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## FOCUS: Paper/Plastics

### Recyclers feel impact of commodity prices



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# Metals market meltdown

by MAURA KELLER  
@americanrecycler.com

It's official. The metal recycling industry has experienced one of the slowest economic periods in recent history. Businesses are worried, consumers are cautious and investors are downright jittery. So what does this mean for the short-term and long-term U.S. and global recycling market?

### Changing industry dynamics

Over the last 30 years, the global recycling market as a whole has become a very efficient mechanism. Gone are the days when markets were regionalized and fragmented, and a select few controlled the flow of raw materials. Faced with today's challenging market conditions, tighter profit margins from lower scrap metal prices have dramatically impacted the metal recycling industry.

Brett Muckle, president of Asset-X, a scrap metal brokerage based in Chicago, said today anyone can order an intermodal container, load it with scrap, and basically ship their raw materials anywhere around the globe. This increased freedom of choice has leveled the playing field, and allowed a much more fluid and efficient scrap market. That said, when the U.S. economy slowed in 2008, there were still markets abroad that were strong, and so scrap flowed overseas, until there was an equilibrium achieved in the global scrap commodities market. That balance has disappeared the last few years.

"In general, scrap markets are tied to economic growth," Muckle said. "And as we now truly live in a global market, it's not enough that the U.S. auto sector had one of its best years in 2015, we need the world to generate enough global demand to consume the

materials being generated by such a large and intricate recycling system. China is consuming less and exporting more cheap commodities, Europe is slow, and the U.S. still isn't growing as it was 10 years ago. And the infrastructure that facilitates the world's recycling – the thousands of scrap yards and organizations – are feeling the pain."

### The current market

What has happened over the last couple of years has been a steady decline in prices, for all scrap grades. Scrap steel, copper, and aluminum, are off anywhere from 40 to 60 percent.

According to Ryan Olsen, vice president for business information and statistics at the Aluminum Association,

through October, preliminary data published by the U.S. Geological Survey (USGS) indicate that recovery of aluminum from scrap totaled an estimated 6.593 billion pounds, down 1.7 percent from the October 2014 YTD total of 6.710 billion pounds.

"This steady decline has made it difficult to stay ahead of the pricing curve, and caused a general margin erosion for recyclers," Muckle said. "We have seen numerous yards shut down in an effort to reduce overhead for the larger scrap conglomerates and smaller or more leveraged yards have gone bankrupt or shut their doors because they cannot weather this economic storm."

tion and ready to strike. We have seen about a 25 percent reduction in material across our door for 2015. Factor that in with prices falling from in the \$300s a gross ton to in the low/mid \$100s at the end of year and it is a challenge not easily faced."

Experts agree that all sectors of the metal recycling industry are being hit hard. That said, Franklin is specifically seeing a change in public "across the door" purchasing.

"With prices so low there is no incentive for the average customer to bring in material," Franklin said. "They can sit and hold or not even worry about recycling with prices as low as they have been. This is also the same

See MELTDOWN, Page 6



While some scrap metal processors are temporarily shutting down operations, others are ramping up in a bid to take over a larger market share.

PHOTO BY PUMBA1 | DREAMSTIME

Metal Logics, a scrap metal processing company in Seymour, Indiana has experienced a major downturn for the past 12 to 15 months. "Obviously January 2015 was the biggest one month slide – down about \$90 per ton," said Kyle Franklin, vice president and chief financial officer at Metal Logics. "A strong dollar coupled with China's poor economic situation has crippled the export market. At the same time, seeing the importing of steel from outside countries hit our domestic markets and has really created the perfect storm."

Franklin stressed that these markets certainly present trying times for a scrap processor and recycler. While Metal Logics has seen the downturn, this is certainly not something they haven't seen before in the industry.

"Back in 2008 we saw similar numbers," Franklin said. "It is a very cyclical industry and currently we are on the downswing. The key is being able to ride out the rough patches and come through the other side with less competi-

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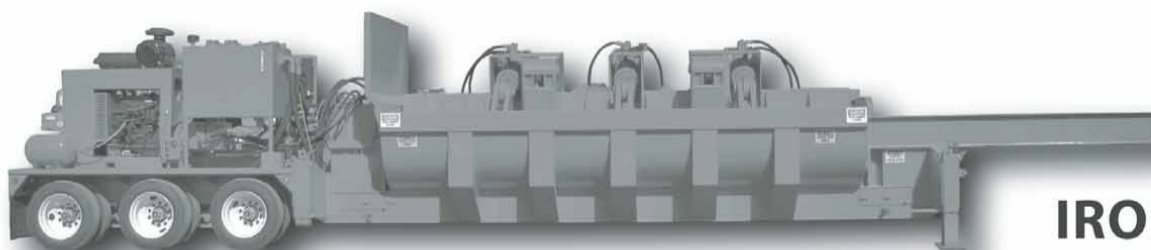
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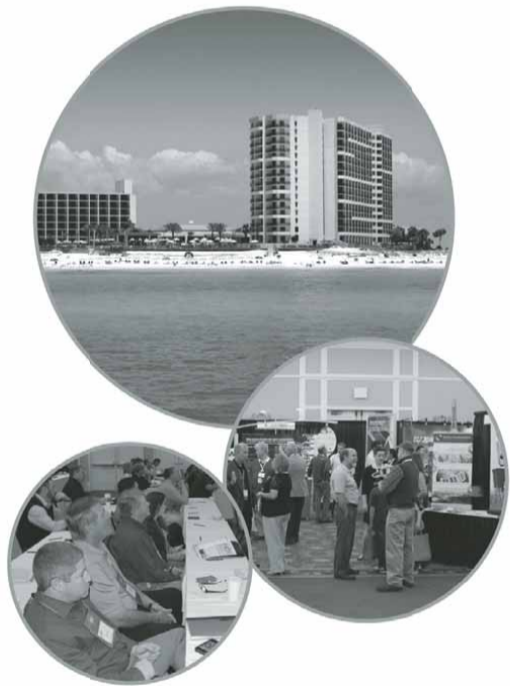
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**Alpine Waste rewards local collector**

Alpine Waste & Recycling named Colleen Chandler of Englewood, Colorado as the winner of this year's America Recycles Day contest, rewarding her with two weeks of lunches to a local restaurant.

Chandler delivered to the Altogether Recycling Plant 12.3 lbs. of foam packaging material, known technically as expanded polystyrene or known commercially as Styrofoam™. The delivery occupied an entire pick-up bed of space, and it represented several years' worth of collection.

As a result, Chandler received a gift card covering the equivalent of two weeks' worth of take-out lunches at El Jardine Restaurant in Commerce City. The restaurant provides those take-out lunches in foam packaging, which can now be recycled at the Altogether Plant in Denver.

Alpine is the only recycling company in Colorado to solicit polystyrene foam in a single-stream recycling process.

Alpine acquired the equipment thanks to a \$45,000 grant from the Food-service Packaging Institute. The densifier allows Alpine to transport and recycle the material in bulk. The foam eligible for recycling includes food packaging materials such as cups, take-out containers, egg cartons and meat trays.

**Events Calendar**

**February 3rd-4th**

**Association of Plastic Recyclers Meeting.** Hyatt Regency New Orleans, New Orleans, Louisiana.  
 202-316-3046 • [www.plasticsrecycling.org](http://www.plasticsrecycling.org)

**February 15th-17th**

**BBI International - RFA's National Ethanol Workshop and Expo.** Hyatt Regency New Orleans, New Orleans, Louisiana.  
 701-746-8385 • [www.fuelethanolworkshop.com](http://www.fuelethanolworkshop.com)

**March 9th-10th**

**GLOBALCON Conference & Expo.** Hynes Convention Center, Boston, Massachusetts.  
 770-447-5083 • [www.globalconevent.com](http://www.globalconevent.com)

**March 13th-16th**

**28th Annual Southeast Recycling Conference & Tradeshow.** Hilton San Destin Golf Resort & Spa, Destin, Florida.  
 800-441-7949 • [www.southeastrecycling.com](http://www.southeastrecycling.com)

**March 21st-24th**

**Carolina Recycling Association's Manufacturers Zero Waste Conference.** Wilmington Convention Center, Wilmington, North Carolina.  
 877-972-0007 • [www.cra-recycle.org](http://www.cra-recycle.org)

**April 2nd-7th**

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

**April 12th-13th**

**NERC'S Spring Workshop.** Hyatt Regency Princeton, Princeton, New Jersey.  
 802-254-3636 • [www.nerc.org](http://www.nerc.org)



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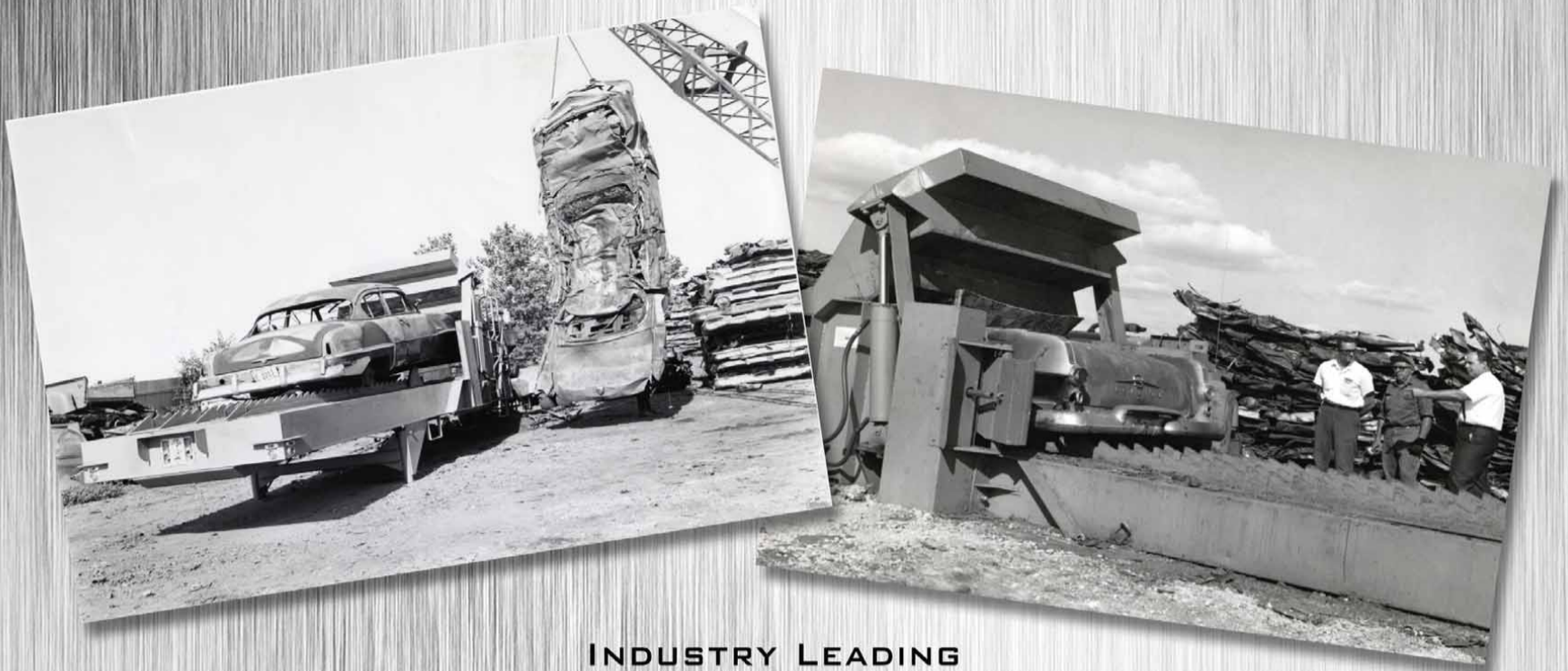
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# New York Governor signs clothing collection bin legislation

New York State Bill A.5317 sponsored by assemblyman Edward C. Braunstein (D-Bayside) and supported by the Secondary Materials and Recycled Textiles Association (SMART) was signed into law by Governor Cuomo on December 14, 2015. The legislation combats the proliferation of clothing collection bins provided by fake charities in New York by imposing stricter regulations on the placement, maintenance and transparency of collection bins across the state.

The legislation prohibits placement of collection bins on public property and imposes maintenance requirements of such bins. The law also strengthens operator transparency by imposing disclosure requirements, including indication as a for-profit business or nonprofit organization. Additionally, disclosure is required if the bin is operated by a for-profit business in conjunction with a nonprofit organization. Bin owners are subject to fines for violations of the bill's disclosure and maintenance

requirements.

SMART worked closely with New York legislators to draft the bill. Their Draft Bin Legislation and Guidance Document, along with the association's Bin Operator Code of Conduct served as guides for the legislators. SMART has worked with legislators nationwide on the state and municipality levels to develop and enact bin legislation, including Kentucky, Illinois, California, Virginia and Maryland.

According to King, SMART's

member companies make vital contributions to state and national environmental goals through the reuse and recycling of nearly four billion pounds of used clothing and other textile waste that would have otherwise ended up in a landfill each year.

The association's industry members range from wiping rag manufacturers, textile wholesalers, textile graders, fiber conversion companies and collection bin operators.

## Meltdown

■Continued from Page 1

for demolition projects. Many companies are waiting for prices to recover before they schedule teardowns. It is retraining their market expectations. Something that they would have been paid well for in the recent past now will be a significant cost to them."

The Aluminum Association has also seen a macro-trend in terms of aluminum recycling where the domestic industry is collecting and recycling more aluminum than ever before.

"In fact, around 70 percent of U.S. aluminum production today is making recycled, or secondary metal compared to just 30 percent of production in the 1980s," Olsen said. "Recycled aluminum requires 92 percent less energy to make than new aluminum, which has a major impact on the industry's environmental footprint."

For Tom Buechel, owner of Rock-

away Recycling and the creator of the iScrap App, business is down significantly. "Anyone who says that they are doing just fine is not telling the whole tale and it will be like this for a long time," Buechel said. "With the 2016 predictions very bearish right now you have to expect prices and overall business to be down. At my scrap yard the customers who would do this part time have largely stopped because the return on their metals was not paying enough to continue to do it."

