling program. EPS has proved to be an environmental material choice, according to Bill Tarabek, direc-

tor of U.S. distribution for sanofi pasteur. "Unlike material such as paper, EPS does not degrade and will not leach any substances into groundwater, nor will it form harmful gases. Sanofi Pasteur developed a Return and Recycle Program for our customers who prefer to recycle."

Since January 2008, Sanofi Pasteur has offered its United States customers a prepaid mail-back recycling program that works through its partnership with AFPR. Sanofi Pasteur's customers – physicians and healthcare providers – who receive EPS shippers containing their medical supplies are provided with tape strips and a shipping label. They simply empty the EPS container, tape the lid closed, apply the label and give it to their courier for shipment to a recycler.

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More toxic chemical releases seen in the Northwest

Recent data from the federal Toxics Release Inventory (TRI) shows that toxic chemical releases rose in Alaska, Idaho, Oregon and Washington. The 2010 TRI reports how over 600 chemicals on the TRI list were managed, where they ended up and how 2010 releases compare to 2009.

The 2010 TRI National Analysis shows that TRI releases rose 16 percent across the nation between 2009 and 2010, reversing a downward trend from recent years. Similarly, toxic chemicals releases rose in all 4 EPA Region 10 states (Alaska, Idaho, Oregon and Washington) compared to 2009.

In Alaska, 32 facilities reported a total of 835 million lbs. of toxic chemical releases, an increase of 20 percent.

In Idaho, 95 facilities reported a total of 67 million lbs. of toxic chemical releases, an increase of 17 percent.

In Oregon, 271 facilities reported a total of 18 million lbs. of toxic chemical releases, an increase of 20 percent.

In Washington, 304 facilities reported a total of 20 million lbs. of toxic chemical releases, an increase of 27 percent.

"The availability of this data allows the public to have better information when they engage with industry and the government," said Ed Kowalski, EPA's director of the Office of Compliance and Enforcement in Seattle. "You can see trends at the national and statewide levels, and you can monitor what is happening in your ZIP code."

This year, almost 90 percent of all TRI chemical releases in Region 10 are attributed to the metal mining industry in Alaska. Throughout the region, the mining industry increased reported releases by 19 percent compared to 2009. Increases reported from metal mines can be due to increased production, variations in ore composition, or changes in production processes.

A TRI chemical 'release' is the amount of a toxic chemical that a facility disposes of, or discharges to the environ-

ment. The actions that facilities take to dispose of or release TRI chemicals are generally regulated under other environmental laws, such as the Clean Air Act, the Clean Water Act, or the Resource Conservation and Recovery Act. TRI data do not include information about public exposure to chemicals.

The 2010 TRI National Data Analysis includes detailed reports that are relevant for local communities throughout Region 10. The analysis provides new information on health risks, facility efforts to reduce pollution, and details about how possible economic impacts could affect TRI data. It also provides focused summaries for the Columbia River Basin, the Puget Sound-Georgia Strait, Indian country and Alaskan Native Villages, and the Seattle metropolitan area (King, Pierce and Snohomish Counties).

EPA makes toxic chemical release information available to the public as directed by the Emergency Planning and Community Right-to-Know Act

(EPCRA). This year marks the 25th anniversary of this landmark community right-to-know legislation.

In 1984, a deadly cloud of methyl isocyanate killed thousands of people in Bhopal, India. Shortly thereafter, there was a serious chemical release at a sister plant in West Virginia. These incidents accelerated demands by communities and environmental organizations for information on toxic chemicals being released "beyond the fence line" – outside of the facility.

Against this background, EPCRA was enacted in 1986. In the past 25 years, EPA has steadily increased the number of industries that report and the number of chemicals that are reportable under the TRI, giving the public greater information about the toxic chemicals that are released near their neighborhoods.

For a direct link to detailed reports, view this article on www.AmericanRecycler.com.

Nucor plans to close Nuconsteel

Nucor Corporation revealed that it will exit the business of fabricating light gauge steel framing and therefore will close its Nuconsteel division. Nucor entered the residential and commercial light gauge steel framing business in November 2001 with the acquisition of Itec Steel, Inc., which then became Nuconsteel. Nucor expects to close the facilities this spring, after meeting current customer contractual obligations.

RailAmerica reports November freight carloads

RailAmerica, Inc. reported that its total freight carloads for the month ended November 30, 2011 were 69,541, down 2.6 percent from 71,419 in November 2010.

The company increased shipments in November 2011 in 7 out of 12 commodity groups compared to November 2010.

The largest increases were in Metallic Ores and Metals, Motor Vehicles and Forest Products. Metallic Ores and Metals were higher prima-

rily due to increased shipments in the Southeast, Midwest and Central regions. Motor Vehicles were up primarily due to more shipments in the West and Northeast regions. Forest Products increased primarily due to higher shipments in the West, Central and Northeast regions.

The largest declines were in Coal, Agricultural Products and Chemicals. Coal carloads primarily reflect decreased shipments due to source shifts affecting the Indiana Southern

Railroad. Agricultural Products carloads were down primarily due to fewer shipments in the Central and Midwest regions. Chemicals carloads decreased primarily due to lower shipments in the Northeast and Midwest regions.

November 2011 carloads include 563 carloads from the acquisition of three railroads in Alabama. On a "same railroad" basis, carloads declined 3.4 percent.



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EPA finalizes 2012 renewable fuel standards

The Environmental Protection Agency (EPA) has finalized the 2012 percentage standards for four fuel categories that are part of the agency's Renewable Fuel Standard program (RFS2). EPA continues to support greater use of renewable fuels within the transportation sector every year through the RFS2 program, which encourages innovation, strengthens American energy security and decreases greenhouse gas pollution.

The Energy Independence and Security Act of 2007 (EISA) established the RFS2 program and the annual renewable fuel volume targets, which steadily increase to an overall level of 36 billion gallons in 2022. To achieve these volumes,

Final 2012 Overall Volumes And Standards

Biomass-Based Diesel	1.0 billion gallons; 0.91 percent
Advanced Biofuels	2.0 billion gallons; 1.21 percent
Cellulosic Biofuels	8.65 million gallons; 0.006 percent
Total Renewable Fuels	15.2 billion gallons; 9.23 percent

EPA calculates a percentage-based standard for the following year. Based on the standard, each refiner and importer determines the minimum volume of renewable fuel that it must ensure is used in its transportation fuel.

Last spring EPA had proposed a volume requirement of 1.28 billion gallons for biomass-based diesel for 2013. EISA specifies a one billion gallon minimum

volume requirement for that category for 2013 and beyond, but enables EPA to increase the volume requirement after consideration of a variety of environmental, market and energy-related factors. EPA is continuing to evaluate the many comments from stakeholders on the proposed biomass based diesel volume for 2013 and will take final action next year.

C&D recycling

■Continued from Page 1

Concrete is commonly ground and used as aggregate to fill roadbeds under construction. Asphalt shingles can likewise be recycled as new paving. Steel reinforcing bars are removed from concrete and sent off to be turned into automobiles, appliances and new rebar. These sorts of uses generally avoid the regulatory burdens that are increasingly placed on burning wood for fuel, which

is one of the more common uses of C&D materials.

Most C&D recycling regulation is handled by states, where a patchwork of rules exists. Some states present significant burdens. "To open a C&D recycling site in California, you have to buy a permit from that state that can cost \$250,000," said Taylor. "That's a very expensive piece of paper, and that doesn't include the equipment, the manpower, the land and everything else to support a C&D recycling facility."

Regulations may be changing to make it more difficult to find end markets, Turley said. The Environmental Protection Agency's proposed Boiler MACT rule governing emissions by, among other installations, plants that burn wood to make energy, could add to that burden. "The regulations are okay now," Turley said. "If they do enforce Boiler MACT, which is still in the comment stage, those requirements will be burdensome."

For its part, EPA said its focus is on safety. "Of particular importance to United States EPA is that recycling operations are conducted in a manner that is protective of human health and the environment and that products with recycled content are used in a safe manner," said Suzanne Rudzinski, director of EPA's Office of Resource Conservation and Recovery.

Whether regulators or industry representatives, almost everyone recognizes the benefits in saving landfill space, con-

serving energy and protecting natural resources that comes with C&D recycling. With scrap markets at \$280 to \$300 per ton, it's also economically feasible, said Taylor. All the rest, he said, is a temporary distraction. "Long term the industry around the world is committed to this because it represents a significant economic opportunity," according to Taylor

C&D Future

One promising development in the world of C&D recycling is gasification, a technology that improves burning of wood chips produced from C&D materials so that there is no smoke emission. Another is the growing interest in re-use of materials generated by deconstruction, which preserves valuable components such as architectural details, doors, windows and exotic woods for re-use.

The overall trend in C&D recycling and re-use is toward expansion. "It's growing," said Nicklin. "There's a huge amount of growth to the industry. The attendance at our conference is growing steadily, and we see many more conversations about it."

Turley agreed that, although people have been recycling materials generated by construction and demolition as long as they have been building structures and tearing them down, his remains a growth industry. "It's still in the small and relatively early stages," he said. "I still see it growing because of the economic feasibility of it and the green building movement. There are just too many factors driving it."

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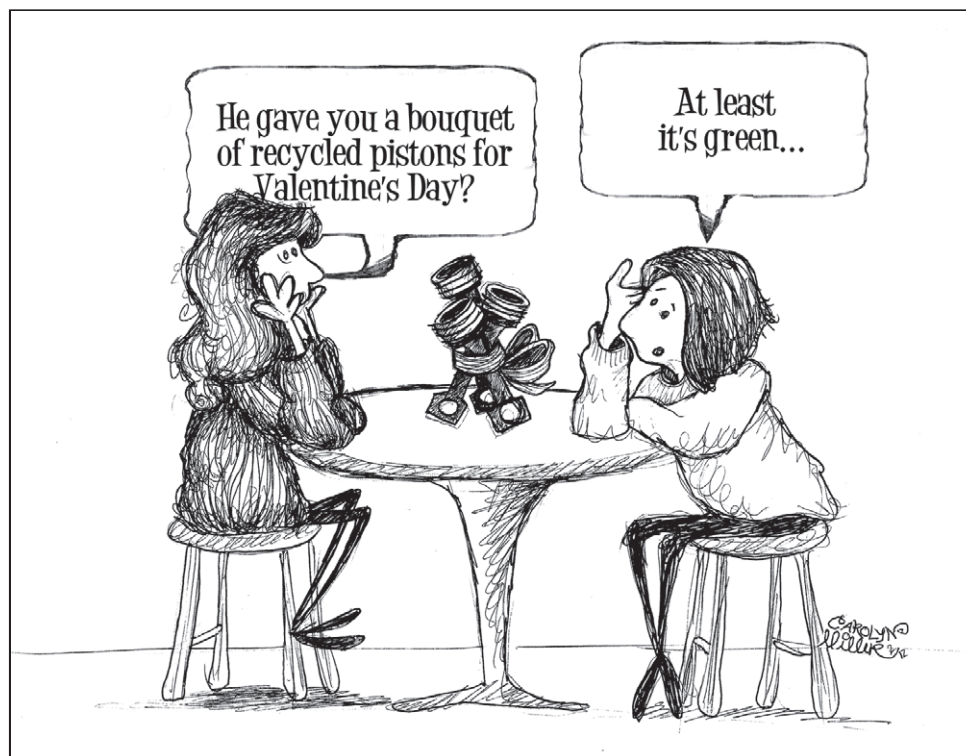
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Nominations sought for annual Environmental Quality Awards

Each year, the Environmental Protection Agency (EPA) honors individuals, businesses and organizations that have contributed significantly to improving the environment and protecting public health in New Jersey, New York, Puerto Rico, the Virgin Islands and eight federally recognized Indian Nations over the past year. EPA is now seeking nominations for this annual award. Winners will be honored at an awards event in April 2012. Each winner will receive a plaque recognizing his or her environmental achievement at a ceremony during Earth Week. The agency is accepting nominations for its Environmental Quality Awards until February 21, 2012.

The awards recognize achievement in six categories:

- Business and Industry
- Individual Citizen
- Non-Profit Organization, Environmental or Community Group
- Environmental Education
- Federal, State, Local or Tribal Government or Agency
- Press and Media

For award criteria, prior winners and nomination instructions, visit EPA's Environmental Quality Award page at www.epa.gov/region2/eqa.

The one constant among all human beings, regardless of age, gender, religion, economic status or ethnic background, is that, deep down, we ALL believe that we are above average drivers.

—Dave Barry

Recyclebank begins program for schools

Recyclebank®, the company that rewards people for taking everyday green actions with discounts and deals from local and national businesses, announced the schools selected for the 2012 Green Schools program, which awards schools grant money for unique student projects that will green their classrooms and communities. Until March 15, 2012, members are encouraged to donate Recyclebank points to any school participating in the program to help meet target funding for schools' green projects.

Schools across the country submitted green project proposals to Recyclebank in order to participate in the Green Schools program. Recyclebank members can donate their points to help fund the schools' projects, learn about their project ideas and track their progress by visiting www.Recyclebank.com. Recyclebank will match member point donations dollar-for-dollar at the conclusion of the donation period.

"At Recyclebank, we believe that the next generation holds the keys to creating a more sustainable future for our planet. With our Green Schools program, we are empowering students to make their eco-innovations a reality, and also encouraging the entire community to get involved," said Jonathan K. Hsu, chief executive officer at Recyclebank. "Whether by planting a community garden, starting a school-wide recycling program or teaching their community about the collective impact of seemingly small green actions, these students and teachers are poised to make an enormous impact."

