



# American Recycler

NewsVoice of Salvage, Waste and Recycling

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## FOCUS: Waste

The impact of the new tax reform on the waste industry is significant



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# Booming construction industry impacts recyclers

by MAURA KELLER

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Construction is a major contributor to the U.S. economy. In recent months, the growth in the construction industry has had an impact on the recycling industry. According to the U.S Census Bureau, construction spending increased 0.7 percent in December 2017 to a seasonally adjusted annual rate of \$1.253 trillion. This represented the fifth straight month of spending increases and a record spending high in 2017. In addition, the U.S. Commerce Department reported a 2.6 percent advance over the past 12 months and residential spending jumped by 10.4 percent. According to industry experts, a robust job market, low interest rates and post-natural disaster building were all contributing factors to the strong growth in the construction industry.

"I think it's in a transitional position right now and is developing rapidly," said Peter Dyga, president and chief executive officer of Associated Builders and Contractors, East Coast Florida Chapter. "The more forward thinking and creative a company is, the more likely they are to consider the construction and demolition (C&D) recycling options."

In fact, while most C&D waste accumulates in landfills, the industry experts estimate that roughly 90 percent of the waste stream from C&D is actually recyclable and/or reusable. According to the EPA's Advancing Sustainable Materials Management fact sheet, 534 million tons of C&D debris were generated in the U.S., in 2014 – more than twice the amount of generated municipal solid waste. And demolition represents more than 90 percent of total C&D debris generation, while construction represents less than 10 percent.

As a method of comparison, the EPA estimated that 136 million tons of building-related C&D materials were generated in the U.S. in 1996. By 2003, almost 170 million tons of building related C&D materials was generated. In 2014 that amount was 534 million tons.

Dyga said the recent growth in the construction industry provides greater opportunity for both contractors and C&D recycling suppliers.



PHOTO BY BOGDAN HODA | DREAMSTIME

"As material and labor markets tighten, the industry is motivated to look at innovative ways to help deliver value to their customers and deliver the assets they build more efficiently," Dyga said.

According to Alan T. Handley, chief executive officer, Lakeshore Recycling Systems, the current status of the construction industry is strong in Chicago and its surrounding suburbs.

"Increases in construction have carried over to increased volumes at the recycling facilities, and the C&D industry has been very competitively priced in the marketplace compared to landfill rates," Handley said. "Escalating transportation costs and landfill rates are making C&D recycling an economically robust alternative for contractors."

As such, many contractors now have sustainability managers that track and oversee their company's recycling efforts.

"At Lakeshore, we continue to build relationships with contractors at a deeper level by including the sustainability managers and we frequently provide facility tours and LEED reporting reviews," Handley said.

At Lakeshore, the company has developed new product lines for reuse, mulch, erosion control, animal bedding and alternative fuels.

"The number of C&D recycling facilities is static, but capacity still exists," Hadley said, "In our case we invested more in equipment to accelerate productivity and increase capacity at

our Northbrook Material Recovery Facility."

### Inherent Challenges

The increase in construction activity creates a myriad of challenges for recycling industry players.

"As is always the case you have industry leaders and laggards," Dyga said. "Depending on utilization, the C&D recycling sector must provide exception service and value to grow. Also, often times governments try to force changes through regulation but that usually results in less permanent and organic, lasting change. It's best for the construction industry and C&D recycling market to work out a free market approach."

Rural areas still have challenges with access to C&D facilities.

"Here in northern Illinois, areas don't have challenges meeting volume demands," Handley said. "And for hauling companies it's a matter of managing the assets to meet the temporary increase in the construction hauling market."

And as construction continues on an upward trend, industry players are seeing a basic lack of understanding specific to beneficial reuse by regulators.

"We need to promote 'highest best use' of various products generated from the C&D recycling process, including road building, solidification, and LF stabilization," Handley said. "USGBC LEED V4.1 has also presented chal-

See CONSTRUCTION, Page 4

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# Biomass electricity generation to increase considerably

Significant growth rates in Asia are compensating the less dynamic growth in Europe

Worldwide, there are over 3,500 operational biomass power plants (BMPPs). They generate electricity and heat from solid biomass, reaching an installed capacity of 52.8 GWel. Within a year, 200 BMPPs with a capacity of almost 3 GWel were commissioned.

The market for BMPPs is mainly stimulated by renewable energy subsidies – especially in Europe, where first support schemes for electricity generation from solid biomass were introduced in the 1990s.

By contrast, fuel availability is the determining factor in North and South America as well as many Asian markets, as subsidization levels are often-times lower than in Europe. North America and Europe mainly use wood to generate energy, while South American countries primarily incinerate bagasse, a residue of the sugarcane industry. Agricultural residues such as straw, rice husks and empty fruit bunches from the palm oil industry are the main fuels in Asia.

What all the plants have in common is their intense waste heat utilization. About 60 percent of the BMPPs are located at industrial sites. Many of them are fuelled with local production

residues (palm oil fruit bunches, bagasse, wood-processing residues) and in turn deliver heat to the production process. Around 30 percent of all facilities are connected to district heating grids; most of those are located in colder regions such as Central Europe and Scandinavia. About 10 percent of the BMPPs generate power only and do not use their waste heat at all. Many of them are located in China, where waste heat utilization is not a requirement for obtaining subsidies.

The market development depends on how profitable renewable energy (RE) subsidies are, especially in Europe. Many markets are saturated after many years of subsidization, which would make the construction of new capacities only worthwhile with granting further generous subsidies. Additionally, Europe has fewer agricultural residues that can be used for thermal recovery than other regions.

As the already existing plants run at high operating costs, many European countries are lowering RE subsidies. For instance, the UK decided to no longer organize allocation rounds for renewable energies after 2019. In September 2017, Poland postponed its

much-anticipated biomass auction indefinitely. This auction was initially planned for October 2017. Romania does also not seem to consider reintroducing RE subsidies.

Other European countries, however, are strengthening RE support. The Netherlands decided on an 8 billion EUR support scheme for 2018, which is as much as in 2017. Finland is to establish a new auctioning system in 2018/2019, which will include BMPPs.

Globally, subsidization systems did not change significantly in the past year. Argentina has to be mentioned as a special case, however: In 2017, the country approved subsidies for 14 BMPPs with a capacity of 117 MWel and also announced the next auction for 2018.

The worldwide market for BMPPs will continue to develop dynamically until 2026. Throughout the world, another 2,000 BMPPs with an installed capacity of over 25 GWel will be constructed. About 50 percent of this increase will happen in Asia and especially in the Chinese and Indian key markets. North and South America are to remain attractive markets for solid biomass electricity generation as well,

mainly Brazil, Canada and the USA. The overall subsidization level in Europe, however, will continue to decrease in the light of high costs and ecological aspects (sustainability). Europe will therefore become a less dynamic market.

As a result of the trends described above, consolidation and globalization among the technology providers continued in 2017. For instance, UK-based Amec Foster Wheeler Group (today Wood Group) sold its fluidized bed combustion business to Japanese technology provider Sumitomo. Danish technology provider Burmeister & Wain Scandinavian Contractor, part of Japanese Mitsui Group, took over financially troubled plant manufacturer Burmeister & Wain Energy. Danish technology provider Babcock & Wilcox Vølund was imposed a cost-cutting programme by US parent company Babcock & Wilcox, including the dismissal of 30 percent of staff.

Ecoprog's study "Biomass to Power" is the most comprehensive of its kind, as it is the only report based on an analysis of the actual worldwide plant portfolio, and not only on evaluating public statistics.

## The Coca-Cola Company gets aggressive with recycling

The Coca-Cola Company is reshaping its approach to packaging, with a global goal to help collect and recycle the equivalent of 100 percent of its packaging by 2030.

This goal is the centerpiece of the company's new packaging vision for a World Without Waste, which the Coca-Cola system intends to back with a multi-year investment that includes ongoing work to make packaging 100 percent recyclable. This begins with the understanding that food and beverage containers are an important part of people's modern lives but that there is much more to be done to reduce packaging waste globally.

"The world has a packaging problem – and, like all companies, we have a responsibility to help solve it," said James Quincey, president and chief executive officer of The Coca-Cola Company. "Through our World Without Waste vision, we are investing in our planet and our packaging to help make this problem a thing of the past."

The company and its bottling partners are pursuing several key goals:

Investing in the planet. By 2030, for every bottle or can the Coca-Cola system sells globally, they aim to help take one back so it has more than one life. The company is investing its marketing dollars and skills behind this 100 percent collection goal to help people understand what, how and where to recycle. The company will support collection of packaging across the industry, including bottles and cans from other companies. The Coca-Cola system will work with local communities, industry partners, customers and

consumers to help address issues like packaging litter and marine debris.

Investing in packaging. To achieve its collection goal, The Coca-Cola Company is continuing to work toward making all of its packaging 100 percent recyclable. The company is building better bottles, whether through more recycled content, by developing plant-based resins, or by reducing the amount of plastic in each container. By 2030, the Coca-Cola system also aims to make bottles with an average of 50 percent recycled content. The goal is to set a new global standard for beverage packaging. Currently, the majority of the company's packaging is recyclable.

World Without Waste is the next step in the company's ongoing sustainability efforts, building off success in replenishing an estimated 100 percent of the water it uses in its final beverages. The company achieved and exceeded its water replenishment goal in 2015, five years ahead of expectations. These efforts are part of the company's larger strategy to grow with conscience, by becoming a total beverage company that grows the right way.

The Coca-Cola Company will work to achieve these goals with the help of several global partners: the Ellen MacArthur Foundation's New Plastics Economy initiative, The Ocean Conservancy/Trash Free Seas Alliance and World Wildlife Fund (The Cascading Materials Vision and Bioplastic Feedstock Alliance). Coca-Cola will also launch efforts with new partners at the regional and local level and plans to work with its key customers to help motivate consumers to recycle more packaging.

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## IF YOU NEED A CARPET STEWARDSHIP PLAN, YOU'RE NOT ALONE.

The era of AB 2398 has begun. To comply with the new California law, all carpet manufacturers must register and submit a stewardship plan to CalRecycle. Fortunately, you don't have to do it alone.

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To participate in CARE's stewardship plan, go to [www.carpetrecovery.org](http://www.carpetrecovery.org) or call 706-428-2127.



# TerraCycle qualified by SEC to raise \$25 million

TerraCycle US Inc., the U.S. subsidiary of TerraCycle, Inc., announced that its \$25 million Regulation A Offering has been qualified by the U.S. Securities and Exchange Commission (SEC), thereby allowing anyone the opportunity to invest in the innovative recycling company.

"Our mission at TerraCycle is to eliminate waste, recycle the unrecyclable and use our innovative business solutions to minimize human impact on the planet," said TerraCycle chief executive officer Tom Szaky. "During the course of our 15 year history, we've inspired a passionate following and have been asked by those who support our mission how they can invest in the company. With the recent qualification by the SEC, now any category of investor can invest in our U.S. operating company and I'm pleased to be in a position to invite the public to participate in our future."

## Construction

■Continued from Page 1

Challenges to the recycling C&D industry. Here at LRS we have benefited by having one of the only Recycling Certification Institute (RCI) certified facilities in the Midwest at our West Chicago location."

And as C&D recycling grows it puts strain on end market use. "For example, shingle recycling went from a shortage to a surplus which can have a negative impact on recycling markets as far as pricing goes," Handley said.

Challenges aside, experts predict that the use of recycled materials, post and pre-construction, will continue to grow so it would be wise for the C&D industry to make these services a part of their portfolio.

According to the City of Berkeley, California, C&D debris represents over 21 percent of the total waste stream in Alameda County. In fact, a typical new home produces approximately 17,000 pounds of C&D waste. The City of Berkeley requires that 100 percent of asphalt, concrete, and a minimum of 65 percent of other nonhazardous construction and demolition waste be diverted from disposal by recycling, reuse or salvage.

And Berkeley is not alone. As C&D activity continues to increase across the U.S., cities and towns are implementing construction and demolition recycling ordinances with goals to increase their waste diversion, and help reduce greenhouse gas emission, promote sustainability, and meet state law requirements.

To help C&D companies navigate the complexity of recycling construction materials, several states have established programs that not only encourage C&D waste recycling, but also provide resources to help identify C&D debris recyclers in their construction company's region. For example, Vermont has created a Construction

Waste Reduction website that offers resources aplenty for debris from construction, demolition, and renovation projects. Minnesota's Sustainable Design Guide is a website that also provides strategies for the diversion of construction waste and demolition debris. California offers an extensive C&D recycling site, which includes a C&D debris recyclers data that construction entities can search for recycling facilities by material type.

Using third party logistics and facilities, TerraCycle converts collected waste into raw materials that are sold to and used by manufacturers to create new products. Examples of waste streams collected and recycled by TerraCycle include chip bags, coffee capsules, cigarette butts, oral care, beauty care, writing utensils and over 100 other waste streams in the U.S. Through its programs, TerraCycle has shown that consumers favor businesses that provide recycling solutions for the products they manufacture.

Regulation A is part of the JOBS Act, a bi-partisan legislation signed in 2012. The new form of Regulation A went into effect in 2015. This legislation greatly expanded entrepreneurs' access to capital, allowing them to crowdfund their capital raises and opened the door to non-accredited investors to participate in early stage investments, subject to SEC review.