"The price of oil will continue to affect what we are going to see with the prices and it will be a very interesting 18 months ahead of us," Buechel said.

According to Jeff Griffis, vice president of DADE Capital Corp., located in Perrysburg, Ohio and a national service provider and equipment finance source for the scrap industry, "2015 was definitely a trying time for ferrous scrap metal recyclers. But the general consensus is that ferrous scrap prices bottomed out in

November, 2015.

"Ferrous prices increased in both December 2015 and January 2016. Prices for finished steel products have increased. Imports, primarily from China, have decreased in part due to the imposition of counter-vailing duties as high as 225 percent. While it won't be a quick recovery it appears that we're on track for a return to normalcy in the ferrous market."

### China puts squeeze on market

According to Fred Seidenberg, partner at American Metal Solutions and former owner of Mid-Carolina, steel mills and recycling companies are in trouble. "Companies that own shredders are basically in the red. All the shredders I've talked to are losing money on steel and are only able to make money on Zorba. And China has over capacity on steel – everything has slowed down to a halt and they are unloading it into America at cheap prices. The last decade China drove the market.

Indeed, China's economy has greatly impacted our metal exports and that impact is expected to continue.

As Olsen explained, just over 50 percent of U.S. aluminum scrap is destined for export. Year-to-date, however, U.S. scrap exports are down roughly 9 percent. A large reason for the decline is China's decreasing appetite for foreign-sourced scrap aluminum.

"China has produced roughly 55 percent of the global primary aluminum produced in 2015," Olsen said. "That's up from 38 percent in 2010 and 11 percent in 2000. As China continues to produce more and more of the world's aluminum, their domestically generated scrap continues to increase as well. Consequently, their appetite for U.S. scrap continues to decline. China represented over 55 percent of U.S. aluminum scrap exports YTD (through Oct.), but that's down from 63 percent over the same period in 2014 and 69 percent in 2013."

Seidenberg acknowledged that as China's economy has slowed down and they are importing a lot of billet.

"I have heard there are cities in China with huge skyscrapers that are completely empty – so many people are in poverty in China as they have overbuilt and over expanded," Seidenberg said. "They have too many steel mills. Their currency is devalued which is why the dollar is so strong. Nothing lasts forever but I think it will likely be a long slow recovery. People in the

industry will just have to adapt."

### What the future holds

Recyclers have spent years growing their reach, and building infrastructure, but when both volume and margins decrease, it becomes a task of how much fat to cut to survive, without hitting the proverbial "bone."

"And as long as companies continue to allow prices to fall without resistance, there will be room left for markets to continue to slide," Muckle said. "Some economists believe there could be another 10 to 20 percent drop left before that equilibrium is met, where supply matches demand. Right now there is still too much supply, and not enough demand. In my 30 years in the industry, I have not seen this many bankruptcies or yards shuttering."

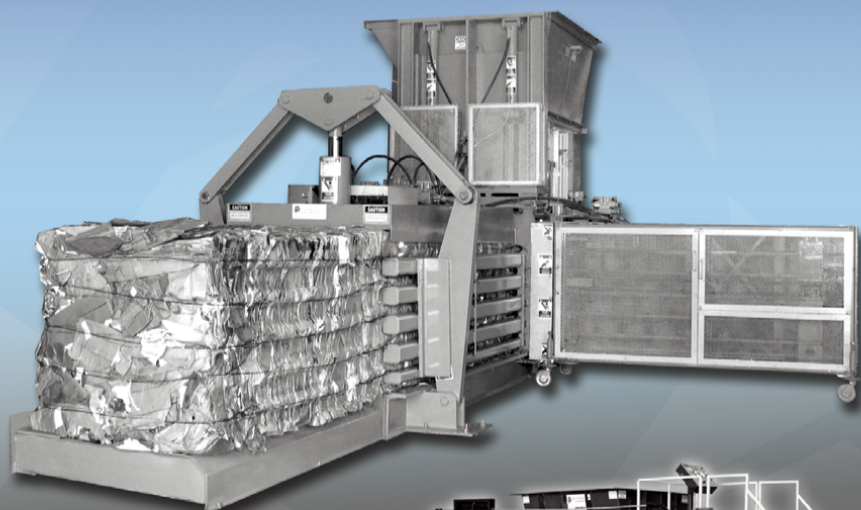
In an effort to stem the tide, the industry is seeing yards diversify into other areas where they are not historically players, such as electronics recycling, auto salvage or even demolition.

Indeed, the key for Metal Logics' success has been flexibility. They have branched into many new areas as a result of the poor markets. "Trying to do more 'useable' sales has been a key," Franklin said. "We are utilizing eBay and other platforms to sell what would have traditionally been scrap at higher returns. We now look to do more with by-product management as well including glass, plastic, cardboard, etc. And the biggest key for the scrap side is identifying markets that cannot wait for the market to improve to move inventory."

Franklin believes we will continue to see more down pricing for a considerable time. "We are coming into an election year and we will see a holding pattern until we see the new direction for our president and economy," Franklin said. "We may have seen the lowest of the lows already, but I do not believe we will see any major gains in the market until 2017."

Muckle also pointed out that as long as cheap commodities continue to flow in from abroad, it will displace domestic raw materials. "There is no immediate light at the end of the tunnel, and the consensus is at least another 12 to 18 months of these markets," Muckle said. "Eventually the cost of collection, and to process scrap will hit a floor, or demand for raw materials will pick up on a global basis, and prices will stabilize. Until then, it is a battle of attrition, and the last person standing wins."

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## Kettle Creek Corp honored

Philip and Bonnie Haas, owners of Kettle Creek Corp., were awarded the 2015 William M. Heenan, Jr. Recycling Markets Development Award for their commitment to recycling and innovation by The Pennsylvania Recycling Markets Center, Inc. (RMC).

Kettle Creek is a manufacturer of outdoor waste and recycling receptacles made entirely from recycled plastic and aluminum content, and produced in Pennsylvania.

Philip Haas, who always held an interest in the environment, founded a recycling container business in 1983 in his Hamburg, Berks County home after designing some for Hawk Mountain Sanctuary, where he was working as an education coordinator. Haas incorporated in 1992, selling containers with interesting designs and artistic graphics under the brand name Windsor Barrel Works.

At the time, the focus of recycling was on household or curbside programs, and less on indoor and outdoor public

spaces. Haas knew that if recycling and trash containers were more attractive and functional people would be more encouraged to use them.

In 2012 his wife, Bonnie, took a more active role, becoming the company's president. Today, containers from Kettle Creek's Warminster workshop and warehouse can be found throughout the U.S. and overseas in environments that include municipalities, museums, public parks and educational facilities.

## EnviroVantage wins award

EnviroVantage of Epping, New Hampshire, an environmental and specialty services contractor, was recently honored by The New Hampshire/Vermont Chapter of the Associated Builders and Contractors Association at their annual Excellence In Construction Awards Ceremony with a Merit Award for their work on The Gables Dormitories at The University of New Hampshire.

The event honored outstanding work in construction over the past year.

"The Gables is one of the most intense projects we have ever undertaken" said EnviroVantage president Scott Knightly. "3 dormitories, 1,134 rooms, in 53 work areas with 100 employees and 10 days to completely demo and clean the areas was a monumental feat."

The Gables Summer Slammer project included a total time window of 68 days to completely rehabilitate 3 dormitories while students were out over the summer.

## 2016 Reliability Achievement Awards granted

The Association for Iron & Steel Technology (AIST) disclosed the 2016 Reliability Achievement Awards recipients. This award recognizes companies and the individuals within them that have developed, applied, and proved a new practice, policy or procedure that significantly improves iron- and steel-making reliability in North America.

The AIST Reliability Achievement Award was established by the AIST Maintenance & Reliability Technology Committee to recognize iron and steel producing companies for reliability improvements and achievements that can be demonstrated as unique or first in the industry. The award is given on three levels – gold, silver and bronze. Award finalists will be invited to present papers on their achievements at future AIST Maintenance & Reliability Technology Committee events.

The 2016 AIST Reliability Achievement Award Recipients are:

- Gold – Steel Dynamics Inc. Structural and Rail Division, Columbia City, Indiana. "EAF Offgas and Baghouse Systems Upgrade" submitted by Bill Bennett, meltshop and rolling mill mechanical engineer.

- Silver – ArcelorMittal Dofasco Inc., Hamilton, Ontario, Canada. "Transition Flap House Reliability Improvements" submitted by Doug MacLean, manager, steelmaking maintenance.

- Bronze – ArcelorMittal Flat Carbon – Cleveland, Ohio. "A Thermography Program C6 Blast Furnace Campaign Extension" submitted by Paul Arendash, manager — operation technology and mechanical infrastructure.



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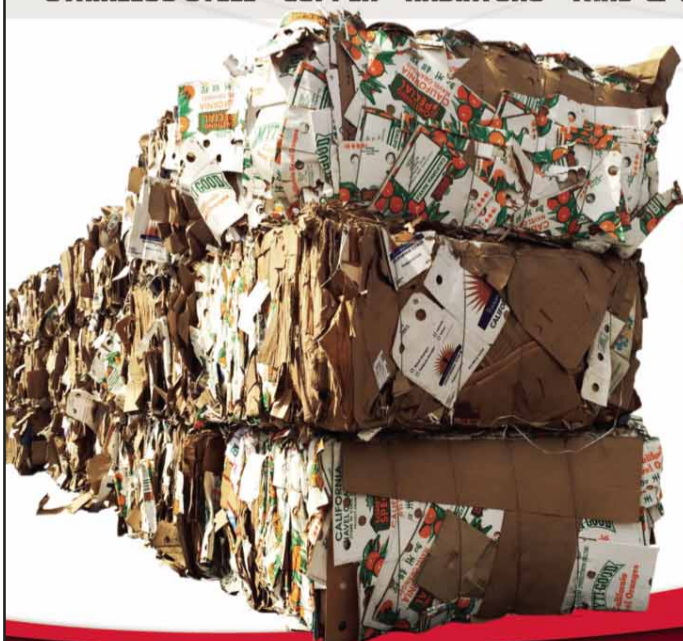
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## Transportation awards entry period open

The entry period for the 2016 Transportation Safety Awards is now open, according to the Institute of Scrap Recycling Industries (ISRI). The program, now in its fourth year, includes four awards recognizing outstanding safety records: the Best Fleet Awards, Pacesetter Awards, the Driver of the Year Award, and the ISRI Golden Wrench Award.

“ISRI Transportation Safety Awards reflect the value and importance that the industry places on vehicle safety,” said Commodor Hall, ISRI’s transportation safety director. “By recognizing the top performers in the field, both at individual and company levels, we are raising the bar for the entire industry.”

The Best Fleet Awards will be presented to the ISRI member with both the lowest vehicle accident rate and the lowest DOT severity rate for the calendar year 2015 in each of four classes, determined by size.

The Pacesetter Awards will be granted to the ISRI member with the best 36-month accident record in each of four classes, determined by size.

The Driver of the Year Award will be awarded to the commercial vehicle driver with the best 20-year driving record, with the minimum qualification being no at-fault accidents during the driver’s entire career. The winner will receive \$500, a trophy and leather jacket, and a trip to ISRI2016.

The ISRI Golden Wrench Award will be given to the best heavy vehicle maintenance technician or manager who exhibits outstanding efforts, achievements, and contributions to ensure that commercial vehicles are safe on the road. The winner will receive a trophy and a trip to ISRI2016.

Entry forms and additional information can be found online. All entries are due by February 29, 2016. The awards will be presented during ISRI2016, ISRI’s Annual Convention and Exposition in Las Vegas.

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## INDUSTRY PROFILE

## A Closer Look

by Donna Currie

### Alvin's Auto Recycling

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In 1985, Alvin Collier partnered with his father to buy an auto recycling business that had been operating since 1923. "Four months later, I bought him out," Collier said.

Those four months weren't his only experience in auto recycling. "My youngest memory was climbing up on a fork lift," he said. Collier grew up in the auto recycling business, working for his father at the family business.

Thanks to working with his father, Collier goes by the nickname Flash. "My name is Alvin Ray Collier, and my father's name was Henry Alvin Collier," Collier explained. Collier wanted to be called Al, but that was the name his dad used. "They were sitting around and they said I needed a nickname because when they called the intercom we both came up front. So they came up with Flash."



—Alvin Collier

Besides running his business, Collier is the president of the Bay Area Auto Dismantlers Association and is on the board of a similar national organization. Last May, he was commended by the California legislature for his work with those groups, as well as his community service, leadership and business ethics.

Unlike some other auto recyclers in the area, Alvin's Auto Recycling focuses on newer-model cars, and only takes in five to seven cars each week. They only have room for about 60 cars on the property, so they have to balance purchases with sales.

The business is located in a metropolitan area in Oakland, just two streets away from the main street in town, but because of the way the property is arranged, it's not obvious that the business is an auto recycler. "People come by my place and say they never knew there was an auto recycling place here," he said.

Since Collier turns down more cars that he buys, it allows him to be selective, and only buy cars that have parts he knows he can sell. They focus on mechanical parts, like engines and transmissions, rather than body parts which take more space to store.

"Cars are more complicated now," Collier said, so it's not as easy for people to work on cars, so "you have to be compassionate" when customers come in for parts for their own repairs.

Although he sells parts to the general public, 60 to 70 percent of his sales are wholesale, and a lot of sales are non-local, to people who found the parts online.

Collier has seen a lot of changes in the auto parts and recycling business in the many years he's been involved. For one thing, most of the cars he buys come from insurance auto auctions, rather than direct from insurance companies.

"They became a middleman," he said of the auctions.

The internet has made huge changes to the business as well. People used to simply go to their local junkyard, but now they go online to find places to junk a car or find used car parts.

The software he uses makes it easy for people to find parts, since it uploads the inventory to the internet so "everybody knows that I have those parts," he said. "It's magic."