Recyclebank has partnered with nonprofit organizations NatureBridge and the Alliance for Climate Education (ACE) to aid Green Schools with resources they need to educate teachers and students on sustainability issues. Schools will receive an informational worksheet on how to conduct a waste assessment from Nature-

Bridge's MyGarbology.org, an online game and resource center that answers the question, "where should my waste go?" ACE will educate students about the science behind climate change by providing helpful tips and information for classrooms participating in the Green Schools program.

Since 2007, Recyclebank's Green Schools program has granted close to \$350,000 to more than 100 schools across the country.

Green projects implemented by schools in past years have expanded the collection of recyclables, developed compost programs, reduced diesel fuel usage by implementing environmentally-friendly practices to care for a local orchard, and even built a natural garden and bird habitat.

For direct links to additional information and how to get involved in the program, view this article on www.AmericanRecycler.com.

City of Scranton sewer authority penalized

The Sewer Authority of the City of Scranton will pay a \$12,619 penalty and complete a \$30,000 tree planting project under a settlement with Environmental Protection Agency (EPA) over risk management violations at its treatment facility at Cedar Avenue and Breck Street in Scranton, Pennsylvania.

The alleged violations, identified in an April 2010 EPA inspection, focused on the sewer authority's failure to comply with a risk management plan designed to reduce the risk of an accidental release of harmful chemicals into

the atmosphere. Some of the specific violations included failure to properly train employees in operating procedures, failure to test and inspect equipment and failure to conduct a three-year compliance audit.

Under the Clean Air Act, facilities that produce, handle, process, distribute or store certain chemicals are required to develop, implement and submit a risk management plan to EPA.

Alleged violations included the authority's failure to update safety procedures, train employees, perform

inspections or maintain proper identification.

Under the settlement, the authority will pay a cash civil penalty of \$12,619, and will implement a supplemental environmental project costing \$30,000 that involves purchasing and planting 100 trees in urban neighborhoods on the south side of Scranton. The tree project is intended to improve air quality in Scranton by absorbing air pollutants, which are triggers for asthma, and thereby creating health benefits for asthma sufferers.

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New York recyclers awarded at annual conference

Each year the New York State Association for Reduction, Reuse and Recycling (NYSAR3), a recyclers' association for New York State, recognizes a few of their members for their dedication, innovation and passion for recycling. This year two people were recognized for lifetime achievement, one team of recyclers and one professional composter were given awards by NYSAR3 at their annual conference.

In addition to the easily recognized household recycling materials of paper, metal and glass, NYSAR3 includes composting as an important element of the whole recycling picture. For the first time, the Recycler of the Year is a professional composter as well as a horticultural professional. Ken VanAlstine Sr., of VanAlstine Nursery and Horticultural Services of Johnstown and Fort Hunter, has been recycling organics for over 67 years. His nomination states, "There is no one that we can point to that has contributed more to recycling organics, or who has done it with so much joy and energy as Ken VanAlstine."

Recycler of the Year – Team was awarded to Dave Lupinski and Jamie Tuttle of the Oneida-Herkimer Solid

Waste Authority. They work on many projects that benefit not only their own counties, but other recycling programs. Their projects provide leadership and best-practices models. Through Lupinski's and Tuttle's efforts, Oneida-Herkimer has a great recycling website, a green team for schools, assistance for college composting programs, a comprehensive residential recycling program, commercial recycling programs and household hazardous waste collection.

The first of the two Lifetime Achievement awardees was Neal Walters, who served as Recycling Coordinator for the Western Finger Lakes Solid Waste Management Authority for 20 years, overseeing the curbside recycling programs for Seneca and Wayne Counties and the operation of the Materials Recovery Facility.

The second Lifetime Achievement Awardee was Lynn Leopold, who retired as City of Ithaca Recycling Education Coordinator and later as the Tompkins County recycling specialist for over two decades. Leopold was an early leader of the recycling movement in the state and successfully encouraged the City of Ithaca



Neal Walters, recycling coordinator (ret.) for the Western Finger Lakes Authority, accepting the Recycler of the Year - Lifetime Achievement Award. He was presented with the award by NYSAR3 President Kerri Scales (left) and Marjorie Torelli, chair of the Awards Committee.

to implement one of the first residential curbside recycling programs in the 1980s.

Meg Morris, who works for Covanta Energy, was named a lifetime honorary member. Morris has served on the NYSAR3 board of directors for 20 years,

as an at-large rep and treasurer. "I'm proud to say that during those years, I believe NYSAR3 has grown; it continues to be financially viable, and it continues to provide funding opportunities to schools for recycling improvement," Morris said.

Essroc Cement to pay penalty and invest 33 million in upgrades

The Environmental Protection Agency (EPA) and the Department of Justice (DOJ) announced that Essroc Cement Company has agreed to pay a \$1.7 million penalty and invest approximately \$33 million in pollution control technology to resolve alleged violations of the Clean Air Act (CAA) at six of its Portland Cement manufacturing plants. The settlement will protect Americans' health by reducing

more than 7,000 tons of harmful nitrogen oxides (NOx) and sulfur dioxide (SO2) pollution each year that can lead to childhood asthma, acid rain, and smog. Essroc has also agreed to spend \$745,000 to mitigate the effects of past excess emissions from its facilities.

Ignacia S. Moreno, assistant attorney general for the Environment and Natural Resources Division of the DOJ said, "This

will bring Essroc into compliance with the nation's Clean Air Act and marks significant progress in addressing the nation's largest sources of air pollution."

Under the settlement, Essroc will install state of the art pollution control technology to control SO2 and NOx at five of its plants and demonstrate a selective catalytic reduction system (SCR) at two long wet kilns in its

Logansport, Indiana plant. If successful, this will be the first SCR used on long wet kilns anywhere in the world. Essroc will also permanently retire its sixth plant, located in Bessemer, Pennsylvania. This plant is currently out of operation and its permanent retirement will ensure that the facility does not restart without proper permitting under the CAA.

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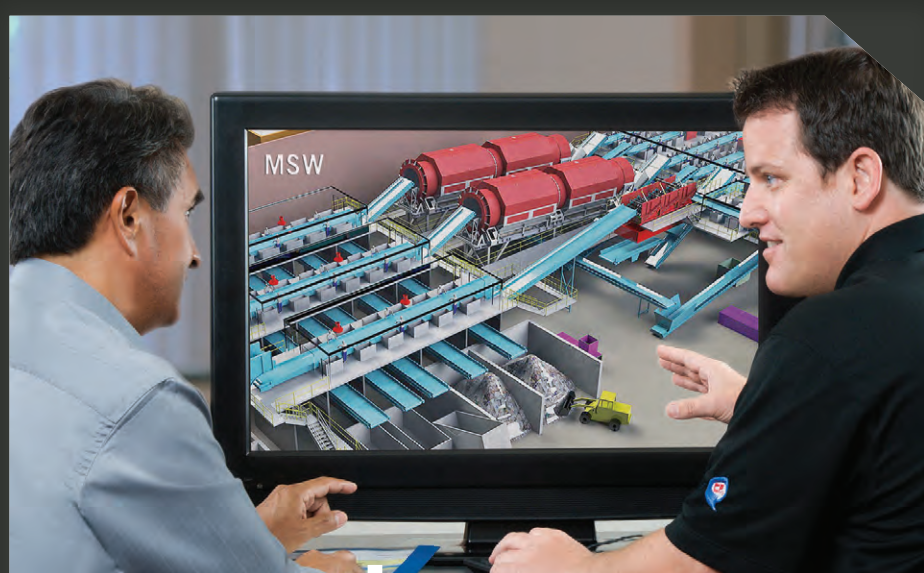
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EPA releases options for Gowanus Canal clean up

The Environmental Protection Agency (EPA) has released a study of the options for cleaning up chemical contamination in the Gowanus Canal in Brooklyn, New York. The Gowanus Canal was added to the Superfund list of the country's most hazardous waste sites in March 2010.

The study builds on an EPA investigation that confirmed the widespread presence of numerous contaminants in the canal and found that exposure to the contaminants poses threats to people's health and the environment. The newly completed feasibility study evaluates the technologies that could be used to clean up the canal, and will be used to develop a plan for the Gowanus.

"Contamination in the Gowanus Canal continues to pose health risks, especially to people who eat fish or crabs from the canal," said Judith A. Enck, EPA regional administrator. "The study of options for cleaning up the Gowanus Canal is a critical step toward a full-scale

clean up that will protect people's health and revitalize this urban waterway."

More than a dozen contaminants, including polychlorinated biphenyls (PCBs), polycyclic aromatic hydrocarbons (PAHs) and various metals, including mercury, lead and copper, were found at high levels in the sediment in the Gowanus Canal. PAHs and metals were also found in the canal water.

In January 2011, the EPA released assessments of the health and ecological risks associated with contaminants in the Gowanus Canal. The health assessment found risks to people from eating fish and crabs caught in the canal and regular contact with canal water and sediment.

Completed in 1869, the Gowanus Canal was once a major transportation route. Manufactured gas plants, paper mills, tanneries and chemical plants are among the many facilities that had operated along the canal.

Union County Utilities deal saves municipalities millions

Union County, New Jersey, and participating municipalities are about to see tremendous savings and direct budget relief under the terms of a deal between the Union County Utilities Authority and Covanta Energy, officials announced.

An extended lease approved by the Union County Utilities Authority will reduce its waste disposal costs and will pass on those savings to the county government and the 14 municipalities that use the authority for their communities' waste disposal. Under the deal Covanta Energy will continue to manage its energy-generating solid waste incinerator facility here until 2031.

Because the lease deal is in effect retroactively as of January 1, 2011, municipalities will receive rebate checks for their waste disposal costs during 2011.

"We are thrilled to have been able to strike a deal that puts money immediately back into the budgets of municipalities during tough economic tough times and ensuring those continued savings into the future," said Daniel Sullivan, acting executive director of the Union County Utilities Authority.

According to the Authority, the following municipalities will immediately be receiving direct reimbursements, Elizabeth, \$658,000; Garwood, \$16,000; Hillside, \$101,000; Kenilworth, \$30,000; Linden, \$148,000; New Providence, \$41,000; Plainfield, \$235,000; Rahway, \$158,000; Roselle, \$95,000; Roselle Park, \$54,000; Springfield, \$67,000; Summit, \$90,000; Union, 69,000; Winfield, \$9,800.

The extended lease will reduce the towns' costs by \$12 per ton of waste, which will amount to a combined \$100 million over the length of the lease, or \$4 million per year. The authority will also provide \$500,000 in solid waste grants to waste generators in the seven non-contract municipalities equating to an additional savings of \$3 per ton.

That savings will go towards the municipalities' continuing services such as fire and police departments. It will help the cash-strapped towns avoid potential layoffs and other cost-saving measures recently instituted.

Union County will see a savings of \$1.5 million per year from the authority used to provide tax relief to citizens.

Salvaging Millions

by Ron Sturgeon
Autosalvageconsultant.com

One size does not fit all, part 2

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

Ron: Ideally, you'll find a loan officer who can work with you. But it's not the amount of the loan that's important; it's the size of the debt. Say you work with an officer and his authority is \$100,000, and you borrow that amount. Then the next day you need to borrow \$5,000. Well, now you're in big trouble because you have to go to the next concurrence officer or go through the next level of approval. So you have to know going into it how much authority the banker you are dealing with has. I can recall an instance where I owed \$992,000, and wanted to finance a forklift costing \$25,000. Because I passed the threshold of \$1,000,000, a whole new underwriting process kicked in for all my credit, not just the forklift loan.

Greg: And those numbers have changed drastically. At one point, I had a \$2 million loan limit. But those were different times. What I would recommend is that they have a loan officer with at least a \$100,000 loan limit.

Ron: This is one of those cases, I guess, where you don't necessarily know what the right number is, but you definitely know when it's a wrong number. And \$25,000 would be the wrong number. Because that indicates, right off the bat, that the loan officer is possibly brand new and doesn't know the ropes, and that the bank doesn't have a lot of confidence in his or her ability yet.

Cheating on your banker

Ron: Having a good bank that you can rely on is important for every business and businessperson. But even though it's important to create an ongoing, solid relationship with that lender, it's also important to have a second bank that you can turn to.

A second bank gives customers the option of accessing money that the first bank might not be willing to loan. In today's banking climate, with all banks being more hesitant to make loans, it's more important than ever to create relationships with more than one bank. From the bank's standpoint, your primary bank is the one that has your primary checking account; you'll want to use the same diligence in selecting a secondary bank as you followed to find your primary bank.

It's important to note that having a second bank isn't about being able to shave another quarter of a percentage point off a loan rate; it's about being able to get what's best for you and your business. And at the same time, you'll find that when banks are competing for your business, you're more likely to get the best rates. But you don't have to promote the competition; they KNOW the other bank is out there. If you have credibility, both banks will generally price you without your having to ask for a deal.

Next time, we will discuss ways to get what you want from your bank.