## Events Calendar

### March 4th-7th

**Southeast Recycling Conference & Tradeshow (SERC).** Rosen Center, Orlando, Florida. 800-441-7949  
[www.southeastrecyclingtradeshow.com](http://www.southeastrecyclingtradeshow.com)

### March 5th-7th

**SWANApalooza 2018.** Sheraton Denver Downtown Hotel, Denver Colorado. 800-467-9262 | [www.swana.org](http://www.swana.org)

### April 3rd

**Northeast Recycling Conference & Tradeshow (NERC).** Sheraton Baltimore Washington Airport Hotel, Linthicum Heights, Maryland. 802-254-3636 | [www.nerc.org](http://www.nerc.org)

### April 5th-7th

**United Recycler's Group Training Conference.** Hyatt Regency Grand Cypress, Orlando, Florida. 303-367-4391 | [www.u-r-g.com](http://www.u-r-g.com)

### April 9th-11th

**Aluminum Association Spring Meeting.** Omni Montelucia, Scottsdale, Arizona. 703-358-2960 | [www.aluminum.org](http://www.aluminum.org)

### April 14th-18th

**ISRI 2018 Convention & Exposition.** Mandalay Bay Resort and Casino, Las Vegas, Nevada. 202-662-8530 | [www.isri.org](http://www.isri.org)

### April 24th-26th

**WasteExpo 2018.** Las Vegas Convention Center, Central Halls, Las Vegas, Nevada. 800-927-5007 | [www.wasteexpo.com](http://www.wasteexpo.com)

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# PAPER

## Carton recycling available for over half of U.S. households

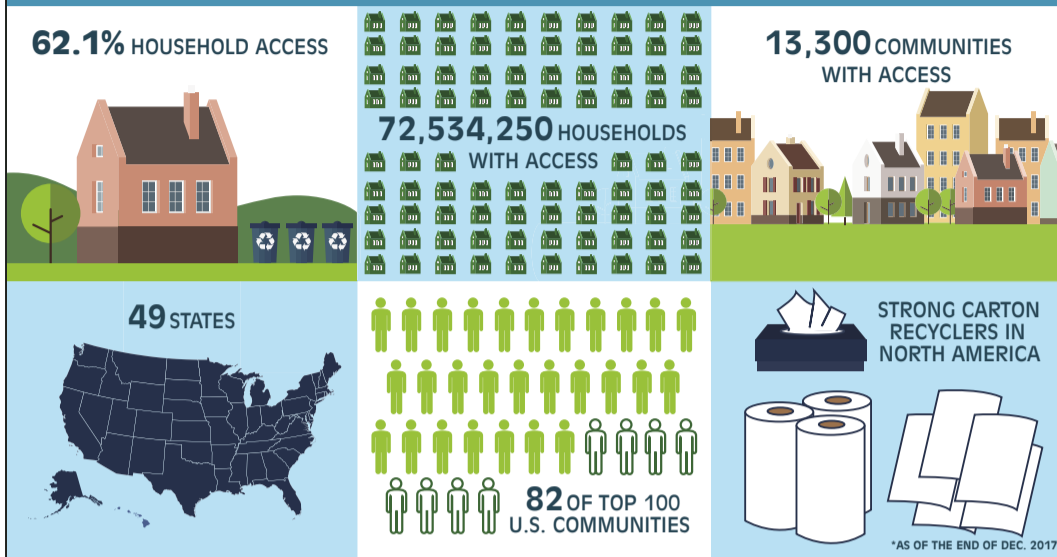
The Carton Council of North America announced that more than 62 percent of U.S. households can now recycle their food and beverage cartons through curbside and drop-off programs, marking a year of advancements since carton recycling officially became mainstream.

In January 2017, the important 60 percent access milestone was achieved, meaning that food and beverage cartons can carry the standard "Please Recycle" logo under the Federal Trade Commission's green guidelines. Since that milestone was achieved, more than 2.5 million households have gained access to carton recycling, end markets for recycled cartons have expanded, and new technology for sorting cartons was piloted.

"Last year built upon nearly a decade of significant growth in carton recycling" said Jason Pelz, vice president of recycling projects for the Carton Council of North America. "Not only did we continue to hit new milestones in household access, but this progress spurred increased consumer awareness, new industry collaborations and innovative technology and end market solutions to increase carton recycling efficiency."

The Carton Council formed in 2009 to increase carton recycling by helping develop an infrastructure for recycling aseptic and gable-top cartons used to package many food and beverage products, such as milk, juice, water, soups,

### THE CURRENT STATE OF CARTON RECYCLING



wine and beans. At that time, only 18 percent of households could recycle their cartons through local programs. Sixty-two percent access marks a 244 percent increase in access since 2009.

Currently, 13,300 communities across 49 states can recycle their food and beverage cartons. Of the 100 largest U.S. communities, 82 have access, including San Francisco, California and Grand Rapids, Michigan, both of which added cartons to their recycling programs last year.

The Carton Council attributes this success to:

- Expanding end markets for recycled cartons – The ReWall Company, which makes sustainable building materials out of recycled food and beverage cartons,

doubled its manufacturing capacity in 2017 based on high demand for its eco-friendly products.

- Bringing artificial intelligence to recycling – The Carton Council teamed up with AMP Robotics to help maximize carton recycling by introducing artificial intelligence to the recycling industry. Two materials recovery facilities (MRFs), Alpine Waste & Recycling in Denver, Colorado, and Dem-Con Companies in Shakopee, Minnesota, installed the AMP Cortex robot to sort cartons from other materials in the recycling stream. The robots continuously learn as they go and have already demonstrated success at improving the efficiency and effectiveness of carton recycling.

- Collaborating with industry allies – Key to carton recycling growth is working with organizations across the industry to not only grow access, but to help educate about recycling. Collaborating with organizations like Keep America Beautiful and The Recycling Partnership have helped expand the carton recycling message.

- Bolstering consumer education – Following the launch of the Carton Council's first national digital consumer education campaign last February, two toolkits were launched to continue to drive education: one for communities and one for companies and brands. Both toolkits include fun and engaging content and graphics that can be shared via websites, social media, newsletters and more.

- Developing policy tools to improve recycling – Several tools were developed to assist local governments and others in developing and implementing policies that have been proven effective for improving recycling programs, and increasing recycling of all materials.

Building on the momentum and success of last year, the Carton Council plans to increase awareness of and access to carton recycling; continue to work with companies and brands to add the "Please Recycle" logo to their packaging; expand end market solutions; support the development of technology to make carton recycling more efficient; and continue working collaboratively across the industry to encourage the recycling of all packages.



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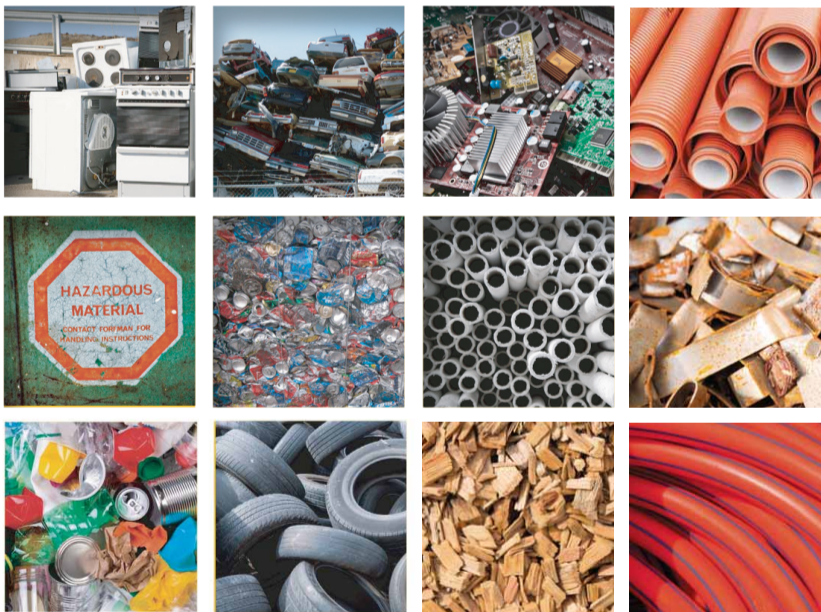


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# PAPER

## AF&PA elects new board

The American Forest & Paper Association (AF&PA) announced the election of GEC Packaging Technologies chief executive officer (chief executive officer) John Rooney as the new AF&PA board chair and released its 2018 slate of AF&PA board officers. Paper and wood product industry leaders participated in the association's winter board of directors meeting in Washington.

Rooney has been chief executive officer of GEC Packaging Technologies (Graham Packaging, Evergreen Packaging, and Closure Systems International) at Reynolds Group Holdings Ltd. since November 2015.

Rooney served as chief executive officer of Evergreen Packaging Inc. since May 2011. Starting in 1991, Rooney worked in a variety of multi-discipline leadership roles with International Paper and Evergreen Packaging, including plant management, international marketing, technology, planning, logistics and as general manager of a global capital equipment business. He served as first vice chair of the AF&PA board in 2017 and second vice chair in 2016 after first joining in the board in 2011.

**Other elected officers include:**

•Peter Watson, Greif, Inc. president and chief executive officer (first vice chair)

•Mark Sutton, International Paper company chairman and chief executive officer (second vice chair)

•Linda Massman, Clearwater Paper Corporation president and chief executive officer, will serve as immediate past chair.

**Beginning new terms as AF&PA board members in 2018 are:**

•Christian Fischer, president & chief executive officer, Georgia-Pacific LLC

•Wren Hood, chief executive officer, Hood Container Corporation

•Donald Lewis, chief executive officer, Global Professional Hygiene Business, Essity

•Brian McPheely, global chief executive officer, Pratt Industries, Inc.

•Jack Sanders, president and chief executive officer, Sonoco Products Company

•Robert Snyder, chief executive officer, Twin Rivers Company

•Mark Sutton, chairman and chief executive officer, International Paper Company

•John Williams, president and chief executive officer, Domtar

The AF&PA Board of directors currently consists of 24 top industry leaders who represent a broad spectrum of companies in the paper and wood products manufacturing sector.

*A police recruit was asked during the exam, "What would you do if you had to arrest your own mother?" His answer: "Call for backup!"*

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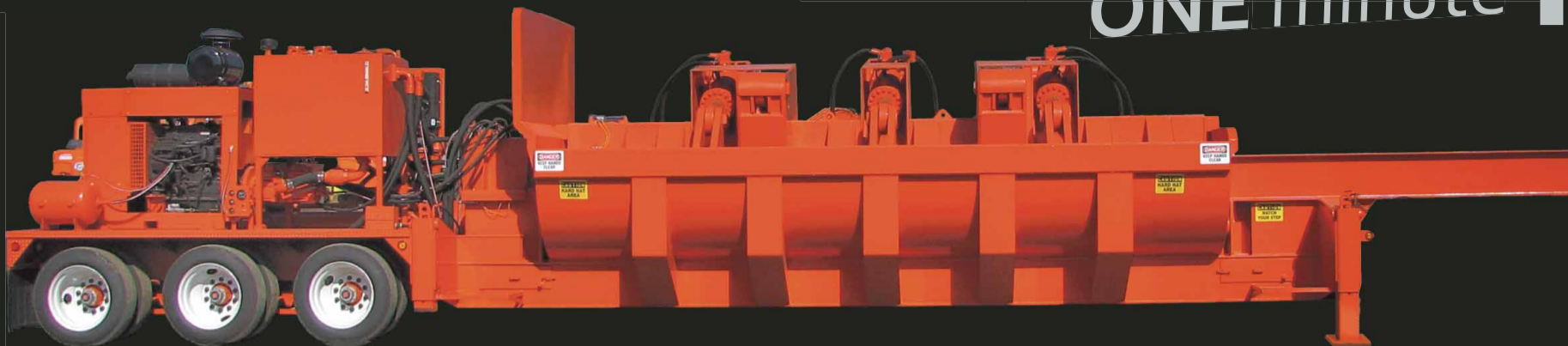
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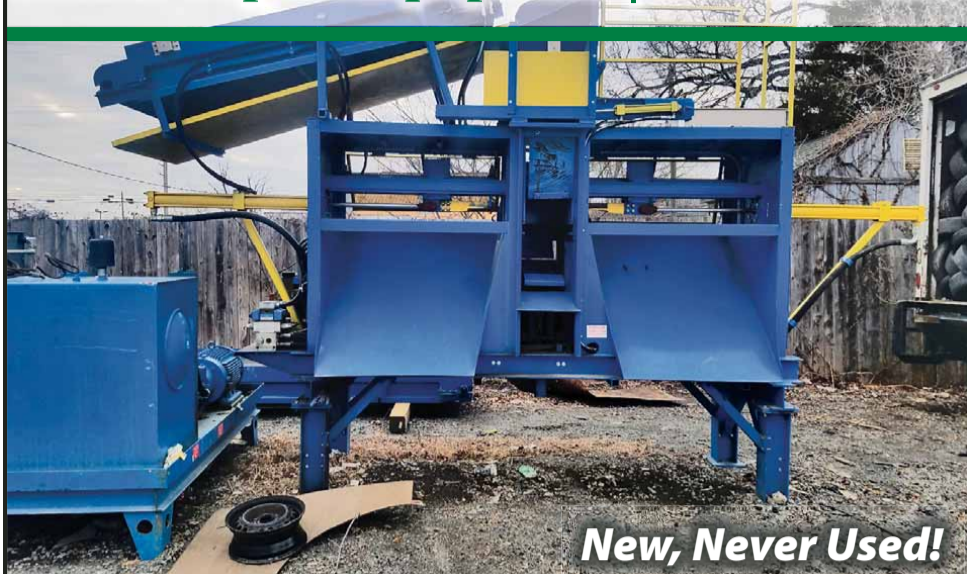
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**PLASTICS**

**New York's Plastic Bag Task Force issues report to combat bag waste**

Chair of New York's Plastic Bag Task Force, State Department of Environmental Conservation (DEC) Commissioner Basil Seggos, issued the Task Force's comprehensive report outlining eight potential solutions to address the scourge of plastic bag waste in the state. The report was sent to Governor Andrew M. Cuomo and the New York State Legislature for consideration.

Convened in March 2017, the Task Force was directed to study the growing issue of plastic bag waste and develop a comprehensive statewide plan to address the detrimental impact plastic bags have on the environment. The report was informed by a roundtable discussion and comments DEC received from interested parties and an exhaustive review of actions taken elsewhere to address plastic bag waste.

**Task Force members are:**

- Basil Seggos, commissioner, DEC
- Senator Thomas O'Mara, New York State Senate
- Assemblyman Steve Englebright, New York State Assembly
- Stephen Acquario, executive director, New York State Association of Counties
- Marcia Bystryn, president, New York League of Conservation Voters
- Michael Rosen, president and chief executive officer, Food Industry Alliance of NY, Inc.

The Plastic Bag Task Force's Report provides an overview of the problems caused by single-use plastic bags and reviews single-use plastic bag reduction measures undertaken in New York State, the U.S., and internationally. These measures have included plastic bag fees, plastic bag bans, a combination of fees and bans, manufacturer responsibility programs, and education and outreach initiatives to consumers at both the municipal and statewide level.

**The options to address plastic bag waste in the report are:**

- Strengthen and Enforce Existing New York State Plastic Bag Reduction, Reuse and Recycling Act – Continue implementation of the existing New York State Plastic Bag Reduction, Reuse and Recycling Act while increasing education, enforcement and reporting requirements.

- Manufacturer Responsibility for Recycling of Single-Use Plastic Bags – Require manufacturers to fund and implement a program for the collection and recycling of single-use plastic bags.

- Fee on Single-Use Plastic Bags – Institute a fee on single-use plastic bags.