When a car comes in, tags are printed for all of the desirable parts from the car, so his dismantlers know what parts to pull and which to leave behind for recycling. Once the parts are pulled, the system changes the inventory location from "car" to the actual inventory location so the parts can be located easily after they're sold.

In the future, Collier thinks that old-style auto recycling will "become new again" with more self-service auto recyclers entering the marketplace and he expects that outdoor yards will disappear and all auto recycling will be handled indoors. He also noted that some auto makers are becoming more involved with cars "from cradle to grave." As examples, he said that Ford had attempted to get into the recycling business, and the Tesla can only be repaired by a certified shop, which limits the market for parts.

But those larger issues are not his most pressing concerns. On a more local level, the cost of living is high in his area which makes it hard to find and keep qualified employees at a normal pay rate for the jobs. But still, last year he was awarded "Boss of the Year" in 2012 by a local publication, so he must be doing something right.

Another thing he does right is take care of customers who need a little extra help. "I like helping the young kids," he said. "They don't have a lot of money."

Much of what he sells are parts procured from other recyclers across the country. "I'd love to sell 50 percent of my own stuff," he said, but he also prides himself on finding what people need. "I'm a good guy to know if you own a car," Collier said. "I locate stuff. I'm the guy you want."

## CONSTRUCTION &amp; DEMOLITION

## Katy Medical Plaza earns Leed Gold Certification



Transwestern disclosed that Phase I of Katy Medical Plaza has been awarded Leed® Gold Certification by the U.S. Green Building Council in the Leadership in Energy and Environmental Design (LEED) for Core and Shell™ green building rating system.

Katy Medical Plaza is a medical office development in Katy, Texas. Phase III of construction is slated to commence in fourth quarter 2016.

"Our strategic location, focus on environmental health and energy efficiency has been well-received by our medical tenants," said Jeff Mickler, president of Jacob White Construction. "Another significant benefit has been our lower operating expenses, which are currently 30 percent

less than the average operating expenses of Houston medical office buildings. The lower operating expenses will continue to have a positive impact on the bottom line for our medical tenants as future utility costs escalate."

Katy Medical Plaza is the only building in Katy with a green roof, with 95 percent of the base building's roof covered in vegetation. Other LEED efforts at the building include:

- 63 percent potable water use for sewage reduction.
- 100 percent electricity through renewable power.
- 90 percent of the construction waste diverted from landfill.

## New guidelines issued for green building with aluminum

The Aluminum Association released Aluminum in Green Buildings: A Guide to Green Building Development and Certification with Aluminum Products.

The guide is intended to assist and support aluminum end-users – architects, designers and engineers – in understanding how aluminum contributes to green building development and achieving certifications like Leadership in Energy & Environmental Design. Key information in the Guide includes:

- Aluminum's unique properties and building applications.
- Aluminum building products and systems that contribute to credits for LEED® v4 certification.
- North American aluminum's life cycle environmental performance (Environmental Product Declarations).
- The North American industry's sustainability strategies, metrics and major achievements.

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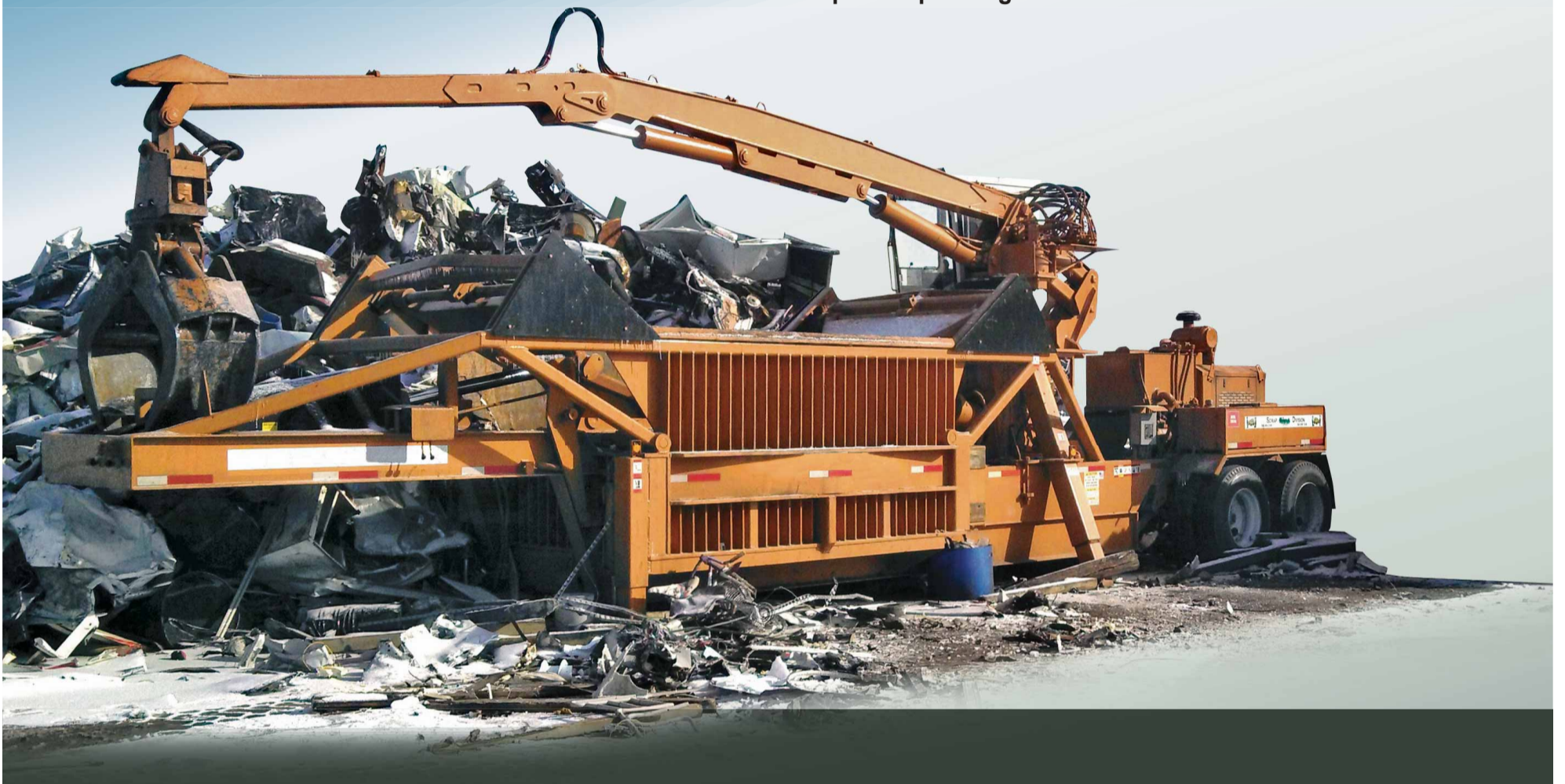
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**\$100,750 Cost after Section 179 Deduction**



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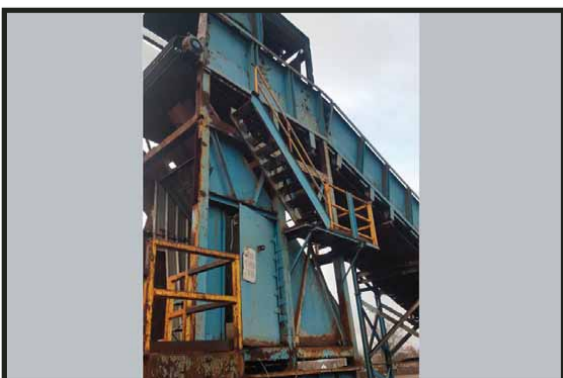
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# METALS

## Steel imports decrease 23 percent in November

Based on preliminary Census Bureau data, the American Iron and Steel Institute (AISI) reported that the U.S. imported a total of 2,351,000 net tons (NT) of steel in November 2015, including 1,921,000 NT of finished steel (down 22.7 percent and 15.6 percent, respectively, vs. October final data). Year-to-date (YTD) thru 11 months of 2015 total and finished steel imports are 36,294,000 and 29,375,000 NT, respectively, down 11 percent and 5 percent respectively, vs. the same period in 2014. Finished steel import market share was an estimated 25 percent in November and is estimated at 29 percent YTD.

Key finished steel products with a significant import increase in November

compared to October are cut length plates (up 42 percent) and oil country goods (up 12 percent). Major products with significant YTD import increases vs. the same period last year include reinforcing bar (up 39 percent), standard pipe (up 18 percent), line pipe (up 17 percent) and wire drawn (up 11 percent).

In November, the largest volumes of finished steel imports from offshore were from South Korea (298,000 NT, down 16 percent vs. October final), Japan (164,000 NT, up 20 percent), Turkey (147,000 NT, down 50 percent), Brazil (125,000 NT, down 13 percent) and Germany (86,000 NT, down 8 percent). For eleven months of 2015, the largest offshore suppliers were South

U.S. IMPORTS OF FINISHED STEEL MILL PRODUCTS BY COUNTRY OF ORIGIN (Thousands of Net Tons)					
	NOV 2015	OCT 2015	2014 Annual	2015 Annual Est.	% Change 2015 Annual vs. 2014
SOUTH KOREA	298	355	5,449	5,021	-7.9%
TURKEY	147	296	2,199	2,871	30.6%
CHINA	64	69	3,189	2,441	-23.4%
JAPAN	164	136	2,106	2,306	9.5%
GERMANY	86	93	1,278	1,520	18.9%
BRAZIL	125	143	810	1,492	84.1%
TAIWAN	60	132	1,188	1,262	6.3%
All Others	977	1,050	17,531	15,133	-13.7%
<b>TOTAL</b>	<b>1,921</b>	<b>2,275</b>	<b>33,751</b>	<b>32,046</b>	<b>-5.1%</b>

Korea (4,602,000 NT, down 9 percent), Turkey (2,632,000 NT, up 29 percent), China (2,238,000 NT, down 25 percent),

Japan (2,113,000 NT, up 10 percent) and Germany (1,393,000 NT, up 25 percent).

## Import market share at 28 percent in December

Based on the Commerce Department's most recent Steel Import Monitoring and Analysis (SIMA) data, the American Iron and Steel Institute (AISI) reported that steel import permit applications for the month of December total 2,551,000 net tons (NT). This was a 5 percent decrease from the 2,681,000 permit tons recorded in November and an 8 percent increase from the November Preliminary imports total of 2,351,000 NT. Import permit tonnage for finished steel in December was 2,041,000, up 6 percent from the preliminary imports total of 1,921,000 in November. For the full year of 2015 (including December SIMA and November Preliminary), total and fin-

ished steel imports were 38,844,000 NT and 31,416,000 NT, respectively, down 12 percent and 7 percent from the same period in 2014. The estimated finished steel import market share in December was 28 percent and is 29 percent year-to-date (YTD).

Finished steel imports with large increases in December permits vs. the November preliminary included bars light shapes (up 109 percent), wire rods (up 72 percent), hot rolled sheets (up 52 percent), heavy structural shapes (up 25 percent), hot rolled bars (up 22 percent) and cold rolled sheets (up 11 percent). Products with significant year-to-date (YTD) increases vs.

the same period in 2014 include reinforcing bar (up 38 percent) and standard pipe (up 13 percent).

In December, the largest finished steel import permit applications for offshore countries were for South Korea (259,000 NT, down 13 percent from November preliminary), Turkey (160,000 NT up 9 percent), Japan (120,000 NT, down 27 percent), China (95,000 NT, up 50 percent) and Brazil (100,000, down 20 percent). For full year 2015, the largest offshore suppliers were South Korea (4,861,000 NT, down 11 percent from 2014), Turkey (2,792,000 NT, up 27 percent) and China (2,333,000, down 27 percent).

## U.S. Steel idles Granite City site

United States Steel Corporation will temporarily idle its Granite City Works steelmaking and finishing operations in Granite City, Illinois. As the primary flat roll supplier of the oil and gas industry, the idling is part of an ongoing adjustment of steelmaking operations throughout North American to match customer demand.

The company will continue to operate its steelmaking operations in Indiana, Michigan and Pennsylvania as well as some finishing operations in Alabama.



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# METALS

## World crude steel production decreases

World crude steel production for the 66 countries reporting to the World Steel Association was 127 million tons (Mt) in November 2015, a -4.1 percent decrease compared to November 2014.

China's crude steel production for November 2015 was 63.3 Mt, down by -1.6 percent compared to November 2014. Japan produced 8.7 Mt of crude steel in November 2015, a decrease of -4.7 percent compared to the same month in 2014.

In the EU, Germany produced 3.5 Mt of crude steel in November 2015, a decrease of -3.1 percent compared to November 2014. Italy's crude steel production was 1.9 Mt, up by 0.4 percent on November 2014. Spain produced 1.2 Mt of crude steel in November 2015, down by -2.9 percent compared to November 2014. France's production for November 2015 was 1.2 Mt, a decrease of -14.7 percent compared to the same month in 2014.

In November 2015, Russia produced 5.7 Mt of crude steel, down by -3.1 percent over November 2014. Ukraine produced 1.9 Mt of crude steel, up by 3.1 percent compared to the same month in 2014.

The U.S. produced 6.1 Mt of crude steel in November 2015, down by -15.6 percent compared to November 2014.

Brazil's crude steel production for November 2015 was 2.5 Mt, a decrease of -4.4 percent on November 2014.

The crude steel capacity utilization ratio for the 66 countries in November 2015 was 66.9 percent. Compared to October 2015, it is -1.4 percentage point lower.

## CMC reports quarterly earnings

Commercial Metals Company (CMC) disclosed financial results for its first quarter ended November 30, 2015. Net earnings attributable to CMC for the three months ended November 30, 2015 were \$25.1 million (\$0.21 per diluted share) on net sales of \$1.2 billion. This compares to net earnings attributable to CMC of \$32.2 million (\$0.27 per diluted share) on net sales of \$1.7 billion for the first quarter ended November 30, 2014.