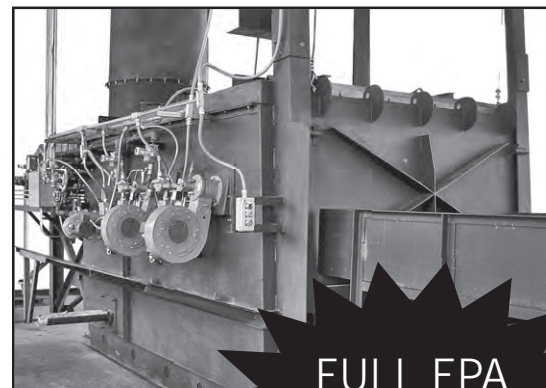
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ALTERNATIVE ENERGY

TGEG signs substantial green energy supply contract

True Green Energy Group (TGEG) has signed a letter of intent (LOI) with Beltran Technologies Inc. to supply, deliver, supervise and install 20 units of its complete modular standard MSW gasification systems which will supply approximately 4000 Nm³/hr syngas to syngas power generation with 2MWeh plus a surplus of thermal heat of an additional (2MWth) that will be sent to various landfill sites around the globe.

Because of the size of this contract and with so many contracts already in place by TGEG, Beltran has agreed that the time to design, fabricate, build, supply and deliver shall not exceed four months and installation of said system shall not exceed one month. The entire system includes gasifier reactor with ash discharge, gas clean up system including cyclone filters, heat exchangers, gas suction blower, pipe work, syngas flare stack, instruments with control system and steel frame structure. The lump sum price for supply and delivery of these systems is approximately \$145 million.

The TGEG green energy consortium estimates that in the first phase of its project alone it will employ 11,000 people in 3 major provinces in the Philippines. The consortium plans to expand that number to 100,000 within 18 months of the first

system being installed in the city of San Fernando Pampanga Philippines. The expansion was made possible by investments made by Pioneer shareholders and CJ Consortium who became stockholders in TGEG and finalized a one billion euro line of credit to fund TGEG Bio Green power plants and low cost housing projects.

Thermal treatment plants have the advantage of reducing the amount of waste to about one third and use the energy in the waste to produce useable syngas, heat and electricity. The residues are inorganic ashes, which can be landfilled or utilized in the construction of the low cost housing units being built around the world. TGEG biomass waste gasification technology is based on a moving bed modified gasification technology and reaches significantly higher temperatures than furnaces.

The ultimate result is a higher throughput performance in a small area. TGEG gasification and gas clean up technology is not based on combustion/incineration but rather on gasification. All engine exhaust air and wastewater is completely purified by the integrated exhaust air and wastewater modules, and thus can be released back to the environment. The system is expected to achieve an efficiency of above 98 percent.

Flex OC installs and operates methane to energy project

The Orange County board of supervisors approved, by a 5-0 unanimous vote, a binding agreement with Flex OC Renewables, a subsidiary of FlexEnergy Inc, as the primary firm to install and operate a system that will provide power generation from landfill gas at the Santiago Canyon Landfill in Orange.

The Santiago Canyon project will be one of the world's most environmentally advanced facilities for generating power while destroying methane and related air pollutants. The Santiago Canyon project will also help Orange County meet the stringent air quality emissions for waste gases scheduled to go into effect in 2013. Santiago Canyon Landfill has been closed since 1988, and

until now has "flared" or burned off methane created as trash decomposes.

As proposed, the Santiago Canyon project will use several Flex Powerstation™ FP250 turbines, which use an advanced thermal oxidizer to destroy methane reliably within a target temperature range that is high enough to avoid the creation of volatile organic compounds and carbon monoxide, yet low enough to prevent the formation of nitrous oxide. An assessment of the available landfill gas at the site suggests that between 1.5 and 2 megawatts of power will be produced, which is enough to power between approximately 1,500 and 2,000 homes.

Approval to build the largest commercial airport-based solar power farm granted

Rockford Solar Partners, LLC, a renewable energy development joint venture between Elgin-based Wanxiang America and Chicago-based New Generation Power, received Department of Energy (DOE) and Federal Aviation Administration (FAA) environmental approval to proceed on America's largest commercial airport solar farm.

Why the Chicago-Rockford International Airport for such a large 20 MW solar array? The airport has over 70 prime acres to install the solar panels, and Rockford is well known for its other green practices and incentives.

The FAA and the DOE just issued the FONSI "Finding of No Significant Impact" for the 20 MW solar farm at the Rockford Airport. The environmental assessment was prepared by Jennifer Anderson of Rockford-based Anderson Environmental and Engineering Co. with civil engineering done by Kevin Lewis of IG Consulting.

Wanxiang America will supply the photovoltaic solar panels from their newly operating, privately funded solar panel assembly plant which has a solar module production capacity of 30MW per year, and has expansion plans for an additional 60MW of production per year. Panel production is well underway

and Wanxiang will ramp up jobs and production as the project expands. This high profile airport solar project will create hundreds of construction, manufacturing and maintenance jobs in Rockford.

Ameren Illinois has also executed a 20-year power purchase agreement with Rockford Solar Partners to acquire the energy and all renewable attributes from the project as part of the Illinois Power Agency's long-term renewable energy procurement program.

Rockford Solar Partners has committed to scale up the project to 62 megawatts to help meet the demands of the Illinois solar renewable portfolio standard, which projects 6 percent solar by 2015.

In March 2010, The Illinois Department of Commerce and Economic Opportunity awarded a grant of \$4,025,000 to Rockford Solar Partners, equivalent to 3.17 percent of the project's total cost. The remaining 98.63 percent will be financed by nongovernmental sources. The federal funding was awarded pursuant to the American Recovery and Reinvestment Act Community Renewable Energy Program to create and retain jobs.

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PLASTICS

Coca-Cola partners for solutions to PlantBottle packaging

The Coca-Cola Company announced multi-million dollar partnership agreements with three biotechnology companies to accelerate development of the first commercial solutions for next-generation PlantBottle™ packaging made from 100 percent plant-based materials.

This effort to commercialize a plastic bottle made entirely from plants builds on the company's introduction and roll-out of its first generation PlantBottle package which was the first ever recyclable PET beverage bottle made partially from plants. Since introduced in 2009, the company has already distributed more than 10 billion PlantBottle packages in 20 countries worldwide.

Agreements with Virent, Gevo and Avantium – developers of plant-based alternatives to materials traditionally made from fossil fuels and other non-renewable resources – were signed following an in-depth two-year analysis of different technologies by The Coca-Cola Company's R&D team and technical advisory board.

"While the technology to make bio-based materials in a lab has been available for years, we believe Virent, Gevo and Avantium are companies that possess technologies that have high potential for creating them on a global commercial scale within the next few years," said Rick Frazier, vice president of Commercial Product Supply for The Coca-Cola Company. "This is a significant R&D investment in packaging innovation and is the next step toward our vision of creating all of our plastic packaging from responsibly sourced plant-based materials."

Agreements with these three companies will help The Coca-Cola Company support its long-term commitments through sustainable practices in sourcing and packaging supply. While Virent, Gevo and Avantium will follow their own route to make bio-based materials, all materials will be developed in line with company and industry recycling requirements.

"Virent's long term agreements with The Coca-Cola Company are pioneering

milestones in the commercialization of our technology to produce plant-based materials" said Virent CEO Lee Edwards. "Our patented technology features catalytic chemistry to convert plant-based sugars into a full range of products identical to those made from petroleum, including bio-based paraxylene – a key component needed to deliver 100 percent plant-based PET packaging." PET made from Virent's bio-based paraxylene features the same high quality and recyclability as materials used today, with the added benefit of being made from a wide range of renewable materials. The company is targeting early 2015 for the opening of its first full-scale commercial plant.

The Coca-Cola Company's first generation PlantBottle packaging is the only fully recyclable PET bottle made with up to 30 percent plant-based material available today. PlantBottle packaging is made up of two components: mono-ethylene glycol (MEG), which makes up 30 percent of the PET, and is already made from plant materials, and purified terephthalic acid

(PTA), which makes up the other 70 percent. In this next step, PTA will be replaced with plant-based materials, too.

PlantBottle packaging makes a difference by reducing dependence on non-renewable fossil fuels and minimizing the carbon impact of PET plastic. It is estimated the use of PlantBottle packaging in the first two years alone has helped save the equivalent annual emissions of more than 100,000 metric tons of carbon dioxide.

Coca-Cola will continue to make investments in PlantBottle technology and aims to use PlantBottle packaging for the company's entire virgin PET supply by 2020.

Separately, Coca-Cola already produces a fully recyclable high density polyethylene (HDPE) plastic that is made from 100 percent plant material and is available through Odwalla™ juice brand products. While HDPE is an ideal package for some refrigerated juice products, it is not suitable for shelf-stable carbonated and still beverages.

Grand Canyon plastic bottle ban gets green light despite opposition

A new National Park Service (NPS) policy may lead the way for plastic bottle bans in all national parks. This announcement came after nearly 100,000 people across the country joined a popular campaign on Change.org calling on the National Park Service to ban plastic water bottles following the park's decision to cancel implementation amid charges of corporate influence from Coca Cola.

Stiv Wilson, who started the campaign on Change.org signed by almost 100,000 people, said, "While it is commendable that the National Park Service has decided not to completely bow to Coca-Cola on a plastic bottle ban, the new policy is still troubling."

"Unfortunately, the new directive, which allows park superintendents to implement bottle bans in their jurisdiction,

may not result in changes best for our national parks. If the barriers to implementation of bottle bans are too cost-prohibitive or onerous for the superintendents to act, then we've only witnessed a bait and switch.

Stiv Wilson launched the campaign on Change.org after learning of allegations that the National Park Service nixed its long-planned ban on plastic

water bottles in the Grand Canyon due to a last-minute lobbying effort by Coca-Cola, a major national park donor actively opposed to bottled water bans. Wilson worked as a journalist before dedicating his life to reducing plastic pollution and joining the staff of 5 Gyres, a nonprofit focused on plastic pollution.


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Revend launches bulb recycling machines

Revend Recycling Limited, a UK corporation, launched a reverse vending recycling machine for the collection and recycling of domestic light bulbs and batteries.

The patented reVend® reverse vending recycling machine is the first domestic light bulb reverse vending recycling machine of its type, and has been jointly designed and developed by Revend Recycling Ltd. and Repant ASA.

The light bulb recycling machine has an add-on unit, as an option for the collection and recycling of domestic batteries.

Increased demand for recycling light bulbs and the international change over to CFL and LED domestic light bulbs and the recycling of domestic batteries is a key environment policy for governments, the EU Commission and the United Nations.

Recycling rates in the domestic lighting industry are in sharp focus internationally as significant waste tonnage amounts remain untreated and unprocessed. Used light bulbs frequently end up in landfill sites at considerable environmental and financial cost.

The new range of light bulb recycling machines from Revend will help to increase national recycling rates and assist companies and organizations to comply with their recycling targets and environmental recycling obligations.

Revend Recycling will sell and market reverse vending recycling machines throughout Europe, the United States and worldwide under its brand name Revend.

Repant will manufacture and assemble the recycling machines based on its COSMOS reverse vending recycling machine technology.

Revend Recycling recently concluded a supply agreement with IKEA of Sweden, an international retailer, and will install a significant number of machines in several IKEA stores throughout Europe, including the UK, Germany, and Denmark.

Revend Recycling pioneered the supply agreement with IKEA following a successful pilot installation in IKEA, Lakeside Shopping Centre near London, UK.

IKEA is the first to install the light bulb reverse vending recycling technology in its stores, starting with IKEA Wembley and IKEA Wednesbury, West Midlands.

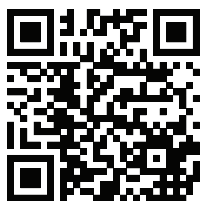
Customers of IKEA who recycle used light bulbs will automatically receive a reward incentive voucher to use in-store and also have the option to make a donation to UNICEF, Save the Children, WWF or the Woodland Trust.



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ELECTRONICS

California workshop explores solutions to fluorescent lamp management problem

Fluorescent lamps are an efficient lighting source, but they contain mercury, and need to be properly recycled, according to Steven John, director of the Environmental Protection Agency (EPA) Southern California Field Office. To find solutions to this problem, a workshop was held in the Los Angeles EPA field office titled "Extended Producer Responsibility: Exploring Solutions for Mercury Lamps" and co-hosted and facilitated by the California Product Stewardship Council (CPSC) with a grant from the Department of Resources Recycling and Recovery (CalRecycle) given to the Del Norte Solid Waste Management Authority.

California banned mercury containing lamps from landfill disposal in 2006. Yet, according to a 2010 phone survey conducted by the San Gabriel Valley Council of Governments, only 42 percent of consumers know they are hazardous and 45 percent still throw them in the trash.

And if that isn't enough of a problem, the cost of lamp recovery is outrageous. According to Kevin Hendrick, executive director of the Del Norte Solid Waste Management Authority (DNSWMA), it is cheaper to buy a compact fluorescent lamp (CFL) or fluorescent tube in his county than to recycle them. Hendrick stated that he can buy a CFL for \$1 but it costs the DNSWMA \$1.62 to properly manage that lamp.

That is why DNSWMA supports Extended Producer Responsibility (EPR) as a policy approach so that the producers and consumers of the products pay for end of life instead of the general taxpayer or garbage ratepayers.

Sierra Fletcher with the Product Stewardship Institute presented that Maine has a fluorescent lamp recycling EPR program that is up-and-running. Washington, Vermont and Massachusetts are putting programs in place.

In 2010, the British Columbia Ministry of the Environment required a product stewardship program for mercury containing lamps and was able to meet its goal of 10 to 12 percent of mercury lamps recycled the first year, according to Lyn Smirl, environmental management analyst from the ministry. Their return-to-retailer program is expected to receive nearly one-third, or 32 percent, of lamps in 2011.