- Fee per Transaction for Single-Use Bags – Under this option, rather than a fee per bag, a single fee would be imposed for the use of single-use bags (i.e., a fee would be assessed whether a consumer received one bag or 10 bags).

- Fee on Single-Use Plastic and Paper Bags

- Ban Single-Use Plastic Bags – Implement a ban on the sale and use of single-use plastic bags.

- Hybrid – Implement a ban on plastic bags with a fee on the allowable alternatives.

- Continue Existing Policies – Continue implementation of the existing New York State Plastic Bag Reduction, Reuse and Recycling Act.

In addition, the report notes the need for any approach taken to include an education and outreach campaign to make consumers aware of the problems with plastic bags for the environment and waste stream, encourage the use of reusable bags and how to properly recycle plastic bags. As part of the education and outreach campaign, the report recommends providing funds to support the distribution of reusable bags with a focus on low and fixed income individuals. If the policy approach taken includes fees, the report suggests that any funding received by the State be dedicated to the Environmental Protection Fund.

**Polystyrene processing brought in-house**

Pyrowave, a pioneer in catalytic microwave depolymerization of plastics, has received a \$50,000 grant from the Foam Recycling Coalition to purchase equipment to allow for in-house processing of recycled polystyrene.

The Montreal, Quebec, company commercializes microwave-based equipment modules to perform fast depolymerization of mixed plastics and is focusing initially on post-consumer polystyrene. According to Pyrowave, the machines can depolymerize post-consumer polystyrene materials into a styrene oil with up to 95 percent yield, which is shipped to buyers.

Pyrowave can process approximately one to three tons per day of post-

consumer polystyrene material, which includes foodservice packaging items like cups and take-out containers. The company's current capacity is estimated at 800 tons per year, providing another end market for recycled polystyrene. While currently only operating in Montreal, Pyrowave plans to install additional systems in other parts of North America.

The grant was made possible through contributions to FPI's Foam Recycling Coalition, which focuses exclusively on increased recycling of post-consumer foam polystyrene. The coalition launched the grant program in 2015 to help fund infrastructure to collect and process these products.



## PLASTICS

### Ice River Springs supports scholarships for sustainability

The board of directors of the Environmental Research & Education Foundation awarded the 2017 Ice River Springs Master's Scholarship for Sustainability to James Souder, a Master's of Environmental Management candidate at Yale University's School of Forestry and Environmental Studies.

Fully integrated from water source to the manufacturing of bottles, Ice River Springs is an Ontario-based company whose vision is to be the leading innovator in environmental sustainability and provide consumers with healthy beverages and products. Ice River Springs takes in large bales of used P.E.T. bottles from municipalities, sorts them, cleans them, makes them into food grade plastic pellets, then into preforms and finally into new bottles. The company then fills the bottles with fresh pristine spring, purified, distilled and now sparkling water. Ice River Springs is the only beverage company in North America with a plastics recycling facility and closed-loop production.

To qualify for this scholarship, students had to be enrolled full time in a master's program in Canada or a U.S. academic institution located on the East Coast. The area of research should relate to recycling, with preference given to applicants exploring the recyclability of plastics, plastic bottles and/or PET (polyethylene terephthalate) plastic.

The bottling company first funded the Ice River Springs Master's Scholarship for Sustainability in 2016. Last year's recipient, Jillian Treadwell, a 2017 graduate of McGill University's Department of Biore-source Engineering, explored how socio-economic factors and management

strategies have impacted organic waste diversion rates across Europe and Canada, as well as the impact this diversion has had on phosphorus recycling.

This year's recipient, James Souder, specializes in Industrial Ecology and Green Design with a deeper focus on innovative solutions to waste management and pollution prevention. His research, entitled "Closing the Loop and Increasing Material Recovery in Supply Chains and Production Systems," seeks to divert recyclables from landfill and decrease consumer confusion regarding recycling information. Souder will embed recycling information on recyclable products using various strategies, such as UPC codes, QR codes, RFID tags and UV labels, with the intention of syncing these labels to a location-based recycling database. A small-scale automatic sorting machine could be installed on trash and recycling bins to scan items, helping to reduce human error and maximize diversion.

Prior to beginning his studies at Yale, Souder worked for three years on a variety of environmental initiatives ranging from spearheading food recovery programs to implementing city level climate action plan recommendations. During the summer of 2017, he interned with a venture capital firm that funds environmental clean tech startups. He graduated Summa Cum Laude with a degree in Environmental and Social Sustainability from Eastern Mennonite University in 2013.

The EREF Scholarship Program awards and recognizes excellence in master's and doctoral solid waste management research and education.

### New Bottle Zone at NPE2018 to highlight growing vertical market

The Plastics Industry Association (PLASTICS) announced that the sold out Bottle Zone at NPE2018 will cover more than 65,000 net square feet on the exhibit floor. The new zone will provide a comprehensive look at the trends, technical knowledge, innovations and suppliers that serve this booming sector of the plastics industry.

With plastic bottles and jars representing approximately 75 percent of all plastic containers by weight and expenditures on food and beverages increasing 5 percent in the first quarter, growth in bottling manufacturing is taking hold in the U.S. and around the globe. Increased consumption makes the Bottle Zone the ideal place for manufacturers to strengthen their position in this \$12.6 billion sector of the industry, as reported in the January 2017, IBISWorld Industry Report 32616, "Plastic Bottle Manufacturing in the U.S."

The Bottle Zone, presented with supporting partners PETplanet, drinktec and the International Society of Beverage Technologists (ISBT), welcomes attendees to:

1. Explore the next generation of bottles and containers from 80+ manufacturers and suppliers: resins, colorants, additives, preforms, molds, dryers, labeling, filling, capping, closure design, inspection equipment and recyclers.

2. Learn about the latest innovations in the manufacturing of bottles and containers at the Bottle Zone Technical Forum's specialized sessions. Topics include:

- Raw Materials, additives and barriers
- Preform and closure manufacturing
- Bottle blow molding technologies
- Bottle filling and inspection technologies
- Downstream packaging and recycling technologies
- Connect with other plastics professionals in the Bottle Zone Biergarten, the place to do business with new and existing partners and socialize with colleagues, industry leaders and experts.

NPE2018, the triennial international plastics manufacturing exposition representing the entire plastics supply chain, returns to the Orange County Convention Center in Orlando May 7-11, 2018.

### McDonalds promises to eliminate foam packaging by 2019

McDonald's Corp. has agreed to end the use of polystyrene foam packaging globally by the end of this year following engagement by shareholder advocacy group As You Sow.

Rarely recycled, expanded polystyrene foam used in beverage cups and takeout containers is a frequent component of beach litter, breaking down into indigestible pellets, which marine animals mistake for food, resulting in deaths of marine animals.

A shareholder proposal filed by As You Sow urging the company to phase out of polystyrene was supported by 32 percent of shares voted (share value \$26 billion) in May 2017. McDonald's phased out foam cups for hot beverages in the U.S. after engagement with As You Sow in 2012, but continued to use them in foreign markets like Hong Kong and the Philippines where there are high levels of plastics deposition into their waterways. The company also continued to use foam for cold beverages and food trays in some U.S. markets.

McDonald's has posted a statement on its corporate website that it plans to eliminate foam packaging from its global system by the end of 2018. The company said "the environmental impact

of our packaging is a top priority" and that eliminating foam is an important step "that will continue to raise the bar for our system and our industry."

"We congratulate McDonald's management for removing the last vestiges of polystyrene foam from its global packaging stream," said Conrad MacKerron, senior vice president at As You Sow, who specializes in waste and recycling issues. "This sends an important message to other quick service food companies who may still be using foam. We also hope McDonald's will next turn its attention to other single use items like plastic straws and cup lids that pose hazards to marine animals and add to the tsunami of plastic waste afflicting world oceans."

Nine countries and more than 100 U.S. cities or counties have banned or restricted foam packaging. 15 major brands including Coca-Cola Co, Danone, Dow Chemical, L'Oreal, Marks & Spencer, Mars, PepsiCo, Procter & Gamble and Unilever recommended replacement of polystyrene foam as a packaging material in a report released in 2017 by the New Plastics Economy Project of the Ellen MacArthur Foundation.



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## CONSTRUCTION & DEMOLITION

### CDRA names award winners

The Construction & Demolition Recycling Association (CDRA) has announced two inductees to its prestigious C&D Hall of Fame, as well as C&D Recycler of the Year, and CDRA Member of the Year for 2018.

#### CDRA inducted two people into the C&D Hall of Fame.

**Leonard Cherry** – Cherry is president of Houston-based Cherry Companies, a wide ranging recycling and demolition firm that has 13 concrete recycling and stabilized materials sites. The company also processes asphalt shingles and tires. Cherry served on the board of the CDRA, and is active in the local community.

**Ken Hoving** – Hoving was president of K Hoving Companies in West Chicago, Illinois, until its purchase by Lakeshore Recycling Systems, where he stayed on as an executive until his recent retirement. A long-time member of the Chicago waste industry, Hoving built up the C&D recycling operation until it was the most modern one in the Chicago area. He served on the CDRA board, including as member at large on the executive committee. He is well known for his far-flung charity work.

“Both of these gentlemen exemplify the best in the C&D recycling industry,” said Troy Lautenbach, CDRA president. “Their service and innovation in the industry, as well as their work for the association and their communities, make them deserving of this honor.”

#### C&D Recycler of the Year

The Operator of the Year is meant to honor those recycling operations in the construction and demolition recycling

industry that have made an extraordinary contribution to the industry through the one or more of the following criteria:

- Advancing business operations that result in increased recycling percentages
- Developing novel methods of marketing and conducting business
- Innovative practices in employer-employee relations
- Ensuring safer operations
- Protecting the environment
- Developing industry standards

A full service, multi-discipline recycling company in Austin, Texas is the winner of this award. At its one site, the Recon Services facility provides concrete, mixed C&D, metals and shingle recycling, as well as roll-off service. Austin is a progressive city expecting the best in all types of recycling, and Recon is the only true full service recycler in town. Owner Walter Biel is also progressive and open to innovation, to the point he installed the first ever robotic sorting equipment on a C&D operation in North America. In addition, Recon is certified by the Recycling Certification Institute, providing its LEED customers an extra point no other company in Texas can.

#### CDRA Member of the Year

The Member of the Year was selected based on extraordinary service to the mission of the organization and the C&D Recycling industry during the previous 12-month period.

John Schumacher, Assurance Agency is being recognized for the excellent work he did in creating from scratch a safety awards program for the CDRA.

## ALTERNATIVE ENERGY

### Hyde Industrial Blade Solutions adds new field of solar panels Annual generation savings equates to greenhouse gas emissions from 55 cars



Greater than half of Hyde Industrial Blade Solutions' headquarters building is covered in clean energy generating solar panels.

Almost doubling its commitment to clean energy generation, Hyde Industrial Blade Solutions (IBS), a producer of industrial blades and knives, has added an additional 784 high-efficiency LG solar panels on top of its headquarters building for the betterment of the community and long-term cost savings.

In its first year, the contribution to the power grid from the new addition (or eliminating use from other power generation sources), will provide energy equal to that used by 28 homes. The total yearly generation savings would replace greenhouse gas emissions from 55 cars, while sequestering carbon by the equivalent of 247 acres of the average U.S. forest.

In 2015, Hyde had installed an initial solar array of 850 panels on the

roof over its shipping and warehouse buildings to generate electricity to help run its office and plant facilities and equipment. Comprised of panels utilizing “smart reflector” technology, this new installation is located on the southern part of the facility primarily over the company’s manufacturing operations. Greater than half the entire roof area of Hyde’s headquarters is now covered in solar panels.

Hyde estimates in combination with the original 349kW array, this new 310 kW system will now account for about 35 percent of its electric consumption increasing its solar contribution up from between 15 to 20 percent of the company’s energy usage. The company now has a total of 1,634 panels in use.


### Covanta Holding’s Rookery South energy recovery facility receives environmental permit

Covanta Holding Corporation, a sustainable waste and energy solutions company, disclosed that the Rookery South Energy Recovery Facility has been granted an environmental permit by the UK Environment Agency (EA). Issuance of the permit follows a detailed review and consultation process.

The Rookery project, located in Bedfordshire, UK, will convert over 500,000 tons of residual waste per year into approximately 60 megawatts of low carbon energy – enough electricity to meet the needs of 75,000 homes. Site preparation has begun with construction anticipated to follow by mid-2018. The project is expected to be fully operational in 2021.

“Receipt of the environmental permit represents one of the final hurdles before we move into full construction of the Rookery project,” said Matthew Mulcahy, Covanta executive vice president and head of corporate development. “The facility represents critical waste infrastructure that will help the U.K. achieve national recovery, recycling and renewable energy targets.”

In late 2017, Covanta announced a development agreement with the Green Investment Group to develop new energy-from-waste projects in the UK and Ireland. The Rookery facility would be the first in the joint pipeline of UK projects.



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## METALS

# Gershow Recycling donates 1,200 pounds of scrap metal



Representatives from FIRST® Robotics Competition teams from across Long Island participate in the Ninth Annual Scrap Metal Day event held at Gershow Recycling's Medford facility.

For nearly a decade, Gershow Recycling has opened its Medford facility to local FIRST® (For Inspiration and Recognition of Science and Technology) Long Island robotics teams to enable the teams to collect aluminum scrap metal. This year, 16 teams benefitted from Gershow's Scrap Metal Day donation event.

Following the 2018 FIRST Robotics Competition kick-off, each of the teams now has 6 weeks to construct a 120 lb. robot, using the aluminum, and prepare for the upcoming competition, presented by School-Business Partnerships of Long Island, Inc. (SBPLI).

The 16 Long Island teams represented at Gershow's Scrap Metal Day included Bridgehampton High School (#5659), Central Islip High School (#4006), Center Moriches High School (#4458) Half Hollow Hills High School

(#3624), Hauppauge High School (#358), Kings Park High School (#5736), Longwood High School (#564), Miller Place High School (#514), North Shore High School (#3950), Patchogue-Medford High School (#329), Plainview-Old Bethpage High School (#353), Rocky Point/Shoreham (#6442), Townsend Harris High School (#2601), Ward Melville High School (#6423) and Westhampton Beach High School (#3171). One rookie team, Mineola (#6806) also attended the event, under the guidance of veteran team representatives in attendance.

Each event will serve as a separate regional, with different teams – from across Long Island, New York City, greater New York, New Jersey, Pennsylvania, Michigan, Washington D.C., Canada, Croatia and Turkey – competing in separate alliances and tournament rounds.