Earnings from continuing operations for the first quarter of fiscal 2016 were \$25.6 million (\$0.22 per diluted share), compared with earnings from continuing operations of \$34.3 million (\$0.29 per diluted share) for the first quarter of fiscal 2015.

Joe Alvarado, chairman of the board, president and chief executive officer, commented, "Our results for the first quarter of fiscal 2016 were generally consistent with our outlook from last quarter. Our Americas Fabrication segment achieved a \$25.5 million improvement in adjusted operating profit during the first quarter of fiscal 2016 compared to the first quarter of fiscal 2015 benefiting from lower steel input prices and solid construction demand. In addition, compared to the same quarter in the prior year, our Americas Mills segment was able to expand metal margins as finished steel prices declined at a slower rate than ferrous scrap prices. However, our remaining segments continued to be adversely impacted by steel import activity into the U.S., weakness in scrap markets and decreased global demand and pricing for all major commodities.

We are very pleased with our financial strength and our strong cash flow of \$219.6 million during the quarter."

During the first quarter of fiscal 2016, the company elected to change the accounting method it uses to value its inventories from the last in, first out method to the weighted average cost method for its Americas mills, Americas recycling and Americas fabrication segments and to the specific identification method for the steel trading division headquartered in the U.S. in its international marketing and distribution segment. The company applied this change in accounting principle retrospectively to all prior periods presented. Also during the first quarter of fiscal 2016, the company elected to change the accounting method it uses to value its inventories in its international marketing and distribution segment, except for the steel trading division headquartered in the U.S., from the first in, first out method to the specific identification method. Because this change in accounting principle was immaterial in all prior periods, it was not applied retrospectively.

Adjusted operating profit from continuing operations was \$56.1 million for the first quarter of fiscal 2016. This compares with adjusted operating profit from continuing operations of \$67.0 million for the first quarter of fiscal 2015. Adjusted EBITDA from continuing operations was \$87.7 million for the first quarter of fiscal 2016, compared with adjusted EBITDA from continuing

operations of \$100.1 million for the first quarter of fiscal 2015.

The company's financial position at November 30, 2015 remained strong with cash and cash equivalents of \$637.2 million, compared to \$485.3 million at August 31, 2015, and approximately \$1.2 billion in total liquidity. Cash flow from operations was strong at \$219.6 million.

Pursuant to the share repurchase program that was approved in the first quarter of fiscal 2015, the company purchased approximately 316 thousand shares of its common stock for \$4.6 million during the first quarter of fiscal 2016.

The Americas recycling segment recorded adjusted operating loss of \$6.5 million for the first quarter of fiscal 2016 compared to adjusted operating loss of \$2.0 million for the first quarter of fiscal 2015. During the first quarter of fiscal 2016, ferrous volumes declined 21 percent, and a decrease in average ferrous selling prices outweighed a decline in average ferrous material costs which compressed average ferrous metal margins by 19 percent, in each case compared to the corresponding period in fiscal 2015. Additionally, during the first quarter of fiscal 2016, average nonferrous volumes declined 12 percent and average nonferrous metal margins were compressed by 22 percent, in each case compared to the corresponding period in fiscal 2015.




Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$152.00	\$154.00	\$160.00	\$175.00	\$180.00
#1 Bundles	per gross ton	152.00	152.00	160.00	185.00	190.00
Plate and Structural	per gross ton	161.00	160.00	175.00	195.00	197.00
#1 & 2 Mixed Steel	per gross ton	170.00	179.00	169.00	162.00	170.00
Shredder Bundles (tin)	per gross ton	98.00	100.00	95.00	120.00	131.00
Crushed Auto Bodies	per gross ton	98.00	100.00	95.00	120.00	131.00
Steel Turnings	per gross ton	81.00	80.00	80.00	85.00	105.00
#1 Copper	per pound	1.85	1.79	1.80	1.85	1.80
#2 Copper	per pound	1.68	1.68	1.71	1.69	1.68
Aluminum Cans	per pound	.53	.50	.55	.54	.50
Auto Radiators	per pound	1.28	1.35	1.35	1.40	1.27
Aluminum Core Radiators	per pound	.40	.45	.48	.47	.45
Heater Cores	per pound	.92	.96	.95	.99	1.05
Stainless Steel	per pound	.43	.42	.42	.40	.40

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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# SALVAGING Millions

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Autosalvageconsultant.com

## Tools for success – an ongoing series

### The three legs of a business success stool

The first article in this series listed more than 25 tactics to increase your business success. I have used all of these tactics in my business career. I started with nothing and did not go to college, so I know you can achieve maximum success, regardless of your level of education or circumstances. Each successive article takes a closer look at one of the tactics.

Recently, I spent some time talking to a bright entrepreneur. We discussed our business successes and failures and tried to think about why some ventures worked and others didn't, as he told me more about his current endeavor.

Sometimes, we, as entrepreneurs, "breathe their own exhaust" and become overconfident about what we know. One of the best books for diagnosing business failure and correcting it is *The E-Myth: Why Most Businesses Don't Work and What to Do about It* by Michael Gerber.

What about the ingredients of business success. What did the ventures that really worked have? My friend and I concluded that business success is a three-legged stool:

**Capital and finance** – Most entrepreneurs gripe about the first leg of the stool. Entrepreneurs often say they don't have any money and can't raise any. When I talk to bankers, they gripe about entrepreneurs asking to be funded without a record of accomplishment of executing a plan and managing a venture. Here's the truth: If you have a good business plan and someone with the proven ability to execute and lead, you will not have any trouble finding money. Unfortunately, some entrepreneurs can't see their blind spots and are not willing to get outside help. In most cases, flying solo is a strategic mistake. When I did a private stock offering and raised \$1m for my salvage yard, I learned that 100 percent of a company worth almost nothing is less desirable than 90 percent of a company worth \$10 million (the valuation of the offering). Also, to build a business, you simply must be able to read and understand financial statements and cash flows. If you can't, get someone to help and advise you so you can focus on the areas where you excel.

**Strategy and execution** – You don't know what you don't know. After I sold to Ford and went to work for them, I became part of a powerful

team of strategic thinkers who understood how to execute. Some entrepreneurs believe that a great idea is all it takes. That's rarely true. To succeed, you need to think strategically, build a plan, and execute against it. I discuss strategy in another one of the articles in this series.

**Marketing** – Marketing is so crucial that it gets its own leg. Marketing is not rocket science, but you have to be militant about getting it right. Many business owners don't even take the time to investigate who their most valuable clients and prospects are because they believe they already know. They claim that market research is too tedious, too time consuming, and too expensive to bother with. Do the analysis. Know you are right about who your most valuable customers are. Building a marketing plan without doing the research is like building a house without a blueprint. Invest a little at the beginning to save a lot of wasted effort.

Even a little informal research can give you valuable insights. When I was starting an exotic auto rental business, I ran potential names past business friends. One of my professional friends said he would never rent from a company that had exotic in the name. HA! I had not considered that!

So much valuable information is available to entrepreneurs who want to get better at marketing. Read Seth Godin's *Purple Cow* and Markus Buckingham's *First Break All the Rules*. Be alert to the ways that companies outside your industry market and whether you can use those techniques in your business. If you are not a marketer, do not be afraid to hire a good one or seek a partner with the marketing chops to make the marketing leg of your stool strong.

Successful business owners prosper by collaborating with people who have the skills to ensure all three legs of the stool work well. Although you can hire experts, I have always preferred having partners because they have more skin in the game. When I do hire, I generally use pay for performance because employees who can write their own check work harder.

My bright entrepreneur friend and I agreed that we reached our highest levels of business success when we were open to collaborating to cover all three legs of the success stool: capital and finance; strategy and execution; and marketing.

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

This article was provided by [autosalvageconsultant.com](http://autosalvageconsultant.com), which was formed in 2001 by recyclers for recyclers, to help them improve their businesses.

## AUTOMOTIVE

# Novelis supplies aluminum for Ford super duty truck

Novelis is supplying high strength, military grade aluminum for the upcoming Ford F-Series Super Duty lineup of trucks, the toughest, smartest, most capable Super Duty ever.

Following the launch of the 2015 Ford F-150, the aluminum-intensive F-Series Super Duty trucks also feature Novelis aluminum alloys in the body and bed, reducing overall vehicle weight by up to 350 lbs. This weight reduction enables the use of tougher underbody components such as an all-new, fully boxed high-strength frame, stronger axles and springs, larger brakes and driveline parts for superior performance. The truck series will represent the second highest volume aluminum application in automotive to date, surpassed only by the F-150, which saved up to 700 lbs. of weight for increased capability, performance and efficiency.

Novelis will produce the aluminum sheet for the F-Series Super Duty trucks at its plant in Oswego, New York. The plant is in the process of commissioning its third automotive sheet finishing line, which has been contracted to support production of the Super Duty and will begin shipping product in spring 2016.

Novelis forecasts the global demand for aluminum automotive sheet will continue to grow and that automotive aluminum will represent approximately 25 percent of Novelis' total shipments when all 5 of its new global automotive lines are fully utilized. Since 2011, Novelis has invested more than \$550 million globally to triple its automotive sheet capacity. Demand for aluminum is rapidly increasing as automakers strive to design a new generation of lighter, higher-performing vehicles with improved fuel economy and reduced life-cycle emissions.

## E-odometer provisions open the door to paperless auto sales

A key measure contained in the federal Fixing America's Surface Transportation Act (FAST Act) will usher in an era of paperless vehicle sales and pave the way for vehicle-to-government transactions.

Language contained in the 1,300 page transportation bill Congress passed in December and signed into law by president Obama, allows states to move forward with programs to implement electronic odometer disclosures, notices and related materials as long as those processes provide appropriate authentication and security measures.

This advance will allow for the modernization and expediting of motor vehicle registration nationwide.

Existing federal law requires odometer disclosures to be hand written, slowing the efficiency of all vehicle related transactions, including sales and

registration. While a provision in the 2012 federal transportation bill called on the federal National Highway Traffic Safety Administration to implement new rules to allow for electronic odometer disclosures, the agency has yet to propose those rules.

Senator Steve Daines (R-Montana) authored language contained in the new highway bill that allows states to move forward with their own "e-odometer" programs.

MVSC, a national provider of electronic vehicle registration technology and services, led the effort to include the provision in the Highway bill along with the National Auto Dealer Association and state auto dealer associations throughout the country. The groups praised senator Daines for his leadership in making sure the e-odometer language was included in the final bill.

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## Insurance Auto Auctions expands

Insurance Auto Auctions, Inc. (IAA), a business unit of KAR Auction Services, opened the IAA Dundalk facility in Baltimore, Maryland.

The opening adds to the company's footprint in the industry, with more than 170 locations in North America.

One of five locations in Maryland, the IAA Dundalk facility sits on nearly ten acres, and will provide expanded capacity for the growing Maryland marketplace.

*Most music store customers have a story about their old vinyl record collections. Once, when a man asked how much records cost, the employee answered, "It varies, but there's a surcharge if we have to listen to how your mother made you throw out all your old vinyl!"*



## ALTERNATIVE ENERGY

# Herbold takes major step in environmental stewardship



A long-time leader in the development of systems and equipment for the recycling of plastics, Herbold USA is taking steps to make its Rhode Island headquarters more environmentally friendly.

In the fall of 2015 the company purchased a rooftop solar energy system to provide electrical power to its 10,000 sq.ft. facility located in North Smithfield. The system, which consists of 80 panels, takes up about 20 percent of Herbold's available roof space and is capable of producing 28,000 KW of clean, reliable, renewable energy.

The decision to go solar satisfies two important company objectives: Reducing energy costs and supporting environmental stewardship issues.

"We've been interested in solar for purely environmental reasons since we built this facility in 2013," said Herbold president David Lefrancois. "As we looked more closely at the systems available today, we realized that the savings, in terms of energy cost, were dramatic. When

we combined the cost reductions with the environmental impacts, going solar was a no brainer."

Herbold management worked closely with RGS Energy to configure and install the new system. Unlike solar leasing or solar service plans, Herbold owned the system from the day it was activated. Herbold's electric bill will drop to zero. "Based on available State rebates and Federal tax credits, we felt that purchasing everything up front made the most sense for our business," commented Lefrancois. "Our estimates show the system will be fully paid for with energy savings in under three years."

Unlike some states, in Rhode Island, there is no provision to sell excess power back to the utility. However, on days when Herbold is generating more power than it is using, its electric meter will literally spin backwards and the utility will "bank" energy credits that the company can use on cloudy days or when they are unable to generate sufficient power for their needs.

## Sonoma County School goes solar

Sonoma Academy in Sonoma County, California, has switched to solar power. Their solar power system will generate enough electricity to power approximately 50 average homes and will avoid production of 6,266 lbs. of carbon dioxide emissions per year.

Sonoma Academy did not have to buy the solar equipment, or take on any debt. It instead signed a 25 year Solar Power Purchase Agreement with SolEd Solar Holdings III, LLC to simply buy the clean energy produced and metered by the solar array. Under present Net Energy Metering rules (confirmed by the CA Public Utility Commission this month) the School's meter will be credited at established retail values of energy during the bright summer months and on weekends while it uses little energy, and pays a modest cost (eventually declining) for energy delivered.

The solar modules are all-black mono-crystalline silicon PV 275 watt panels manufactured in the U.S. by Suniva, Inc. out of Norcross, Georgia, with a 25 year warranty. The inverters are HiQ Solar

8kW TrueString™ smart inverters, made in California by HiQ Solar, Inc. of Santa Clara, CA. The hillside installation and racking on earth screws was accomplished by RBI Solar of Ohio. Overall system engineering, permitting, procurement and turnkey construction was managed by SolarCraft of Novato.

SolEd Benefit Corp was formed with the mission to lower the cost of clean energy for schools and public benefit clients. They are using a Solar Power Purchase Agreement document used by SolEd with a four school district in Petaluma, and several other agencies in the Northbay. Key terms of the Solar Power Purchase Agreement include:

- No upfront capital cost to Sonoma Academy.
- No obligation for the school to operate and maintain the solar facility.
- No fixed payments or debt obligations for the school.
- No need to reserve for capital replacement or repairs – SolEd does that.