And privately run collection systems save money. According to Snohomish County Washington's Sego Jackson, government-run programs often cost more than privately run ones. For example, in Washington State, the cost of the electronic waste collection system is \$14 million while a manufacturer-run take-back program is closer to \$10 million – saving the citizens of Washington \$4 million per year.

Everyone is concerned about cost and jobs as California discusses any

change in statewide policy. "There currently are only two recycling companies in California that handle mercury lamps", said Lighting Resources president Dan Gillespie. If California significantly increases recycling, the hope is that those two facilities will have more throughput and put more Californians to work.

However, "most consumers purchase lamps from retailers with no take-back program," said Heidi Sanborn, CPSC's executive director.

Home Depot is one of the few retailers that recycle CFLs. Since the launch of their residential take-back program in June 2008, "more than 4 million CFLs have been recycled at Home Depot stores," said Jennifer Ewert, senior environmental specialist of Home Depot.

Consumers are beginning to realize that they can either pay for disposal when purchasing lamps or through more expensive government operated systems funded by taxes or garbage rates.

The good news is that the need to use fluorescent lamps to save energy is dwindling quickly. Light Emitting Diodes (LED) technology is becoming available in more lighting styles, last longer than fluorescent lamps, use less energy, and does not have mercury or other toxins, according to Lindsay Hassett, the founder of Illumalighting.

"For too long the burden of end-of-life management of problem products such as fluorescent lights and household batteries have been placed completely on local governments" said Sanborn. "Local governments cannot control costs much at the back-end. We need to talk with producers on reducing end-of-life costs by designing for recovery, not disposal. This is why in Californians spend over \$100,000,000 every year managing products that are banned from landfills - which is economically unsustainable."

For a direct link to the presentations and videos of the workshop, view this article on www.AmericanRecycler.com.

Sims joins coalition limiting toxic e-waste exports

ECS Refining announced that the Coalition For American Electronics Recycling (CAER) has added a substantial partner – Sims Recycling Solutions to the industry effort to support federal legislation that will restrict export of toxic electronic waste (e-waste) from the United States.

With the addition of Sims Recycling Solutions, CAER now includes 34 companies involved in all aspects of the domestic electronics recycling and disposition industry (ITAD), with operations in 31 states as well as the District of Columbia. Alliance members of CAER also supporting the legislation include Hewlett Packard, Dell, Apple, Samsung, Best Buy and LG Electronics.

The Responsible Electronics Recycling Act (HR 2284/SB1270) would restrict toxic e-waste exports to developing countries that lack adequate safeguards for the environment and workers.

CAER's emergence represents a major split in the recycling industry regarding e-waste exports. The industry's primary trade association, the Institute of Scrap Recycling Industries (ISRI), has long opposed restrictions on e-waste exports. By joining CAER (some of which are also ISRI members), ISRI members are breaking with the trade association's position and taking a stand in support of export restrictions of whole electronic products which will result in the creation of jobs and better protection of the environment.

"Unrestricted and unfair trade in electronic scrap with developing countries has thwarted the job growth that can come with a robust domestic recycling infrastructure," said CAER steering committee member David Zimet, president of Hesstech. "The Responsible Electronics Recycling Act will enable American recyclers to make new investments in facilities and enough staff and personnel necessary to legitimize and grow an American industry and position America as a leader in global markets."

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METALS

Finished steel import permits up

The American Iron and Steel Institute (AISI) reported that steel import permit applications for the month of December 2011 totaled 2,208,000 net tons (NT). This was a 9 percent increase from the 2,027,000 permit tons recorded in November 2011 and a 5 percent increase from the November preliminary imports total of 2,107,000 NT.

Import permit tonnage for finished steel in December was 1,618,000 NT, down 2 percent from the preliminary total of 1,646,000 NT in November.

Full year 2011 total and finished steel import permit tons were 28,646,000 NT and 21,871,000 NT, up 20 percent and 16 percent, respectively, versus the 23,929,000 NT and 18,857,000 NT imported in 2010.

The estimated finished steel import market share in 2011 was 22 percent, and was 19 percent in December.

Commercial Metals amends credit agreement

Commercial Metals Company entered into amended credit and receivables purchase agreements. The amended credit agreement provides access to \$300 million for a period of 5 years, with an option to increase by an additional \$100 million. In addition to improved funded pricing, the commitment fee annual savings in excess of \$1.3 million.

The receivables purchase agreement was amended to increase the funding capacity to \$200 million which, when combined with the amended credit agreement, maintains the company's total borrowing capacity at \$500 million. The receivables purchase agreement term was also extended for a period of 3 years.

Steel imports down 10 percent in November

Import market share at 20 percent

Based on preliminary Census Bureau data, the American Iron and Steel Institute (AISI) reported that the United States imported a total of 2,107,000 net tons (NT) of steel in November (down 10 percent), including 1,646,000 NT of finished steel (down 13 percent) versus the October final data. Annualized total and finished steel imports in 2011 would be 28.8 and 22.1 million NT, respectively, up 21 percent and 17 percent vs. 2010. Finished steel import market share in November was an estimated 20 percent and is 22 percent year-to-date (YTD).

Key finished steel products with significant import increases in November 2011 compared to October include

U.S. IMPORTS OF FINISHED STEEL MILL PRODUCTS BY COUNTRY OF ORIGIN (Thousands of Net Tons)					
	NOV 2011	OCT 2011	2011 Annual (est)	2010 Annual	% Change 2011 Annual vs. 2010
SOUTH KOREA	193	214	2,874	2,041	40.8%
JAPAN	115	122	1,472	1,325	11.1%
CHINA	82	116	1,248	858	45.5%
GERMANY	63	85	946	879	7.6%
INDIA	66	44	724	713	1.6%
TURKEY	24	58	710	582	22.0%
NETHERLANDS	108	59	569	554	2.7%
All Others	994	1,200	13,552	11,906	12.8%
TOTAL	1,646	1,898	22,094	18,857	17.2%

plates in coils (up 15 percent) and reinforcing bars (up 10 percent). Major products with significant YTD import increases vs. the same period last year include cut length plates (up 61 percent),

plates in coils (up 37 percent), line pipe (up 31 percent), hot rolled bar (up 28 percent) and oil country goods (up 22 percent).

Franklin foundry illegally stored hazardous waste

John R. Wiehl and the company, Franklin Non-Ferrous Foundry, Inc., pleaded guilty to unlawfully storing hazardous waste under the Resource Conservation and Recovery Act (RCRA). Wiehl, is the president of the foundry, which is located in Franklin, New Hampshire. The company manufactures a variety of metal parts for various industrial applications. A byproduct of the foundry's operation is the generation of waste containing hazardous or toxic concentrations of lead and cadmium.

In April and August 2009, two workplace inspections conducted by the Occupational Safety and Health Administration (OSHA) found that the company was illegally storing hazardous waste. Under RCRA, a generator may not store hazardous waste at its facility for more than 90 days without a permit.

OSHA reported the findings of their inspections to EPA. In December 2009, EPA executed a search warrant at the foundry and discovered drums of hazardous waste stored on the premises.

In August 2010, a federal grand jury indicted Wiehl and Franklin Non-Ferrous Foundry for unlawfully accumulating and storing lead and cadmium hazardous waste at the foundry site since July 2005. Neither Wiehl nor the company had been issued a permit to store hazardous waste for more than 90 days. The company was cited by EPA for sim-

ilar violations in 2002 and 2005, but neither the company nor Wiehl previously faced criminal charges.

Wiehl faces a possible maximum sentence of two years in prison and a maximum fine of \$250,000. Under the terms of a plea agreement filed with the court, the United States Attorney's Office has agreed to recommend that he serve two years of probation, six months of house arrest, and that he publish a public apology. Franklin Non-Ferrous Foundry, Inc is facing a possible maximum fine of \$500,000.

AR Scrap Metals MarketWatch

12435

Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$383.00	\$378.00	\$389.00	\$445.00	\$499.00
#1 Bundles	per gross ton	378.00	375.00	387.00	438.00	465.00
Plate and Structural	per gross ton	393.00	380.00	389.00	433.00	471.00
#1 & 2 Mixed Steel	per gross ton	388.00	378.00	389.00	408.00	430.00
Shredder Bundles (tin)	per gross ton	339.00	305.00	305.00	385.00	350.00
Crushed Auto Bodies	per gross ton	339.00	305.00	305.00	385.00	355.00
Steel Turnings	per pound	198.00	147.00	206.00	280.00	300.00
#1 Copper	per pound	3.21	3.20	3.32	3.43	3.39
#2 Copper	per pound	3.10	3.09	3.11	3.30	3.27
Aluminum Cans	per pound	.62	.65	.64	.74	.78
Auto Radiators	per pound	2.03	2.05	2.10	2.16	2.22
Aluminum Core Radiators	per pound	.68	.58	.65	.66	.68
Heater Cores	per pound	1.92	1.45	1.72	1.70	1.89
Stainless Steel	per pound	.70	.75	.79	.85	.89

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

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

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WASTE

Three New England organizations recognized for reducing waste

Three WasteWise partners in New England were recognized by the Environmental Protection Agency (EPA) for outstanding achievements as 2011 WasteWise award winners. Nationally, there were 29 winners, with awards in categories including business, government and educational sectors.

WasteWise is a free, voluntary partnership program that helps businesses reduce their environmental impact and find cost savings through innovative waste reduction and recycling activities. The 2011 New England awardees are:

Raytheon Company, Massachusetts – Raytheon Company is the 2011 WasteWise “Very Large Business Partner of the Year.” When Raytheon became a WasteWise partner in 2002, it only included a few sites in New England. Now, the company boasts WasteWise participation across the country, including 45 facilities in 42 locations. In 2010, Raytheon diverted more than 10,000 tons of materials through reuse, donation and recycling – preventing more than 35,000 metric tons of carbon dioxide equivalent – and saved \$2 million through its waste reduction programs.

Cannon Grange #152 Inc., Connecticut – Cannon Grange #152 Inc. is the recipient of the 2011 WasteWise “Nonprofit Organization Partner of the Year” Award. Cannon Grange, a small, nonprofit organization in the town of Wilton, Connecticut, achieved a 77 per-

cent waste diversion rate in 2010, marking a 5 percent increase from 2009. During business meetings and other events, Cannon Grange ensures that as many materials as possible are recycled or diverted from the waste stream. In 2010, Cannon Grange stopped purchasing polystyrene cups, paper plates and bowls, and plastic cutlery, using china and silverware instead. This switch prevented over 1,500 lbs. of waste. The organization also uses washable tablecloths instead of disposable ones.

Genzyme Corporation, Massachusetts – Genzyme Corporation has continued to significantly improve its waste reduction efforts and is well deserving of the 2011 WasteWise “Gold Achievement Award for Construction and Demolition Materials Reduction.” As one of the world’s leading biotechnology companies, Genzyme’s objectives for each of its projects is to recycle at least 95 percent of its waste materials. During 2010, the company diverted more than 10,700 tons of waste from landfills, including more than 9,800 tons of construction and demolition materials.

These waste reduction efforts resulted in greenhouse gas emission reductions of nearly 3,000 metric tons of carbon dioxide equivalent. Genzyme also saved nearly \$153,000 by purchasing construction materials through its “Construction Waste Management Plan.”

WCA Waste Corporation to be acquired by Macquarie Infrastructure Partners II

WCA Waste Corporation has entered into an agreement and plan of merger with Macquarie Infrastructure Partners II (MIP II), a North American infrastructure investment fund.

Under the terms of the agreement, MIP II will acquire all of the outstanding common stock of WCA for \$6.50 per share in cash, redeem all Series A preferred stock and either partially or completely refinance WCA’s existing credit facilities. The transaction is valued at approximately \$526 million. The purchase price represents a premium of 30 percent over WCA’s closing stock price on December 20, 2011.

WCA’s operations consist of 25 landfills, 29 transfer stations and 29 collection operations. Headquartered in Houston, Texas, WCA serves approximately 450,000 customers in 14 states in the Southeast and Midwest United States.

The board of directors of WCA has unanimously approved the transaction. In addition to the approval of WCA

stockholders, the transaction is subject to customary closing conditions, including certain regulatory approvals. The transaction is expected to be completed in the first quarter of 2012.

The transaction will be financed through a combination of shareholder capital from MIP II and new underwritten credit facilities. The new credit facilities will be used to provide liquidity going forward, refinance WCA’s existing credit facilities, and may also be used to refinance WCA 7 ½ percent senior notes due in 2019. A total of up to \$275 million of the new credit facilities may be drawn at close if none of the notes remain in place, and this new facilities drawdown will be scaled back to the extent the notes do remain in place. As part of the transaction, WCA will be required to make a change of control offer pursuant to the notes indenture.

Following completion of the transaction, WCA’s common stock will cease to be traded on NASDAQ.

Ohio proposes new C&D rules

The Ohio EPA is updating rules to regulate existing licensed construction and demolition debris landfills.

In 2005, the Ohio General Assembly required Ohio EPA to revise its construction and demolition debris landfill disposal regulations to meet specified criteria under Ohio law. Ohio EPA conducted a leachate study and found that leachate from Ohio construction and demolition debris landfills poses a threat to public health and the environment if released to ground water or surface water. Based on those results, the legislative mandate, and public comments received on the draft rules issued earlier this year, Ohio EPA developed the current proposed rules.

