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FOCUS: Metals

Recycled metals market: Making a comeback



WHAT'S INSIDE

- Report offers recommendations to reduce the 40 percent of wasted food. Page A6
- Unifi receives Letter of No Objection from FDA. Page A15
- Trump administration to reopen evaluation of auto efficiency standards. Page A16
- U.S. aluminum industry files dumping action against China. Page B3
- Steel shipments up. Page B5

Events Calendar.....	4
Scrap Metals MarketWatch.....	14
Salvaging Millions.....	16
Classified Advertisements.....	20
New Product Showcase.....	22
Equipment Spotlight.....	B4
Industry Profile: A Closer Look....	B6

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Globalization of auto sales impacts U.S. recyclers

by MAURA KELLER

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During 2016, the automotive scrap metal market was extremely volatile. The year ended on an upswing however, with the average crushed auto body price climbing to the highest mark during the 12 month period, settling at roughly \$160 (average) in December 2016. This was a 14 percent increase from November 2016, and approximately a 43 percent year-over-year increase.

As Felix Maxwell, founder of Junk Car Medics explained, many auto recyclers are still struggling to recover from the downturn in prices that occurred during 2015 and 2016.

The factor having the biggest impact on the U.S. auto recycling industry is the globalization of auto sales that has occurred with the expansion of the Internet.

“There is greater competition as countries from all over the world bid on vehicles that used to only be sold to U.S. buyers,” Maxwell said. “Wrecked vehicles that U.S. companies could once buy very reasonably are now three to four times more expensive as countries around the world with less regulations on rebuilding salvaged vehicles bid these cars ever higher.”

Not surprising, China has had the biggest impact as a country on the automotive recycling industry in the U.S. As it has for many years, China either creates a surge in scrap vehicle pricing in the U.S. or creates depressed prices.

“Recently it has been the latter with the Chinese dumping cheap steel imports into the U.S., causing domestic prices to plummet drastically,” Maxwell said. “Luckily our government has imposed certain tariffs which has helped prices to recover somewhat.”

However, the drop in the market led to many yards having to close or even combine with others to compete.

In the U.S., nearly 12 million cars are recycled every year. In Europe every year, nearly 8 million vehicles are recycled, and that number continues to rise. The Automotive Recyclers Association (ARA) reported that, the International Transport Forum estimated a global vehicle fleet of 2.5 billion by 2050.

U.S. auto recycling companies must stay on top of the industry developments and changes, both on a national and international scale.

“They have to find new ways to source vehicles,” Maxwell said. “Recyclers cannot wait for customers to come



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to them like in the past, they must seek out new customers.”

This means attending and bidding at auctions that they normally would not have and sourcing vehicles from farther away. The current competitive environment has also made auto recyclers look at their marketing strategies – focusing their dollars on more Internet based advertising. This is where a majority of customers are looking nowadays – whether it be for auto parts or where to dispose of their vehicle.

“This new environment with lower scrap prices and often a higher cost of acquisition for each vehicle is forcing recyclers to make their operations more efficient and look for alternative sources of revenues,” Maxwell said. “This may include an expansion of parts sales, cores or breaking down a vehicle further into its basic raw materials.”

Maxwell stressed that it’s important to pay attention to the market and manage your inventory properly.

“Smaller profit margins are real. I believe the days of sitting on inventory and waiting for the market to shift are over,” Maxwell said. “The global market will impact the prices here so determine how you want to best manage that.”

Jeff Zappone, senior managing director, Conway MacKenzie, explained that the auto recycling market in the U.S. is currently unstable – mainly due to the fluctuations in pricing of metals and other commodities – in addition to uncertainties surrounding taxes, tariffs, increased regulation, etc., brought on by the recent election.

“The fact that auto recycling is now prevalent in so many countries adds

increased competition to the U.S. market in regards to parts and vehicles being exported out of the country for a better price,” Zappone said. “U.S. salvage auction companies are selling vehicles to buyers all over the world.”

The smaller U.S. companies in the industry are looking to maintain strong relationships with their suppliers so their potential inventory is not exported; in addition to increasing their marketing efforts to obtain new business.

The 17th International Automobile Recycling Congress (IARC 2017) will be held from March 22–24, 2017 in the Hotel Palace in Berlin, Germany.

Delegates from industry, authorities and academia will discuss and present news and challenges of the manufacturing and end-of-life vehicle (ELV) business.

The congress will bring together the various links in the ELV recycling chain such as car manufacturers, metal and plastic scrap traders, recyclers, dismantlers, shredder operators and policy makers from around the world.

“The larger U.S. companies in the industry are exploring ways to create a presence in the global market by either expanding their operations or through an acquisition,” Zappone said. “Auto recycling is an ever changing market throughout the world and it is important to be knowledgeable of advances in

See GLOBAL SALES, Page 4

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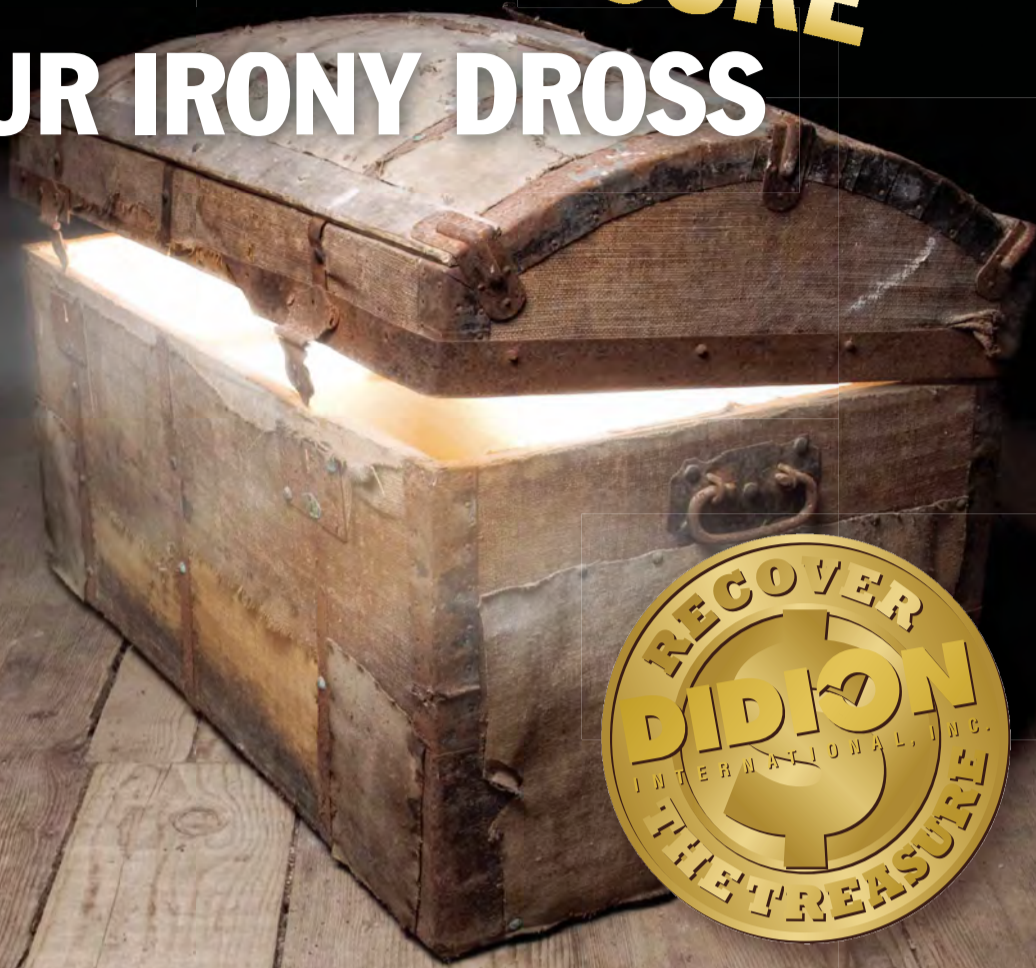
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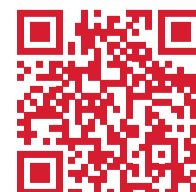
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Mattress Recycling Council marks millionth unit recycled

The Mattress Recycling Council's Bye Bye Mattress program has recycled its one millionth mattress. This means that Bye Bye Mattress has diverted nearly 25,000 tons of materials from landfills in the 3 states that MRC serves – California, Connecticut and Rhode Island. Each state enacted its own mattress recycling law to reduce the number of mattresses sent to landfills, combat illegal mattress dumping and increase recycling rates.

The mattresses are collected from more than 300 collection sites, which allows the public to drop off old mattresses and box springs for recycling at no cost. Now that consumers have a new option to recycle, Bye Bye Mattress has saved more than 11 million cubic feet of landfill space.

"During the initial year of its program, Bye Bye Mattress has significantly increased mattress recycling for communities across the states served. Having surpassed one million units shows that the mattress industry has created a practical solution that is showing real promise," said Ryan Trainer, President of the Mattress Recycling Council. "It is a major milestone, but is also just the beginning. We are still committed to making mattress collection and recycling in these states easier and more efficient for everyone."