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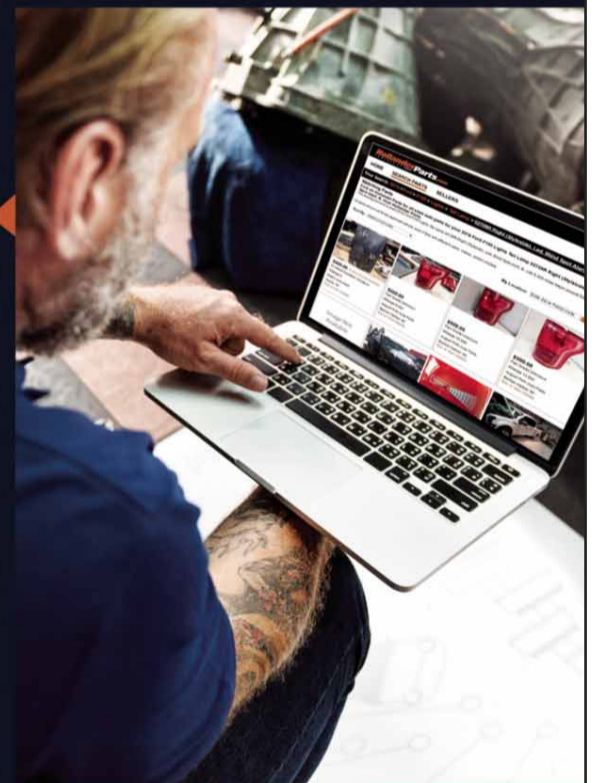
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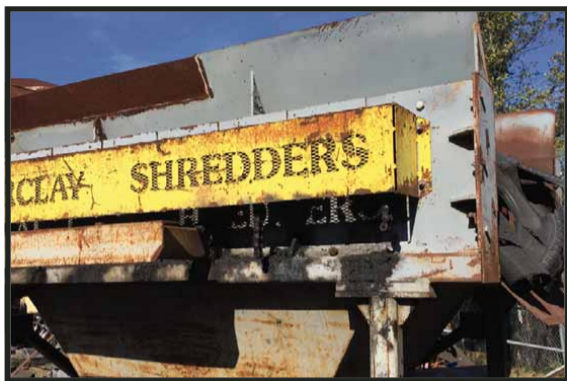
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# METALS

## Overall U.S. scrap exports strong despite China's ban

News that China would ban certain scrap imports shook the recycling industry last summer, yet U.S. global scrap exports increased overall in 2017 according to a new analysis from the Institute of Scrap Recycling Industries (ISRI). As improved demand for ferrous and nonferrous metal scrap more than offset weaker demand for non-metallic scrap, total U.S. scrap exports advanced in 2017 in both value and volume terms.

"Despite adversity in 2017, the recycling industry proved to be very resilient as it has shown to be so many times in the past," said ISRI chief economist Joe Pickard. "Scrap is a valuable commodity used as feedstock in the manufacturing

process in countries around the world. Its constant demand demonstrates the long-standing value and need in the global marketplace. However, while overall exports fared better in 2017 and provide some ground for optimism, look no further than the plastics data to see the potential impacts of the ban on other commodities."

According to recently released Census Bureau data, U.S. exports of all scrap commodities rose to 37.9 million tons valued at \$17.9 billion last year. China once again played an important role in U.S. scrap exports. An estimated 31 percent of U.S. exports, valued at more than \$5.6 billion were destined for mainland China in 2017.

### Analysis by Commodity:

**Nonferrous:** Although U.S. copper and copper alloy scrap exports to mainland China did trail off in the 4th quarter of 2017 (down 10 percent year-on-year), for 2017 as a whole shipments to China increased nearly 4 percent. Overseas demand also improved in Hong Kong, Korea, Japan, Malaysia, Canada, and Mexico last year, helping to boost U.S. copper scrap exports 6.2 percent in 2017 and above the 1 million ton mark for the first time since 2014 according to the latest Census Bureau trade data.

Unlike the slowdown in 4th quarter copper scrap exports to mainland China, U.S. exports of aluminum scrap to China surged 32 percent higher year-on-year (as compared to the 4th quarter of 2016) to more than 230,000 metric tons during October through December 2017. As a result, aluminum scrap shipments to China jumped 18.5 percent higher for 2017 overall, helping to lift total U.S. aluminum scrap exports (including UBC's and RSI) 15.8 percent higher to nearly 1.57 million metric tons. Other growth markets for aluminum scrap last year included Korea, Mexico, India, Hong Kong, Indonesia, and Germany according to the Census data.

**Ferrous:** U.S. ferrous scrap exports (excluding stainless steel and alloy steel scrap) had their best annual performance since 2014, climbing 23 percent higher year-on-year by volume to 13.8 million metric tons valued at over \$4.1 billion in 2017. Improved demand from Turkey (+16 percent), Vietnam (+93 percent),

China (+60 percent), Pakistan (+65 percent), Bangladesh (+111 percent), Mexico (+12 percent), and others contributed to last year's gains.

**Recovered Paper and Fiber:** Following China's notification to the World Trade Organization in July that mixed/unsorted RP imports into the country would be banned, recovered paper export prices (and mixed paper prices in particular) were pressured sharply lower. That reversed significant price gains earlier in the year. As a result, while the total volume of U.S. recovered paper exports dropped from 19.8 million metric tons in 2016 to just over 18.3 million metric tons in 2017, the price strength in the first half of the year carried the dollar value of U.S. recovered paper and fiber exports 1.4 percent higher to more than \$3.2 billion in 2017 thanks in part to stronger sales to India, Mexico, Canada, Indonesia, and Vietnam:

**Plastic Scrap:** U.S. plastic scrap exports were hit hardest by the Chinese import restrictions announced last year. Plastic scrap export sales to mainland China and Hong Kong dropped 32 percent and 38 percent, respectively, in dollar terms in 2017. As Chinese plastic scrap purchases plummeted, the total volume of U.S. plastic scrap exports fell 14 percent to 1.67 million metric tons, the lowest level since 2008. The drop-off in Chinese import demand for plastic scrap was especially dramatic late in the year, despite the regulations not yet coming into effect.

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# METALS

## Novelis reports increased revenues

Novelis Inc., the world leader in aluminum rolling and recycling, today reported net income attributable to its common shareholder of \$121 million for the third quarter of fiscal year 2018, compared to \$63 million in the prior year period. Excluding tax-affected special items in both years, the company reported net income of \$138 million in the third quarter of fiscal 2018, more than double the \$67 million reported in the third quarter of fiscal 2017.

The increase in net income, excluding special items, is mainly due to a 20 percent increase in Adjusted EBITDA over the prior year to a record \$305 million in the third quarter of fiscal 2018. This increase reflects higher shipments and the company's strategy to deliver a more favorable product mix with higher automotive shipments and increased operational efficiencies. Adjusted EBITDA reached \$383 per ton in the quarter.

Net sales increased 33 percent over the prior year to \$3.1 billion for the third quarter of fiscal 2018, driven by higher average aluminum prices, higher total shipments, and a favorable impact from the strategic portfolio shift to higher conversion premium products. Shipments of flat rolled products increased six percent to 796 kilotonnes. Automotive sheet shipments increased 12 percent year-over-year, as production has continued to successfully ramp up to meet strong customer demand.

The company recently disclosed plans to expand its production footprint in the U.S. with an approximately \$300 million investment in automotive finishing capacity in Guthrie, Kentucky. Novelis also has agreed to acquire operating

facilities and manufacturing assets at its Sierre, Switzerland, plant that have historically been leased.

The company reported free cash flow of \$79 million for the third quarter of fiscal 2018, including \$54 million of capital expenditures. Year-to-date free cash flow has improved \$74 million over the prior year, primarily a result of higher Adjusted EBITDA, lower cash interest payments due to refinancing savings and lower metal price lag, partially offset by higher taxes and working capital requirements due to rising aluminum prices.

### U.S. Tax Cuts and Jobs Act of 2017

During the third quarter of fiscal 2018, the company recorded a net \$18 million non-cash income tax benefit for the remeasurement of deferred tax assets and liabilities in accordance with the recently enacted U.S. tax reform. The tax benefit attributable to the common shareholder is \$34 million, as \$16 million of tax expense is attributable to non-controlling interest related to Logan Aluminum as reflected in the net loss attributable to noncontrolling interests in financial statements. Other provisions of the Act are not expected to have a material impact on fiscal year 2018.

### Full Year Fiscal 2018 Guidance

The company expects to be on the upper end of its previously guided fiscal 2018 Adjusted EBITDA range of \$1,150-\$1,200 million. Fiscal 2018 free cash flow is expected to be on the lower end of its previously guided range of \$400-\$450 million, driven by the impact of higher aluminum prices. The recently announced automotive investments in the U.S. and Switzerland will not impact fiscal 2018 free cash flow.

## Steel imports up 15 percent

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

	DEC 2017	NOV 2017	2016 Full Year	2017 Annualized	% Change 2017 Annual vs. 2016
SOUTH KOREA	192	213	3,812	3,753	-1.5%
TURKEY	58	67	2,416	2,191	-9.3%
JAPAN	81	115	1,798	1,504	-16.4%
GERMANY	105	141	1,192	1,405	17.9%
TAIWAN	41	55	1,083	1,245	14.9%
BRAZIL	96	98	823	987	20.0%
CHINA	53	62	862	813	-5.7%
RUSSIA	34	38	310	796	156.9%
All Others	1,218	1,380	14,043	16,864	20.1%
<b>TOTAL</b>	<b>1,877</b>	<b>2,170</b>	<b>26,338</b>	<b>29,558</b>	<b>12.2%</b>

Based on preliminary Census Bureau data, the American Iron and Steel Institute (AISI) reported that the U.S. imported a total of 2,446,000 net tons (NT) of steel in December 2017, including 1,877,000 NT of finished steel (down 11.4 percent and 13.5 percent, respectively, vs. November final data). For the full year of 2017, total and finished steel imports are 38,121,000 and 29,558,000 NT, up 15.4 percent and 12.2 percent, respectively, compared to full year 2016. Finished steel import market share was an estimated 22 percent in December and is estimated at 27 percent for full year 2017.

Major products with significant increases for full year 2017 vs. 2016 include oil country goods (up 196 percent), line pipe (up 63 percent), standard pipe (up 40 percent), mechanical tubing

(up 30 percent), hot rolled bars (up 23 percent), cold rolled sheets (up 16 percent), sheets and strip all other metallic coatings (up 14 percent) and sheets and strip hot dipped galvanized (up 10 percent).

In December, the largest volumes of finished steel imports from offshore were from South Korea (192,000 NT, down 10 percent from November final), Germany (105,000 NT, down 26 percent), Brazil (96,000 NT, down 2 percent), Japan (81,000 NT, down 29 percent) and Turkey (58,000 NT, down 13 percent). For full year 2017, the largest offshore suppliers were South Korea (3,753,000 NT, down 2 percent vs. the same period in 2016), Turkey (2,191,000 NT, down 9 percent), Japan (1,504,000 NT, down 16 percent), Germany (1,405,000 NT, up 18 percent) and Taiwan (1,245,000 NT, up 15 percent).

# METAL RECYCLERS

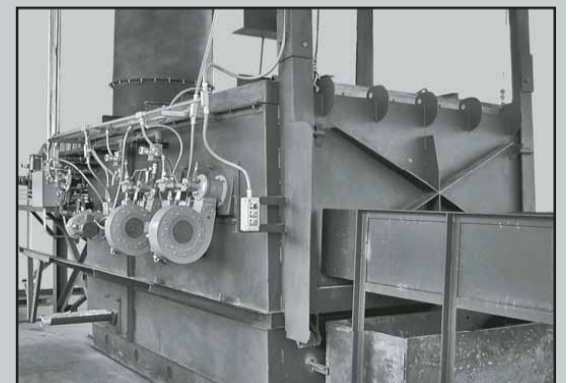
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## Scrap Metals MarketWatch



Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$262.00	289.00	290.00	340.00	360.00
#1 Bundles	per gross ton	261.00	245.00	268.00	290.00	365.00
Plate and Structural	per gross ton	245.00	235.00	285.00	275.00	345.00
#1 & 2 Mixed Steel	per gross ton	204.00	200.00	210.00	285.00	305.00
Shredder Bundles (tin)	per gross ton	180.00	174.00	205.00	205.00	204.00
Crushed Auto Bodies	per gross ton	180.00	174.00	205.00	205.00	204.00
Steel Turnings	per gross ton	96.00	99.00	99.00	187.00	232.00
#1 Copper	per pound	2.60	2.67	28.00	2.89	2.80
#2 Copper	per pound	2.42	2.50	2.71	2.76	2.68
Aluminum Cans	per pound	0.64	0.73	0.40	0.69	0.64
Auto Radiators	per pound	1.80	1.71	1.80	1.92	1.95
Aluminum Core Radiators	per pound	0.70	0.65	0.61	0.60	0.60
Heater Cores	per pound	1.19	1.19	1.19	1.25	1.59
Stainless Steel	per pound	0.65	0.57	0.58	0.57	0.61

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.

## AUTOMOTIVE

# More than 11 automakers will roll out hydrogen fuel cell vehicles by 2021

By year-end 2017, a total of 6,475 hydrogen fuel cell vehicles have been sold globally since 2013 when the vehicles first became available commercially. This was disclosed by Information Trends.

Over 50 percent of these vehicles were sold in California making the state a model of success in the deployment of the technology. Of the remaining countries, the majority share went to Japan which is at the forefront of hydrogen station deployments.

Among automakers, Toyota has been the most successful, accounting for over 75 percent of the sales. Moreover, hydrogen fuel cell vehicle sales in 2017 were more than double the total sales in the previous years.

Hydrogen infrastructure is coming along steadily, albeit slowly, said Naqi Jaffery, the lead author of the report. In northeast U.S., hydrogen station build-

out is gathering momentum, giving automakers a second market in the U.S.

According to Jaffery, a respectable hydrogen fueling ecosystem will not be ready until 2020. The slow buildout of the hydrogen stations has given an opening to battery electric vehicles whose sales are rapidly gaining ground.

Jaffery said battery electric vehicles will be short-term beneficiaries of the movement towards zero-emission vehicles. However, as the hydrogen infrastructure evolves, fuel cell vehicles will pick up traction.

By 2021, at least 11 automakers will have rolled out hydrogen fuel cell vehicles, including Toyota, Lexus, Hyundai, Kia, Honda, Mercedes-Benz and BMW. Other entrants in this space include Tata Motors, Pininfarina S.p.A. (owned by Mahindra & Mahindra) Riversimple and the RONN Motor Group.