The amended proposed rules focus on five key areas:

- Five-year post-closure care period;
- Post-closure care financial assurance provided by the facility;
- Extension of post-closure care period if there are health or environmental impacts;
- A procedure to adjust final closure financial assurance with the issuance of an annual license; and
- Monitor landfill leachate at the bottom of the landfill for an established

list of contaminants, and if detected, monitor ground water for the detected contaminant.

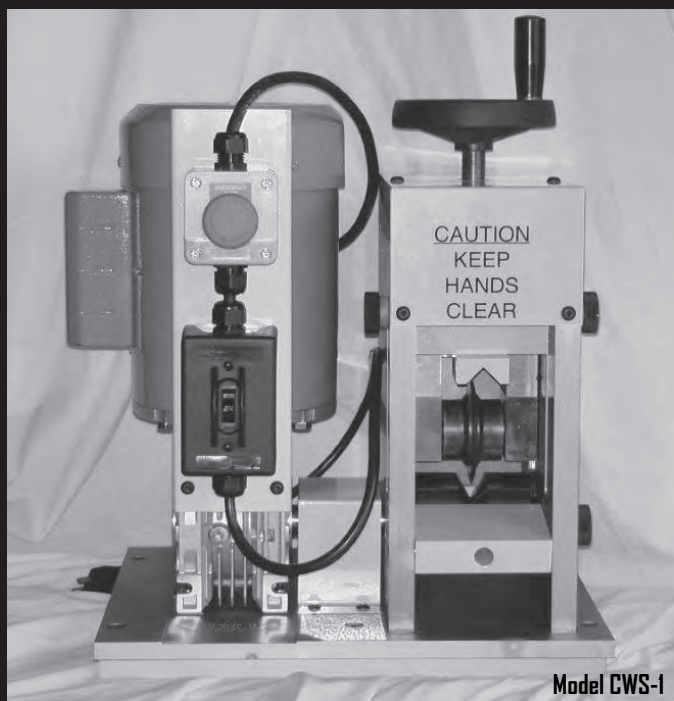
In response to public comments received, several changes have been made that would:

- Allow applicants to apply for certification to install ground water monitoring wells along with required reports;
- Not require financial assurance documentation to be submitted at the same time as the license application;
- Allow five years to fully fund increased closure and post-closure care financial assurance costs;
- Allow delay of funding for financial assurance for the portion of the landfill that is unconstructed (until completed);
- Allow the costs of annual leachate samples at all facility collection points to be managed over three years; and
- Clarify that only leachate collection points using recirculated leachate would need to be sampled quarterly.

For copies of the proposed rule changes, view this article on www.AmericanRecycler.com.

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Iron Ax, Inc.

INTERNATIONAL

European economy can be boosted by recycling

Recycling has multiple benefits for many areas of the economy – it provides raw materials, creates jobs and encourages business opportunities and innovation. These economic benefits of recycling are examined in a new report from the European Environment Agency (EEA). The report considers the recycling industry in the context of building a green economy, a major European policy objective.

The report, entitled "Earnings, jobs and innovation: the role of recycling in a green economy" shows that recycling has numerous environmental benefits including diverting waste away from landfills, thereby avoiding pollutant emissions. It also helps meet the material demands of economic production, preventing the environmental impacts associated with extracting and refining virgin materials.

Revenues from recycling are substantial and growing fast. From 2004 to 2008 the turnover of seven main categories of recyclables almost doubled to

more than \$60 billion in the European Union (EU). Due to a reduced demand for raw materials and a decline in commodity prices during the economic downturn, the turnover of recycling declined sharply at the end of 2008 and in the first half of 2009, but seems to have recovered somewhat since then.

The growth of recycling is being driven by increasing demand for recyclables as booming Asian economies help to push up the price of materials. Another driver has been EU waste directives, which have contributed by creating obligations to recycle or recover increasing percentages of waste, and discouraging landfilling. As a consequence, the amount of recyclables sorted and placed on the market has increased 15 percent between 2004 and 2009.

More jobs at higher income levels are created by recycling than compared to landfilling or incinerating waste.

Overall employment related to the recycling of materials in European countries increased by 45 percent between 2000 and 2007.

Recycling can meet a large proportion of the economy's resources demand, alleviating pressure on ecosystems to provide resources and assimilate waste. Recycling already meets substantial proportions of demand for some resource groups, notably paper and cardboard, and iron and steel.

However, even maximum recycling cannot cover all EU demand for resources. Increased recycling can improve 'resource security', but economic growth driven by ever increasing material consumption cannot be sustained, as it requires an infinite volume of resources.

Recycling is particularly valuable in securing supplies of critical resources. Recycling of rare metals is essential for the EU to pioneer new

technologies, particularly in areas such as e-mobility, information and communication technologies and renewable energy. Imports of precious metal waste into Europe increased 50 percent between 2000 and 2009 – the only group of recyclable materials which grew significantly during this period.

However, rare and precious metals are characterized by dissipative use, meaning that they are used in small amounts in a multitude of applications and products. The existing recycling infrastructure has not yet focused on this problem, meaning that many of these metals are lost.

The economic, social and environmental benefits of recycling highlight the need to shift to a green economy in order to generate prosperity while maintaining a healthy environment and social equity for current and future generations.

Synthesis Energy provides update

Synthesis Energy Systems, Inc., China Energy Industry Holding Group Co. and Zhongjixuan Investment Management Company Ltd. (ZJX) have mutually agreed to an extension of the closing period of their share purchase agreement dated March 31, 2011 and amended on August 17, 2011, through March 31, 2012.

While the parties have indicated their support for this investment, this extension was necessary in order to

allow time for Yima Coal Industry Group Co., Ltd. and its advisors to complete their due diligence and reviews of its proposed investment, including evaluating efficient structures for the proposed transactions.

The parties believe that these steps will allow for optimal structuring and capital funding at the project and regional levels, which will be required for the large scale future investments in China anticipated by the parties.

Mechel completes acquisition

Mechel completed the acquisition of Donetsk Electrometallurgical Plant which was approved at Mechel OAO's annual shareholders' meeting and by the Mechel's board of directors. The acquisition is valued at \$537 million.

Payment for DEMZ AO's shares will be made in installments over seven years.

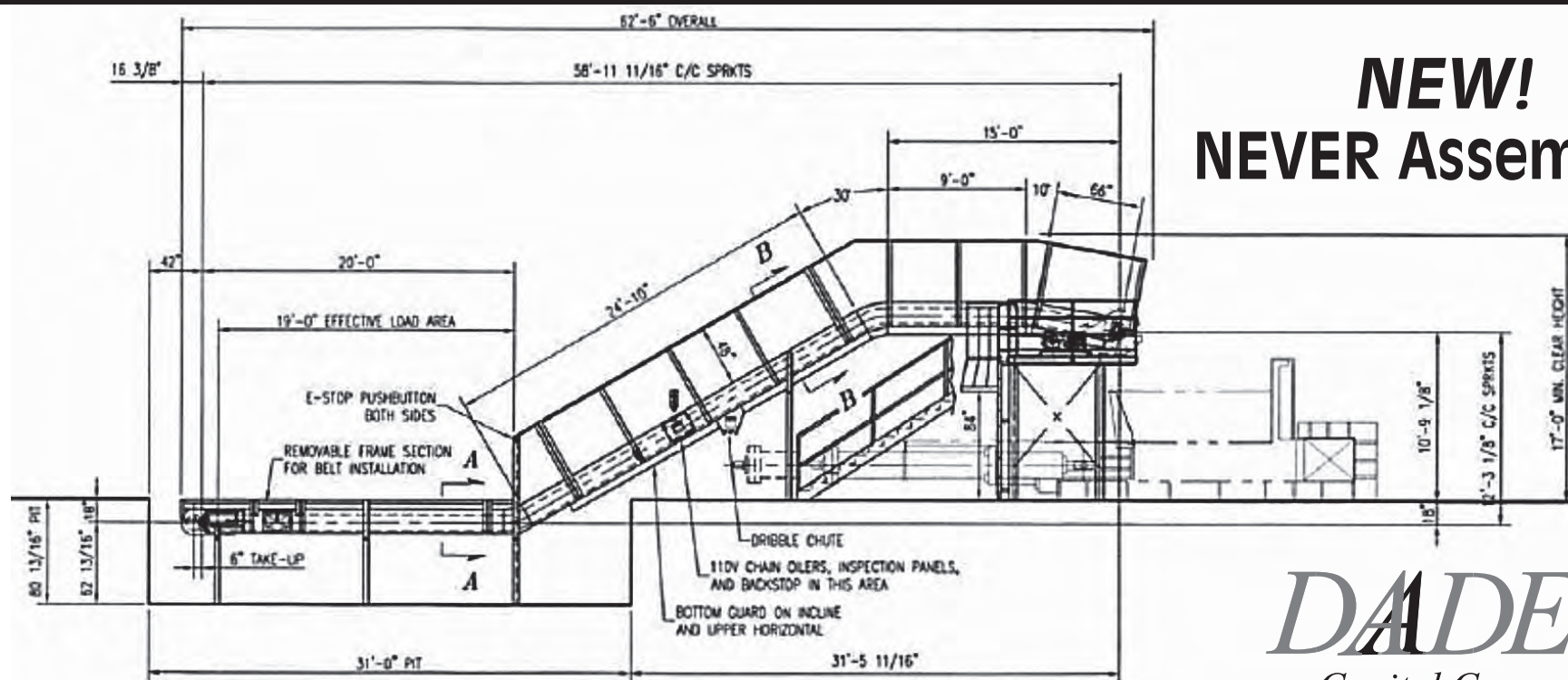
At the time of Mechel's annual shareholders' meeting, payment was expected to be paid in installments over four years,

but over the course of completing the acquisition, the term was extended by three years without increasing the total consideration.

The plant's electric furnace smelting facilities are currently working at their full capacity, producing up to 90,000 tons of steel per month. In 2011, steel production is expected to total over 1 million tons.

Production of hot-rolled products is planned this year to top 145,000 tons.

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BUSINESS BRIEFS

City of Lorain selects FirstEnergy Solutions

■ Lorain, Ohio selected FirstEnergy Solutions to supply discounted electric generation to six city facilities, including the city hall, a water plant and two wastewater treatment plants and pump stations, through December 2019. As part of this eight year agreement, FirstEnergy Solutions became the premier sponsor for Pipe Yard Stadium.

Swisher Hygiene acquires waste and recycling assets

■ Swisher Hygiene Inc., a provider of essential hygiene and sanitation products and services, has acquired certain solid waste and recycling assets of FSR Transporting & Crane Services, Inc.

FSR provides solid waste management and recycling services to the South Florida region, which includes the collection, hauling and disposal of solid waste and recyclables from commercial, C&D and roll-off customers and accounts.

Total consideration paid by Swisher Hygiene in connection with the acquisition was \$1.1 million in cash.

A boss asked one of his employees, "Do you believe in life after death?"

"Yes, sir," replied the new employee.

"I thought you would," said the boss. "Yesterday after you left to go to your grandmother's funeral, she stopped in to see you."

Lars Koller joins Vecoplan as new engineer

■ Lars Koller has joined Vecoplan LLC as a sales and project management engineer. Koller earned a five year advanced Mechanical Engineering degree from Fachhochschule Hannover, Germany in 2001. He brings 10 years of engineering experience from Focke & Co., working first in research and development at Focke's Verden, Germany headquarters and then as Manager of the Design Department at Focke's Whitsett, North Carolina facility.

Koller's responsibilities will include coordinating the design and development of turnkey shredding systems for the recycling sector. He will also oversee the manufacture and implementation of his projects once the engineering phase has been completed, ensuring continuous quality control throughout the process.

Johnson Crushers promotes Cheryl Pugh

■ Johnson Crushers International, Inc. (KPI-JCI) promoted Cheryl Pugh from order processing specialist to order processing manager. In her new role, Pugh will be responsible for coordinating overall order processing function and managing the activities of the order processing specialist.

Pugh was most recently employed by Momentive Specialty Chemicals in Springfield, Oregon.

Waste Connections moves headquarters to Texas

■ Waste Connections, Inc. announced plans to relocate its corporate headquarters to The Woodlands, Texas. Waste Connections expects the relocation to be completed by September 2012.

The company expects to incur an estimated \$15 million of costs during 2012 related to personnel and office relocation expenses.

In addition, the company may incur a loss in 2012 on its existing corporate office lease.

Hagenbuch technology licensed to Hitachi

■ LeRoy G. Hagenbuch, chairman of Philippi-Hagenbuch, Inc., announced that he and Hitachi Construction Machinery, the HCM Group, which includes Hitachi Truck Manufacturing company and Wenco International Mining Systems Ltd, have expanded their existing license agreement to include collection of real-time data.

The original license agreement from January 2000 between LeRoy G. Hagenbuch and Euclid-Hitachi Heavy Equipment, encompasses various vehicle management systems patents.

Under the agreement, LeRoy G. Hagenbuch grants HCM a nonexclusive license in the United States and Canada to utilize the technology represented by these patents to produce HCM products covered by these patents.

Copper Wire Stripper wins innovative product award

■ Copper Wire Stripper Ltd., headquartered in Ontario, Canada, received the 2011 NECA Showstopper Award for the most innovative product at the National Electrical Contractors Association (NECA) show. The award was received for the company's CWS-1 wire stripper.