Bye Bye Mattress debuted in Connecticut in May 2015, California in December 2015 and Rhode Island in May of 2016. Each state program is funded through a small recycling fee that is collected when mattresses and box springs are sold. The fee is used to operate the program in each state by providing containers for collection sites and transportation of

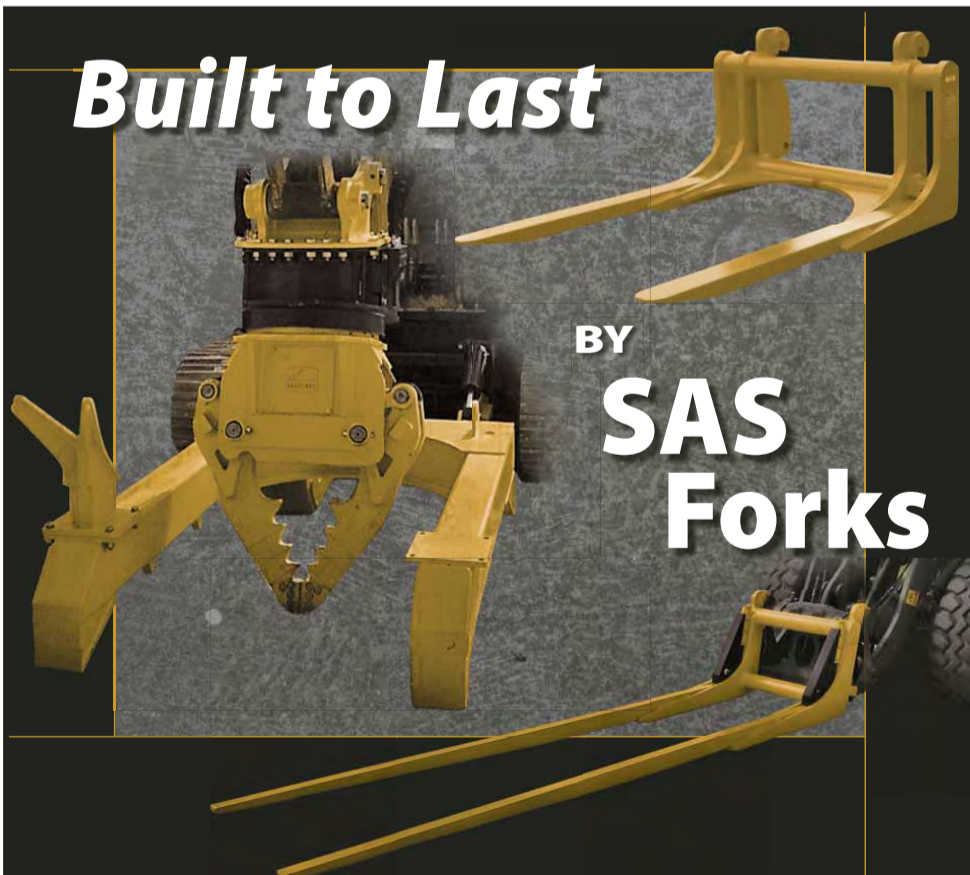
mattresses to contracted recyclers for deconstruction.

Throughout the 3 participating states, 11 recycling facilities process mattresses on behalf of the program. They deconstruct the unit, separating it into general components – steel, foam, fibers and wood. The materials are then prepared for sale to scrap dealers or other end markets. MRC expects Bye Bye Mattress to recycle another million units or more in 2017.

In California and Connecticut, non-profit organizations like Goodwill of Silicon Valley, DR3 and Park City Green use mattress recycling as the basis for a jobs training program to help veterans, ex-offenders, the homeless and others who have trouble finding work. For example, Skylar Richardson of San Jose stepped foot into Goodwill's mattress recycling facility determined to rebuild his life after struggling with addiction. He moved from dismantling and bailing mattresses to logistical responsibilities and managing a crew of 14 people.

In the past year, more than 200 people have relied on these organizations to learn job skills and secure employment. While these non-profits were successfully recycling mattresses and training job seekers before Bye Bye Mattress began, the program has increased the volume.

Meanwhile, for other recyclers contracted to recycle on behalf of the program, the increased mattress volume has driven their companies to expand or innovate the mattress deconstruction process. This has resulted in hiring more highly skilled workers and additional entry level jobs.



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Global sales

■Continued from Page 1

technology and how customer needs may change.”

Innovative Strategies

Automotive recycling laws and regulations differ by country and region; the social infrastructure, including collection routes and the status of recycling industries, also varies.

As the global market for recycled automobiles continues to rise and impact U.S. automobile recycling companies, it's important to take note of some innovative strategies being used by countries throughout the world to impact the recyclability of end-of-life vehicles.

For example, the number of cars sold in India is projected to grow from 2.2 million vehicles back in 2010 to 10.6 million units by 2020. Currently, some 28 million vehicles are said to be over 15 years old and 'ready for scrapping'.

Because of this, the Indian government has recently proposed offering consumers a monetary incentive for a passenger car handed in for scrapping in the hopes to boost recycling rates.

Also, according to Recycling International, Indian steel services company Mahindra Intertrade has signed a formal joint venture agreement for high-tech auto shredding to boost the country's recycling capability.

This 'first-of-its-kind facility' for India is intended to bring together all aspects of car recycling, from collection, compaction, transportation, depollution, dismantling, shredding and recycling to disposal. The joint venture is described as a "first step" towards

recycling 100 percent of all the materials in India's abundant end-of-life vehicles.

In Turkey, major depollution equipment provider SEDA of Austria has been involved in the start-up of what is claimed to be the first training center for car recycling in Turkey. The project was funded by the Dutch government and supported by experts at Auto Recycling Netherlands. SEDA has 40 years worth of experience in the car dismantling business, serving a customer base of over 3,000 companies worldwide.

Turkey's first car recycling plant was launched in 2011 and is said to process an estimated 100,000 vehicles annually. According to Turkish government officials, the country is aiming to comply with the EU's 95 percent car recycling target set for 2020.

Even with the current global initiatives and subsequent challenges, the automotive recycling market presents strong prospects for the industry. With a growing world population and a record number of vehicles globally on the road there will be no shortage of need to find ways of sustainably removing these vehicles from the road and recycling their various components in the most environmentally friendly way.

Despite the U.S. vehicle fleet continuing to grow, Zappone warned that auto recyclers in the U.S. will continue to face an unstable market due to pricing pressures and increased competition from both local and global markets.

Recyclers must embrace the new more unpredictable way of doing business in this global economy and be prepared for any fluctuation that comes their way.

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"They will need to find a way to adapt to the ever changing marketplace as their customers' automotive needs transition from mainly gas powered vehicles into hybrid and electric vehicles," Maxwell said. "The new global economy will present U.S. auto recyclers with greater outlets to sell their products around the world not having to solely remain on local customers within a small radius. The auto recyclers that streamline their operations and maximize every dollar received out of each vehicle will continue to find success."

Events Calendar

April 22nd-27th

ISRI Convention & Exposition. Ernest N. Morial Convention Center, New Orleans, Louisiana.
202-662-8500 • www.isri.org

April 24th-26th

North American Waste-to-Energy Conference (NAWTEC). Radison Blu Minneapolis Downtown, Minneapolis, Minnesota.
240-494-2253 • www.swana.org

May 8th-11th

AISTech, The Iron & Steel Technology Conference and Exposition. Music City Center, Nashville, Tennessee.
724-814-3000 • www.aist.org

May 8th-11th

WasteExpo. Ernest N. Morial Convention Center, New Orleans, Louisiana.
800-927-5007 • www.wasteexpo.com

May 10th-11th

15th Annual CARE Conference. Hyatt Regency, Indianapolis, Indiana.
706-428-2127 • www.carpetrecovery.org

May 16th-17th

TCEQ Environmental Trade Fair and Conference (ETFC) 2017. Austin Convention Center, Austin, Texas.
512-239-3143 • www.tceq.texas.gov

May 21st-24th

The Federation of New York Solid Waste & Recycling Conference and Trade Show. The Sagamore on Lake George, Bolton Landing, New York.
585-325-7190 • www.nyfederation.org

May 22nd-23rd

NRRA'S 36th Annual Northeast Recycling Conference & Expo. The Radison (Center of New Hampshire), Manchester, New Hampshire.
800-223-0150 • www.nrna.net

June 5th-8th

Air & Waste Management Annual Conference & Exhibition. Westin Convention Center, Pittsburgh, Pennsylvania.
800-270-3444 • www.awma.org

August 8th-11th

2017 ADS International Convention & Tradeshow. Wynn Las Vegas, Las Vegas, Nevada.
816-285-0810 • www.diesel.org

August 21st-23rd

Waste Conversion Tech Conference & Tradeshow. Hyatt Regency Mission Bay Spa & Marina San Diego, California.
850-386-6280 • wasteconversionconference.com

August 23rd-25th

Agricultural Plastics Recycling Conference & Trade Show. Hyatt Regency Mission Bay Spa & Marina San Diego, California.
850-386-6280 • www.agplasticconference.com



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Volunteers needed for statewide cleanup efforts

The Pennsylvania Departments of Transportation (PennDOT) and the Department of Environmental Protection (DEP) are seeking volunteers for this year's Great American Cleanup of Pennsylvania that began March 1 and runs through May 31.

The cleanup is sponsored each year by PennDOT, DEP, Keep Pennsylvania Beautiful and other partners. Groups participating in PennDOT's Adopt-A-Highway (AAH) program, which involves volunteers cleaning roadsides year round, are also encouraged to participate in the cleanup.

Commenting on the Great American Cleanup of PA, PennDOT Secretary Leslie S. Richards said, "PennDOT is proud to join DEP and our other partners in organized efforts to keep Pennsylvania beautiful. Many thanks to the thousands of volunteers who are committed to this very worthwhile endeavor."

PennDOT has created a comprehensive webpage that includes all volunteer opportunities available, from the Great American Cleanup of PA and Adopt-A-Highway to Safety Training, Litter Brigades and more. Find it at pennDOT.gov at the "Roadside Beautification" banner.

Also as part of this year's cleanup, the PA Route 6 Alliance encourages residents near the Route 6 Heritage Corridor to register online at www.paroute6.com/roundup.

During last year's Great American Cleanup, 5,290,560 lbs. of litter was collected from Pennsylvania's roads, trails and shorelines by 158,821 volunteers. PennDOT's AAH program contributed 8,046 volunteers who cleaned up nearly

23 percent of the collected litter on 10,258 miles of cleaned up roadway.

Through PennDOT's AAH program, volunteers collect litter on a two mile section of state highway at least two times a year. The program currently has over 4,750 participating groups, more than 83,260 volunteers and 10,305 miles of adopted state-maintained roadways.

Gloves, trash bags and safety vests

are provided by PennDOT, DEP, and the GLAD Products Company, a national sponsor of Keep America Beautiful's Great American Cleanup.

In addition, during "Pick it Up PA Days" from April 18 to May 8, registered events have access to reduced or free disposal at participating landfills sponsored by PA DEP and the Pennsylvania Waste Industries Association.

Phoenix to work with Recyclebank for diversion

Recyclebank, a company that pioneered incentive platforms to help cities encourage residents to make sustainable purchasing and disposal habits, disclosed a partnership with the City of Phoenix. The partnership will support and amplify the city's "Reimagine Phoenix" initiative, a program aimed at diverting 40 percent of the city's waste from landfills by 2020. Recyclebank will employ its platform to educate and motivate over 1.5 million residents in Phoenix to reduce, reuse, recycle and reconsider eco-friendly consumption choices.

Through this collaborative partnership with Recyclebank, Phoenix will continue to make a significant impact on its waste and recycling goals, while also developing and executing future programs to meet the city's broader sustainability mission. Recyclebank's education, incentives, data, technology and community engagement tools help to connect with the city's varied demographics allowing all eligible residents to participate in the program. Recyclebank will give points to Phoenix residents for actions that help keep waste from the landfills and for improvements in recycling participation and contamination. Phoenix residents can use those points for deals at local and national stores, donations and community centric giveaways throughout the City of Phoenix.