# Novelis aluminum lightens 2018 Jeep Wrangler



Novelis, a leader in aluminum rolling and recycling, announced supply of its aluminum in the new 2018 Jeep® Wrangler.

The use of lightweight, high-strength aluminum for closures, which includes parts of the doors, fenders, swing gate, and windshield surround, reduces weight and boosts fuel economy, helping make it the most capable and fuel efficient Wrangler ever produced by FCA US LLC.

The all-new Wrangler is 200 pounds lighter than the previous steel version and gas mileage is expected to rise by three miles per gallon,

according to the automaker.

By incorporating aluminum into this design, FCA US joins a number of automakers that are turning to aluminum for the benefits they see in vehicle performance, agility and safety. Thanks in part to lightweight aluminum from Novelis, Jeep enthusiasts will also find it easier to remove the doors, which will be 14 pounds lighter compared to previous models.

Aluminum supply for the all-new, Wrangler will be sourced from Novelis' facilities in Oswego, New York and Kingston, Ontario.

## SALVAGING Millions

by Ron Sturgeon  
Autosalvageconsultant.com

### Keep shooting the gun

The first article in this series listed more than 25 tactics to increase your business success, all of them based on my experience. I started with nothing and didn't attend college, so I know you can achieve maximum success, regardless of your education.

A competitor told me to keep shooting the gun when I had only been in business a few years. I wasn't the brightest, and I certainly didn't have any money. I had to keep up the pace! I was also the youngest and most inexperienced. Walter Williams, and old salvage friend and mentor said, "It's hard to stay ahead of you, Sturgeon; you work all the time and never stop shooting the gun."

That was 35 years ago, but what he said stuck with me. I respected my competitors, and knew hard work was the only way I was going to best the others. While they were in Cancun or fishing, I was reading a book on marketing or studying the most recent financials for opportunities to improve.

Not long ago, I was mentoring a young friend, and he asked me what was the single most important thing I could teach him as he starts the jour-

ney to success. I told him to read a book a month, and gave him three to read. He's bright, and not lazy, but a year later, he hasn't finished the books. It's clear that his priorities are elsewhere.

Another article in this series speaks to having a sense of urgency, a related topic. My mentee will do ok, maybe even well. But he won't do great. He won't be an innovator or leader in his industry. And he won't be able to keep a mentor because he does not follow the easy steps that precede the valuable learning.

When I heard Walter tell me to keep shooting the gun, I had noticed that many of my competitors who had been in business a few years seemed to take a lot of time off. They were resting on their laurels. I was hungry.

Let me add a qualification here for those who don't want to be an over achiever. There's not a thing wrong with that. If your dream of success is a two year old BMW, a nice brick home, a lovely wife and three well dressed and educated kids, figure out what that means financially. When you get there, lay the gun down, unless a taste of success has made you want to have a little more.

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

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



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# WASTE

## DEQ releases annual report

The Michigan Department of Environmental Quality (DEQ) released its annual solid waste report, which offers a look at inputs to Michigan's landfills.

There was a 3.1 percent overall increase in solid waste disposed of in Michigan landfills. Waste disposed of by Michigan residents and businesses increased by less than 1 percent and waste imported from other states and Canada increased by 11.3 percent.

Imported waste represents 25.5 percent of all waste disposed of in Michigan landfills. The largest source of waste imports into Michigan continues to be from Canada, contributing 20.9 percent of waste disposed of in Michigan. Thirteen states import waste into Michigan, with Ohio contributing the largest amount.

All 69 Michigan landfills are required to submit information on disposal to DEQ. The department compiles the information into an annual report for the legislature. The DEQ intends to continue stakeholder discussions to promote increased recycling and reduce waste disposal in Michigan.

Waste Volume (Cubic Yards)		
Origin	FY 2016	FY 2017
Canada	8,883,958	10,572,922
Connecticut	618,569	0
Florida	41	0
Illinois	127,052	30,762
Indiana	972,260	598,361
Iowa	4	19
Kansas	1	20
Michigan	37,488,887	37,723,925
Minnesota	6	10
Mississippi	1	0
Missouri	0	4
Montana	0	11
New York	16	0
New Jersey	0	276
Ohio	1,323,976	1,459,442
Tennessee	0	14
Pennsylvania	11	0
Washington	15	6
West Virginia	0	180
Wisconsin	205,554	218,740

## Waste and recycling industry fatality rate declines

The U.S. Bureau of Labor Statistics (BLS) released 2016 final figures for industry and occupational fatality data. In its 2016 Census of Fatal Occupational Injuries Summary, the BLS reported that while fatalities of all U.S. workers increased in 2016, in the public and private waste and recycling industry, fatalities declined from 50 in 2015 to 42 in 2016.

"This should give our industry a little encouragement that our organizational commitment to a strong safety culture and our safety processes are having an impact. The National Waste and Recycling Association (NWRA) and our members won't stop looking for opportunities to improve and we will never accept any loss. Zero is possible," said NWRA president and chief executive officer Darrell Smith. "Since our Board of Trustees designated safety as a strate-

gic initiative in 2015, NWRA has worked to provide its members with tools and outreach efforts including Safety Stand Downs and our Safety Professional Development Series, as well as collecting our own data from members to monitor trends in the industry. We are also preparing for additional programs in 2018."

Over the past three years, NWRA and its chapters nationwide have successfully championed "Slow Down to Get Around" legislation, which is now the law in 16 states and under consideration in several more. These laws require that motorists slow down when waste and recycling collection vehicles are stopped and workers are getting on and off, just as motorists are required to slow down in construction work zones, to stop for school buses or to pull over for emergency vehicles.

■For more on WASTE news, see Page B1

# SERVICE SPOTLIGHT

by MARY M. COX

maryc@americanrecycler.com

It is well known that danger is a factor for those who work in the waste and recycling industries. For that reason, many companies provide exactly the type of insurance owners may need, for the unique work environments involved at their facilities.

Allrisks is a workers compensation insurance product dedicated in assisting the salvage/waste industry with their challenging insurance needs. Assistant vice president, workers compensation, Christopher B. Smith explained what the company offers and the market situation as well. "Our product gives direct access to rating and pricing from A.M. Best "A-" or better rated carriers. We are able to offer competitive commissions and payment plans to retail insurance agents, including monthly self-reporting. Last year was challenging for the insurance and salvage/waste industries. In conjunction with the growth in the U.S. economy as well as the expansion in industrial construction and commercial business activity, the revenue for the waste industry has grown steadily. While this is a positive trend it has also lead to greater waste production and a need to hire additional staff. The additional hiring put a

strain on the workers compensation market as this underserved industry did not have a home in the standard market. With the development of the All Risks Waste Haulers Workers Compensation Specialty Product we have found a home to insure the additional staff hired."

While Smith acknowledges that no one know what the future holds, he said that if the economy continues to grow, industrial construction and commercial business will follow suit and the need for more staff in the salvage/waste industry will continue to expand. He believes his firm can serve as a partner to clients in serving their insurance needs.

"Global Commercial Credit (GCC) is the leading specialty broker of domestic and export credit insurance in the recycling industry. We serve all industry sectors with a specialization in the scrap recycling industry in North America. Our sister company, ProfitGuard, is the only credit reporting service exclusive to the metals recycling sector," commented Vic Sandy, executive vice president.

He explained that credit insurance is a custom-tailored program designed to help clients protect against large, unexpected credit losses that could

be catastrophic for their business. They also use the policy to safely extend credit to new customers or take on larger limits without the added risk, so they can safely grow their business. The policy also provides a way to enhance receivables based borrowing arrangements to free up more working capital. ProfitGuard's credit reporting services give clients timely and reliable access to essential trade payment, credit and financial information on their customers to help them make sound credit decisions.

"Potential trade regulations can sometimes result in increased risk as well as opportunities for our clients. Credit risk is a fact of life and in the scrap recycling industry, margins are always under pressure and thin, so any sizable loss can be devastating. Helping clients avoid and cover them when they happen are our specialty," said Sandy.

He also stated that as input prices rise and the cost of doing business goes up with increased volume and activity, companies are getting stretched on working capital. Default risk rises, and GCC can help clients in protecting their exposure and making the best possible credit decisions.

## Insurance Providers

### PROVIDER LIST



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# BUSINESS BRIEFS

## Sellick opens new manufacturing facility

Sellick Equipment Limited recently cut the ribbon on an all-new \$21 million dollar manufacturing facility with state of the art technology to maintain Sellick as a leader in the rough terrain forklift market.

The new 126,000 sq.ft. purpose built factory, was designed for new product innovation, improvement to quality control and flexibility in product design.

To ensure higher quality standards, all areas of the manufacturing process were upgraded including a new machining center consisting of CNC controlled laser cutting, milling, and turning machines, automated storage and retrieval systems for raw materials and aftermarket parts and state of the art metal preparation and paint line was implemented to enhance product longevity.

Nearing its 50th year in business, Sellick Equipment Limited continues to produce a wide variety of rough terrain forklifts each custom built to meet the customer's application and supported by a dedicated dealer network throughout North America.

Sellick Equipment Limited is a subsidiary of Avis Industrial Corporation of Upland, Indiana.

*A prisoner was finally released after many years in jail. He stood at the edge of the pavement and yelled, "I'm free! I'm free!"*

*A little kid walked up to him happily and yelled, "I'm four! I'm four!"*

## Mans named deputy commissioner of NJ DEP

Debbie Mans, who served as energy policy advisor to Governor Jon Corzine, became deputy commissioner of the Department of Environmental Protection (DEP) effective February 14.

Mans came to the DEP with extensive experience both in government and with environmental organizations. She most recently served as baykeeper and executive director of the NY/NJ Baykeeper, a conservation organization that works to protect, preserve and restore the Hudson-Raritan Estuary.

Mans has served as baykeeper and the Matawan-based organization's executive director since April 2008. Prior to joining Baykeeper, she served as environmental and energy policy advisor to then-Governor Jon S. Corzine, assisting in the development of a State Energy Master Plan charting clean energy plans through 2020. Governor Corzine at the time also appointed Mans to the New Jersey State Planning Commission.

Before working for the Governor, Mans served as Baykeeper's policy director from 2002 to 2006, where she developed policies and programs to promote Baykeeper's mission.

From 2000 to 2002, Mans worked with the Stony Brook-Millstone Watershed Association as a policy and outreach specialist. In that role, Mans directed activities for a program designed to build New Jersey's community based watershed organizations. She also analyzed municipal land use ordinances, zoning and master plans, and worked for environmental stewardship.

## Lyndon Flower joins Vortex in management role

Vortex has appointed Lyndon Flower as business development manager. In this role, Flower will be an added resource to Vortex's USA and Canada division. His focus will be on working with manufacturers' representatives, regional and territory sales managers, and industry specialists to further expand the sales of Vortex products in the dry bulk material handling industry.

Previously, Flower served as vice president and general manager at A&J Mixing International for 18 years until the company was acquired by Smico in 2015. Since then, he has been focused on sales and marketing efforts for the A&J Mixing line.

## Brokk adds new training and application specialist

Brokk, a manufacturer of remote-controlled demolition machines, welcomed Richard Taylor as its training and application specialist. Taylor brings 23 years of industry experience to the Brokk team, where he will train and assist customers and support the sales team.

As the training and application specialist, Taylor shares the most up-to-date Brokk operational and maintenance techniques with the sales team and customers. His key responsibilities include conducting on-site training, organizing demonstrations and troubleshooting machines, in addition to performing application audits in customers' and prospects' facilities.

## Morbark names gold tier dealers for 2018

Morbark, LLC recognized eight of its top equipment dealers – four in tree care and four in industrial products – with gold tier status for 2018, based on their performance in 2017.

### Industrial Products:

- Columbus Equipment – Ohio, Western West Virginia, Kentucky, and Indiana

- James River Equipment – Virginia, Eastern West Virginia, and North Carolina

- L.C. Whitford Equipment – Western New York

- Tidewater Equipment – South Carolina, Georgia and Florida

### Tree Care Products:

- Alexander Equipment – Northern Illinois

- Bobcat of Buffalo – Western New York

- Schmidt Equipment – Massachusetts and Rhode Island

- Stevens Products LTD – New Zealand


Morbark dealers are reviewed and scored annually on their customer service, business plan, equipment and parts sales, service and warranty process and more. The companies earning gold tier status are truly exceptional in all scoring aspects.

Both James River Equipment and Tidewater Equipment were honored with gold tier status for the fifth straight year, while L.C. Whitford earned its second straight gold dealer award and Columbus Equipment was honored for the first time.


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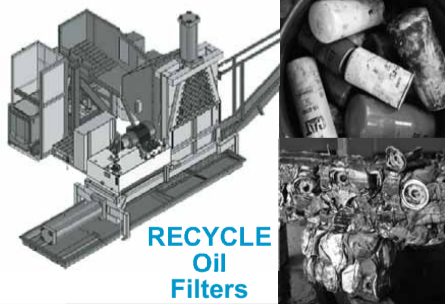
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## BUSINESS BRIEFS

### Tesla executive appointed to Call2Recycle's board

■ Call2Recycle, Inc., North America's first and largest consumer battery stewardship organization, announced that Susan Repo, the corporate treasurer and vice president of finance at Tesla, Inc., will be joining the organization's board of directors.

At Tesla, Repo is responsible for shaping and building capital structure, including liquidity and liability profiles to scale with the world's largest hyper-growth sustainable energy company. With more than 20 years of experience in the law and finance, she's served as a leader of strategic initiatives across tax and trade globally focused on domestic and international growth, productivity and profitability. Her experience with Tesla, in particular, aligns with Call2Recycle's commitment to product stewardship and sustainable practices.

In addition to her work at Tesla, Repo led Juniper Networks, Inc. as the senior director of international tax for three years. She also serves on the board of directors for Tesla's subsidiaries globally.

### Fabick Cat expands Morbark territory

■ Morbark, LLC, expanded the territory of Fabick Cat to now serve the needs of its industrial equipment customers throughout the entire state of Wisconsin and the Upper Peninsula of Michigan. Fabick Cat also carries the full Morbark equipment line in the southern portions of Missouri and Illinois.

The expansion adds eight locations carrying the Morbark product line: Marquette, in Michigan, and Madison, Green Bay, Wausau, Eau Claire, Superior, La Crosse and Milwaukee in Wisconsin.

Founded as the Fabick Company in 1917, Fabick Cat is the exclusive dealer of Caterpillar equipment, power systems, parts and service, and rental equipment for major portions of Missouri, Illinois, the entire state of Wisconsin and the Upper Peninsula of Michigan.