## WASTE

# Waste Connections to acquire Progressive Waste

Waste Connections, Inc. and Progressive Waste Solutions Ltd. have entered into a definitive agreement to merge in an all-stock transaction. Upon the completion of the transaction, Waste Connections stockholders will own approximately 70 percent of the combined company, and Progressive Waste shareholders will own approximately 30 percent. The transaction has been unanimously approved by both companies' boards of directors and is expected to close in the second quarter of 2016.

The transaction was negotiated on the basis of an implied exchange ratio of 0.4815 of a share of Waste Connections for each share of Progressive Waste. As a result of the transaction structure, Waste Connections stockholders will receive 2.076843 shares of Progressive Waste stock (1/0.4815) for each share of Waste Connections stock they own. The transaction value represents an approximately 16 percent premium to Progressive Waste's 20 day volume-weighted average stock price prior to January 4, 2016, that it was engaged in a review of strategic alternatives. The combined company will use the Waste Connections name.

Following completion of the transaction, the company will have pro forma revenue of approximately \$4.1 billion and operate an integrated network of solid waste operations across North America.

The combination is expected to generate approximately \$50 million in annual-

ized SG&A cost savings within the first 12 months after closing, with operational and safety related improvements and market rationalization contributing additional upside over the long term. Tax effected synergies, capex discipline and other cash flow benefits should result in over \$625 million of adjusted free cash flow generation for the combined company in year 1, or more than 20 percent accretive on a free cash flow per share basis.

As an all stock transaction, leverage for the combined company should remain at approximately 3x debt to EBITDA upon completion of the transaction.

Upon completion of the transaction, the combined company will be led by Waste Connections' current management team. The board of directors for the combined company will include the five current members of Waste Connections' Board and two from Progressive Waste's current board.

The combined company will maintain headquarters in The Woodlands, Texas and Canadian operating headquarters in Toronto, Ontario. Upon completion of the transaction, the combined company will be domiciled in Canada.

The transaction is expected to be taxable, for U.S. federal income tax purposes, to Waste Connections stockholders; the transaction is expected to be non-taxable to shareholders of Progressive Waste.

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## BUSINESS BRIEFS

### Area Disposal acquires Casali & Sons Disposal

■ Area Disposal Service, Inc., based in Peoria, Illinois, has acquired Casali and Sons Disposal, a commercial and residential waste hauler serving the Bloomington, Illinois area. Terms of the transaction were not disclosed.

Area Disposal will manage the Casali routes from its operation in Clinton, Illinois.

### Commercial Metals to pay quarterly dividend

■ The board of directors of Commercial Metals Company (CMC) declared a regular quarterly cash dividend of \$0.12 per share of CMC common stock.

The dividend was payable to stockholders of record as of the close of business on January 19, 2016. This cash dividend reflects CMC's 205th consecutive quarterly dividend.

### Midland Davis recycling facility purchased

■ Peoria, Illinois based Peoria Disposal Company's affiliate Area Recycling Inc. has acquired Midland Davis Corp.'s Pekin recycling division and facility. Terms of the transaction were not disclosed.

Area Recycling is retaining the Midland Davis staff currently operating the facility.

### American Vanadium to acquire Gildemeister

■ American Vanadium Corp. has entered into a Letter of Intent (LOI) with DMG MORI to acquire DMG MORI's wholly owned subsidiary, Gildemeister energy storage GmbH (GES), manufacturer of the CellCube vanadium flow energy storage system. The LOI provides American Vanadium with the exclusive right to enter into a share purchase agreement (SPA) on or before February 29, 2016.

With numerous international, successfully realized and independent reference projects, GES is a leading supplier of proven and commercially available vanadium flow battery systems. Thus far, GES's installed base of CellCube energy storage systems have accumulated almost two million hours of continuous operation.

CellCube's patented flow battery technology delivers major benefits to the modern energy market place resulting from a lifetime of 20+ years and unlimited cycles, achieving a low levelized cost of electricity and total cost of ownership compared to other storage technologies.

American Vanadium is working with its advisors to develop a financing plan for the acquisition of GES. Various alternative structures are being evaluated, including the establishment of a wholly-owned subsidiary (Newco) for the acquisition and a subsequent financing of Newco. American Vanadium will release further details once plans are finalized.

It is expected that the shares of American Vanadium will remain halted until the SPA is executed and further details of the transaction are finalized.

### TSA Lines to raise dry cargo rates

■ Declining Asian consumer and industrial demand, made worse by a strong dollar, has cut into U.S. export volumes and eroded U.S.-Asia freight rates to the point where some dry cargoes are moving at levels which make them less attractive to carriers than repositioning empty containers.

As a result, member container lines in the Transpacific Stabilization Agreement (TSA) have agreed on the need for an across-the-board increase in dry cargo rates, effective February 1, 2016.

The recommended general rate increase (GRI) is in the amount of \$100 per 40 foot container (FEU) for cargo moving via the U.S. West Coast, and \$200 per FEU for cargo moving via the U.S. East and Gulf Coasts. The GRI will not apply to refrigerated shipments, which are rated separately.

TSA executive administrator Brian Conrad noted that westbound cargo volumes are likely to post negative growth for 2015, as orders have slowed over all, and as sourcing for many goods and raw commodities have shifted to countries with more favorable exchange rates.



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# BUSINESS BRIEFS

## APWA adds Hilderbrand to ISI board of directors

■ The American Public Works Association (APWA) announced that Patricia A. Hilderbrand, MPA, PE, division manager of coordination services for the Kansas City Public Works Department, has been appointed to the Institute for Sustainable Infrastructure (ISI) board of directors. Hilderbrand was appointed to the 11-member ISI Board by APWA president Brian Usher, PWLF.

Within Hilderbrand's career in the Kansas City Public Works Department, her responsibilities have included project management of major flood mitigation projects with the U.S. Corps of Engineers; direction of the department's five year Capital Improvements Program; direction and implementation of a city-wide, comprehensive Internet program and project management system; management of the city's transit contracts; and service as liaison to the city's primary Metropolitan Planning Organization, MoDOT, Railroads, Transit authority, counties and franchises.

Hilderbrand also oversees a staff of 16 employees including the Public Information Officer, the customer service group, the asset management team and project controls manager, as well as the city bicycle and pedestrian coordinator, right-of-way management team and utility coordinator.

## Momentum Rental adds two new locations in Texas

■ Momentum Rental and Sales, an Atlas Copco dealer in Port Lavaca, Texas, opened two new facilities – one in Corpus Christi and another in Richwood, Texas. With the new locations, Momentum extends Atlas Copco's equipment and support offering to the growing petrochemical and refinery customers in those areas.

The new facilities bring Momentum's number of stores to three. The company rents, sells and services a wide range of new and used equipment, including Atlas Copco portable air compressors, generators, handheld tools and light compaction equipment in addition to lifts and earth moving machines.

Barrett has more than 15 years of experience in the rental industry, which helps him build strong relationships with customers. Momentum Rental and Sales has been serving Texas for three years and became an Atlas Copco dealer in 2013.

## Harms joins KPI-JCI as senior sales engineer

■ KPI-JCI and Astec Mobile Screens has hired Tim Harms as senior sales engineer for crushing and screening products at its Kolberg-Pioneer, Inc. manufacturing facility.

In his new role, Harms will assume a sales engineering leadership role and act as a resource for the sales engineering staff. He will also help guide equipment selection for potential customers and manage sales opportunities in conjunction with the product management group and the field sales force. Additionally, Harms will be responsible for assisting other sales personnel in the development of production and operation cost data, product pricing, sales tools and training materials.

Harms first began his relationship with the company in 1989, when he was hired as an engineering design drafter. Over the next 20 years, he served in a variety of roles, including project designer, product application specialist and sales engineer. In 2009, he left the company to pursue a full-time farming operation with his family's farm.

## WM acquires Southern Waste/Sun Recycling

■ Waste Management Inc. of Florida has completed its acquisition of certain business assets of Southern Waste Systems (SWS)/Sun Recycling in Miami-Dade, Broward, Palm Beach, Martin and St. Lucie counties.

With this transaction, Waste Management Inc. of Florida is acquiring operations and assets at 12 SWS/Sun Recycling facilities located in Palm Beach, Broward and Miami-Dade Counties. The acquired business assets include residential, commercial, and industrial solid waste collection, processing/recycling and transfer operations, equipment, vehicles, real estate and customer agreements.

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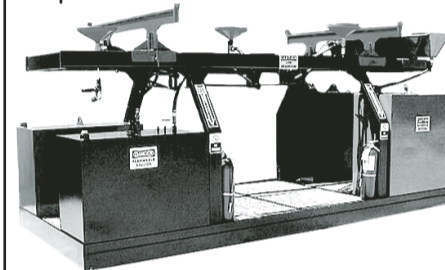


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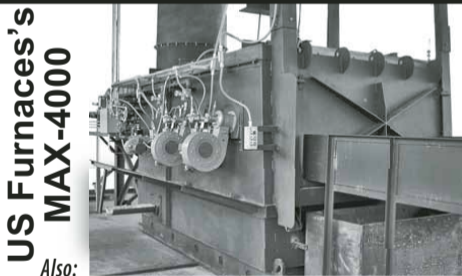


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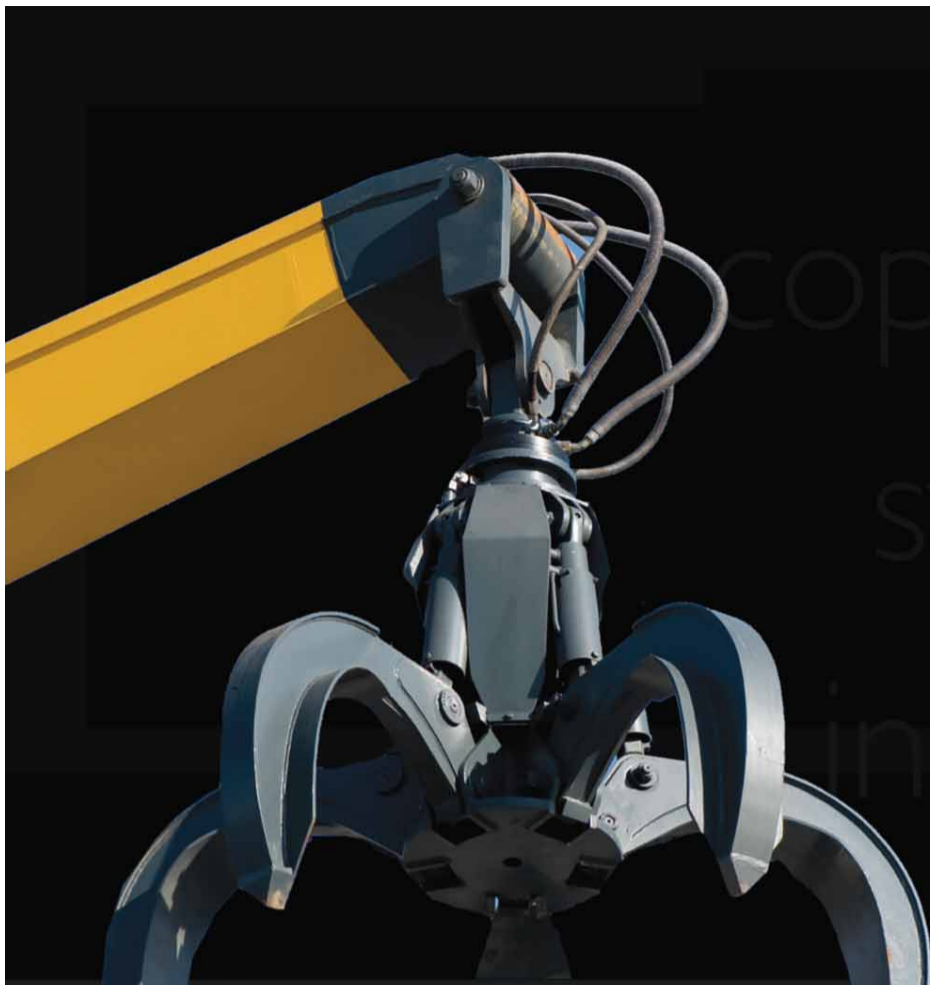
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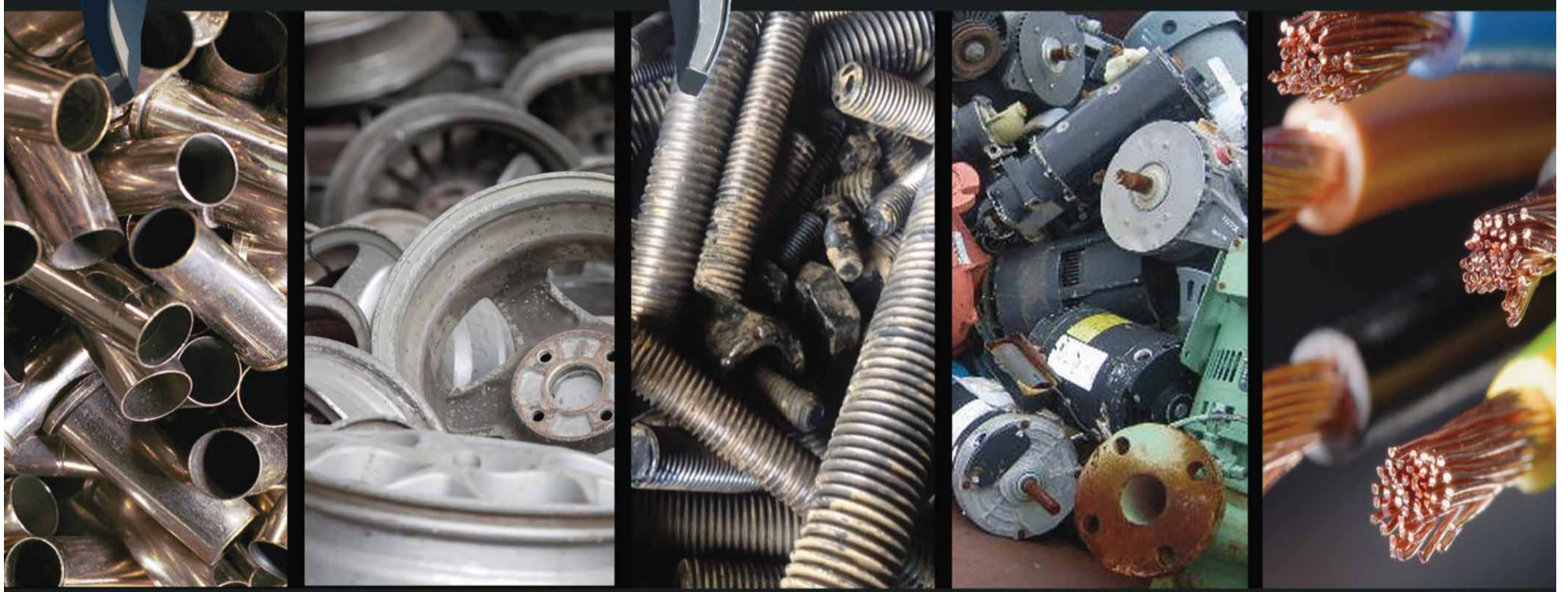
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## Recyclers feel impact of commodity prices

by MARK HENRICKS

mhenricks@americanrecycler.com

A prolonged period of low market prices for paper and plastics is beginning to take a toll on recyclers. “We have seen some of the older MRFs close,” said Chaz Miller, director of policy and advocacy for the Washington based National Waste & Recycling Association. “And we’ve seen a lot of interest in renegotiating contracts and coming up with better risk-sharing mechanisms.”