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Report offers recommendations to reduce the 40 percent of wasted food

A number of federal laws and policies strive to enhance food recovery, yet many fail to address the needs facing the evolving landscape of food donation. A new report released from the Harvard Law School Food Law and Policy Clinic and the Natural Resources Defense Council provides a road map for the federal government to remove the barriers limiting the amount of food that makes it to those in need.

Don't Waste, Donate: Enhancing Food Donations Through Federal Policy is a first-of-its kind report that offers actions the federal government can and should take to better align federal laws and policies with the objective of increasing the donation of safe surplus food to address the dual issues of food waste and food insecurity facing the United States.

For example, if an entire manufacturing run of yogurt has a misprint with the wrong number of ounces on it, currently a company would not benefit from the liability protections or tax incentives meant to encourage food donation unless every container is re-labeled. These types of hurdles do nothing to protect consumers and everything to discourage food donations. Fortunately, simple changes to federal policy can reduce these senseless barriers.

Don't Waste, Donate offers 16 actionable recommendations spanning five key areas of federal policy that can

go a long way toward promoting food donation and helping the federal government meet its goal of a 50 percent reduction in food waste by 2030. The report recommends policy changes that would:

1. Enhance liability protections for food donations
2. Improve federal tax incentives for food donations
3. Standardize and clarify expiration date labels
4. Better monitor and encourage food donation by federal agencies
5. Modernize and clarify food safety guidance for food donations

The report also includes an appendix targeting recommendations directly to Congress, the U.S. Food and Drug Administration and the U.S. Department of Agriculture.

"If even a quarter of the recommendations in the report are embraced and implemented, millions of pounds of wholesome food will make it to those in need instead of clogging up our landfills," said Emily Broad Leib, director of the Harvard Law School Food Law and Policy Clinic. "Don't Waste, Donate isn't meant to sit on a bookshelf, or online, and gather dust. It's a guide to adopting real change that can have a meaningful effect for millions of Americans. We want to see a real response from leadership to the recommendations we are placing before them."

Legislators and industry have already taken steps to implement some of the recommendations in the report. For example, the Food Marketing Institute and the Grocery Manufacturers Association, the two largest trade groups for the grocery industry, recently launched a nationwide voluntary standard for retailers and manufacturers to streamline date labels on consumer-facing food packages. Don't Waste, Donate explains why standard date labels can impact donations of safe past-date foods, and how the federal government can go further to enshrine these voluntary standards. Bipartisan federal legislation recently was introduced (The Food Donation Act of 2017) to enhance and extend the liability protection for food donations in several ways that mirror the key policy changes recommended by the Food Law and Policy Clinic and NRDC in Don't Waste, Donate.

A staggering 40 percent of the food produced in the U.S. is uneaten, resulting in at least 62.5 million tons of wasted food annually. Meanwhile, a mere 10 percent of food is recovered each year across the entire supply chain. And more than 42 million Americans, including 13.1 million children, lacked access to a sufficient amount of food to lead an active, healthy lifestyle in 2015.

Soles4Souls keeps shoes out of landfills

The Council for Textile Recycling estimates that the average U.S. citizen throws out 70 lbs. of textiles every year which adds up to 21 billion pounds of post-consumer textile waste, annually. Meanwhile, 900 million people around the world live on less than \$2 a day. Soles4Souls, a nonprofit social enterprise provides entrepreneurs in places like Haiti and Honduras with repurposed shoes and clothing, otherwise destined for landfills, to help them start and sustain small businesses. Since 2013, in Haiti alone, Soles4Souls' micro enterprise program has generated \$3.75 million worth of economic impact.

"The saying 'one person's trash is another person's treasure' couldn't apply more when it comes to creating powerful sustainable economic opportunities through repurposing shoes and clothing," said Soles4Souls chief executive officer Buddy Teaster.

Soles4Souls estimates that the sale of one pair of shoes can generate enough income to provide five meals for a family in Haiti. The sale of 20 pairs of shoes can help pay for a child's annual school tuition in Honduras.

"Just remember three things while cleaning out your closet this spring: 'Give Shoes. Give Love. Go Green,'" said Teaster. "Whether you join us by hosting a local shoe drive or personally donate 5 or 10 pairs from your household, every pair matters. Not only is that one more pair out of our landfills but it's one more person on the path out of poverty."

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ALTERNATIVE ENERGY

Alternative fuel incentive grants awarded

The Pennsylvania Department of Environmental Protection (DEP) has awarded more than \$1.9 million to Pennsylvania schools and businesses for projects using alternative fuels and infrastructure. The Alternative Fuels Incentive Grant (AFIG) awards grants for projects to improve air quality through alternative fuel use.

“The buses, cars, and trucks purchased and rebuilt with these grants will reduce air pollution and improve the air we breathe,” said acting DEP secretary Patrick McDonnell. “One project, for the East Stroudsburg School District, will save the district nearly 125,000 gallons of gasoline every year.”

The Alternative Fuels Incentive Grant (AFIG) provides funding for projects to improve air quality through alternative fuel use. The awards for vehicles will save approximately 1.2 million gallons of gasoline.

East Stroudsburg, Pocono Mountain, and Hatboro-Horsham School Districts will all receive grants to convert some of their bus fleet to run on propane. East Stroudsburg was also awarded a grant for a refueling station for the buses and other municipal vehicles.

In addition to the Alternative Fuel Incentive Grants just awarded, DEP is offering a limited number of free technical assistance opportunities to municipalities, school districts, municipal authorities, and non-profit organiza-

tions to assist them in developing plans for building or expanding an alternative energy vehicle fleet. Applications for the Alternative Fuels Technical Assistance Program will be accepted through June 1, 2017.

The AFIG program is currently not accepting new applications. The last submission period for 2016 applications closed on December 30, 2016. DEP expects to reopen the AFIG program in 2017, with the next application submission date due in the spring. The AFIG Fund was established under Act 166 of 1992 and is administered by DEP through the Energy Office.

Allegheny County
Awardee: McCandless Township Sanitary Authority

Project: Phase II Bi-Fuel Conversion Program

Award Total: \$12,800

Project Description: The McCandless Township Sanitary Authority seeks to convert four vehicles to propane as part of a Phase II to their original AFIG Program. The Phase II project would allow the Authority to further refine its program and to justify the training of their in-house mechanics to service these conversion kits and trucks.

Bradford County

Awardee: Dandy Mini-Marts, Inc.

Project: CNG Vehicles

Award Total: \$9,850

Project Description: Dandy Mini-Marts seeks to purchase 2 new vehicles they are converting to CNG.

Clearfield County
Awardee: RMP Transportation Company, Inc.

Project: LPG Delivery Vehicles

Award Total: \$39,190

Project Description: RMP seeks to purchase or conversion of five trucks to be fueled by dedicated LPG. Vehicles will be added to an existing fleet of nine LPG delivery trucks. Vehicles will be refueled primarily at an existing company-owned fuel hub in DuBois, Pennsylvania.

Elk County

Awardee: DM Industries, Inc.

Project: DM Industries, Inc. Refueling Project

Award Total: \$19,957

Project Description: DM Industries, a provider of mechanical insulation for commercial sites, seeks to purchase equipment for a home refueling system located at 261 Battery Street, St. Mary, PA.

Lancaster County

Awardee: Worley & Obetz, Inc.

County: Lancaster

Project: Worley & Obetz Propane Fleet

Award Total: \$15,900

Project Description: Worley & Obetz seeks to purchase four propane-powered vehicles to add to their current fleet of alternative-fueled vehicles.

For the complete list, view this article on www.AmericanRecycler.com.

Accardi Foods and Solect Energy install solar array

Accardi Foods, one of New England’s largest specialty food distributors based in Medford, Massachusetts, has partnered with Solect Energy of Hopkinton, Massachusetts to install a 446 kilowatt (kW) solar array on the roof of its 75,000 square-foot warehouse and office facility. The solar array is owned by Accardi Foods and is expected to cover much of the company’s annual energy costs.

After seeing numerous solar installations in the area the Accardi team opted to take action toward becoming more green and making the switch to solar.

The company has complete ownership of the array, and will utilize the state’s Solar Investment Tax Credit (ITC) as well as the current SREC program. Accardi will now save money on its energy costs with the new array and will continue to benefit from this investment throughout the duration of the solar array’s 20 year lifetime.

With the new solar energy system in place, Accardi Foods will be able to further pursue its goal of becoming more sustainable. As owners of the array, the company has now achieved energy independence, giving it the benefit of being free from the volatile price of fossil fuels.



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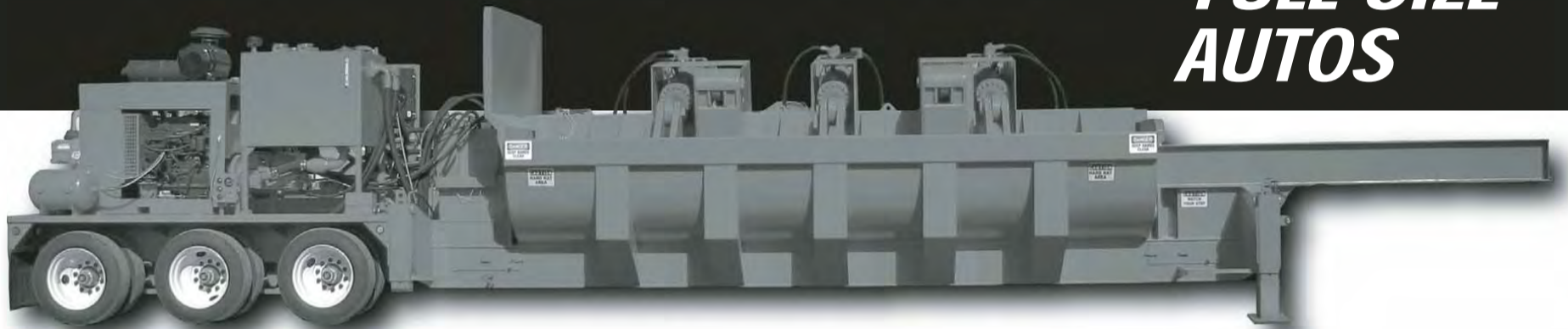
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ALTERNATIVE ENERGY

New facility converts landfill gas to energy

Cox Enterprises has completed the New River Energy Facility in Beckley, West Virginia. The facility captures landfill gas to generate energy and reduce methane emissions, which produces positive outcomes for the local community and the environment. The facility has the capacity to annually offset 14,200 tons of carbon and produce enough clean energy to power nearly 2,000 homes.