### ProfitGuard welcomes new national sales rep

■ ProfitGuard LLC (PG) has added Matt Bonnell as national sales representative.

Bonnell is a graduate of the Broad School of Business at Michigan State University. He recently worked in the Wealth Management Advisory Department of Plante Moran in Auburn Hills, Michigan.

As a prior intern at PG, Bonnell developed a strong understanding of credit risk analysis and the credit decision process with specialized focus on the metals industry. In his new position, Bonnell will be responsible for business development and sales in North America across a broad spectrum of the metals industry.

### Komptech Americas names new dealer

■ Alberta, Canada based company, Tyalta Industries Inc., has been in the aggregate equipment industry for 22+ years and wanted to complement their aggregate product line with a high-quality manufacture of organic processing equipment. They recently partnered with Komptech Americas to offer screens, shredders, windrow turners and separation technology in the Alberta, Saskatchewan, Manitoba and Northwest Territories.

Komptech's extensive line of equipment helps position Tyalta and its already well-established customer base to profit from environmental recycling.

Offering sales, rental, lease purchases, parts and service, Tyalta's number one goal is complete customer satisfaction. Their highly trained team will help meet shredding, screening, composting and separation needs.

### Gershman, Brickner & Bratton sets promotions

■ Gershman, Brickner & Bratton, Inc. (GBB) has promoted Ljupka Arsova, PMP to the position of GBB project manager, and Eric Weiss to the position of GBB senior consultant.

Arsova, who joined the firm in 2012, has 10 years of experience in the solid waste management industry and specializes in anaerobic digestion and advanced technologies for processing organic and mixed solid waste. Her experience includes assisting clients through strategic, technical and economic feasibility analysis; feedstock availability projections; and supporting procurement processes. For private-sector clients, she has completed due diligence studies for projects and technologies investments, market research studies for emerging technologies, and assisted in business development. A project management professional certified by the Project Management Institute, she is a graduate of Columbia University with a Master of Science degree in Earth and Environmental Engineering. She also earned Bachelor of Science and Master of Science degrees, in Ecology and Environmental Protection, from the University of Belgrade, Serbia, in addition to a Young Master Degree in Sustainable Development, from Lund University in Sweden.

Weiss joined GBB in 2014 after his graduation from Lehigh University, Bethlehem, Pennsylvania, with a Bachelor of Science, Integrated Engineering, Arts and Sciences. With GBB, he has served both public- and private-sector clients by working on solid waste technology review and analysis, strategic and business planning projects, project due diligence and financing, greenhouse gas emission analysis, procurements for waste collection, processing and disposal systems, and waste characterization studies. He provides technical and subject matter expertise in supporting the planning, development, implementation, operation and optimization of solid waste management systems, and all integrated components.



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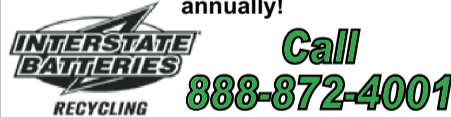
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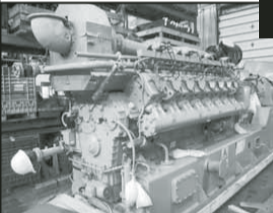
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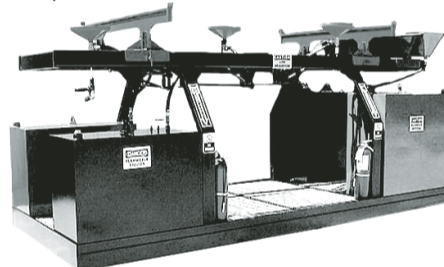


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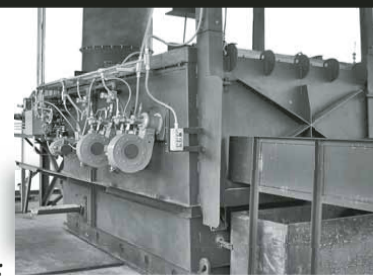
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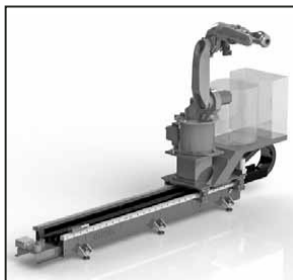
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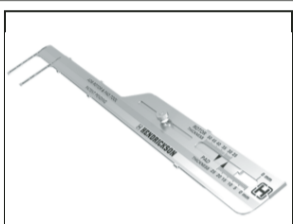


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Güdel introduces ArcTrack, a preconfigured robot track motion module for arc welding applications that delivers the highest flexibility and reduces lead time by 40 percent.

Güdel has pre-engineered a TrackMotion Floor configuration with an auxiliary shelf to carry welding equipment, large wire spools and torch cleaning and reaming devices with the robot. The shelf is pre-engineered to support over 750 kg. The ArcTrack is available for all leading arc welding robots, including Fanuc, ABB, Motoman and KUKA, and includes robot-specific gear boxes, motors and cables.

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### HENDRICKSON OFFER NEW ADB WEAR INDICATOR TOOL

Hendrickson Trailer Commercial Vehicle Systems has produced a new air disc brake (ADB) wear indicator tool. This convenient, patent-pending tool allows maintenance personnel to check brake pad and rotor thickness without removing the wheel or the brake pads from the caliper.

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### KOMPTECH'S TOPTURN IS THEIR SMALLEST COMPOST TURNER

Komptech introduced the Topturn X4500, the smallest compost turner in their product line. Komptech built the Topturn X4500 with the same pioneering design, and high-performance qualities of their larger models. Komptech has recently been recognized and awarded the Red Dot Award for product design.

Red Dot expressed that its concisely formed, sturdy frame gives the Topturn X4500 an autonomous appearance while maintaining extremely functional detail solutions such as the retractable cabin.

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### TRELLEBORG'S MOBILE APP TO CALCULATE SCREENING SIZES

Trelleborg's applied technologies operation has recently launched an app to make it easier to calculate the aperture size required for screening applications for the quarrying, construction and recycling industries.

Designed to support Scandura Screening Systems that are used to classify and screen aggregates and minerals, the app calculates the aperture size required for screening applications. It takes into account the media type, screen inclination and the required media particle size. The app allows users a view of the latest news and events from Trelleborg's applied technologies operation.

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### PARTNERSHIP DISTRIBUTES MITILT CONTAINER LOADER

Vortex De-pollution and A-Ward Container Loaders have agreed to a partnership for distribution of the A-Ward MiTilt container loader. A-Ward manufactures container loaders for applications across many industries, including scrap metal.

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## BUSINESS BRIEFS

### McCabe named acting commissioner of NJ DEP

■ Fulfilling Governor Phil Murphy's commitment to pursue clean energy and place the state at the national forefront of environmental protection, longtime federal environmental leader Catherine R. McCabe has assumed her duties as the acting commissioner of the New Jersey Department of Environmental Protection.

"New Jersey has a long tradition of being a national leader in environmental protection," said acting commissioner McCabe, whose appointment requires confirmation by the state Senate. "I am excited to join the DEP and its thousands of expert professionals to help continue the Garden State's leadership on the issues of climate change and renewable energy, sustainability with economic growth, and environmental protection based on strong science and facts."

McCabe comes to the DEP with a distinguished career in government service, both in environmental law and science.

Most recently, McCabe served as U.S. Environmental Protection Agency Deputy Region 2 administrator in New York City.

In that position, McCabe assisted the regional administration in overseeing operations and regional implementation of all EPA programs in New Jersey, New York, Puerto Rico and the U.S. Virgin Islands. She also served as acting EPA administrator and acting region 2 administrator in 2017, and was a long time member of the EPA's executive management council.

McCabe, from 2011 to 2014, served as a judge on the EPA's environmental appeals board, and from 2005 to 2011 she served as deputy assistant administrator of EPA's office of enforcement and compliance assurance.

McCabe joined the EPA after 22 years with the U.S. Department of Justice, where she served in various positions. She was a manager and trial attorney in the Environment and Natural Resources Division, including deputy chief of the environmental enforcement section, assistant chief in the natural resources section, and senior counsel in the policy, legislation and special litigation section.

Before joining federal service, McCabe was an assistant attorney general for the State of New York, and was associated with the law firm of Webster and Sheffield in New York City.

### Green EnviroTech Holdings hires Hernan Rizo as CFO

■ Green EnviroTech Holdings Corp., a technology company focusing on solutions for environmental and societal challenges, has hired Hernan Rizo, as chief financial officer of the company effective immediately. Gary De Laurentiis is resigning as chief financial officer but remains as the company's secretary-treasurer and chairman of the board of directors.

### Kinshofer acquisition of Doherty Group completed

■ Kinshofer, a source of high-quality excavator and loader crane attachments, has acquired Doherty Group, a New Zealand based excavator attachment manufacturer. Under the terms of the agreement, Kinshofer acquired 100 percent of the Doherty Group. The entire Doherty management team will stay with the company and Doherty Group co-owner and managing director Jeremy Doherty will remain as its managing director.

Doherty, a family business established in 2001, focuses on developing and marketing attachments and equipment that enhance the effectiveness and versatility of carriers. This is particularly important for small- and mid-sized contractors seeking high equipment utilization. The acquisition adds additional product segments to Kinshofer's range, including quick couplers, buckets and other excavator products. It also improves Kinshofer's distribution channels in New Zealand and Australia and enhances local manufacturing through Doherty's Tauranga, New Zealand, and Brisbane, Australia-based facilities. As a result, customers will benefit from localized service and an expanded product range.

Doherty will continue to develop and sell its products globally. Anticipating increased opportunity and demand, Doherty and Kinshofer will expand their sales and production staff to ensure swift integration of the products throughout both organizations.

Kinshofer and Doherty employees are working on rapid integration to provide customers worldwide with their comprehensive range of products and services.

### Bandit names new Bobcat dealer for OH and KY

■ Bobcat Enterprises, with locations in Ohio and Kentucky, is now the authorized Bandit dealer for Ohio and the Lexington area of Kentucky for hand-fed chippers, stump grinders and skid-steer attachments.

The move adds five additional locations to Bandit's ever-growing number of authorized dealers who can offer sales, service and parts for all Bandit customers.

The dealership has two locations in the Cincinnati area – in Hamilton and Mt. Orab – and two locations near Columbus – Hilliard and Reynoldsburg. In addition, their Lexington, Kentucky location will serve customers in Eastern Kentucky.

Bobcat Enterprises was founded in 1975 by Thomas Trapp with a focus on service – before, during and after the sale.

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*The dad replied, "That happens in most countries, son."*

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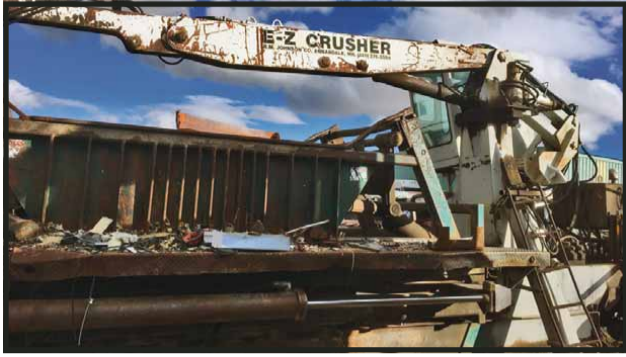
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# The impact of the new tax reform on the waste industry is significant

by MAURA KELLER

[mkeller@americanrecycler.com](mailto:mkeller@americanrecycler.com)

The recent 2017 tax act has received accolades aplenty. The waste management and recycling, like other industries, will benefit from the decrease in effective tax rates for both corporations and individual owners of pass-through entities that will result from the implementation of the tax act.

The reduction in the corporate tax rate to 21 percent is the most immediate benefit for C corporations in the waste industry.

As Bloomberg Tax deputy editorial director Steve Roll explained, the act reduces the corporate tax rate to a flat 21 percent for tax years beginning after December 31, 2017. It also eliminates the corporate alternative minimum tax (AMT) – corporations that were subject to the AMT in prior years will be able to use the prior year minimum tax credit to offset their tax liability over the next few tax years.

In addition, the waste management industry's reliance on equipment means that it will reap tax savings from increased bonus depreciation and expensing.

"Companies in the waste industry tend to have a great deal of tangible property, so the law's provisions dealing with depreciation and fixed assets are quite significant," said Brian Murphy, tax partner, consumer and industrial products practice at Grant Thornton LLP.

As Murphy explained, the tax law provides 100 percent bonus depreciation for qualifying property placed in service after September 27, 2017 and before January 1, 2023. The bonus depreciation rate will then phase out by 20 percent each year over the 5 succeeding years until it is completely phased out in the 2027 tax year.

"Taxpayers are generally not permitted to expense the full cost of



PHOTO BY ROBERT PERNELL | DREAMSTIME

acquiring property for business use in the year they purchase it. Instead they must take depreciation deductions allocated over the 'useful life' of the property," Roll said. "The act permits taxpayers to immediately expense 100 percent of the cost of qualified property acquired and placed in service after September 27, 2017, and before January 1, 2023 (bonus depreciation). The act removes the requirement for taxpayers to be the original user of the property so long as the property is not acquired from a related person or entity." This additional expensing is set to phase down 20 percent every year after 2023, and ultimately is set to

expire for property placed in service after January 1, 2027. The incremental phase down is one year longer for property with longer production periods.

Used property is also eligible for bonus depreciation, providing significant savings opportunities for companies growing through asset acquisitions and/or buying used equipment. The favorable depreciation rules provide an enormous opportunity to minimize taxable income over the next five years.

As Roll explained, recognizing the need for smaller businesses to immediately expense new machinery and equipment, the act permits businesses to elect to expense up to \$1 million

(increased from \$500,000), subject to phase out if the costs exceed \$2.5 million (increased from \$2 million, both indexed for inflation).

"The act also expands the definition of qualified real property to include all qualified improvement property and certain improvements – roofs; heating, ventilation, and air-conditioning property; fire protection and alarm systems; and security systems – made to nonresidential real property," Roll said.

Thomas Toscano, chief executive officer of Mr. T Carting, [www.mrtcaring.com](http://www.mrtcaring.com), one of the six

See TAX REFORM Page B7

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# New York DEC awarded \$3.5 million to divert food waste

New York State Department of Environmental Conservation (DEC) Commissioner Basil Seggos announced that in 2017 DEC awarded \$3.5 million to support the donation of wholesome food and municipal organics recycling projects across the state through the Environmental Protection Fund's Municipal Recycling and Climate Smart Communities grant programs. New York is making significant investments to encourage donation of food and recycling of food waste, resulting in less waste directed to landfills and reducing greenhouse gas emissions.