The primary force exerting this pressure is a weak market for both paper and plastic commodities that started a while back and is continuing. “Paper prices peaked in the third quarter of 2011 and PET prices have gone down pretty dramatically in the last couple of months,” Miller said.

Price declines have been steep as well as prolonged, especially for paper. “Paper, when it peaked was close to \$150 a ton on average,” Miller said. “Now it’s down to more like \$80 or \$85.”

Behind the price decline is a complex of factors. One of the largest is China, where capacity to produce paper combined with a slowing economy have caused demand to slacken significantly. Plastic is also being powerfully affected by exceptionally low prices for oil.

Recycled paper and plastic are both suffering from continued strong supply from curbside recycling programs. Unlike commercial supplies of recycled paper and plastic, which tend to shrink when prices fall, municipal residential recycling collection programs do not respond to price fluctuations. “When price used to fall, supply dried up,” said Bill Moore, an Atlanta paper recycling expert. “Households don’t know what the pricing is.”

Another issue along with curbside recycling and China is the reduced quality of the recycled materials coming out of single stream recycling programs. With single stream programs, consumers

are more likely to place non-recyclable materials in recycling bins so that MRFs get lower-quality incoming streams. Now that China has been demanding higher quality on incoming recyclable material, the result is even greater pressure on costs to produce.

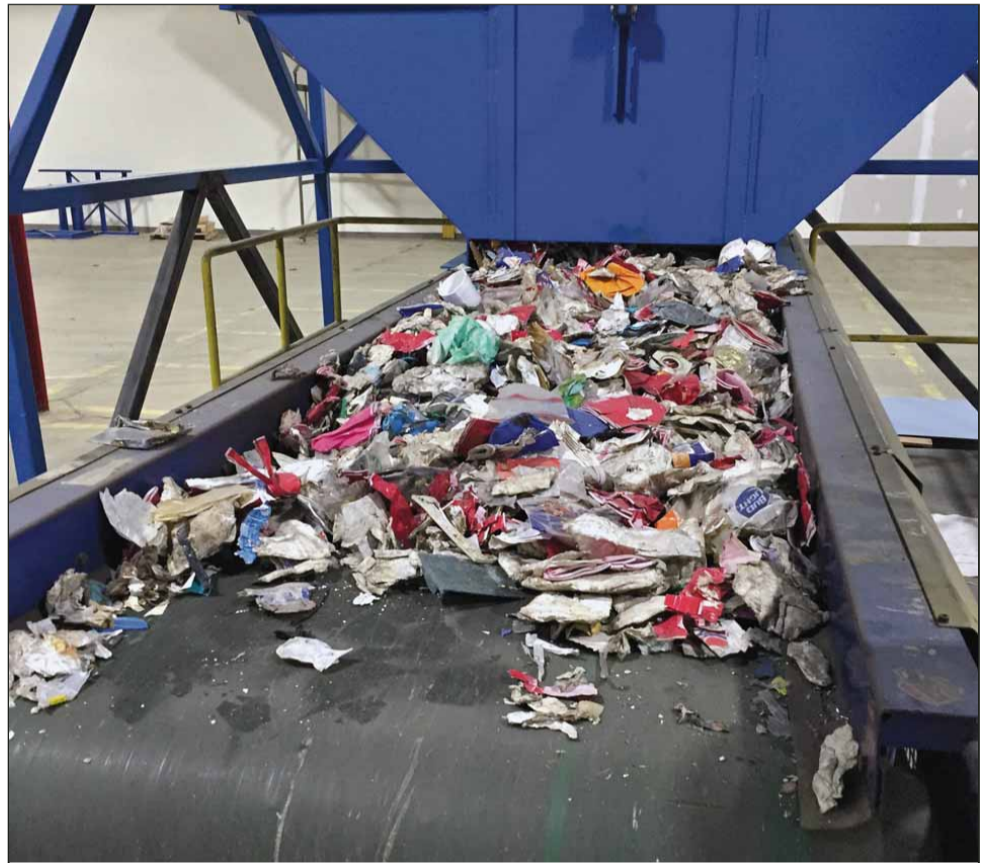
Some MRFs would like to have the ability to reject incoming loads that are too contaminated. Others would like to take advantage of technology that will more effectively sort and process recyclable materials to improve quality. However, according to Patty Moore, a plastics recycling expert from Sonoma, California, soft prices for commodities are making it difficult for recyclers to justify investments in new technology.

Phoenix Technologies is a large PET recycler in Bowling Green, Ohio, where Lori Carson, director of commercial operations, says the PET collectors, bale processors and resin producers are all being significantly affected by falling PET prices. “It is making it harder for recyclers to be profitable, although the bale feed stocks have been falling as well in order to keep volume and demand somewhat steady, so the plastic collectors are in a similar if not worse position,” she said.

Carson reports PET market softness is driven primarily by low oil prices, increased global output of virgin PET and slackened Chinese demand. Her company is responding, in part, by upgrading its processing capability. “We have just installed new wash capacity which allows us to have the most up to date converting technology,” she said. “That drives both improved quality and economics. We also continue to drive new product development with the use of technology to try to impact cost.”

The profit pressure many recyclers face is making it hard for them to find a similar commitment to discover new applications and to implement new ways of processing recyclables, according to

Patty Moore. “The biggest impact I’m seeing at this point is we’re not seeing growth and innovation,” she said. “We’ve seen growth and innovating in the plastics industry for so many years. There’s still a strong desire by consumers and consumer product companies to have more materials



Realizing additional applications for recycled materials reduces the impact of potential price movements and encourages competition in the industry.

PHOTOS COURTESY OF MOORE RECYCLING ASSOCIATES

recycled. But we’ve gotten a lot of the easiest material. And I’m not seeing growth of new things.”

How long the current low commodity prices will continue, and the ultimate outcome on recycling, is anybody’s guess. Bill Moore said the paper recycling industry has seen worse times, in the early 1990s, for example, but that the current spell of pricing staying near the bottom of the historical range has gone on for a very long time.

“These markets will come back up,” Bill Moore said “They move with the economies of the world. We’ve probably seen the darkest days from the middle of 2015 into the end of the year. China’s really important and they don’t seem to be out of their funk. But the world demand for packaging that contains recycled fiber continues to increase.”

Miller agreed, “Commodity markets always rebound. People I talk to say this is an unusually severe set of circumstances. But overcapacity usually resolves itself and less efficient facilities are being closed. Will oil prices stay at their current level? I doubt it. I suspect this slump is going to last longer than normal because the factors of overproduction and the policies of cheap gas have to be resolved and that’s not going to happen overnight.”

Patty Moore said that while investment in technology would help recyclers be more efficient and more likely to survive the slump, many of the more important factors are out of their control. “We haven’t seen it pushed this low for this long before,” she said. “And there’s not a lot of reason on the horizon for it to come up again. Unless oil prices come up, it’s unlikely.”

“In the past,” Patty Moore continued, “when we’ve seen prices get depressed, we’ve had things that mitigate that, like a booming economy in China. Even though not all the material ended up there, it took enough of the material that it created demand and they set the price to a certain extent.”

At Phoenix Technologies, Carson said finding increasing applications for recycled materials will help ease the impact of future price swings and encourage companies in the field to do what it takes to remain competitive.

“While the industry is trying to adapt and move with the market, there is still a larger need for the ability to grow recycling if simply for resource conservation over the coming decades,” Carson said. “If demand diminishes greatly in periods of low commodity pricing, the industry will be reticent to make the investments necessary to continue to grow quality, economical supply.”



PHOTO COURTESY OF PHOENIX TECHNOLOGIES

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# EU plastic packaging waste statistics released

According to a report, *Plastics – The Facts 2015*, released from PlasticEurope, EU 28+2 recycled 6.3m tonnes, 39.5 percent, of its 15.9m tonnes plastic packaging waste in 2014, easily surpassing the EU's minimum target of 22.5 percent. PlasticEurope and EPRO, with assistance from Consultic GmbH have collected the data presented in this report.

## Increasing plastic packaging recycling

The recycling rate for plastic packaging rose from 34.7 percent in 2012 to 39.5 percent in 2014. This shows that the national recycling schemes in Europe, based on extended producer responsibility (EPR), manage well, EPRO says. Each country has normally, either by law or a covenant, fixed national targets for recycling and energy recovery. These regulations are based on the EU directive on Packaging and Packaging Waste (94/62/EU).

Except for Malta, all the EU 28+ 2 countries in 2014 exceeded the EU minimum targets of 22.5 percent recycling. 24 countries (19 in 2012) recycled more than 30 percent, 12 countries even surpassed 40 percent. In 2014, Czech Republic ranked on the top with

a recycling rate of 52.1 percent followed by Germany, Slovenia, Sweden and Ireland.

## Plastic packaging waste from households vs trade and industry

Sixty-four percent of the post-consumer plastic packaging waste is generated from households, the remaining 36 percent, comes from the industry segment. The recycling rate for trade and industry sector reached 42.8 percent (37.6 percent in 2012), while recycling for the households segment obtained 37.7 percent (33 percent). Recycling rates are thus increasing in both sectors.

The following EPRO countries include all kinds of plastic packaging in their collection schemes for households: Germany, Finland, Iceland, Italy, Norway, Portugal, Spain and Sweden, either in a separate plastics fraction or together with other lightweight packaging (yellow bin). In other countries like Austria and UK, some parts of the country collect all plastic packaging while other regions concentrate on just rigid plastic packaging. Germany, Finland, Iceland, Norway and Sweden also have a deposit system for most of the beverage bot-

les. In Belgium, France and Switzerland, the EPR systems focus on rigid plastics (bottles), but France is about to expand, step by step, the scope of the system to comprise all plastic packaging. How to sort, recycle and recover mixed streams of plastic packaging is a key topic for EPRO working groups. In addition, design for recycling is also a key issue for EPRO.

## More energy recovery also, but less landfilling

Energy recovery hit 38.5 percent in 2014 (34.5 percent in 2012). In total 78.0 percent (72.5 percent) of all plastic packaging waste was recovered in 2014, the balance going to landfills and incineration without energy recovery; 3.5m tonnes of plastic packaging ended in landfills last year.

There are still big differences on energy recovery results within Europe. Ten countries energy recovered more than 50 percent of their plastic packaging waste in 2014 and obtained all a total recovery rate (recycling + energy recovery) above 90 percent. This means that less than 10 percent was landfilled in these countries. At the other end of the ranking list, we find a couple of countries that still does not energy recover any plastic waste. Ten countries landfilled more than 40 percent of their plastic packaging waste, among them Spain with 41 percent.

## Plastic waste in general

The recycling result for packaging of 39.5 percent is better than for other plastic applications. The overall recycling rate for plastics reached 29.7 percent in 2014.

While 40 percent of all plastic products put on the market are packaging, packaging contributes by 62 percent to all plastic waste generated and as much as 81 percent to all plastics recycled. Over 7m tonnes of plastic waste were recycled in 2014, of which 6.3m tonnes packaging. Packaging thus lift the average recycling rates for all plastics in Europe, EPRO said.

## Plastic waste from agriculture

Several EPRO members are also active within the agriculture sector, collecting and recovering agriculture film and other non-packaging plastics

in addition to rigid plastic packaging waste from farmers.

In 2014, the agriculture sector generated 1.4m tonnes of post-consumer non-packaging plastic waste. This equals 5 percent of all plastic waste generated within EU28+2. In 2014, 28.0 percent (26.4 percent) of this was recycled, while 31.1 percent (28.4 percent) was energy recovered. The rest, 40.9 percent (45.2 percent) went to landfill. EPRO wants, in cooperation with other involved organizations, to contribute to more diversion of agriculture plastic waste from European landfills.

In 2011, EPRO established a working group focusing on collection and recovery of plastic waste from the agricultural sector. This expert group exchanges knowledge and best practice among EPRO members and is networking with other organizations. In November 2015, RIGK together with EPRO organized the first International Recycling Forum for Agricultural plastics in Wiesbaden with 120 participants from 22 countries. "We can obtain synergies between agri-packaging and agri non-packaging plastic recycling, thus we join forces," EPRO members said.

In October, EPRO and CICLOPLAST organized in Madrid a Talks-Debate about recycling plastics where experts discussed the keys to a further increase of plastic recycling in Europe. EPRO expects that extended producer responsibility, EPR, will remain a key instrument for a circular economy. EPRO also expects higher recycling targets. The results for 2014 underline that EPR and EPRO members make a difference.