Township trustee joins SWACO board of trustees

■ Six-term Franklin Township, Ohio trustee Timothy Guyton has been appointed to the SWACO board of trustees by the Franklin County Township Association.

SWACO executive director Mills feels Guyton's local government experience will be invaluable to the SWACO board. "As the long-time chairman of the Franklin Township Trustees, he understands the pressures on government to deliver services to taxpayers while keeping costs in check. His work with SWACO to form a waste consortium for his township and other communities brought about increased trash and recycling services at a lower overall cost for citizens."

Mills also believes the new SWACO trustee's work in clean up efforts for Franklin Township and the west side of Columbus will be a perfect fit with SWACO's Environmental Crimes Task Force of Central Ohio.

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BUSINESS BRIEFS

ReCommunity acquires Hudson Baylor facilities

■ ReCommunity, a company in the resource recovery industry, has acquired Hudson Baylor. With the addition of Hudson Baylor's 12 facilities in the Northeast and Southwest, two additional facilities opening in 2012, and 300 employees, ReCommunity will operate 36 facilities in 12 states, and employ 1,150 people. The move also initiates ReCommunity's expansion into the Western United States with material recovery facilities (MRFs) in Scottsdale, Phoenix, and Tucson, Arizona.

Hudson Baylor's glass bottle recycling facility also complements ReCommunity's operations.

Andrew Logsdon joins Wise Recycling as president

■ Andrew Logsdon has joined Wise Metals Group as president of Wise Recycling. The position, which reports to Wise Metals Group executive vice president and COO, Wes Oberholzer, will be located at the recycling center's headquarters in Raleigh, North Carolina.

Logsdon comes to Wise Recycling from Alcoa Energy, where he was finance director and business integration manager. While at Alcoa, he served as the controller and finance director of United States Primary Products, the controller of Alcoa's Massena operations, the controller and finance director of Global Foil, and the director of Energy Risk Management. Logsdon also worked for MidAmerican Energy Company in Des Moines, Iowa.

Bud Bradley retires after 40 years at Riverside Products

■ Riverside Products has announced Bud Bradley, account manager, retired in December 2011 after 40 years with the company. Upon his retirement Bradley plans to participate in volunteer work, travel in his RV and potentially begin a second career.

Riverside Products has over 50 years of history in the recycling industry, as a provider of rotors, wear parts and field service to metal recycling facilities throughout the world.

Bandit Industries welcomes dealers in Midwest, South

■ Bandit Industries announced 2 new dealers that bring 172 years of combined experience to residents of Illinois, Tennessee, Mississippi and Arkansas.

Central Illinois AG is located in the heart of the Illinois prairie, serving a wide range of customers through a repertoire of small and large equipment representing 18 manufacturers.

Locations in Atlanta, Farmer City and Clinton, Illinois will offer new equipment sales, parts and service for Bandit hand-fed chippers and stump grinders, serving customers throughout Central Illinois.

Williams Equipment and Supply serves customers throughout the Mid-South by offering a wide variety of equipment and tools. Bandit hand-fed chippers and stump grinders will join their inventories at six locations throughout Tennessee, Mississippi and Arkansas.

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Its offset tiller arm allows the operator to be more efficient and safe, and offers better fork tip visibility. The stability design reduces load sway. An on-board diagnostics system eliminates the need for a separate diagnostic handset.



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UCAN LAUNCHES UNTRASH CAN AND UNTRASH BAG

Ucan, a sustainable products company, has launched the Untrash Can and the Untrash Bags for residential food recycling. The Untrash Can is made in the United States from a minimum of 50 percent recycled plastic, with a handle that folds away, interior bag holder and a lid design that allows consumers to empty the contents with one hand. The Untrash Can reduces smells and keeps hands clean.

The Untrash Bag is made with Mirel, a plant based compostable material that has the strength of plastic but is 100 percent compostable.



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BUSINESS BRIEFS

Amy Schaffer joins RPTA as executive director

■ The Recycled Paperboard Technical Association (RPTA) has appointed Amy Schaffer as the executive director as of February 16, 2012.

As the executive director, Schaffer will oversee all aspects of the organization and work with the board of trustees to set and implement the Association's course.

Schaffer began her career at the Environmental Protection Agency, handling hazardous waste management issues. From there, Amy joined A.T. Kearney's environment, health and safety division. She then went on to the American Forest & Paper Association (AF&PA), where she was responsible for a variety of environmental issues, including as the lead for the US in developing ISO environmental management standards.

After a decade at AF&PA, she joined Weyerhaeuser Company representing the company on environmental issues before both the executive and legislative branches of government. Since 2008, Amy has assisted AF&PA on key industry environmental issues, including EPA's boiler MACT rules.

Green for Life acquires Turtle Island Recycling

■ Green for Life (GFL) Environmental Corp. and Turtle Island Recycling (TIR) Corp. have merged their operations, creating Southern Ontario's largest waste management company.

GFL, already one of Canada's fastest growing full-service waste management companies, has officially purchased TIR, one of Southern Ontario's largest recycling and waste management companies.

The GFL-Turtle Island combination has created a one-stop shop for waste management and recycling services in Southern Ontario. With 10 transfer and recycling stations, a soil remediation facility and three liquid waste storage and treatment facilities – GFL can process more than 2 million tons of soil, solid waste and recyclables each year.

GFL now employs more than 1,000 people and services more than 10,000 commercial customers and one million households, across Ontario and Canada. This includes the recently awarded contract to supply residential waste collection to the City of Toronto's District 2 which covers the west end.

Vecoplan appoints Bill Davison service director

■ William Davison has been named the service director of Vecoplan LLC. Responsibilities of his new position include the planning, allocation of resources, scheduling, and management of maintenance and service on existing machines, systems and control panels in the field.

Formerly general manager at Sieger Mechanical Maintenance LTD, Davison brings over 22 years of mechanical and electrical maintenance experience in the industrial sector, to his new position as service director at Vecoplan.

Events Calendar

March 11th-14th

The 25th Southeast Recycling Conference & Trade Show. Hilton Sandestin Beach Golf Resort & Spa, Destin, Florida.
800-441-7949 • www.southeastrecycling.com

March 19th-22nd

35th Annual Landfill Gas Symposium. Gaylord Palms, Orlando, Florida.
800-926-3976 • www.lfg.swana.org

March 25th-27th

C&D World 2012. Nashville Convention Center, Nashville, Tennessee.
608-538-3552 • www.cdworldmrg.com

April 1st-5th

NPE 2012: The International Plastics Showcase. Orange County Convention Center, Orlando, Florida.
866-229-2386 • www.npe.org

April 15th-19th

2012 ISRI Convention and Exposition. Mandalay Bay, Las Vegas, Nevada.
202-662-8500 • www.isricongvention.org

April 17th

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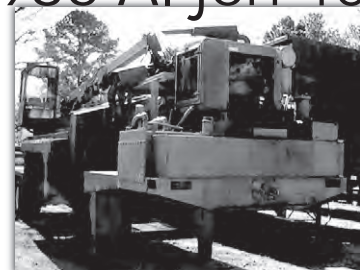
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Back L-R: Lynn Farrell - Yard Hand, Shane Stidham - Operator/Yard Hand, Dewayne Williams (son-in-law) Equipment Operator, (on Dewayne's shoulders) Leslie Williams (granddaughter), Rebeckah Williams (daughter) Office Manager/Dispatcher, Terri Dawn Breger (daughter-in-law), (on Terri's shoulders) Mason Dale Breger (grandson), Zack Hale-Equipment Operator, (held by Zack) Abigale (Zack's daughter)

Not shown: Jessie Odell Breger (son) Equipment Operator, Daryl Brooks - Yard Hand, Kevin Manion - Yard Hand, Brandon Wilson - Equipment Operator

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SECTION B

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FEBRUARY 2012

Car recyclers see market rebound

by MARK HENRICKS

mhenricks@americanrecycler.com

After a 2011 that represented a rebound from the lows of the recession years, auto recycling industry members and suppliers are hoping for a return to stability and greater prosperity. The near future, according to interviews with executives in the field, will be driven by new markets, new technologies and the ultimate replacement of the country's aging fleet of automobiles.

"2011 was not a record-breaking year, but it was close," said Curt Spry, scrap sales manager at Al-Jon Manufacturing, Ottumwa, Iowa, which manufactures metal recycling and landfill compaction equipment. "And we look for 2012 to be the same."

At OverBuilt, Inc., a maker of car crushers and baler-loggers in Huron, South Dakota, sales manager Jeff Hebbert said 2011 continued a trend from 2010 of modest recovery from the lows of 2009. "Predicting how long that's going to last is like predicting the stock market," Hebbert said. "But all indications are that the people in the recycling industry are very optimistic about 2012."

That's not to say the industry doesn't face challenges. Competition from foreign buyers and unregulated domestic salvage operations continues to drive up prices for salvage vehicles. Meanwhile, manufacturers of new parts are, in some cases, matching prices for used parts, catching recyclers in something of a bind.



One of the biggest reasons for the tight market for salvage cars is that ordinary drivers are holding on to their cars longer. This is good for sales because people need parts to keep their older cars on the road. But it makes it difficult to get a supply of used parts.

However, auto recycling remains an estimated \$23 billion industry with more than 8,000 participants. The Vehicle Recycling Partnership (VRP) of the United States Council for Automotive Research, a joint technology research venture by Chrysler Ford General Motors, said Americans dis-

card approximately 13 million end-of-life vehicles (ELV) each year. About 95 percent go through some form of recycling, resulting in the recycling of about 84 percent by weight of each vehicle, according to VRP.

Auto recycling's impact on the environment and economy is consider-

able. The typical passenger car consists of about 65 percent steel and iron, about 25 percent of which has been recycled, noted Rob Wagman, president and CEO of LKQ Corporation, a \$3 billion sales, Chicago-based public company that is the largest sup-

See REBOUND, Page 3

IAC Group reduces landfill by 36 million pounds in first year

As part of a company-wide environmental responsibility initiative at its 26 United States manufacturing facilities, International Automotive Components (IAC) Group has diverted 36 million lbs. of material from landfills in just 1 year after the initiative was launched in 2010.

Last year, IAC Group began an internal project to reduce landfilled material to zero at its production facili-

ties in the States. Leveraging its engineering experience, the team developed a recycling database that was used company-wide to track material re-use and landfill waste. Based on the data gathered, IAC Group initially challenged six of its manufacturing facilities to reduce their waste significantly.

Through several Kaizen-focused events at IAC Group plants, landfill lev-

els were identified, logged into the database and teams worked to divert or eliminate landfilling. Through these efforts, some facilities also were able to turn previous landfill content into income streams for the business through innovative recycling efforts.

By the first quarter of 2011, IAC Group had reduced the amount of landfill by 36 million lbs. on an annual basis.

Three plants, in Greenville, South Carolina, Albemarle, North Carolina and Old Fort, North Carolina have achieved zero landfill from manufacturing, and the others have reduced their waste by 50 to 80 percent. Additional IAC facilities in the following locations provided significant contributions to this effort: Fremont, Ohio, Montgomery, North

See IAC WASTE, Page 2



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A Letter from the Editor

Readers,

It's been an odd winter. In my small corner of Ohio, we've had balmy, 50-degree days followed by three inches of snow the next day. I'm not complaining, mind you. Instead of shoveling my driveway, all I need to do is wait for the next thunderstorm to wash it clean. I'd still rather be in Florida, but I'll take what I can get. Meanwhile, the other half of the state has been experiencing record snowfall. Who can fathom? Hopefully the crazy weather hasn't wreaked too much havoc on everyone's operations.

This month, we turn our Focus to a longstanding player in the waste, recycling and salvage industries: automotive recyclers. Writer Mark Henricks gives us a bird's eye overview of the auto industry in this month's cover story, and things are looking up.

Industry authorities have seen a slow, but steady recovery from the lows of 2009. Auto recyclers and used parts sellers are facing new trials as demand for parts grows while the supply of end-of-life vehicles dwindles. Other challenges include competing with new parts manufacturers who are starting to offer their products at used parts prices. Despite these factors, though, the industry is looking more vigorous than it has in several years.

As the automotive industry evolves to meet regulatory requirements on emission levels and miles achieved per gallon of gasoline, the recycling industry will have to evolve right along with it. As the current generations of hybrid and electric vehicles near the end of their useful lives, new government regulations regarding how they must be processed and disposed of won't be far behind.

The first step towards making provisions for future regulations is to know about them in advance. So, keep reading, and let American Recycler keep you informed of best practices and new rules that may affect you.

I hope all of you have a great month. As always, feel free to contact me with questions, concerns and suggestions.

Until next time,



Dave Fournier
Focus Section Editor
david@americanrecycler.com

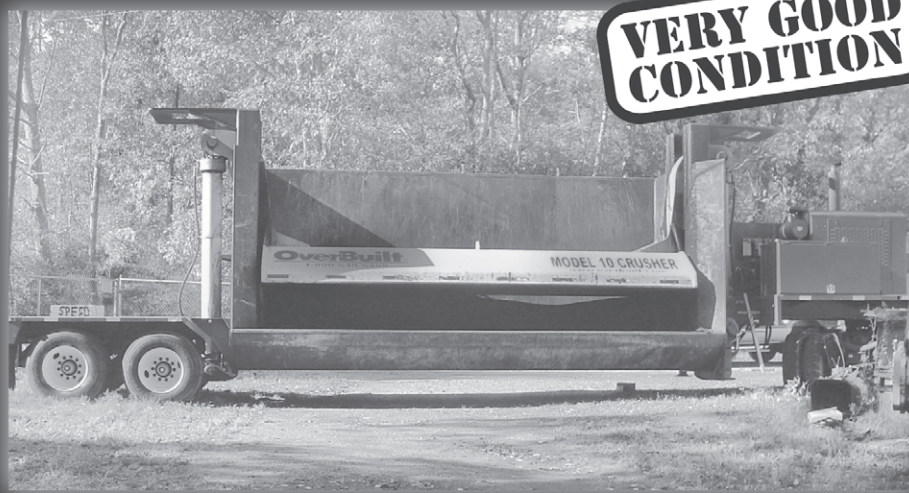
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Jacinto named APRA chairman

Dennis Jacinto was installed as the chairman of the Automotive Parts Remanufacturers Association (APRA).