"New York is becoming a national leader in pioneering a variety of investments and initiatives to encourage wholesome food donation and food waste recycling," said commissioner Seggos. "

DEC estimates that 40 percent of food in the U.S. goes uneaten – that's more than 20 pounds of food per person per month. In addition to the water and nutrients that are used to produce food that is simply thrown away, wasted wholesome food represents a lost opportunity to feed the estimated 14 percent of New Yorkers that are food insecure. Wasting food eliminates the potential to convert this material into energy or useful soil products through composting and anaerobic digestion.

In late 2017, DEC awarded \$800,000 to the Food Bank Association of New York State to help increase food donation. In addition, grants totaling \$1.2 million were awarded to municipalities in 2017 and January of 2018 to support food donation and food waste recycling:

•\$420,490 to the Onondaga County Resource Recovery Agency to support food scrap composting by purchasing a

grinder for bulking material, skid steer, and temperature monitoring system.

•\$205,500 to the Rockland County Solid Waste Management Authority to fund three food distribution centers to distribute fresh produce and non-perishable items to smaller community food pantries. Purchases will include refrigerated trucks, walk-in coolers freezers, small refrigerator, freezers and shelving for food storage.

•\$138,615 to the town of Bethlehem to expand its food scrap composting operation by purchasing a compost screener and aeration equipment.

•\$100,000 to the town of Bethlehem to pave a portion of the compost facility and improve operation of an aerated static pile food scrap composting project.

•\$33,350 to the town of Brookhaven's "Brew to Moo" project that will increase the town's efficiency to pick up spent brewery grains and bring these materials to area ranches and farms for animal feed. The town will purchase a rack dump truck and heavy duty containers with lids for on-site storage and transport of the spent brewery waste.

•\$25,637 to the Westchester County Department of Environmental Facilities to purchase a rocket in-vessel composting unit to process food scraps generated by a community college, medical center, and regional food bank.

•\$276,407 to Oneida-Herkimer Solid Waste Authority to support the anaerobic digestion of food scraps to generate energy.

In addition, DEC's Climate Smart Communities Grants Program supports the reduction and recycling of food waste by local governments. In 2017, DEC awarded

nearly \$1.5 million in grants to reduce greenhouse gas emissions through support for organics recycling and food recovery:

•\$30,000 to the town of Greenburgh, in partnership with the Greenburgh Nature Center, to develop and implement a town-wide food scrap recycling campaign and establish two municipal food scrap drop-off sites.

•\$62,960 to the city of Kingston, which will partner with the Hudson Valley Regional Council to develop an Organics Diversion Plan that will include five Climate Smart Community Certification actions: 1. Waste management strategy for government hosted/permitted events; 2. Organics collection and composting in government buildings; 3. Government waste audit and diversion tracking; 4. Compost bin distribution plan; and 5. Determine the feasibility of an organics collection program (residential and commercial).

•\$17,190 to the town of New Paltz, in partnership with Rescuing Leftover Cuisine, to continue efforts to build a Food Recovery Infrastructure program to increase the amount perishable food donated to local pantries. The purchase and installation of two insulated Cool Bot® refrigerated sheds will allow large quantities of perishable donations to be stored for several days until distribution.

•\$77,500 to the Sullivan County's Division of Public Works/Solid Waste Management to hire a consulting engineering firm to conduct an organic composting feasibility study with preliminary siting and conceptual design. The resulting Organics Management Plan (OMP) will outline the best method and means for the County to implement organics waste management, and will also be a component of the County's required Solid Waste Management Plan.

•\$1,300,000 to Onondaga County, which through its Onondaga County Water Environment Protection will construct improvements at the Metropolitan Waste Water Treatment Plant in Syracuse on the eastern shore of Onondaga Lake that will allow the plant to utilize the methane gas

produced as a result of accepting food waste into its digestion system.

New York's supermarkets, restaurants, colleges, hospitals and other large food scrap producers generate more than 210,000 tons of wasted food and food scraps each year, much of which is edible. If just 5 percent of this material is donated, food banks would see an increase of 20 percent in the amount of food available for consumption. And if these food scraps were diverted from landfills, New York could reduce greenhouse gas emissions by more than 120,000 metric tons. This is the equivalent of taking 37,000 cars off the road each year, according to the New York State Energy Research and Development Authority (NYSERDA).

New York's large food scrap producers also stand to gain from diverting wasted food from landfills. A 2017 NYSERDA report found that collectively these institutions could reduce costs by up to \$12 million per year by recovering and recycling food waste.

To encourage food waste recycling, the 2017-18 State Budget included \$2 million to support food donation and recycling projects. In addition, the Empire State Development Corporation provided \$2 million in grants to expand cold storage capacity at food banks, as well as \$4 million in grants over three years to large generators to implement recommendations from waste audits, purchase storage bins and coolers for food donation, and improve and expand on-site compost facilities.

The NYSERDA report estimates the current cost associated with hauling, tipping (dumping), greenhouse gases and the damages from disposing of food wastes from large producers is approximately \$41 million annually. If the use of food waste recycling facilities is expanded throughout the state, it could reduce those costs by \$15 million to \$22 million a year. According to the report, large food waste generators could save \$3 million on hauling and \$5.3-\$9.9 million on tipping costs, for a total of \$8.3 - \$12.9 million in savings.

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## AR EQUIPMENT SPOTLIGHT

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

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### UPCOMING TOPICS

- APR Eddy Current
- MAY Paper/Plastics Balers
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- JUL Loaders & Forks
- AUG Solar

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

# Sampling finds no off-site exposure to contaminants

New York State Department of Environmental Conservation (DEC) Commissioner Basil Seggos announced that DEC has completed its comprehensive investigation of the Niagara Sanitation Landfill in the town of Wheatfield. Results of expanded surface soil, subsurface soil, and groundwater sampling conducted at properties both on- and off-site, indicate that landfill contaminants do not present an off-site exposure concern to neighboring properties.

DEC is currently preparing a Remedial Investigation Report to summarize its findings and will share the results of its comprehensive investigation with community residents and other stakeholders at a public availability session this spring. Attendees at the session will have the opportunity to ask questions and raise concerns.

“Across the State, DEC works closely with communities to actively investigate contamination and take any necessary actions to protect public health and the environment. The results of DEC’s ongoing investigation of the Niagara Sanitation Landfill should be welcome news for the Wheatfield community,” said DEC Commissioner Basil Seggos. “Governor Cuomo has made getting to the bottom of this situation a priority to protect the public and provide residents with the peace of mind that comes with having the most accurate information available. The supplemental results confirm DEC’s initial on-site sampling data and show no off-site contamination.”

**DEC’s investigation included:**

•Digging 18 test trenches and installing 13 borings around the prime-

ter of the landfill to confirm the boundary of the waste disposal area. These trenches confirmed that waste disposal areas do not extend beyond the boundaries of the landfill property.

•Collecting 63 groundwater samples from 43 monitoring wells installed in and around waste materials buried in the landfill. Groundwater samples collected from the perimeter of the landfill property demonstrate groundwater is minimally impacted by low-level contaminants typical in urban areas. These low levels are not a public health concern because there is no exposure pathway. Community residents’ water is publicly supplied and not drawn from private wells.

•Collecting 11 surface water and 10 sediment samples from low lying areas on and immediately adjacent to the landfill. Surface water and sediment are not significantly impacted by landfill contaminants.

•Collecting 58 samples of subsurface soil and waste on the landfill property. Various metals and poly-cyclic aromatic hydrocarbons (PAHs) exceeded soil cleanup objectives typical of former municipal and industrial dump sites.

•Collecting 39 on-site surface soil samples across the landfill property and 26 off-site surface soil samples from properties adjacent to the landfill, including 22 residential properties. Off-site samples indicate no off-site impacts from the landfill to surface soils. On-site surface soil sampling results indicate much of the surface of the landfill has not been, or is minimally, impacted by landfill contaminants. Certain small and isolated areas of the landfill where soil

cleanup objectives were exceeded have been identified and will be addressed as part of the Feasibility Study, the next step in the remedial process, where various remedial alternatives will be identified, screened and evaluated.

The study and report are anticipated to be completed this year and will provide an opportunity for public review and comment on proposed alternatives.

The Niagara Sanitation Landfill operated from 1955 to 1968 and accepted various wastes from the surrounding community, including nearby industries. In 1968, the State Department of Transportation used a portion of the landfill to dispose of contaminated soils generated during construction of the LaSalle Expressway. These soils were later determined to be contaminated by Love Canal waste generated by the

Hooker Chemical Company, now the Occidental Chemical Corporation.

DEC performed three investigations of the site in the 1980s, and determined that no contamination had migrated from the site. DEC initiated a reevaluation of the landfill in 2013 and discovered that on-site areas of exposed contaminated materials were present necessitating a reclassification to a Class 2 Superfund site in December 2015. Occidental entered into a Consent Order with DEC and voluntarily removed the Love Canal-related waste in 2014 and 2015 for disposal at an approved facility. The town of Wheatfield recently completed construction of a perimeter fence to limit unauthorized access and potential exposure to surface soils. DEC and DOH will continue to monitor the landfill.

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# EQUIPMENT SPOTLIGHT

## Truck Scales

by **MARY M. COX**

maryc@americanrecycler.com

The solid waste and recycling industries include unique challenges when purchasing a truck scale for their operations. There may be a long wait for scale use at facilities involved – instead of access to a robust, consistent vehicle scale that provides minimum downtime and maximum output. Also, waste contamination can cause scale malfunction and potentially challenging environmental issues. With high volume use, scale inaccuracy and downtime can cause tens or hundreds of thousands of dollars in profit loss annually. Performing inspections can be costly and time consuming, if diagnosing and correcting mechanical and wiring malfunctions.



Cardinal Scale Mfg. Co.

Jonathan Sabo is vice president of marketing at Cardinal Scale. He believes the design advantages of the firm's Armor® series truck scales start with the weighbridge, which has 12" high by 4" wide I-beams supporting the deck. The Armor steel deck integrates internal I-beam structural upgrades and four rows of welded stiffeners provide additional rigidity and safeguards against I-beam deflection. These advancements provide the highest CLC in the truck scale industry – 50 tons of concentrated load capacity.

"Our advanced SmartCell® digital load cell system eliminates junction boxes and does not require AC power running to the scale. The simple cell-to-cable design directly links load cells to one another, providing a system that is easier to maintain and manage. Cardinal's exclusive axis® load cell stands employ a

unique ball and cup system that uses gravity for load centering, which eliminates the need for checkrods and bumper bolts," Sabo stated. Cardinal Scale's 225 Navigator indicator can store up to 200 IDs and just as many temporary IDs. Used with digital truck scales, the 225 indicator has the added benefit of storing calibration on the digital load cell card. This allows for ease of recalibration in the event of a component failure. Changing a load cell should require no adjustments to calibration.

Another Cardinal innovation is the Cloud-based iSite remote monitoring system – an intuitive diagnostics system that can be monitored from any location via an online control panel. When a scale technician receives an alert, he can log into an online control panel dashboard to look up further diagnostic details. Armor truck scales are also available with Guardian® hydraulic load cells that are 100 percent impervious to water and lightning, two of the most common vulnerabilities of waste truck scales. Guardian cells offer a lifetime load cell warranty when used in Armor truck scales. "The result is maximum up-time when the customer considers factors like weather, power surges, water damage, and protecting a long-term investment for maximum gain in operations," noted Sabo. The Armor truck scale with either SmartCell digital load cells or Guardian hydraulic load cells are NTEP and Measurement Canada legal for trade.

Emery Winslow has provided their U.S. manufactured scales for 150 years. The firm also offers a full line of digital



Emery Winslow Scale



Vulcan On-Board Scales

instrumentation as well, and their hydrostatic scales can be used with almost all existing electronic instrumentation and software systems.

"Water, lightning and rodents are the deadly enemies of typical truck scales using electronic load cells, especially at waste and recycling facilities where these conditions are commonplace. Load cell replacements and scale recalibrations (required by law after each replacement) are extremely costly, not to mention the down time associated with these repairs. The only proven solution to these challenges is our hydrostatic truck scale, which offers the lowest possible cost of ownership. The load cells have a lifetime guarantee against failure from water, flooding, power surges, lightning, stray voltages, and even rodents," stated Rudi Baisch, vice president.

Because truck scales are usually installed in shallow pits, the pits become collection points for all manner of water, debris, and trash. "Eventually these conditions cause accumulation of debris under the scale, and the scale is no longer accurate. There is no easy way to clean under a full-bridge truck scale and cleaning the pit requires a crane, a scale service company, and plenty of down time. The Emery Winslow product eliminates these problems due to our patented Quick-Clean RoadWeigh axle scales. These scales, 10 x 10' in size, as an example, weigh each individual axle group and provide a total weight. The tremendous advantage of this allows the scale modules to be lifted off the load cells—with the Payloader on site – in just minutes, allowing the pit to be cleaned as often as needed. There is no need for a crane or scale service company, and no need to recalibrate the scale. Our goal is to help our clients achieve smooth, uninter-

See SPOTLIGHT, Page B6

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## Transfer station owners file motion to dispute lawsuit

Owners of a proposed recycling and waste transfer station filed a motion in Douglas County District Court, seeking permission to argue that there is no merit to a lawsuit filed in December by the Town of Parker from continuing to process Vista South, Colorado's application for the recycling and waste transfer station in unincorporated Douglas County. Vista South is a wholly owned subsidiary of Henderson-based Mountain Waste & Recycling Inc.

Parker argues that an intergovernmental agreement with Douglas County precludes the County from taking action to process the application. Notably, under Douglas County's well established land use procedures, the county would normally seek stakeholder input during the application process.

"Parker is attempting to preempt the Douglas County Commissioners' authority over land located in unincorporated Douglas County," said Mountain Waste president Scott Eden. "We have followed the application guidelines and we have abided by the process. We don't see a reason that the court should grant Parker that kind of preemptive power now. We believe the Town of Parker has no grounds for complaint."

As part of Vista South's filing, the company also emphasized that the land in question in the Compark industrial center was specifically zoned for this kind of business nearly 20 years ago.

## Agromin converts over six million tons of green waste



Agromin, a California manufacturer of earth friendly compost products made from organic material, has recently reached a milestone – composting over six million tons of green waste into compost since the company began operating in 1993. It took 23 years to reach the 5 million ton mark in August 2016 and only 1.5 years more to surpass 6 million tons.