The New River facility is part of Seven Islands Environmental Solutions, a subsidiary of Cox Enterprises that implements new technologies and programs to create a positive impact on the environment.

Landfill gas is created as waste decomposes and 50 percent is comprised

of methane gas. Cox is partnering with the Raleigh County Solid Waste Authority (RCSWA) to utilize the landfill gas for the beneficial purpose of energy generation rather than emitting it to the atmosphere. A system of wells captures the landfill gas, which the facility dries, cleans and compresses into a renewable fuel. The fuel is converted into electricity and fed into the local energy grid to power homes.

Cox is utilizing multiple waste management technologies to make a positive impact on the environment. The company's Golden Isles Conservation Center annually removes 80,000 tires from the waste stream, converts them to their original components and repurposes them for second life. Cox is also reduc-

ing its consumption of materials and has seven zero waste to landfill facilities across the nation.

The New River Energy Facility is part of the company's Cox Conserves sustainability program, which is celebrating its 10th anniversary. The company seeks to send zero waste to landfill by 2024 and become carbon and water neutral by 2044.

Since 2007, Cox Enterprises has invested more than \$100 million in sustainability and conservation initiatives. Through these investments, the company has offset 82,000 tons of carbon, diverted 97,000 tons of waste from landfill and conserved 57 million gallons of water.

BioHiTech to utilize digesters for California compliance

BioHiTech Global, Inc., a green technology company that develops and deploys innovative and disruptive waste management technologies, has received a purchase order from a growing west coast specialty grocery chain to deploy BioHiTech's Eco-Safe Digesters at nine additional California locations in order to comply with the state's newly implemented food waste disposal regulations.

California's Mandatory Commercial Organics Recycling program expanded its reach on January 1, 2017, to include all businesses that generate four cubic yards or more of organic waste per week. BioHiTech's commercial food waste disposal systems offer a convenient one-step solution for converting food waste into safe wastewater, allowing businesses to expediently meet diversion requirements in a cost-effective manner while achieving greater levels of sustainability. BioHiTech's on-site solution eliminates the need to store, transport and dispose of food waste – immediately reducing costs while eliminating the pests and odor that accompany food waste storage.

SolarEdge reports fourth quarter 2016 results

SolarEdge Technologies, Inc., a global leader in PV inverters, power optimizers, and module level monitoring services, reported its financial results for the quarter ended December 31, 2016.

Quarter ended December 31, 2016 highlights:

- Revenues for the quarter of \$111.5 million
- GAAP gross margin for the quarter of 35.0 percent
- GAAP operating income for the

quarter of \$15.1 million

•GAAP net income for the quarter of \$9.8 million

"We focused this quarter on the ramp up of manufacturing new products, including the HD Wave inverter which is now available worldwide. We continued our cost reduction measures yielding solid operating income and record gross margin despite lower revenues than in previous quarters," said Guy Sella, founder, chairman and chief

executive officer of SolarEdge. "We remain confident in our ability to grow revenues and profitability in 2017."

The company reported revenues of \$111.5 million, 13 percent down from the prior quarter and of 11 percent year over year.

As of December 31, 2016, cash, cash equivalents, restricted cash and marketable securities totaled \$224.3 million, compared to \$206.7 million on September 30, 2016.

An elderly shopper at our supermarket used a check to buy such items as cotton balls, cotton swabs, powder and cold cream. On the memo line, she'd written, "Repairs."



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CONSTRUCTION & DEMOLITION

CMAA president and CEO to retire

After serving association members and the construction industry for 18 years, Bruce D'Agostino, president and chief executive officer of CMAA, has will retire in 2017 once a successor has been chosen. Vetted Solutions, a Washington, D.C. based executive search firm, is managing the nationwide search for his replacement.

The industry has seen marked change under D'Agostino's leadership, with construction management gaining increased notoriety as a profession. The Certified Construction Manager (CCM) certification program has grown from less than 200 certified professionals to more than 3,000 and became ANSI accredited in 2007. D'Agostino has worked tirelessly with public and private owners to educate on the value that professional construction management services bring to their projects and this dedication has resulted in owners requiring CCMs to manage their construction projects, which in turn, would provide better control over cost, quality, and schedule.

D'Agostino has helped CMAA to take a leading role in defining the education of aspiring CMs through his work with ABET, the lead society for the accreditation of undergraduate and graduate construction management programs. The Construction Manager in Training (CMIT) program, launched in 2010, provides a structured transition from the academic environment into the workplace and at present, includes more than 2,200 CMITs.

During D'Agostino's tenure, CMAA's membership base has grown from 700 to more than 16,000 with approximately 25 percent representing owners in market sectors to include government, healthcare, education, power, transportation, commercial, utilities and transportation.

D'Agostino has also crafted and nurtured growing relationships between CMAA and similar professional organizations representing similar interests in Europe, Asia, and Latin America. He was instrumental in forming alliances with both the Construction Industry Institute and the Society of American Military Engineers, which led to both organizations formally adopting the CCM as the preferred credential.

As a speech therapist, I was working with a preschooler on body part identification and the "k" sound. To that end, I had him use Play-Doh to make a sculpture of me.

"Is that my neck?" I asked, trying to get him to repeat the word.

"No, that's your chin," he said.

He added more Play-Doh. "Is that my neck?" I asked.

"No, that's your other chin."

Zero net energy by New Buildings Institute

Architecture firm Siegel & Strain reports that two of the firm's projects are listed on the recently released list of 20 verified zero net (ZNE) energy buildings in California. The ZNE Watchlist, produced by the New Buildings Institute (NBI), provides examples of commercial buildings that have verified zero net energy performance, buildings that have met, over the

course of a year, net zero energy usage through onsite renewables. The Watchlist also tracks emerging ZNE projects and ultra-low energy projects.

California leads the country in both policy and projects that are laying the path to a zero net energy future. Larry Strain, Siegel & Strain principal, noted, "Ambitious targets have been set that require a

rapid reduction in carbon emissions and Zero Net Energy buildings are key to meeting those targets. At Siegel & Strain we continue to pursue aggressive sustainability goals for our clients including designing net positive buildings."

Siegel & Strain Architects design many different types of projects, all with resilience and sustainability goals.



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METALS

Steel imports increase by 2.6 percent in January

Finished import market share estimated at 27 percent in January

U.S. IMPORTS OF FINISHED STEEL MILL PRODUCTS BY COUNTRY OF ORIGIN (Thousands of Net Tons)					
	DEC 2016	NOV 2016	2016 Full Year	2015 Full Year	% Change 2016 Annual vs. 2015
SOUTH KOREA	264	272	3,805	4,854	-21.6%
TURKEY	154	185	2,415	2,823	-14.4%
JAPAN	115	100	1,798	2,259	-20.4%
GERMANY	86	87	1,192	1,515	-21.3%
TAIWAN	147	86	1,083	1,205	-10.1%
VIETNAM	57	120	960	222	332.2%
CHINA	63	57	862	2,374	-63.7%
All Others	1,261	1,227	14,212	16,241	-12.5%
TOTAL	2,146	2,134	26,327	31,493	-16.4%

Based on preliminary Census Bureau data, the American Iron and Steel Institute (AISI) reported that the U.S. imported a total of 2,769,000 net tons (NT) of steel in January 2017, including 2,285,000 NT of finished steel (up 2.6 percent and 5.9 percent, respectively, vs. December final data). Total and finished steel imports are up 4.6 percent and 2.5 percent, respectively. Finished steel import market share was an estimated 27 percent in January.

Key finished steel products with significant import increases in January

compared to December include reinforcing bars (up 54 percent), standard pipe (up 45 percent), cut lengths plates (up 31 percent), sheets and strip all other metallic coatings (up 19 percent) and oil country goods (up 10 percent).

In January, the largest volumes of finished steel imports from offshore were from South Korea (311,000 NT, up 15 percent from December final), Turkey (306,000 NT, up 98 percent), Japan (136,000 NT, up 19 percent), Taiwan (110,000 NT, down 25 percent) and Vietnam (103,000 NT, up 80 percent).

■ For more METAL RECYCLING NEWS, see Page B1

Scrap Metals MarketWatch



Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$204.00	\$225.00	\$249.00	\$289.00	\$320.00
#1 Bundles	per gross ton	204.00	215.00	245.00	285.00	320.00
Plate and Structural	per gross ton	219.00	201.00	204.00	254.00	315.00
#1 & 2 Mixed Steel	per gross ton	198.00	195.00	200.00	244.00	290.00
Shredder Bundles (tin)	per gross ton	177.00	175.00	170.00	182.00	223.00
Crushed Auto Bodies	per gross ton	177.00	175.00	170.00	182.00	223.00
Steel Turnings	per gross ton	95.00	107.00	101.00	130.00	190.00
#1 Copper	per pound	2.39	2.44	2.49	2.52	2.51
#2 Copper	per pound	2.25	2.21	2.32	2.37	2.37
Aluminum Cans	per pound	.60	.58	.65	.62	.62
Auto Radiators	per pound	1.55	1.45	1.55	1.60	1.70
Aluminum Core Radiators	per pound	.58	.49	.52	.56	.61
Heater Cores	per pound	1.12	1.05	1.10	1.23	1.30
Stainless Steel	per pound	.56	.49	.54	.57	.60

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

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

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PLASTICS

Unifi receives Letter of No Objection from FDA

Unifi, Inc. can now produce its post-consumer recycled PET plastic flake for use in the manufacturing of food contact articles, after receiving its Letter of No Objection (LNO) from the Food and Drug Administration (FDA). Last September, Unifi celebrated the official opening of its Repeve Bottle Processing Center in North Carolina, where the company's recycled plastic flake is produced. The Repeve Bottle Processing Center is one of the most advanced recycling facilities of its kind in the United States, utilizing state-of-the-art technology for sorting and cleaning recycled bottles.

The Repeve Bottle Processing Center represents a more than \$28 million dollar investment in the vertical integration of Unifi's Repeve recycled product line, and a commitment to new environmentally conscious production capabilities and channels of revenue; Unifi's high-quality recycled plastic flake can now be used for food-grade packaging such as clamshells, trays and baskets for fresh fruits, vegetables and shell eggs. Unifi's Repeve Bottle Processing Center has the annual capacity to produce 75 million pounds of the highest quality, consistent, clean bottle flake, and helps conserve natural resources by reducing

the use of crude oil to produce virgin plastic for non-recycled packaging.