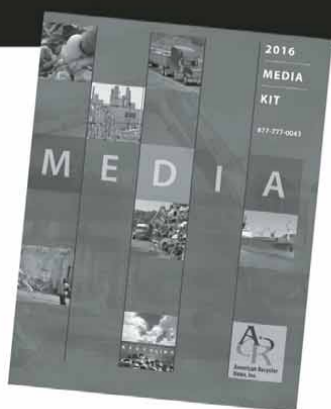
EPRO is the association of the national organizations charged with organizing and promoting recycling and recovery of plastics throughout Europe. EPRO provides a unique forum for the leading specialists in plastics waste management from across Europe to exchange learning, develop integrated plastics packaging waste strategies and support technological development. EPRO has 18 members from 15 countries in Europe, Canada and South Africa.



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## AF&PA releases paper reports for November 2015

The American Forest & Paper Association released its November U.S. paper reports.

### Containerboard

Containerboard production was 1.1 percent higher compared to November of last year. The month-over-month average daily production compared to October 2015 was 0.4 percent higher. The containerboard operating rate for November decreased to 94.1 percent, and year-to-date operating rate is 0.2 percent lower than the same period in 2014 at 96.1 percent.

### Kraft Paper

Total Kraft paper shipments were 130.3 thousand short tons, 3 percent higher compared to November 2014. Bleached Kraft paper shipments decreased from 9.4 thousand short tons in October to 6.8, while unbleached Kraft paper decreased from 139.8 to 123.6 thousand short tons. Overall, year-to-date shipments up to November 2015 were 2.1 percent higher compared to the same period in 2014. Total month-end inventories decreased slightly to 76.4 thousand short tons.

### Printing-Writing Paper Report

According to the report, total printing-writing paper shipments decreased

one percent in November compared to November 2014. Total printing-writing paper inventory levels were essentially flat compared to October.

- Uncoated free sheet (UFS) paper shipments increased 8 percent relative to shipments in November 2014, the third increase in the past six months. Imports of UFS decreased 31 percent year-over-year in October and down 10 percent YTD compared to 2014.

- November coated free sheet (CFS) paper shipments decreased 3 percent compared to November 2014. Imports of CFS papers decreased 4 percent in October, the third year-over-year decrease in the past four months.

- Uncoated mechanical (UM) paper shipments decreased 4 percent when compared with November 2014. Imports of UM papers were down 14 percent in October, the sixteenth consecutive monthly decline.

- Coated mechanical (CM) shipments in November decreased 22 percent relative to November 2014. Imports of CM increased in October by 26 percent compared to the same period last year and are up 12 percent YTD.

## New York Supreme Court rules on foam food service products

Restaurant Action Alliance, Dart Container Corporation and New York City's restaurant owners applaud the decision to deny motion to reinstate the foam ban.

The New York State Supreme Court's Appellate Division denied New York City's motion to appeal an earlier decision overturning the city's ban on foam foodservice products. Members of the recycling industry, restaurant owners, and others immediately applauded the decision, which will open the door for foam recycling in New York City.

"In September, New York Supreme Court Justice Margaret Chan overturned the city's ban on foam foodservice products," said Randy Mastro, an attorney with Gibson, Dunn & Crutcher LLP. "Today, we are gratified that the appellate court has denied the City's request to immediately appeal that decision. We remain steadfast in our commitment to helping the city recycle 100 percent of its foam products and hope that the Mayor and Sanitation Commissioner decide to implement the industry-funded comprehensive recycling proposal currently sitting on their desks, which would be a 'win-win' for everyone."

The initial lawsuit, which was filed by the Restaurant Action Alliance

NYC, a coalition of New York City restaurant owners from all five boroughs, Dart Container Corporation, recycling companies, and foam manufacturers, sought to overturn a ban on foam products used in small restaurants all over the city. Instead of embracing a proposal that would have recycled 100 percent of the city's used foam products, the city chose to ban a little more than 20 percent of foam, while sending the remaining 80 percent into landfills. A New York State Supreme Court overturned the ban, deeming it "arbitrary and capricious" and cleared the way for further opportunities to embrace a recycling proposal.

"The Appellate Division's decision to deny the city's request further proves what we have been saying all along: foam products can and should be recycled in New York City," said Michael Westerfield, corporate director of recycling programs at Dart Container Corporation. "The evidence proves it — expanded polystyrene foam is 100 percent recyclable and can be recycled safely at no cost to tax payers. By allowing foam recycling to move forward, the city will save hundreds of jobs and bring in millions of dollars in savings, while doing what's best for the environment."

*Marriage is a relationship in which one person is always right and the other is a husband.*

## Sustainable Packaging Coalition opposes biodegradability additives

The Sustainable Packaging Coalition (SPC) has released a formal position paper against biodegradability additives for petroleum-based plastics, which are marketed as enhancing the sustainability of plastic by rendering the material biodegradable. The SPC has evaluated the use of biodegradability additives for conventional petroleum-based plastics, and has found that these additives do not offer any sustainability advantage and they may actually result in more environmental harm.

The position paper lists the following reasons for the stance against these additives:

- They don't enable compostability, which is the meaningful indicator of a material's ability to beneficially return nutrients to the environment.

- They are designed to compromise the durability of plastic and the additive manufacturers have not yet demonstrated an absence of adverse effects on recycling.

- The creation of a "litter friendly" material is a step in the wrong direction, particularly when the material may undergo extensive fragmentation and generation of micro-pollution before any biodegradation occurs.

- The biodegradation of petroleum-based plastics releases fossil carbon into the atmosphere, creating harmful greenhouse gas emissions.

"We strongly urge companies and government agencies to separate facts from misleading marketing language and help us generate the understanding that plastics are more sustainable without biodegradability additives," said Adam Gendell, senior manager of the Sustainable Packaging Coalition. "We've been disappointed by the uptake from brands and manufacturers, as well as governments mandating their usage in other countries, and we're hopeful that our position will help inform better decisions."

This formal position coincides with the Federal Trade Commission's ongoing crackdown on false and misleading environmental claims, including five enforcement actions that specifically address biodegradable plastic claims. While the FTC action centers on the efficacy of the additives and their ability to work as advertised, the SPC's stance is centered on the idea that the additives do not provide environmental benefits even if they do work as advertised.

"We feel strongly that the most ideal end-of-life scenario for petroleum-based plastics is recycling," Gendell said. "There are ample opportunities for the sustainable usage of petroleum-based plastics and we need solutions that help realize those opportunities. Unfortunately, biodegradability additives are not one of them."

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# EQUIPMENT SPOTLIGHT

## Cyclones/Blowers

by MARY M. COX

maryc@americanrecycler.com

The use of a blower evacuation system is part of the size reduction process often involved in recycling applications. Some systems can be configured to separate paper from plastic, for example, separating labels from plastic bottles.

Mike Cyr is the owner of Rotogran International. The company has been involved in these processes since 1982. Rotogran manufactures blower/cyclone systems for evacuating granulators, which they also manufacture, along with fines separator systems and all auxiliary components used in the size reduction process.



Rotogran International, Inc.

Cyr noted, "A blower moves material and the cyclone stops it. Blowers and cyclones will not work unless the material involved is relatively dry and the use of these two components eliminates the need for using auger screws or mechanical conveyors to remove material from the granulator which is also involved in these processes.

"This evacuation process is beneficial because as the blower draws air through the granulator, along with little pieces of plastic as well, production increases. Without the evacuation system, material otherwise caught by the granulator would slow down the overall process. Also, as air passes through the granulator, the air cools the equipment and so less fine dust is generated, resulting in a higher quality end product."

The most common process used is the pass-through evacuation system. The material involved passes through

the blower and is thrown to the cyclone. Alternatively, the negative pressure evacuation system can be used. This process keeps the material/regrind from passing through the blower. This process is also more expensive, however, due to the need for rotary air locks – a valve that locks the air into the equipment space involved.

Foremost Machine Builders has a complete line of direct drive impellers and blowers designed to provide rapid, automatic unloading of all plastic raw materials in pellet or granular (regrind) form. Drew Schmid, assistant sales manager, explained, "The direct drive designs operate at lower RPMs than belt drive units, resulting in considerably lower sound levels. Yet conveying rates are equal to or better than comparably horse powered, belt driven machines. The simplified design requires much less routine maintenance and, with fewer components, assures trouble free operation and long life."

Schmid said the units can be supplied with material pick up suction lances. "They are ideal for emptying bulk cartons and drums, feeding storage bins, loading machine hoppers and other in-plant conveying applications. They're also quite portable and designed for continuous operation. In other applications, and with all other units, a chute or similar device is required to direct material into the inlet of the blower or impeller. They are commonly used to unload grinders, granulators, blenders and material storage tanks. Under normal circumstances, a cyclonic air separator is required at the material receiving location," noted Schmid.

The employees at Foremost have been building blowers for the plastics industry since the 1960s and the firm offers three different types of direct drive blowers.

The DI series of impellers is available in 1 and 2 h.p. options and are used in applications involving low cubic feet per minute (CFM) which



Kice Industries

is under 250 and small conveying lines which are no more than 3". The DB series of blowers are available in 2, 5 and 10 h.p. types and are used in applications involving higher CFM of up to 1,730 and larger conveying lines of up to 6". The HVB series of high volume blowers are available in 7.5, 10 and 15 horsepower options and are used in applications involving very high CFM and larger conveying lines of up to 8". These blowers are built of heavy walled steel with a replaceable wear wrap and are ideal for post-consumer recycling applications.

Kice Industries has manufactured "skilled air" equipment for a wide variety of process industries for 70 years. "At our recently expanded 150,000 sq.ft., state of the art manufacturing facility, we produce high quality process equipment that can be tailored exactly to each individual customer's needs," stated Andy Forrester, sales director.

Kice manufactures a broad range of heavy duty fans, filters, cyclones and valves which are widely utilized in



Foremost Machine Builders, Inc.

the recycling industry for both material handling and dust control applications.

Their fans and blowers are available in a wide variety of sizes and configurations to suit the specific air pressure and volume requirements of each system they design.

The other critical equipment in their systems, such as cyclones, filters, valves and ductwork can be manufactured in a variety of metals including carbon steel, stainless steel and aluminum or they can be coated with specialty abrasive resistant materials appropriate for the specific characteristics of the product being handled.

In addition to these products, Kice also produces a unique, multi aspirator system. "The system can add

See CYCLONES/BLOWERS, Page B6

### Manufacturer List

**Blower Application Company, Inc.**  
**Ric Johnson**  
 800-959-0880  
 www.bloapco.com

**Foremost Machine Builders Inc.**  
**Drew Schmid**  
 973-227-0700  
 www.foremostmachine.com

**Kice Industries**  
**Andy Forrester**  
 316-744-7151  
 www.kice.com

**Kongskilde**  
**Bret Henry**  
 309-820-1090  
 www.kongskilde.com

**Ohio Blow Pipe Co., Inc.**  
**Ed Fakeris**  
 216-681-7379  
 www.obpairsystems.com

**Precision Air Convey Corp.**  
**Tom Embley**  
 302-999-8000  
 www.precisionairconvey.com

**Rotogran International Inc.**  
**Mike Cyr**  
 905-738-0101  
 www.rotogran.com

**Sterling Systems**  
**Ron Pelletier**  
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## Debate over bottled water containers filling landfills settled

The International Bottled Water Association (IBWA) has released a new infographic setting the record straight about landfill space and environmental footprint of PET plastic bottled water containers.

“On social media and in the blogosphere, reports continue to errantly perpetuate the idea that bottled water packaging is clogging up U.S. landfills,” said Chris Hogan, IBWA vice president communications. “So, IBWA decided to put bottled water packaging to the test, comparing our packaging, side-by-side, against the other most common types of beverage container packaging.”

“When you do this, you see that bottled water containers, measured in tons of landfill space, make up just 3.3 percent of all beverage containers that end up in landfills. The waste percentage numbers are much higher for the glass (66.7 percent), aluminum (7.9 percent), and soda bottles (13.3 percent) that end up in landfills.”

Data for bottled water PET containers was put up against:

- PET for carbonated beverages
- Aluminum cans
- Glass bottles
- Cardboard cartons
- Foil pouches
- Aseptic boxes
- HDPE jugs and containers.

“First, we examined the “tons” of mismanaged packaging such as the containers that go into landfills instead of being recycled,” said Hogan. “It’s

important to note here that nearly all beverage containers are 100 percent recyclable and should be recycled, not placed in landfills.”

According to the most current data from the Container Recycling Institute’s (CRI) signature analysis of beverage container sales and recycling rates, Bottled Up (2000 to 2010): Beverage Container Recycling Stagnates, 9.315 million tons of beverage container packaging ended up in landfills in 2010. But within that number, PET containers for bottled water, with an average weight of 9.89 grams, make up only 0.308 million tons. PET for carbonated drinks packaging weigh considerably more (23.9 grams) due to the need to use heavier plastic for carbonation—and thus totaled 1.239 million tons. (In October 2015, Beverage Marketing Corporation published data showing that from 2000 to 2014 the average weight of a 16.9 ounce single-serve PET plastic water bottle declined 51 percent to 9.25 grams.

“Bottled water’s critics also commonly misrepresent environmental facts when they want to disparage bottled water products,” said Mr. Hogan. “In one often seen example, they cite energy use and greenhouse gas emissions numbers, comparing bottled water packaging to oil use and car emissions.”

“Again, we researched the facts to compare bottled water’s PET containers against the previously identified

See **BOTTLED WATER**, Page B7

## The McKinsey Center for business reports on plastic waste in oceans

The McKinsey Center for Business and Environment recently collaborated on a report with the Ocean Conservancy called Stemming the Tide: Land-based Strategies for a Plastic Free Ocean. The report identified the origins of the world’s plastic marine debris and how it leaks into the oceans.

The research found that more than 80 percent of ocean plastic comes from land-based sources rather than from perceived sources such as fisheries and fishing vessels. Furthermore, of that 80 percent, three quarters comes from uncollected waste.