Jacinto started his career in the remanufacturing business, working for a company that supplied components to electrical rebuilders. In 1983 he started a company that rebuilt starter drives and solenoids, and later became a full-line supplier to electrical rebuilders. Then in 1997, Jacinto purchased Lester Catalog. The catalogs that he developed were a primary service to electrical rebuilders that helped them catalog electrical products and improve service to their customers.

For the past four years Jacinto has served on the APRA executive committee. He became the first supplier member to be elected to the APRA executive board.

IAC waste

■Continued from Page 1

Carolina, Sidney, Ohio, Springfield, Tennessee and Spartanburg, South Carolina.

As a result, IAC Group was recognized recently by the Society of Plastics Engineers Plastics Environmental Division for its overall corporate environmental citizenship, and was presented with the organization's Daniel Eberhardt Environmental Stewardship Award. The award is presented annually to a company that is committed to the spirit of environmental sustainability in all of its actions, including environmental leadership, verifiable contribution, creativity, originality and significant impact, among others.

Another example of IAC's ongoing commitment to environmentally conscious materials is its Ecoblend family of products, in which IAC uses post-industrial recycle content to manufacture components from package trays to flooring applications. In addition, IAC Group is currently working on a component solution using kenaf, a natural bio-based material, to reduce use of oil-based resin and reduce weight, which will eliminate millions of pounds of oil-based resin over the life of a vehicle program.

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Nissan evaluates second-life applications for EV batteries

Nissan North America, Inc. (NNA) and ABB, a power and technology group, along with 4R Energy and Sumitomo Corporation of America, have formed a partnership to evaluate the reuse of lithium-ion battery packs that power the Nissan LEAF, an all-electric car designed for the mass market.

The purpose is to evaluate and test the residential and commercial applications of energy storage systems or back-up power sources using lithium-ion battery packs reclaimed from electric vehicles after use. Energy storage systems can store power from the grid during times of low usage and feed that electricity back into the grid during periods of peak demand, increasing grid performance and providing back-up power during outages. The team plans to develop a LEAF battery storage prototype with a capacity of at least 50 kilowatt hours (kWh), enough to supply 15 average homes with electricity for 2 hours.

Electric vehicle (EV) batteries, such as those that power the Nissan LEAF, have longer lives than those of personal computers or cell phones, with up to 70 percent capacity remaining after 10 years of use in an automotive application. This longevity allows them to be used beyond the lifetime of the vehicle for applications such as a smart-grid community energy management system or battery energy storage.

"This agreement will allow us to evaluate the commercial viability of a grid storage solution and develop a prototype to effectively reuse Nissan LEAF batteries," said Bruno Melles, head of ABB's Medium Voltage power products business, a part of the company's Power Products division.

Innovative energy storage solutions are expected to become a key component of the smart grid, contributing to greater efficiency, reliability and performance. They will facilitate further



Electric vehicle batteries have longer lives than those found in consumer electronics, which allows them to be used beyond a vehicle's average lifespan.

integration of renewable energy sources, such as wind and solar, into the grid. The evaluation of Nissan batteries, through the partnership, will help deter-

mine their suitability for the power industry as a cost-effective energy storage solution.

Rebound

■Continued from Page 1

plier of aftermarket and recycled collision replacement parts. LKQ removes usable parts from salvage vehicles for sale to body shops and recycles the rest as scrap. Each recycled ton of steel conserves 2,500 lbs. of iron ore, 1,400 lbs. of coal and 120 lbs. of limestone, Wagman noted. And the savings are repeated each time a car is scrapped.

"Steel is one of the few materials than can be recycled repeatedly without loss of strength," Wagman said. "And more steel is recycled annually than all other materials, including aluminum, glass and paper combined."

Recycling Rules

Regulation is one of the forces shaping auto recycling. Hebbert said, for instance, that tighter restrictions on shipping crushed automobiles have in the last several years greatly increased demand for baler-loggers that compress scrap cars into neat packages.

New environmental rules about water runoff are of concern to Eric Schulz, chief financial officer of AAA Auto Salvage in Rosemount, Minnesota. "The biggest change is storm water sampling that we never had to do before," he said. "We have to take storm water samples every year and meet the benchmarks that are set by the EPA as to what's contained in that storm water."

Despite the tightening regulations, auto recyclers report that they don't see them as unduly burdensome at this point. "I think it's all good," Wagman said. "It protects the environment and holds people accountable. So as a company, we fully support legislation and make sure people do all the right things."

Auto Markets

Demand for recycled automobiles is strong, so for recyclers the challenge is in obtaining salvage cars. Schulz said people who buy and rebuild salvage vehicles for resale is one important source of competition. Another consists of car dealers, who are driving up prices for used vehicles of all types, he said.

One of the biggest reasons for the tight market for salvage cars, according to Wagman, is that ordinary drivers are simply holding on to their cars longer. This is good for sales, he noted, because people need parts to keep their older cars on the road. But it makes it difficult to get a supply of used parts.

The trend toward people driving cars longer is a relatively recent development, however, and he doesn't expect it to last forever. "We'll see that come around," he said. "People are going to have to get new cars. There's got to be a tipping point where it's not economical to put more money into a car."

Recycling's Road Ahead

While foreign buyers are often blamed for driving up prices for American salvage cars, international customers are important sources of sales for companies that supply recycling equipment. Both Al-Jon and OverBuilt report good markets in Canada and Mexico, and Spry said Al-Jon is in discussions with a Chinese firm about a large purchase of equipment for crushing and containerizing cars for shipment to China.

Longer-term, auto makers are expected to begin having a greater impact on recycling. The VRP shifted much of its focus from end-of-life vehicle recycling processes to designing vehicles for recycling and promoting use of more recycled materials in the manufacture of new vehicles.

The recent popularity of hybrid vehicles, which employ gasoline engines in combination with electric motors powered by battery packs, is one design innovation that affects recycling. Wagman said recyclers must actively take precautions when working with hybrids and all-electric cars.

In general, the auto recycling industry can look forward to ever-greater demand for the recycled materials and parts that are its end products, and also to increasingly sophisticated business practices. Computer systems now help auto recyclers source parts quickly and accurately

for customers, for instance. Wagman said they need more automated ways to recover bulk materials from scrap cars, much as the tire recycling industry did for rubber and steel from old tires. They also need to find more uses for post-shred glass, plastics, textiles and fluids.

By improving recycling techniques and finding new markets for their products, auto recyclers hope to squeeze even more utility from scrap and salvage cars. "Eighty-four percent of a car can be recycled now," Wagman said. "I know we can get to 90 percent."



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The boss returned from lunch in a good mood and called the whole staff in to listen to a couple of jokes he had picked up. Everybody but one girl laughed uproariously. "What's the matter?" grumbled the boss. "Haven't you got a sense of humor?" She replied, "I don't have to laugh - I'm leaving Friday."

EQUIPMENT SPOTLIGHT

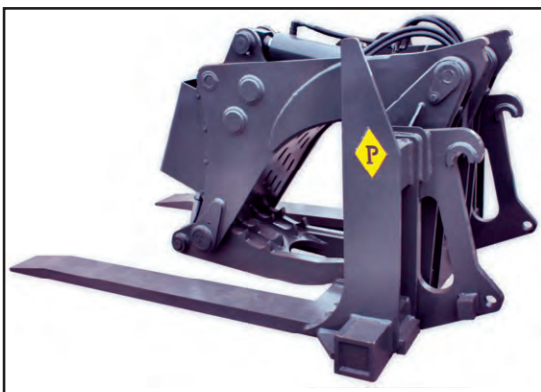
Wheel Loader Attachments

by MARY M. COX

maryc@americanrecycler.com

Auto recyclers and scrap processors always look for more efficient ways to process cars, more trouble-free equipment, up-time and the resulting positive impact on their bottom line. One product that can help to expedite the extraction of revenue from scrap vehicles is an engine puller.

Bateman Manufacturing, a supplier of car body forks and wrecker forks, offers products custom-designed for client application requirements. All forks provide certified welded construction and are fit-ready, with pin-on lugging or quick coupler hooks. Lugging geometry is adjusted to provide enhanced lifting and holding force for the loader. Wheel loader quick couplers are also available for all makes and models.



Pemberton, Inc.

According to Mark Vandenburg, general manager at Bateman, "Our forks offer extra heavy-duty construction to maximize their usage life span. The length of our forks is determined by customer application, whether that involves a single car body or numerous car bodies. The over arms have a wide range of movement which allows them to fold down tight or to be fully raised. This increases function and increases movement in small or tight areas. Forks can be adjusted and elevated, which assists in movement over rough terrain. Side shift movement and over-arm hydraulic clamps assist in lifting and moving stacked car bodies."

According to Ron Stern, marketing coordinator at Pemberton, "Pemberton manufactures over 20 different wheel loader attachments, including buckets, forks, rakes, grapples, couplers and of course, our engine puller. An experienced engine puller operator can

remove a hood, radiator, and engine in under a minute.

"We also offer a heavy duty, high-radius scrap grapple, a purpose-designed tire grapple and our flagship engine puller. Attachments, whether for wheel loaders or excavators, must be used properly to achieve the longest attachment life. When issues arise, all of our attachments include helpful hard-copy and electronic format user manuals. Also, our staff is available by telephone on weekdays to field user questions. Our engineering department periodically updates product designs to improve economy and efficiency," he added.

The Pemberton engine puller is best-suited for three to five yd. wheel loader applications, requires two machine functions (there is a switch to select between two hydraulic circuits if needed), can remove wiring harnesses from the dash, and can stack and then clamp cars for transport.

"We entered the auto recycling market in the mid-1980s and we sell approximately 50 engine pullers annually, primarily in the continental United States, but we also do business in Canada and South America. Besides auto and other recycling, we support industries such as construction, demolition, waste handling, pipeline, logging and others. The recycling industry continues to grow, and we're working on some new products for that market," Stern concluded.



Bateman Manufacturing Inc.

"Pride, excitement, and delivering a product that is useful to the market makes my day, every day," said Paul Secker, president of SAS Forks. "There

is a wide variety of specialty attachments for wheel loaders that can save recyclers money or earn them more – depending on what end of the auto recycling business they are in.



SAS Forks

"We consider the following aspects when assessing which products will provide the best value to a specific auto recycler: a) existing concerns of the owners/operator; b) the type of yard involved – full service, self-service or scrap processor; and c) the wheel loader size involved." Secker said that another factor to consider is whether or not the owner wants to upgrade.

He explained that, "In general, wheel loaders that weigh less than 25,000 lbs. are sufficient to handle cars from the side with short forks. Wheel loaders that weigh 26,000 to 30,000 lbs. can handle cars and small trucks from the front with long forks. Wheel loaders in the range of 30,000 to 38,000 lbs. are best for handling cars and full size trucks from the front with long forks. If a buyer is unsure about what to order, we can advise them, so they can avoid challenges such as damage that results from moving salvage items."

Secker added, "Some other factors to consider are how the product is designed. For instance, the tendency to bounce is an undesirable characteristic of standard L-shaped forklift forks. Also, has the product design addressed fatigue in areas of high stress and will service be available for blade changes, skid plates, protective bumpers, etc.?"

Rocker panel bumpers provide some level of protection for auto recyclers that handle vehicles from the side. Bumpers can be affixed to existing forks, but they can be integrated on SAS Car Body Forks. Heavy steel rock-

er panel bumpers are also available on style #3 SAS Crushing Forks, which may be used in handling good cars and in crushing operations.

The SAS Scorpion Engine Puller or Claw Engine Puller can be installed on any wheel loader from 22,500 lbs. to 38,000 lbs., which has one auxiliary hydraulic spool. Installation is simple, taking only about two hours. Quick-coupler configurations allow an operator to disconnect in two minutes and switch to other attachments, such as a bucket. For scrap processors with rail spurs, shuttling rail cars can be an arduous task, but the SAS attachment can be quickly affixed to the front of a wheel loader to safely move rail cars.

Manufacturer List

Attachments International Carole Butcher

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GM awarded Clean Citizen

General Motors' Flint assembly plant is the latest facility in the GM family to be named a Michigan Clean Corporate Citizen by the Michigan Department of Environmental Quality (DEQ). The Michigan DEQ recognized the home of the Chevrolet Silverado HD and GMC Sierra HD for recycling 75 percent of the waste streams the facility produced.

GM's Flint, Michigan facility reduced energy and water costs by \$2.9 million, and recycled 1,080 tons of cardboard, paper, plastic and wood wastes.