The process starts when individuals recycle. Unifi purchases baled PET bottles from materials recovery facilities across the eastern U.S., and brings them to the Repeve Bottle Processing Center, where undesirable materials are segregated and removed using multiple processes to ensure that only the proper, high-quality polyester bottles are kept for use. Unifi then removes labels, debris and caps from the remaining PET bottles. These bottles are chopped into flake, washed, dried and bagged for use in the production of Unifi's recycled Repeve fiber or chip; flake can also be sold for use in a variety of consumer packaging applications, such as thermoformed food grade packaging, as well as non-food applications, for example, strapping and film.

Since inception, Unifi has recycled more than 5 billion plastic water bottles into Repeve fiber, used by many well-known brands in a variety of auto, outdoor, home and apparel products, including Levi's, Haggar, Ford and The North Face. Now, Unifi has the capability to increase the number of bottles the company recycles, as it expands production to include food-grade packaging.

After our last argument, my wife told me, "I hope your next wife appreciates the improvements I've made in you."

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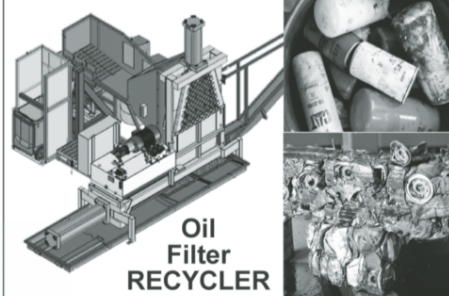
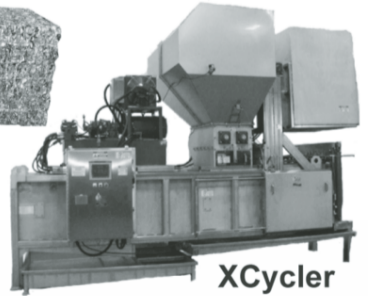
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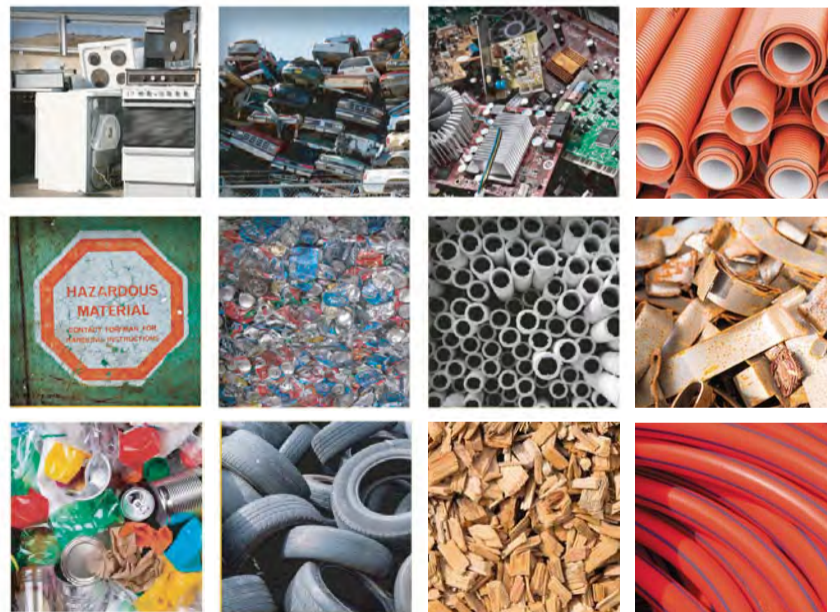
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SALVAGING Millions

by Ron Sturgeon
Autosalvageconsultant.com

Know how your world will change when you start running a business

Many successful people start businesses because they have a skill to create something for which there is a market. Unfortunately, they may or may not have the other skills it takes to be an outstanding businessperson.

A great chef produces fantastic food and he may even be outstanding at getting the team to deliver peak performance in the kitchen. However, once he opens a restaurant, he is taking on a completely new set of responsibilities.

As the owner of a small business, the employees are counting on him. They know he can cook; being a great chef is not enough to give the enterprise a good chance of success.

To make the new restaurant, or any other type of enterprise, a success, the fledgling entrepreneur needs to learn how to hire and fire, how to deal with clients, how to do the marketing to attract patrons, how to handle the legal stuff, and how to keep track of the money.

Until you've learned these skills, you are going to be frustrated as a business owner. Your team will be frustrated, and you won't be an effective leader.

Once you open the doors, you do not have the luxury of a lot of time to learn a new skill. It may have taken years to learn to cook, but you won't have years to master these business skills.

You may not have time to go back to school and take a semester long course in marketing, management, human resources or finance, but you can go to a one day seminar. You can read articles on those topics in trade publications for your industry.

If you have mastered the technical part of your business, but are struggling with some of the business skills, I recommend reading *The E-Myth Revised: Why Most Small Business Don't Work* and *What to Do About It* by Michael Gerber. No time to read? Get the audiobook and listen on the way to work.

Think about the skills that you need to improve. Be truthful with yourself. What skills should you work on now to be a more effective leader? Can you find ways to delegate some of those tasks to people who can do them better with the right direction? Delegating effectively is the topic of another article in this series.

One of the most effective ways to move ahead quickly is to find a mentor. I mentor some promising entrepreneurs. They're good mentees because they are ambitious, they want to make a lot of money, they are competitive, they have thick skins, and they listen. If you have not yet found your mentor, what should you do in the meantime?

My main recommendation – read. Find a list of the best business books over the last decade, and dedicate yourself to reading one per month. Read or use your commuting time to listen to quality business audiobooks on marketing, leadership, finance, communications and leadership. Follow this self-improvement program and apply its insights, and you will be a more successful businessperson.

Of a hundred of your competitors, how many recognize the need for change? To improve their sales or reduce their expenses? It's easy to say that half might. Therefore, if you recognize the need to change, you've just beat 50 percent, or 50 of your 100 competitors.

Now, of those remaining 50, how many are capable of working through all the issues and understanding what change is needed? Growth in sales? Reduction in expenses? How many can really work through all that and arrive at the right answers? I would say half is optimistic, so only 25 recognize the need for change and can identify what to do about it.

Now, of those left, how many can actually prepare a sound written plan, based in metrics and finance, to address those issues? A bridge plan (discussed in another article in this series or Google it) on delivering the goal? Half? That's a charitable estimate. If you can do these steps, or get help to do them, you've just surpassed half of the 25 left. At this point, you're already ahead of 87 of 100 competitors.

Executing the plan is not easy. To do it, you will need to hold people accountable, measure, meet, and modify the plan on the fly. Executing well is hard. Half of those left might be able to do it. So, execute well, and you only have 6 of the original 100 competitors in front of you. Not bad! If you need expert help, don't be afraid to ask. Surround yourself with people smarter than you are (a topic of another article in this series).

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.

AUTOMOTIVE

Trump administration to reopen evaluation of auto efficiency standards

Statement by American Fuel & Petrochemical Manufacturers (AFPM) president and chief executive officer Chet Thompson following President Donald Trump's visit to Michigan where he announced the administration would reopen the current evaluation of auto efficiency standards for model years 2022 to 2025 light duty vehicles:

"AFPM is encouraged by President Trump's announcement that the Environmental Protection Agency (EPA) will reopen its midterm review of

model years 2022 to 2025 greenhouse gas standards for light duty vehicles.

"In rushing the midterm final determination out the door more than a year early, the Obama Administration short circuited significant technical, economic, and policy analyses, and the full public debate that this issue warrants. Today's decision will allow EPA, the National Highway Traffic Safety Administration, California and other stakeholders to work together to make a transparent decision grounded in factual analyses rather than ideology."

Ford aids suppliers in becoming more environmentally friendly

As manufacturing continues to become greener, Ford Motor Company is going further to shrink its environmental footprint by sharing more sustainability practices with its suppliers.

The Partnership for A Cleaner Environment (PACE) is part of Ford's commitment to creating a better world. While many sustainability practices already have been implemented at the company's manufacturing sites, Ford has expanded the program now to include tools that help suppliers reduce carbon-dioxide emissions and waste, as well as

help make water and energy consumption more efficient.

Last year, a second select group of suppliers were invited to join the voluntary program, bringing the number of participating companies to more than 40 in two years. PACE now has the potential to impact nearly 1,100 supplier sites in more than 40 countries.

With programs like PACE, Ethisphere Institute named Ford to its list of the World's Most Ethical Companies for the eighth year in a row.

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Graduate scholarships available

The Environmental Research & Education Foundation (EREF) is one of the largest sources of solid waste research funding in the U.S., allocating approximately \$1 million annually in research grants and graduate level scholarships.

Thus far, over 50 students have been EREF scholars, many of whom are now in key academic and professional positions across the U.S. EREF is pleased to announce that scholarship applications for the 2017-2018 academic year are now available. The application deadline is May 3, 2017.

Applications will be considered from those who:

- Will be this year or are now a full-time master's or doctoral student.
- Have a clearly demonstrated interest in solid waste management research. EREF defines solid waste management to pertain to municipal solid waste, construction & demolition waste, industrial waste (e.g. coal ash), WTE ash, etc. Note: this definition does not include agricultural wastes or wastewater treatment plant sludge.

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

Waste Management reports increased revenues and recycling volumes for 2016

Waste Management, Inc. reported financial results for its year ending 2016. The company reported revenues of \$13.6 billion, compared with \$13.0 billion for 2015. Earnings per diluted share were \$2.65 for the full year 2016 compared with \$1.65 for the full year 2015. On an as-adjusted basis, earnings per diluted share were \$2.91 for the full year 2016 versus \$2.61 for the full year 2015.

For the full year 2016, income from operations was \$2.30 billion, or \$2.41 billion on an as-adjusted basis, compared to \$2.05 billion, or \$2.19 billion on an as-adjusted basis, for 2015. For the full year of 2016, operating EBITDA was \$3.60 billion, or \$3.71 billion on an as-adjusted basis, compared to \$3.29 billion in 2015, or \$3.43 billion on an as-adjusted basis.

Jim Fish, president and chief executive officer of Waste Management, commented, "In 2016 we continued our focus on core price, disciplined volume growth, and cost control. Our results in each of these areas exceeded our expectations, which led to operating EBITDA growth of 8.1 percent on an as-adjusted basis.