Agromin has expanded its operations to include recycling facilities in Ventura, Orange, San Bernardino and San Diego counties. In 2017 alone, Agromin converted over 500,000 tons of green waste into compost.

According to EPA calculations, the impact of converting 6 million tons of organic materials is equivalent to reducing greenhouse gas (GHG) emissions

(carbon dioxide) by 737,731 metric tons or consuming almost 83 million less gallons of gasoline.

Microorganisms compost the materials. No chemicals are added. Agromin inspects the composting materials daily, making sure that it is the correct temperature (about 145 degrees) and the ingredients are properly balanced. Agromin's composting process requires at least 45 days from receipt of materials to finished compost.

Agromin products contain no biosolids or animal waste. Agromin's Compost 100 is an organic compost approved for use in certified organic production or food processing and handling according to the USDA Program rule. It is popular with organic growers and is also available to consumers.

## WM pays bonuses due to new tax bill \$2,000 planned for those not on a bonus or incentive plan

Waste Management, Inc. announced that in light of the meaningful contributions of its employees and the new U.S. corporate tax structure, the company will distribute \$2,000 in 2018 to every North American employee not on a bonus or sales incentive plan – that includes hourly and other employees.

"We are about to get a tax benefit as our U.S. corporate tax rate goes from 35 percent to 21 percent. In considering how to best spend that, we wanted to find a way to help grow our economy, which in turn, will help grow our business, and give some of the tax savings back to those hardworking employees who do not get the opportunity to participate in our salaried incentive plans," said Jim Fish, president and chief executive officer, Waste Management.

"So, we are offering each North American hourly full-time employee and salaried employee who does not participate in any sales incentive or bonus plan during 2018, a cash bonus of \$2,000 to show our appreciation to so many of our valued employees while growing our business and returning a good portion of the tax savings directly to the overall economy," he continued.

Approximately 34,000 qualified Waste Management employees could receive this special bonus.

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## INDUSTRY PROFILE

# A Closer Look

by Donna Currie

**Herbold Meckesheim USA**

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Now in its fourth generation of company ownership, Herbold Meckesheim has seen a lot of changes over the years. David Lefrancois, president of Herbold Meckesheim USA (Herbold), said that the company “cut their teeth in the first generation in the world of grain” when they built machinery to cut and clip wheat and other grains.

“The factory grew around the family house” in Germany, Lefrancois said. This is not unusual in Europe, and the original house is still in the middle of that factory. Now, it serves as an administration area and offices.

In the 1950s, the company moved into the world of plastics. Lefrancois said, “If you look at Europe as a whole, they were ahead of the States in terms of recycling.”

The company is now run by two brothers who have been in charge “for the better part of 35 to 40 years.” Lefrancois said that their management contributed a lot to the progress of the company over those years.

While the company always had a presence in the U.S., and that presence was run domestically, the U.S. office was officially established in 1996.

Lefrancois had been working in the plastics industry since the 1980s and had worked with the prior president of Herbold in the early 90s. Lefrancois said that at that time, “you knew everyone [in the plastics industry] or had worked with them.” When a job opportunity was available at Herbold, Lefrancois said, “I threw my name into the hat.”

Lefrancois had previously worked in the injection molding business for 15 years, but then thought, “Maybe there’s something else to do out there.” He spent some time in the security destruction business, working with everyone “from the military to the CIA.”

By 2007, Lefrancois was back into plastics, but instead of injection molding, “it’s in size reduction and cleaning.” The move was not as large a leap as it seems, since security destruction and size reduction are very similar. In fact, Herbold has three machines on the NSA list for destruction, since the finished material is the size of 1 1/2 characters or less.

On the other hand, the recycling side was very different, and the materials were much more varied than he had worked with before.

Before he made his decision to join Herbold, Lefrancois went to see the manufacturing facility in Germany, “and that’s what drew me in.” All of the equipment is still manufactured in Germany, but a lot of goods are stocked in the U.S., for quick delivery to customers.

When Lefrancois started with the company, the U.S. facility was just 5,000 square feet, and remained that way until about 6 years ago when it tripled in size to hold even more machinery and spare parts. “We have \$4 million in machinery in this building,” he said.

While it’s nice to have elbow room to move around, Lefrancois feels that the growth of the company is related to the size of the facility, since delivery time is now shorter and there are more options available for customers.

Among other products, the company makes machinery for size reduction, shredding, pulverizing, granulating and fine grinding plastics, and they make machinery that can handle wet as well as dry plastics.

Lefrancois explained that handling wet material is important for customers who handle MRF materials, since that needs to be washed to remove dirt and contamination.

While most of their customers are working with plastics, about 10 percent are handling paper and other materials. He’s even worked with customers with plant materials, dried out vegetation, and even phones. “We really like them, because they’re different.”

The company also manufactures washers, including a friction washer that can remove stubborn surface dirt. Lefrancois compared it to cleaning a dirty car with just a hose, or cleaning the car with a hose and a cloth.

“We’re not fixated on it’s all or nothing,” Lefrancois said. The company sells complete systems, but they also do retrofit work for customers who need to add to existing lines. He admitted that their machinery can be expensive, but there’s a reason it’s expensive. “If it’s not heavy weight, it doesn’t last.”

Besides size reduction and washing, the company sells flotation tanks, hydrocyclones, mechanical dryers, thermal dryers, air classifiers, and more, so they certainly can provide a complete system.

Densification machines are another specialty, often used for film, fiber, and styrene materials. Lefrancois explained that these materials might weigh just three to four pounds per cubic foot, which isn’t good for shipping or storage. The Herbold equipment adds “just enough heat” to make the material flexible so that it can be made into a “noodle” which is then size-reduced so it can be used downstream. That lightweight material is turned into a low-bulk density product of 25

See CLOSER LOOK, Page B7

## Michigan Governor Snyder proposes bill to increase statewide recycling

Michigan Gov. Rick Snyder announced a proposal to invest \$79 million annually to help renew Michigan’s environment and protect public health. The proposal serves as a replacement to the expired Clean Michigan Initiative Bond and thousands of contaminated sites still exist statewide.

“Michiganders deserve a smart and safe plan to ensure the protection of our environment and public health – today, tomorrow and for generations to come,” Gov. Snyder said. “This proposal implements a comprehensive approach to cleaning up contaminated sites while addressing best practices for managing waste and recycling efforts, taking us another step forward in our work to build a stronger environmental foundation for Michigan’s future.”

Gov. Snyder’s proposal is a bold plan to address Michigan’s critical environmental needs for brownfield site clean-up, waste management and recycling. Currently, Michigan only recycles 15 percent of their waste – one of

the lowest recycling rates in the nation. Michigan also has the lowest fee for disposing of waste in landfills in the Great Lakes basin, which has resulted in 17 million tons of trash being disposed of annually in our state. Further, 25.5 percent of waste disposed in Michigan comes from other states and Canada.

To reduce waste in Michigan landfills, Gov. Snyder is proposing an increase to the current landfill dumping fee from \$0.36 per ton to \$4.75 per ton. This increase would generate \$79 million annually to fund critical environmental protection needs while enhancing Michigan’s recycling efforts and waste management planning initiatives. Other Midwest states charge as much as \$13.00/ton.

The cost of Gov. Snyder’s proposal would be, on average, \$4.75 per household annually. Revenue generated from this fee would bolster critical environmental protection programs.

## Spotlight

■Continued from Page B4

rupted service of their truck scale.” Baisch said.

Vulcan On-Board Scales has provided a wide variety of scales for the global trucking industry for over 35 years. “As the leader in the industry, we can identify solutions to fit most any need of on-board weight measurement from highly accurate bin weight collection systems to simple overload protection. We offer full technical support, unmatched in the industry because our dedicated team is designed to create the best solution for your specific needs,” Lance Schaefer, sales manager explained.

“We can help you improve the efficiency of your operation via maximizing the weight on your axle groups, and by knowing how much you are picking up or unloading. On-board scales make it possible to easily load your truck to the maximum legal limit every time.

Our systems can also communicate with most GPS systems on the market, and our manufacturing facility in Washington provides quick turn around on orders of parts and accessories. Our products can help clients avoid liability exposure and vehicle seizure when overweight vehicles are involved in an accident or other incident. Liability costs of accidents involving an overweight truck can be significant,” added Schaefer.

He mentioned that maximizing payload weight is more critical than ever but running trucks overweight becomes increasingly expensive when faced with a stop by law enforcement. Vehicles that are loaded properly have reduced maintenance costs for brakes, tire, suspensions and other related equipment. Monitoring an appropriate weight load helps with safety. Drivers can maintain the expected braking distance and reliable tracking around corners when keeping weight within legal limits. For certain applications, maintaining stability can also reduce the chance of tipping.

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# Heartland Water signs contract for equipment installation

Heartland Water Technology, Inc. has signed a contract with the Three Rivers Solid Waste Management Authority to install a Heartland Concentrator™ at the Three Rivers Regional Landfill near Pontotoc, Mississippi to treat landfill leachate.

A recent report from UNESCO predicts that wastewater volume will double in volume by the year 2025 (UN Water, 2017). "This increase will place a strain on existing infrastruc-

ture and systems," said Heartland chief executive officer Earl Jones. "Heartland is committed to providing technology to efficiently and cost-effectively treat wastewater streams around the world. Our project with Three Rivers is an example of this type of technology."

After extensive evaluation, Three Rivers selected the Heartland Concentrator technology for its ability to use waste heat emitted from turbines and

engines in a classic cogeneration (combined-heat and power) configuration. At Three Rivers, Heartland will capture and use the thermal energy from Three River's existing Landfill Gas-to-Energy plant, which provides both significant economic value and a strongly positive environmental impact.

This award comes after extensive competitive evaluations by the Three Rivers team to secure a robust, reliable

and cost-effective solution for leachate management.

"Heartland's technology impressed us on several levels," said Carl Cadden, chairman of Three Rivers Solid Waste Management Authority. "It is rugged, reliable and simple to use. Our evaluation clearly suggests that Heartland's solution will result in significant cost advantage as compared to alternative leachate solutions."

## Tax reform

■Continued from Page B1

largest private carting companies in New York City, said that waste companies are capital intensive businesses, and the ability to write off all equipment up front will encourage investment.

"The reduced rate will also encourage investment," Toscano said. "Most of the smaller haulers are pass-through entities, and high rates encourage larger distributions to deal with the taxes. More money staying in these businesses is better for everyone."

Murphy stressed that every company will be affected by tax reform, so they have no choice but to pay close attention. "Because tax decisions made in 2018 will have a long-term impact, companies in the waste industry should be sure they understand the bill and how it impacts their business," Murphy said.

The significant changes around the tax treatment of fixed assets will make it easier for companies to purchase new equipment and receive a subsidy for it, which could lead to an industry-wide uptick in the amount and quality of new equipment in use.

"Such a trend could create new efficiencies for individual companies as well as the industry as a whole," Murphy said.

In addition, the lower tax rate C corporations in the waste industry are subject to, means they'll have more cash on hand for which they'll need to find a use.

"For public companies, it's likely we'll see an increase in share buybacks and dividends paid," Murphy said. "For

the industry as a whole, we may see an uptick in merger and acquisition (M&A) activity and possibly more technology investments."

Eric Freeman, chief executive officer of Liberty Commercial Finance, an equipment financing specialist who serves the waste and recycling industry, agreed. "Chief executive officers in the waste industry have anticipated a spike in M&A activity coming out of the tax change," Freeman said. "This will lead to further consolidation in the industry and higher multiples, benefiting smaller companies in the form of higher sale prices. In addition, the ability to expense all equipment purchases are expected to increase investment in new equipment across the board."

### Drawbacks To Know

As Murphy explained, one disadvantage of tax reform relates to the like-kind exchange provision. Companies can no longer defer gains on exchanges of personal property after 2017.

"Like-kind exchanges are now limited to exchanges of real property only," Murphy said. "This may not be as significant in the near term with full expensing, but companies must plan for it over the longer term as the favorable bonus depreciation terms sunset."

Other drawbacks include the loss of certain tax benefits, such as the section 199 deduction and limitations on interest deductibility, and the need for companies to reexamine their entity choice.

"This area may be of particular relevance to smaller companies in the waste industry organized as pass-throughs," Murphy said. "The individual income tax rate applying to income from pass-through entities, such as S

corporations, partnerships and LLCs was reduced to just 37 percent, but the income may qualify for a 20 percent deduction on the taxable income of the pass-through, subject to certain limitations. Pass-through entities generally do not pay income tax at the entity level, but rather the income is passed through to the owners of the entity and taxed at the owner level. The final legislation allows the 20 percent deduction for both active and passive owners, as well as trusts and estates. Shareholders of the qualifying pass-through entities eligible for the full 20 percent deduction would see an effective rate of approximately 29.6 percent against the 37 percent rate."

Freeman added that another expected drawback is the waste industry has historically been supported by municipal financing and the lower tax rates makes muni financing less attractive for investors, which will decrease the number of investors and increase the cost of borrowing.

"The long-term implications may be somewhat negative because of the effect on municipal financing, however short term there should be a real spike in growth, continued hiring and increased consolidation," Freeman said.

Like those in other industries, waste management companies are looking at the new corporate tax structure as an opportunity to reward employees with special bonuses and other incentive-based compensation. Waste Management, for example, announced it will distribute \$2,000 in 2018 to each North American employee not on a bonus or sales incentive plan.

Employment within the industry will likely remain steady but capital investment is expected to spike with the ability to expense all equipment purchases in the year purchased.

"In terms of investments," Murphy said. "Tax reform provides much incentive for capital-intensive businesses to spend money through the 100 percent bonus depreciation provision."

## Closer look

■Continued from Page B6

to 27 pounds per cubic foot. "Just in storage alone, it's a big deal," but the material is also easier to feed into an extruder.

After all of these years in the plastics industry, Lefrancois said that plastic is still on a growth curve, and there is a lot of material that needs to be processed, particularly in the film market.

Lefrancois is also very positive about the consumer interest in products made from post-consumer waste, and said that companies have found that consumers often opt to purchase products

made from recycled products, even if the price is the same as those made from virgin materials.


He's particularly pleased with the growth the company has seen since the expansion six years ago, not just because it was good for the company, but also that not everyone has the opportunity to "build your own facility from scratch."

While that's something to be proud of, Lefrancois said that he still enjoys the sales process the best. "Sales is a very humbling place, but there are great rewards."

Those rewards include the people he has met, the things he has seen, and the relationships he has forged over these many years.

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