The Clean Corporate Citizen is a voluntary environmental program identifying environmental stewardship at Michigan facilities. Additional Flint Assembly achievements include:

- Reduced energy and water costs by \$2.9 million, saving more than \$20 per truck in 2011, and
- Recycled 1,080 tons of cardboard, paper, plastic and wood waste.

Through the facility's partnership with a number of waste management vendors, they also were able to recycle products such as solvent rags and used oil.

Flint Assembly is one of the oldest facilities General Motors owns, coming into existence shortly after World War II in 1947. Since then, it has come a long way in its efforts to become a more sustainable facility.

"By earning this designation, we have proved that our older facilities are just as apt to be clean as the newer ones," said Amy Farmer, Flint assembly plant manager. "It is our mission at Flint Assembly, as a responsible member of the community, to do our part to create a healthier environment."

For the past three years, the government has worked hard and spent many tax dollars to find the approval ratings for unemployment. The study concluded that a 7 percent unemployment level is acceptable to 93 percent of the population.

Car batteries recycled by 98 percent of automotive aftermarket companies

A car battery can lead a long and productive life, but sooner or later, this important part of the vehicle's starting and charging system will need to be replaced. When the time comes to say goodbye to your car battery, rest assured that it's being recycled by 98 percent of automotive aftermarket companies, including auto repair shops, manufacturers, distributors, retailers and jobbers, according to a study by the Automotive Aftermarket Industry Association (AAIA).

As a result of these efforts, an estimated 65 million automotive batteries were recycled in 2010, equal to 1.5 billion lbs. of lead, according to AAIA's Aftermarket Factbook.

"Battery recycling is just one of many ways automotive aftermarket companies contribute to a cleaner environment," said Rich White, executive director, Car Care Council. "These businesses have been green long before being green was mainstream."

More than 95 percent of an automotive battery can be recycled. The lead, plastic, acid and sulfuric acid found in batteries are reclaimed and reused in the manufacturing of new batteries.

The lead is cleaned and melted and used in the production of new lead plates and other parts for new batteries. The plastic is cleaned and melted into pellets used to manufacture new battery cases. Old battery acid can be neutralized into water, which after treatment, cleaning and testing, can be released into the public sewer system, or it can be converted into sodium sulfate and used in laundry detergent, glass and textiles.

In addition to recycling batteries, automotive aftermarket companies recycle tires, used oil and oil filters, parts cleaning solvents, scrap metal, plastics, cardboard and paper, a/c refrigerant, dunnage and wood pallets.

The study is part of AAIA's initiative to illustrate the automotive aftermarket industry's widespread efforts on behalf of the environment. The information is presented in AAIA's "Driving Toward a Cleaner Environment: The Automotive Aftermarket's Green Story," and in the short video, AAIA Green.

For additional information, view this article on www.AmericanRecycler.com.



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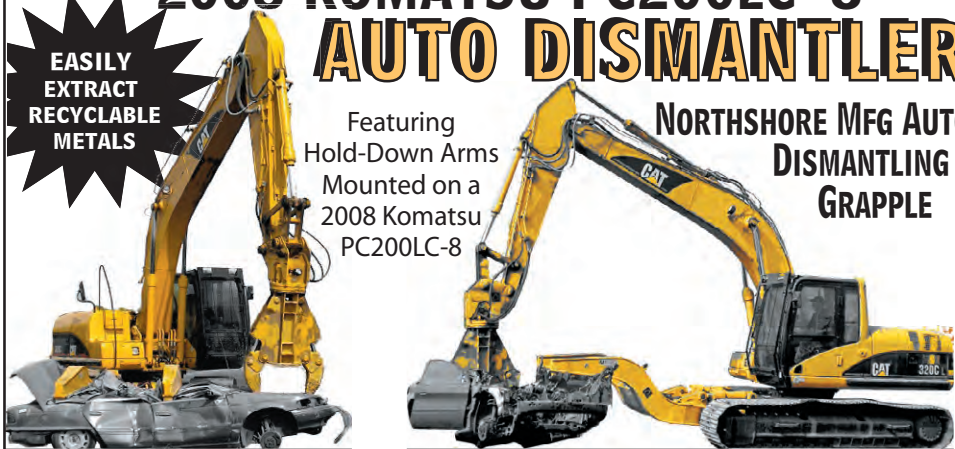
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A Closer Look

by Donna Currie

Solesbee's Equipment & Attachments

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If you're in need of thumbs, Solesbee's can take care of you. No, not those kind of thumbs – Solesbee's manufactures attachments for OEM equipment like excavators "that enhance the utilization of the equipment," according to David Jenkins, the company president.

Solesbee's sells that equipment through about 250 different dealers all over the US, and Jenkins said that most of those dealers would say that Solesbee's is the company to go to for thumbs. In fact, that was the first product the company made when it was founded in 1993, but it has since expanded to making all types of add-on equipment including scrap grapples, loader attachments, loader rakes, concrete crushers, wood shears, demolition grapples and forks.

Jenkins found his way to the equipment business through a rather convoluted route. He started off working in the grocery business doing outside sales work. He did so well in that capacity that he was promoted to work in the company's warehouse and to do HR work.

Later, he was offered a position in human resources at a tire and rubber company, but found that he really missed working in sales. "I like the art of making deals," he said. "I enjoy making the deal; following through on the deal." So when the opportunity arose, he joined Solesbee's in the sales department. "It's easy to sell something you believe in. That's why it's easy to work here," he said.

Just like the grocery business, Jenkins didn't stay in the sales department for long. When he first started with the company, he felt like he didn't know enough about the manufacturing to be able to do a good job selling the equipment. To learn about how the equipment was made, he spent a lot of time on the manufacturing floor during the second shift. "My curiosity drove me into more of a management role," he said.

It wasn't long before he was promoted to general manager, and later he started doing the buying. After the original owner of the company retired and the company was bought by investors, Jenkins became the company president.

In the 14 years Jenkins has been with Solesbee's, he has seen the company grow from making very few products with 5 employees, to one with a wide range of products and a large distribution system. He's also seen it struggle – like everyone else – when the economy took its dive. But business is looking up. "We had a great last year," he said, and the company is back up to 27 employees.

Besides increasing the number of products and employees, the company has improved its processes and manufacturing systems, and has invested in a lot of equipment to manufacture its products. About 98 percent of the equipment is made in-house, with just a few parts, like nuts and bolts purchased from outside vendors.

One new challenge is getting product to customers "in a timely manner." Jenkins said that in the beginning, it wasn't unusual for customers to be willing to wait a few weeks for delivery, but now they expect much faster delivery. He said Solesbee's has an advantage because they operate 20 hours per day on 2 shifts, rather than working a single shift. A product that takes 32 hours to make can be out the door in under 2 days.

Even though Solesbee's has been in business since 1993, Jenkins said, "it's still a young company" with a lot of potential to grow. He anticipates that business will double or triple and said, "it's exciting watching the company grow." To accommodate that growth, he expects that the company will move to a new, larger location, but he is committed to staying close to the current location in Douglasville, Georgia.

To help find a location, he put pins in a map to show where employees live, and he wants to make sure that any move won't make it difficult for his employees, some of whom have been with the company as long as he has. "There's very little turnover," he said.

He also appreciates his customers, and no matter how big the company gets, he wants to make sure that anyone who calls will talk to a "real person" and insists that the people who answer the phone "treat everyone with Southern hospitality," no matter what they're calling about. "We treat people the way we would like to be treated," he said.

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AAIA publication highlights aftermarket's green efforts

A new Green Snapshot, developed by the Automotive Aftermarket Industry Association (AAIA), is a brief synopsis of green statistics that reflect the positive impact of the industry's widespread efforts on behalf of the environment. The Green Snapshot is a half-page card, printed on Forest Stewardship Counsel-certified cardstock with soy-based ink, designed to create greater awareness of the industry's extensive contributions to a cleaner environment and is part of AAIA's initiative, "Driving Toward a Cleaner Environment: The Automotive Aftermarket's Green Story."

The snapshot lists many items recycled by automotive aftermarket companies, and the raw materials and energy saved by these efforts. Automotive aftermarket companies recycle used engine oil and oil filters, tires, batteries, parts cleaning solvents, scrap metal, wood pallets, cardboard and paper, plastics and a/c refrigerant. It also highlights the yearly raw materials saved by the manufacture, distribution and use of remanufactured automotive parts, and the positive impact that regular maintenance has on the environment.

"The widespread environmental practices of automotive aftermarket companies have been going on for decades," said Kathleen Schmatz, AAIA president and CEO. "These companies are clearly committed to having a minimal impact on the health of the ecosystem, and a positive impact on society and the planet."

The Green Snapshot is being distributed at automotive aftermarket meetings, events and trade shows. It also is used extensively in AAIA's lobbying efforts in the nation's capital and in state capitals.

In addition to the Green Snapshot, AAIA is telling the automotive aftermarket's green story with a short AAIA Green video and a portfolio, available online and in printed format, that summarizes company practices already in place in recycling, remanufacturing and operations. The green story is being told by AAIA representatives at meetings and events, and as well as on blogs and through an aggressive public relations campaign.

For additional information,
view this article on
www.AmericanRecycler.com.

APRA names Cueto secretary

Omar Cueto was installed as the secretary of the Automotive Parts Remanufacturers Association (APRA) during the "International BIG R Show" in Las Vegas, Nevada.

Cueto, president of L & J Diesel Service, Inc. of Jacksonville, Florida, is an avid writer, editorial contributor, and presenter who addresses issues affecting the diesel injector marketplace, the future of

remanufacturing, and green technology. As one who regularly addresses industry groups, Cueto's grasp of the implications and enforcement of the 2003 Clean Air Act aims to foster thoughtful discussion. Often, central to the discussion is remanufacturers need to have more access to OEM specifications so they properly service the diesel industry.

Cueto is also an active participant in the dialog about "Right to Repair" legislation, and he has spoken out and represented the industry in Washington DC. He encourages remanufacturers and others to be actively supportive of this legislation.

Additionally, Cueto is active in promoting technologically advanced remanufacturing as a way to create jobs and benefit the environment through the creation of enhanced engine performance, increased fuel efficiency, and lowered emissions. Presently his company is working in cooperation with the University of North Florida on research and development in the diesel field.

Cueto is a member of the Association of Diesel Specialists and AAIA.

Omar Cueto will become chairman of APRA in 2016.

A high-school student came home from school seeming rather depressed.

"What's the matter, son," asked his mother.

"Aw, gee," said the boy, "It's my marks. They're all wet."

"What do you mean 'all wet?'"

"I mean," he replied, "below C-level."

EQUIPMENT SPOTLIGHT

To be included in the spotlight, you must manufacture the equipment featured. We require a company name, contact person, telephone number and, if applicable, a website address.

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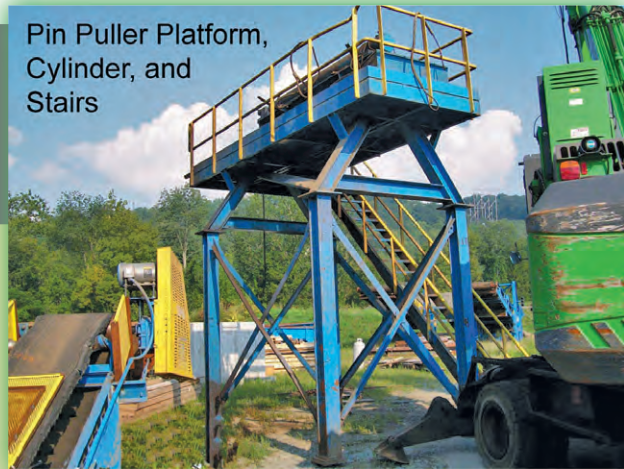
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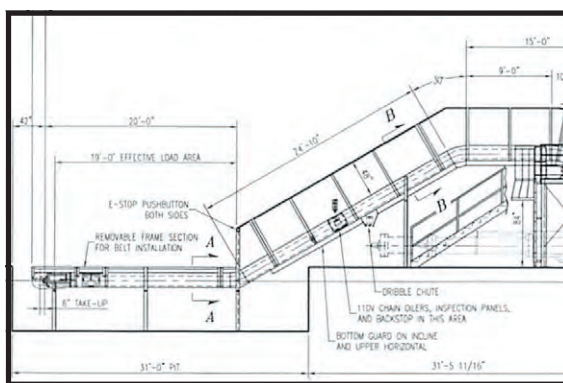
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Low 1,700 hours. All options including reinforced back wall and 1" hardox floor and lid. Immediately available. \$110,000



SELCO 2R12-75 TWO RAM BALER

Fully refurbished Selco 2R12-75 two ram baler. Allen Bradley controls, Accent 470 wire tier. \$158,000



MAYFRAN INFEED CONVEYOR FOR HRB BALER

NEW never installed. 72" wide belt, 20' lower horizontal, 25' Incline, 15' upper horizontal 53' overall length. immediately available at a huge savings. \$72,500



RICE LAKE WEIGHING SYSTEM

ATV 2012 & ATV 1012 portable Scale with weight display and printer. 30' total of portable scale. \$25,000



1995 HARRIS ABS 550

SEE IT RUNNING. Spare parts 19,000 hours.

\$165,000



2003 SSI M85H SERIES 35 MATERIAL SHREDDER

Excellent condition with 5,000 hours. 100 hp with infeed conveyor. \$125,000



1995 70 x 10 FAIRBANKS SCALE

Fairbanks Scale above-ground concrete deck with indicator and printer. weigh up to 200,000#. Weighs 40,000# and will ship on one semi load. \$25,000