Key highlights for year 2016:

In the fourth quarter, overall revenue increased by 6.6 percent, or \$214 million, from the same period in the prior year. The revenue increase was driven by positive yield and volume in the company's collection and disposal business of \$118 million. Acquisitions, net of divestitures, con-

tributed \$45 million of revenue growth to the fourth quarter. Recycling yield and volume also increased \$51 million. For the full year 2016, overall revenue increased by 5.0 percent, or \$648 million. The revenue increase was driven by positive yield and volume in the company's collection and disposal business of \$445 million. Acquisitions, net of divestitures, contributed \$238 million of revenue growth to the year. Recycling yield and volume also increased \$60 million.

•Core price, which consists of price increases net of rollbacks and fees, other than the company's fuel surcharge, was 5.1 percent, up from 4.3 percent in the fourth quarter of 2015. For the full year, core price was 5.0 percent, up from 4.2 percent for the full year of 2015.

•Internal revenue growth from yield for collection and disposal operations was 2.1 percent in the fourth quarter and 2.4 percent for the full year.

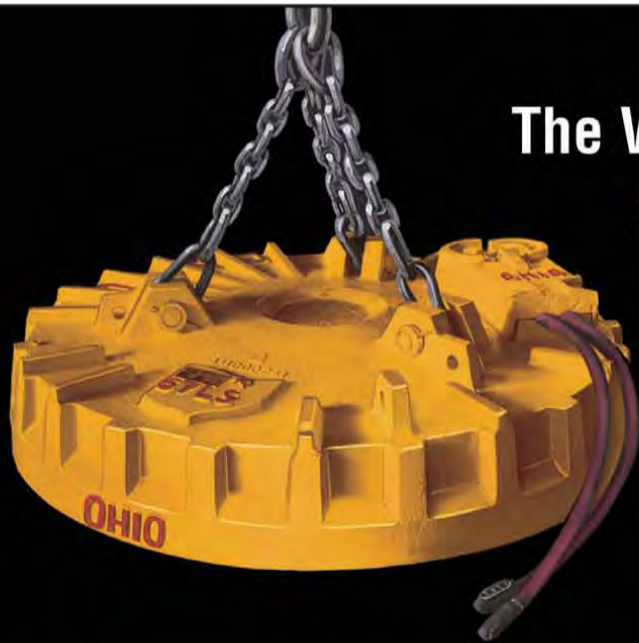
•Traditional solid waste internal revenue growth from volume was 1.7 percent in the fourth quarter of 2016, an improvement of 170 basis points versus the fourth quarter of 2015. For the full year 2016, traditional solid waste internal revenue growth from volume was 1.6 percent, an improvement of 210 basis points versus the full year of 2015. Total company internal revenue growth from volume, which includes recycling and renewable energy, was 2.0 percent in the fourth quarter, an

improvement of 290 basis points from the fourth quarter of 2015. Total company volume was 1.4 percent for the full year 2016, an improvement of 300 basis points compared to the full year 2015.

•Average recycling commodity prices at the company's recycling facilities were approximately 31.6 percent higher in the fourth quarter of 2016 compared with the prior year period. Recycling volumes improved 2.4 percent in the fourth quarter. Results in the company's recycling line of business improved by almost \$0.03 per diluted share when compared to the fourth quarter of 2015. For the full year, average recycling commodity prices at the company's recycling facilities were approximately 8.6 percent higher and volumes increased 0.8 percent. These revenue increases, combined with reduced operating costs at the Company's recycling facilities, drove almost a \$0.09 increase in the company's earnings per diluted share.

•Net cash provided by operating activities was \$753 million in the fourth quarter and \$2.96 billion for the full year. Capital expenditures were \$377 million in the fourth quarter and \$1.34 billion for the year.

Waste Management paid dividends of \$180 million to shareholders in the fourth quarter and paid \$225 million for share repurchases. For the full year, the company returned \$1.45 billion to shareholders through \$726 million in dividends and \$725 million in share repurchases.



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PAPER

AF&PA releases paper reports for January 2017

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

Containerboard

Containerboard production was 1.5 percent higher compared to January 2016. The month-over-month average daily production compared to December 2016 was 0.2 percent lower. The containerboard operating rate for January decreased from 97 percent to 96.5 percent, which was 1.7 percent higher compared to January of last year.

Printing-Writing Paper Report

According to the report, total printing-writing paper shipments decreased five percent in January compared to January 2016. Total printing-writing paper inventory levels were flat from December 2016.

•Uncoated free sheet (UFS) paper shipments decreased 3 percent year-over-year in January. UFS imports increased 16 percent in December compared to December 2015, but finished the year 14 percent below 2015, with exports decreasing 11 percent for the year.

•January coated free sheet (CFS) paper shipments decreased 5 percent compared to January 2016. Imports of CFS papers also decreased 5 percent year-over-year in December, but increased 2 percent for the year, with exports decreasing just 1 percent in 2016.

•Uncoated mechanical (UM) paper shipments decreased 18 percent in January compared to January 2016. Imports of UM increased two percent in December, but decreased seven percent year-over-year in 2016. Exports of UM in December dropped 11 percent and were down 10 percent compared to the previous year.

•Coated mechanical (CM) shipments in January decreased 2 percent when compared to January 2016. Imports of CM increased 27 percent in December compared to December 2015, and up 3 percent for the year, with exports increasing 2 percent in December, and down 5 percent relative to the previous year.

Boxboard Report

Total boxboard production increased 0.8 percent when compared to December 2015, but decreased 0.3 percent from November.

Unbleached Kraft Boxboard production decreased over the same month as last year and decreased compared to November.

Total Solid Bleached Boxboard & Liner production increased when compared to December 2015, and increased compared to November.

The production of Recycled Boxboard decreased compared to December 2015, and decreased when compared to November.

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BUSINESS BRIEFS

Nucor acquires the assets of Omega Joist

■ Nucor Corporation has acquired the assets of Omega Joist, a subsidiary of Samuel, Son & Co., Limited. Omega Joist produces open web steel joists at its manufacturing facility located in Nisku, Alberta, and also has sales offices in western British Columbia and southern Alberta.

Omega Joist has 43 employees, will operate as Vulcraft-Omega and will become part of Nucor's eleven other production facilities. Nucor plans to add additional products to Vulcraft-Omega's product portfolio, including steel deck.

Vulcraft-Omega is Nucor's fifth facility in Alberta, joining three Harris Rebar facilities and one Fisher & Ludlow facility. Vulcraft-Omega teammates join Nucor's nearly 2000 teammates in Canada.

UniCarriers Americas names new local supplier

■ UniCarriers Americas Corporation (UCA) disclosed that one of its suppliers has invested in the UCA relationship by opening operations at the UCA Marengo headquarters. DAVCO Fastener Company supplies hardware and aftermarket parts. They are the third supplier to open local operations specific to UCA, illustrating their value of the partnership with UCA.

With the addition of DAVCO as an exclusive supplier, UCA has reduced its number of hardware suppliers from five to one. This provides UCA, dealers, and end customers with multiple benefits, such as: shorter lead times, less inventory and stronger customer service.

Sims Recycling Solutions launches new subsidiary

■ Sims Recycling Solutions (SRS), a provider of global IT asset disposition (ITAD) services, reported the startup of a new subsidiary, Converge Engineering LLC.

Former engineering and technical director of SRS, Rafael Reveles, will lead Converge as president and aims to use his team's industry experience to service the recycling industry as well as develop data destruction devices to better serve the security and IT asset disposition markets (ITAD).

Converge is headquartered in Roseville, California and also has engineers located in Los Angeles, Chicago, and Baltimore, enabling Converge to provide fully-integrated solutions nationwide. Services offered include providing seamless engineering support from beginning to end including design, fabrication, installation and maintenance.

Besides their core offerings of designing, building and enhancing electronics and metals recycling plants on a large scale, Converge will offer smaller recycling plants to accommodate low volume applications and smaller electronic products. All shredding systems designed by Converge consider safety and environmental performance.

Converge Engineering's diverse array of talents will incorporate consulting, system integration, 3D point cloud scanning and surveying, 3D drafting, mechanical engineering, electrical and controls design, UL508 control panel building, metal fabrication, and project management to offer a "one-stop shop."

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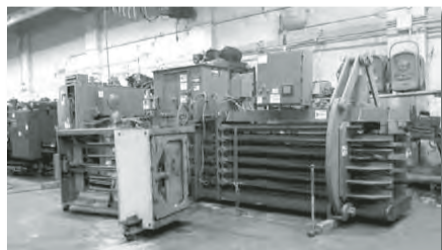
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Genesis Attachments launched its new GDT 390 Razer demolition tool. It's the largest of the Razer trio and features a 46" jaw opening and 45" jaw depth for processing thick concrete and rebar. With a 10.5' reach, it fits 90,000 lb. standard and high-reach excavators.

Like the GDT 190 and 290, the GDT 390 features a lighter-weight design and a short, flat-top head with bolt-on bracket for easy installation and switching the tool between excavators.

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Brokk®, a manufacturer of remote-controlled demolition machines, introduces the MC200 Multi Cutter to expand smaller Brokk models' versatility for contractors in steel cutting applications.

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Lake Erie Portable Screeners introduces a portable box screener as a smaller, economical alternative to the Pitbull™ 2300. The Pitbull 2300B has no conveyors and features a smaller frame, allowing it to boast the durability, portability and screening rate of the 2300 at almost half the cost.

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With the Vecoplan bag opener VSA 250 T, Vecoplan has developed a durable, low maintenance, high throughput yet extremely energy efficient bag opener.

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The open design of the cutting frame means the unit is able to cope with extraneous materials such as stones or hand-size pieces of metal.

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BUSINESS BRIEFS

New partners for Vermont's Green Business Program

■ The Vermont Green Business Program (VT GBP) is an environmental assistance and recognition program for businesses in the Green Mountain State that support sustainable business practices. It is administered by the Vermont Environmental Assistance Office (EAO) of the Vermont Agency of Natural Resources (ANR). VT GBP is a no-cost, voluntary program that promotes improved environmental and economic performance and enhances public recognition for environmental excellence of Vermont businesses.

From the Program's inception EAO partnered with the VT Small Business Development Center. Now in the Program's 17th year, the Northeast Recycling Council (NERC) has been selected to help coordinate the Vermont Green Business Program in partnership with EAO.

In addition, NERC is working with the Vermont Businesses for Social Responsibility and the Vermont Sustainable Jobs Fund to further support the VT GBP.

NERC is a non-profit organization that conducts research, projects, training, and outreach on issues associated with source reduction, reuse, recycling, composting, and environmentally preferable purchasing.

Two immigrants arrived in the United States and were discussing the difference between their country and the U.S.