The report by McKinsey highlights six recommendations to help decrease marine litter entering our oceans:

•Obtaining real and meaningful commitments from national governments, governors, and mayors to set

and achieve ambitious waste-management targets.

•Providing local “proofs of concept” for integrated waste-management approaches in a number of carefully selected pilot cities.

•Building a best-practice transfer mechanism of global expertise to high-priority cities.

•Ensuring required project-investment conditions are in place.

•Facilitating technology implementation by equipping technology providers with detailed data.

•Bringing leadership and a strategic focus on solutions as part of the global policy agenda on the ocean.

For a copy of the full report, view this article on [www.AmericanRecycler.com](http://www.AmericanRecycler.com).

## Don Forst wins ASPI Excellence in leadership award for 2016

Don Forst, director-global sourcing, International Paper has been selected to receive ASPI’s 2016 Excellence in Leadership Award.

Established in 2010, the Excellence in Leadership Award recognizes outstanding leaders within the paper industry. The award honors unique and creative leadership of employees, company and key suppliers

through major projects or ongoing relationships.

“Don was nominated for this award as he has achieved a reputation within the supplier community as providing great guidance and leadership when working with the suppliers,” said ASPI president Mike Gray, Sales and Paper Business NA for Valmet.

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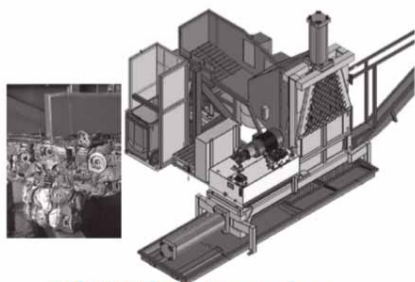
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## NEW PRODUCT SHOWCASE



### ATLAS COPCO UPGRADES ROAD CONSTRUCTION EQUIPMENT LINE

Atlas Copco has upgraded and reintroduced its Dynapac road construction equipment line.

Features that enhance visibility or operator comfort are incorporated into all Atlas Copco-Dynapac equipment, most notably in the pavers and rollers. On the F1000 series paver, the low-profile deck and two, swing-out operator platforms give the operator great visibility around the machine. The controls feature system grouped switches that minimize operator fatigue. The new soil rollers, including the CA1300 and CA1500, have superior gradability, which allows operators to comfortably travel backwards and forwards up steep inclines.

**Atlas Copco USA**  
3301 Cross Creek Pkwy  
Auburn Hills, MI 48326  
248-373-3000  
www.atlascopco.us



### BRIDGESTONE INTRODUCES NEW TR4 BANDAG TRAILER RETREAD

Bridgestone Commercial, a division of Bridgestone Americas Tire Operations, introduced the new Bandag TR4.1 trailer retread. The TR4.1 retread provides affordable and dependable wear life performance for small to medium truckload, less-than-truckload (LTL) and pick-up and delivery (P&D) fleets. The Bandag TR4.1 retread features include:

- Bandag's compound: contributes to long wear.
- Circumferential grooves: evacuate water and improves traction in wet conditions.
- Diagonal tread block edges: promote traction on wet and dry surfaces.

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615-937-1000  
www.bandag.com



### CHICAGO BLOWER OFFERS NEW FAN LINE

The Design 95 fan from Chicago Blower is a rugged industrial fan built to handle harsh environments. The backward curved wheel design withstands demanding applications such as industrial dust collectors, thermal oxidizers and forced mechanical draft. Since the fans are pre-engineered, you can order a custom designed fan at the price and lead time of a standard production fan.

For increased versatility, the fans are available in sizes 182 to 890, in construction classes 2 through 5 and in 9 unique arrangements, with a maximum airstream temperature of 800°F.

**Chicago Blower Corporation**  
1675 Glen Ellyn Road  
Glendale Heights, IL 60139  
630-858-2600  
www.chicagoblower.com



### CHICAGO PNEUMATIC SR 140 SOIL COMPACTOR OFFERED

Chicago Pneumatic features the SR 140 soil compactor in their lineup. Designed for compaction operations in pipe trenches, streets and parking lots, it is also ideal for building foundations and construction sites. In addition, its small size is well suited for repair and refilling work, especially in confined spaces.

With an operating weight of just over 14,000 pounds, the SR 140 features dual speed and dual amplitude with a drum width of 66 inches and a drum diameter of 48 inches. The compactor is highly maneuverable, even on steep slopes.

**Chicago Pneumatic**  
7171 East Pleasant Valley  
Independence, OH 44131  
216-643-6814  
www.cp.com



### FRANKLIN MILLER OFFERS TASKMASTER TM 1600 SHREDDER

The Taskmaster® TM 1600 is a powerful twin-shaft shredder that reduces a wide variety of tough solids. Typical applications include containers, plastics, wood, paper, electronic components, concession waste, in-channel raw sewage, and more. Bulk volume is reduced up to 80 percent, significantly eliminating storage or disposal costs.

The Taskmaster Shredder employs two counter-rotating banks of cutters that intermesh at close clearance to aggressively chop and shear solids down to small particles. The unit's low-speed, high-torque mechanism operates with little noise or vibration.

**Franklin Miller Inc.**  
60 Okner Parkway  
Livingston, NJ 07039  
973-535-9200  
www.franklinmiller.com

## Cascades and Green Seal celebrate 10 year milestone

Cascades Tissue Group and Green Seal celebrate the 10th anniversary of a partnership ensuring the responsible manufacturing of environmentally preferable products that improve daily lives.

Following a practice that began over 50 years ago, and long before sustainable development become fashionable, Cascades has made a concerted effort to introduce innovative products that offer enhanced environmental and hygienic value. The company's green efforts are reflected not only in the composition of its products, but in its production methods. It recycles and reuses every drop of water between 10 and 40 times, and has reduced its energy consumption by 7 percent since 2010. Over the last decade,

Green Seal's highly regarded certification has been an important part of that process.

"Because we put so much concern into how we manufacture our environmentally preferable products, it was natural to associate our company with the most recognized certification in North America," said Jean Jobin, president of Cascades Tissue Group. "With Green Seal, we offer the proof that our products meet the highest environmental standards in the industry."

Cascades Tissue Group's more than 100 Green Seal-certified products puts Cascades in the position of having one of the largest and broadest offerings of Green Seal-certified products in North America.

## WestRock to acquire Cenveo

WestRock Company has entered into a definitive agreement to acquire Cenveo Packaging, a provider of value-add folded carton and litho-laminated display packaging solutions with six facilities located in North America. Cenveo Packaging is a division of Cenveo, Inc. Cenveo Packaging has generated more than \$190 million in revenue over the past 12 months.

Cenveo Packaging serves customers across North America with a focus on markets that value high-color printing and packaging capabilities, including

food, beverage, pharma/nutraceutical, specialty tobacco and other consumer markets.

At closing, WestRock will pay a total consideration of approximately \$105 million. The transaction, which provides for an election under section 338(h)(10) of the Internal Revenue Code of 1986, as amended, is expected to generate significant synergies and be accretive to earnings immediately. The transaction is anticipated to close in early 2016 following regulatory approval.

## Cyclones/Blowers ■Continued from Page B4

tremendous value to a variety of processes. The product performs challenging material separation, based on both particle size and density. By pulling an air current across the flow of a product stream, and through the use of a Kice fan, cyclone and multi aspirator, it is possible to lift and remove unwanted material from good product, leaving it cleaner for further processing or helping to minimize waste due to contamination.

"Kice equipment is known for quality whether you need products for recycling plastics, paper, tires, carpet, asphalt shingles or any other material. Our application knowledge is extensive

and we enjoying assisting clients in optimizing their processes. As well as our comprehensive manufacturing capabilities, Kice services include complete system design, installation, automation and controls.

"We can help you take your concept all the way to a safe, reliable and efficient solution, regardless of your system flow rate requirements. If you need to remove fine particles or different types of material from your product stream in order to minimize waste or improve product quality, Kice will likely have the solution you need," Forrester stated.

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## New website helps find foam packaging recyclers

A new interactive website allows Americans and Canadians to search for local recycling programs that collect protective foam packaging and foam food packaging. The site also identifies foam packaging mail back programs for areas where local recycling does not exist.

PSFoamRecycling.org allows users to enter a zip code or search an interactive map to find recycling programs. The site differentiates between programs that accept protective foam packaging (typically used for transporting electronics and other high-end products), programs that collect foam food packaging (such as coffee cups, clamshell containers, egg cartons, and meat trays), and programs that collect both types of packaging. It also identifies whether the foam packaging is collected at curbside or drop-off programs.

The foam packaging collected in these programs is made from polystyrene plastic, typically marked with the number six or "PS" in chasing

arrows. It's often mistakenly referred to as Styrofoam, which is a Dow trademark for an insulation product.

Access to curbside and drop off recycling programs for foam polystyrene packaging is growing across the U.S. and Canada. However, it is not yet widespread, so the site provides links to organizations that allow people to ship their foam polystyrene for recycling. These programs help meet the growing demand for recycled polystyrene, as more and more companies seek out recycled plastics to use in manufacturing.

PSFoamRecycling.org will be regularly updated as recycling programs grow and change, so it can be used beyond the holiday season. The site is overseen by Moore Recycling Associates, which provides consulting services for plastics recycling. The site is sponsored by the Plastics Foodservice Packaging Group, part of the American Chemistry Council's Plastics Division. Organizations that collect recycling information contributed to the site.

## Cascades invests millions

Cascades Inc. is investing \$26.4 million at its Norampac corrugated board conversion plant in Drummondville, Quebec, Canada to install a new corrugator, thus increasing its production capacity.

This investment, which will consolidate the 214 jobs at the plant, will enable Norampac – Drummondville to continue working toward modernizing its equipment in order to gain in efficiency and improve the quality of its products. Adding new equipment at the cutting edge of technology will also help reduce operating costs. The current building will be expanded.

The project was made possible particularly thanks to an Investissement Québec loan guarantee, for a maximum amount of \$6 million.

"Today's announcement is part of our strategic plan aiming to focus our

efforts and investments in the packaging and tissue paper strategic sectors. This process is beginning to show results" explains Mario Plourde, president and chief executive officer of Cascades.

Norampac chief operating officer Charles Malo said: "Norampac is the 2nd largest producer of containerboard in Canada and the 6th largest in North America. This project is an opportunity to reinforce our leadership in the market and show our dedication to our clientele. Our customers are the reason for our existence and, now more than ever, we wish to improve our service offer with innovative products that meet the highest industry standards."

The 45,000 sq.ft. building expansion will be completed in mid-November and the new corrugator was operational as of January 2016.

## Bottled water

■Continued from Page B5

seven most common drink packages. The quest was to determine the environmental impacts of each packaging type."

"Using the CRI report, we discovered that PET plastic for bottled water containers has the smallest footprint when you consider energy used to make the container, greenhouse gas emissions, and recyclability rate. While foil pouches and aseptic boxes use slightly less energy to make, both of those packaging types are not easy to

recycle – and in some locations they are impossible to recycle, sending nearly all of these post-consumer drink packages to the landfill. Thus, we made a very slight "environmentally unfriendly" adjustment for foil pouches and aseptic boxes."

Hogan said articles misrepresenting bottled water's impact on the environment were too numerous to count and often fueled by campaigns of misinformation organized by anti-corporation adversaries.

"We hope that people will help us spread the truth about bottled water's recyclability and environmental impact."

*A customer was bothering the waiter in a restaurant. First, he asked that the air conditioning be turned up because he was too hot, then he asked it be turned down because he was too cold.*

*Surprisingly, the waiter was very accommodating. Finally, a second customer asked him how he could tolerate it.*

*"Oh, I'm very good at my job. In fact, we don't even have an air conditioner!"*

## AF&PA names sustainability award winners for 2015

The American Forest & Paper Association (AF&PA) presented its 2015 Better Practices, Better Planet 2020 Sustainability Awards at AF&PA's annual meeting in San Antonio, Texas.

Designed to recognize exemplary sustainability programs and initiatives in the paper and wood products manufacturing industry, AF&PA's annual awards are given based on the merit of entries received across multiple categories. This year, 7 companies received 8 awards from 26 outstanding submissions across the industry.

"The award-winning initiatives are representative of our members' commitment to better practices in their businesses and to the industry's Better Practices, Better Planet 2020 sustainability goals. Through hard work, ingenuity and innovation, these companies are helping to create a better future," said AF&PA president and chief executive officer Donna Harman. "The growth in project submissions represents the concrete actions taking place in our industry to improve the sustainability of our processes and products."

2015 AF&PA Sustainability Award Winners:

**Leadership in Sustainability – Paper Recovery for Recycling**

Evergreen Packaging: On-Packaging Recycle Use

**Leadership in Sustainability – Energy Efficiency/Greenhouse Gas Reduction (Large Company)**

WestRock Company: Covington Power Island Project

**Leadership in Sustainability – Energy Efficiency/Greenhouse Gas Reduction (Small Company)**

Seaman Paper Company: Soft Steps Forward Initiative

**Leadership in Sustainability – Sustainable Forest Management**

Domtar: Marlboro FSC Partnership

**Leadership in Sustainability – Safety**

Resolute Forest Products: Working Towards Zero Incidents

**Leadership in Sustainability – Water**

International Paper: Pensacola Mill/Emerald Coast Utilities Authority (ECUA) Partnership

**Innovation in Sustainability**

Domtar: Plymouth K-Lime Project



Verso Corporation: Identifying and Mapping Vernal Pools on State Lands in Michigan's Upper Peninsula

AF&PA member company applicants are considered in two categories. Projects that support progress toward the Better Practices, Better Planet 2020 sustainability goals qualify for recognition in the "Leadership" category, which has five subcategories that correspond to the goals: Paper Recovery for Recycling, Energy Efficiency/Greenhouse Gas Reduction, Sustainable Forest Management, Safety, and Water. The "Innovation in Sustainability" award is reserved for projects that merit recognition for their contribution to sustainable business practices, not one of the goals specifically.

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