One of them mentioned he's heard that people in the U.S. ate dogs, and if they're going to fit in, they better eat

Pro Disposal & Recycling adds commercial accounts

■ Pro Disposal & Recycling, a residential waste and recycling hauler in the Denver area, has embarked upon an expansion into commercial operations with the completion of an agreement to handle Douglas County government facilities.

In the 18 years since its founding, Pro Disposal & Recycling had limited its operations to residential service, garnering numerous awards along the way for its customer satisfaction. New management at Pro Disposal & Recycling decided in recent months that the time was right to launch into the world of B2B.

Pro Disposal & Recycling added \$700,000 worth of new fleet equipment in anticipation of the additional business, including a front loader, roll-off and container delivery truck. They estimated that by 2020, about 25 percent of the company's gross revenues will be attributable to commercial accounts. He said Pro Disposal & Recycling will begin its commercial focus in the Douglas County and Aurora areas.

Under terms of the contract with Douglas County, Pro Disposal & Recycling will handle the waste hauling for fairgrounds, the County Sheriff's office, Public Works and all County facilities.

dogs as well. So they headed to the nearest hot dog stand and ordered two dogs.

The first guy unwrapped his, looked at it, and then nervously looked at his friend.

"Which part did you get?"

Meridian Waste Solutions acquires The CFS Group

■ Meridian Waste Solutions, Inc., a vertically integrated, non-hazardous solid waste services company, has completed the acquisition of The CFS Group, LLC, The CFS Group Disposal & Recycling Services, LLC and RWG5, LLC (collectively, The CFS Group).

The CFS Group services 30,000+ commercial, industrial and residential customers in the Richmond, Virginia market area utilizing frontload, roll off and automated side load vehicles, containers and other related equipment, two MSW landfills, one transfer station and one recycling facility all located within central Virginia.

Following the transaction, under Meridian Waste's ownership, The CFS Group companies will continue to own and operate all of their existing waste collection and disposal assets with greater access to capital for growth and acquisitions. The transaction marks Meridian Waste's first solid waste acquisition outside the state of Missouri and creates a vertically integrated market for the Company within the Commonwealth of Virginia.

In 2016, The CFS Group generated \$25 million in revenues. Rob Guidry, a 27 year veteran of the solid waste industry, and all 109 CFS employees join the Meridian Waste family in this transaction and will continue operations in their respective locations.

Guidry will continue in his role as the president of The CFS Group, responsible for managing the business and operations of the companies.

Precision Husky adds new dealers to its network

■ Precision Husky has added the following new dealers:

Machinery Sales Company is a Portland, Oregon firm and will be promoting the sales of the Precision line of sawmill equipment in the states of Oregon, Washington, Idaho and Northern California.

Rob's Hydraulics has been serving eastern North Carolina since 1997 with a variety of services both in shop and on site for heavy equipment. The RHI staff is highly qualified and knowledgeable in every aspect of the business. The RHI sales staff will be promoting and selling Precision Husky's line of ProGrind Horizontal and Tub Grinders, Precision Husky Whole Tree Chippers, Husky Knuckle Boom Loaders and the entire line of Precision sawmill equipment in the entire state of North Carolina. Rob's Hydraulics Inc.

Albright Saw Company, located in Bloomingville, Ohio will be covering the states of Ohio and West Virginia for the Precision line of sawmill equipment. Jerry Albright has over 40 years of experience in the sawmill equipment industry and carries southern Ohio's largest inventory of sawmill supplies.

ShearCore employs new regional sales manager

■ ShearCore has appointed a new regional sales manager, Chris Fodor, who has five years of industry experience.

Fodor will conduct sales for the company, continuing to serve its customers throughout the North East, Pennsylvania, Ohio, Michigan and Toronto.

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Recycled metals market: Making a comeback

by MAURA KELLER

mkeller@americanrecycler.com

The recycled metals market is seeing the first signs of improvement in months, thanks in part to more and more people becoming optimistic that the economy and the infrastructure changes being proposed by the new Trump administration will have a big impact on the metal markets.

In recent months, stainless steel and aluminum prices have shown slight increases throughout the U.S. and Canada. Of course, a solid benchmark for steel prices is the Dow Jones US Steel Index, which tracks major steel producers throughout the world. The domestic steel prices, which appear to be on the increase, are directly linked to the stocks of U.S. steel companies.

As Gary Rittenhouse, president at Regional Metal Services, Inc. explained, aluminum, copper, and nickel have all seen rallies in pricing and shifts in underlying consumption patterns.

“In aluminum, we continue to see primary consumers reaching lower into the supply chain as they seek alternative metal units at greater value versus primary metal,” Rittenhouse said. “For copper, recent price escalation has seen spreads widen in response to weaker consumer demand and skepticism in the viability of underlying markets. Nickel is similar to copper in many ways with a reflation of terminal values but a skeptic base of market participants closely monitoring market dynamics with a conservative opinion prevailing.”

Regional Metal Services, Inc. is a secondary and primary nonferrous base metals trading firm. In this capacity, Rittenhouse oversees the purchasing, sales and product development for nonferrous metals with a specialization in aluminum secondary and primary grade products. In addition, Rittenhouse also provides consulting and advisory services to consumers of aluminum scrap metals within the rigid can sheet, automotive body panel, and extruded shapes industries.

According to Todd Safran, vice president and chief operating officer of Safran Metals, Inc. competition within today’s recycled metals marketplace is fierce and more competitive than ever before.

“We work in a global market with bids coming from all over the world via many different electronic platforms,” Safran said. “Where in the past you might have been bidding against one or two companies, now its 50 or 100 companies.”

As companies decrease profit margins in the hopes of grabbing a piece of this ever-shrinking pie, many have also tried to expand and become more



PHOTO COURTESY OF UNIVERSAL WRECKING

of a “one stop shop” to handle as many commodities as possible.

As Safran explained, the days of truly specializing in a specific commodity or service aren’t as prevalent now as everyone tries to have their hands in multiple ventures.

“At Safran Metals, we have figured out over our 75+ years what we are good at and what we truly excel at. It is pretty hard to be competitive on 100 different items of scrap,” Safran said. “That being said, we still believe if you focus on what you do best and service your consumers with a product they truly can count on, one can remain an important supplier despite the enormous amounts of competition. Quality truly wins out and when it comes to red metals and insulated wire, we still believe we have the knowledge and name to survive against a true global market.”

During the last three years, Rittenhouse has seen the meaningful impact of both lower available obsolete grade scraps and margin compression throughout the industry.

Rittenhouse believes the stagnation and downfall of recycled metal pricing can be traced to two meaningful catalysts:

- The financial crisis of 2008/2009.

- A contraction in global metals demand.

In the case of the financial crisis, the catalyst was a sharp decline in consumer demand, which in turn

meant that the sale of consumer durable goods rapidly declined.

“In response, the life cycle or obsolescence cycle for such durable goods was extended,” Rittenhouse said. “I believe this was the start of the supply impairment which we are still feeling today.”

As far as the contraction in global metals demand, Rittenhouse believes this is the result of maturing growth in what was considered developing countries (such as China and India) and the real contraction of growth in the developed economies, in the United States and Europe, etc.

“Despite central bank intervention on a global scale, real economic expansion in the developed economies has been stubbornly slow in rebounding. And despite growth in industrial manufacturing activities, the level of post-consumer obsolete grade scraps has dwindled meaningfully lower and still remains historically subdued,” Rittenhouse said. “While recent terminal market values for base metals have indeed begun to escalate, this sales revenue increase has in many ways been passed through and down the supply chain which has had limited success in meaningfully reflating operational margins.”

“The combination of lower sales revenues, lower supply, and margin compression created unprecedented stress on scrap processors and even on consumers,” Rittenhouse said. “The result was the closure of many collec-

tion facilities and the financial impairment of scrap processing companies and a few scrap consumers.”

A Change In Direction

The financial strains upon the recycled metals industry have impaired the viable operations and earnings of many key market participants. As Rittenhouse explained, even as we see terminal market values escalate, we see earnings announcements for physical 2016 which still bear the mark of substantial operating losses for large scale processors, dealers, and even producers of value added products made from scrap metals.

“I believe, a smaller operational footprint within our industry will result and that some market participants may remain in the grips of balance sheet repair for some time in the future,” Rittenhouse said.

When evaluating what has been the instigator beyond the downturn in the recycled metals market and the subsequent upturn in early 2017, all fingers point to China, which is the world’s largest supplier of copper, steel and aluminum.

“When demand fell off there, it affected commodity prices which dropped to lower levels,” Safran said. “Once the price drops, margins tend to shrink and the desire to scrap certain types of metal at the lowest levels of our supply chain, becomes marginal at best. What might have paid for recyclers one day might not pay in a down

See COMEBACK, Page B7

Recycled metal market – Recent industry developments and growth strategies by 2024

The global recycled metal market is gaining traction due to rapid urbanization and industrialization. Metal scrap generated from discarded machineries, construction materials, mechanical equipment, automotive, and electrical and electronic components can be reused to produce metals through an energy efficient method. Aluminum, zinc, lead, tin, gold, nickel, copper, silver, platinum, iron and steel, and palladium are the metals that can be recycled.

The growing awareness among industries such as automotive, building and construction and machinery manufacturing regarding the benefits of recycled metals is likely to boost market growth. Industries are turning to eco-friendly raw materials in order to curb greenhouse gas emission and reduce their carbon footprint. However, collection and sorting of domestic materials to be recycled can be expensive, time consuming, and require energy, which are bound to work against the market growth.

According to Transparency Market Research, the global recycled metal market is anticipated to reach US\$476.2 billion by 2024 from its initial value of US\$312.9 billion in 2015, registering a staggering CAGR of 4.8 percent from 2016 to 2024.

Construction related activities push sales of recycled metals

Based on product, the global recycled metal market is segmented into ferrous and nonferrous metals. The fer-

rous metal segment is known to account for a large market share in 2015 and is expected to continue dominating the market during the forecast period as well. Among ferrous metals, iron and steel are the most prominent product types and find application in the manufacturing of electrical devices, industrial machineries and equipment, construction materials, and vehicles. Recycled aluminum, among nonferrous metals, is known to hold a significant share in the total demand for recycled metals.

In terms of end user, the building and construction sector is expected to grow over the said period owing to a high rate of industrialization and urbanization. Construction related activities are at their peak, especially in emerging economies, thereby driving the market segment. The automotive sector is another promising end-user segment that is projected to expand in the future. Other end-user segments include electrical and electronics, industrial machinery, and shipbuilding.

Environmental concerns to propel demand in Europe

In Asia, China currently generates high revenue, followed by India and is expected to grow further over the forecast period. Malaysia, Indonesia, South Korea, Singapore, and Thailand are other countries that play a crucial role in driving the demand for recycled metals in Asia. Due to constant economic growth and rising gross domestic product in these nations, the

construction, automotive, and industrial machinery industries have received tremendous impetus, invariably increasing the market growth of Asia Pacific, and has also given much needed boost to infrastructure activities.

Growing environmental awareness among consumers and manufacturers alike is one of the key factors driving the market for recycled metals in Europe. Moreover, adoption of recycled metal is gaining prominence in this region due to strict regulatory laws and supportive policies of various governments, especially in countries such as Germany and Italy. Fueled by the increase in building and construction activities, growth in automobile production, and rising consumer awareness regarding the impact of greenhouse gases and the benefits of recycled metal, the market for recycled metals in regions such as the Middle East and Africa as well as Latin America is expected to expand.

OmniSource Corporation, European Recycled Metal, Schnitzer Steel Industries, Inc., Nucor Corporation, and Sims Metal Management Ltd are some of the leading players operating in the global recycled metal market.

Transparency Market Research is a global market intelligence company providing business information reports and services.

Schnitzer shares second quarter fiscal 2017 results

Schnitzer Steel Industries, Inc. shared preliminary results for its second quarter ended February 28, 2017. Schnitzer expects second quarter earnings per share from continuing operations to be in the range of \$0.37 to \$0.40 and adjusted earnings per share to be in the range of \$0.34 to \$0.37. This expected performance compares favorably to results from continuing operations in the prior year second quarter of a loss per share of \$1.48 and an adjusted loss per share of \$0.25, and in the first quarter of fiscal 2017 of a loss per share of \$0.05 and an adjusted loss per share of \$0.03. For a reconciliation of adjusted results to U.S. GAAP, see the table provided on AmericanRecycler.com.

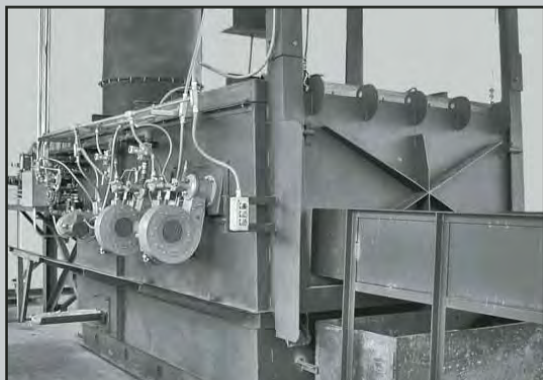
The company expects to deliver an estimated \$6 million of higher benefits from its targeted cost reductions and productivity initiatives in the second quarter as compared to the prior year quarter. Consolidated financial performance is expected to include corporate expense of approximately \$10 million, an increase sequentially and year-over-year primarily due to higher incentive compensation expense reflecting improved financial performance. The company's effective tax rate is expected to be approximately 5 percent. Total debt was \$209 million as of the end of the second quarter.

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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.

U.S. aluminum industry files dumping action against China

The Aluminum Association's Trade Enforcement Working Group filed antidumping and countervailing duty petitions charging that unfairly traded imports of certain aluminum foil from the People's Republic of China are causing material injury to the domestic industry. This action is part of the industry's broad trade strategy to address Chinese overcapacity throughout the value chain.

"Today's action marks the first time the Aluminum Association has filed unfair trade cases on behalf of its members in its nearly 85-year history," said Heidi Brock, president and chief executive officer of the Aluminum Association. "This unprecedented action reflects both the intensive injury being suffered by U.S. aluminum foil producers and also our commitment to ensuring that trade laws are enforced to create a level playing field for domestic producers."

The antidumping margins alleged by the domestic industry range from 38 percent to more than 134 percent of the value of the imported aluminum foil. The domestic industry's countervailing duty petition alleges that Chinese producers benefit from 27 separate government subsidy programs. The petitions were filed concurrently with the U.S. Department of Commerce and the U.S. International Trade Commission (USITC) and apply to aluminum foil that is used in a variety of consumer and industrial applications. Specific uses include household foil, flexible and semi-rigid cookware, product packaging, automotive and HVAC heat exchangers, among other common uses.

The domestic industry filed its petitions for relief in response to large and increasing volumes of low-priced imports of aluminum foil from China that have injured U.S. producers. Twelve years ago, U.S. production accounted for about 84 percent of all domestic aluminum foil demand and today that has dropped to 69 percent. At

the same time, Chinese imports grew from essentially 0 percent of the total U.S. aluminum foil market in 2004 to 22 percent of the market today. Aluminum foil imports from China have grown by nearly 40 percent since 2014. In 2016, Chinese products accounted for about 71 percent of the total U.S. aluminum foil imports.

"Surging imports of unfairly low-priced aluminum foil from China have devastated pricing in the U.S. market and caused severe injury to the domestic industry," added John M. Herrmann, of Kelley Drye & Warren LLP, the petitioner's trade counsel. "The domestic industry looks forward to the opportunity to present its case to the Commerce Department and U.S. International Trade Commission to obtain relief from unfairly traded imports from China and to restore fair competition in the U.S. market."

Chinese foil imports have accounted all of the import growth over the past three years, meaning that in addition to capturing market share from U.S. producers, imports from China also captured market share from third country producers. As a result of this unfair competition, the domestic industry has suffered declines in production, sales, hours worked by employees, prices, revenues, and profits – and also have been forced to either close facilities or take actions to reduce capacity.

The petition alleges that Chinese producers have injured the domestic industry by selling their aluminum foil at unfairly low prices that significantly undercut domestic market prices. Chinese producers have massive capacity to produce aluminum foil and have been exporting large and increasing volumes of unfairly low-priced and subsidized merchandise to the United States that have devastated conditions in the U.S. market. Those price declines are likely to continue to hurt U.S. producers if duties are not imposed to level the playing field.

Antidumping duties are intended to offset the amount by which a product is sold at less than fair value, or "dumped", in the United States. The margin of dumping is calculated by the Commerce Department. Estimated duties in the amount of the dumping are collected from importers at the time of importation. Countervailing duties are intended to offset unfair subsidies that are provided by foreign governments and benefit the production of a particular good. The USITC, an independent agency, will determine whether imports of aluminum foil from China are a cause of, or threaten, material injury to the domestic industry.

As a result of the filing of the petitions, the Commerce Department will determine whether to initiate the antidumping and countervailing duty investigations within 20 days and the USITC will reach a preliminary determination of material injury or threat of material injury within 45 days. The entire investigative process will take approximately one year, with final determinations of dumping, subsidization, and injury likely occurring in the first quarter of 2018.

The aluminum foil subject to the unfair trade petitions includes all imports from China of aluminum foil that is less than 0.2 mm in thickness (less than 0.0078 inches) in reels weighing more than 25 pounds and that is not backed, etched for use in capacitors, or cut to shape.

Executives to assess future of steelmaking under Trump

Five of North America's most influential steel executives will discuss the future of steelmaking under the Donald Trump presidency during AIS-Tech 2017, which takes place in May 2017 in Nashville, Tennessee.

As part of AIS-Tech's annual Town Hall Forum panel discussion, the panelists will look at this most unconventional American president and what his policies and administration might mean for steelmakers throughout North America and the impact it may have around the globe.

This year's panelists are:

•John L. Brett, president and chief executive officer, ArcelorMittal USA, Chicago, Illinois.

•James E. Bruno, senior vice president — Automotive Solutions, United States Steel Corporation, Troy, Michigan.

•Theodore F. Lyon, managing director — Metals, Hatch Associates, Pittsburgh, Pennsylvania.

•Randy C. Skagen, vice president and general manager, Nucor Steel Tuscaloosa Inc., Tuscaloosa, Alabama.

•Barbara R. Smith, president and chief operating officer, Commercial Metals Company, Irving, Texas.

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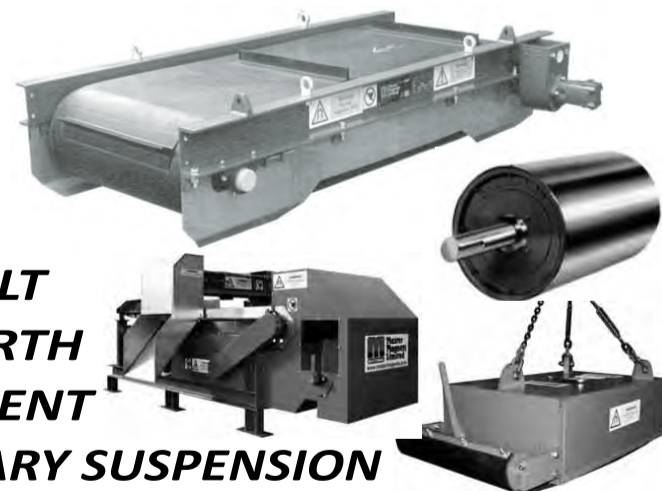
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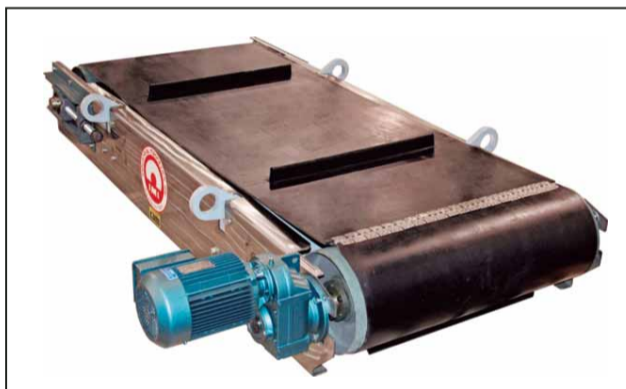
Magnets

by MARY M. COX

maryc@americanrecycler.com

Optimum metal reclamation is paramount in any scrap recycling operation and there are many products available in the industry to aid in that process. Whether the work involves sorting or simply moving the material, it is important to have the appropriate magnet for the job. The magnet can be used to avoid costs that may arise when loose metal turns up in places where it shouldn't, which can result in damaged equipment and downtime.

The Industrial Magnetics (IMI) SMS line of suspended, self-cleaning magnets for over the conveyor, cross-belt applications features a super-strength, permanent-magnetic circuit for outstanding ferrous metal separation capabilities. Used to protect vital processing equipment from costly damage and improve product purity and quality, IMI's SMS units are proven in industries such as, mining, aggregate, recycling, tire-shredding,



Industrial Magnetics, Inc.

foundry, wood chip, pulp & paper, power generation and construction and demolition.

The powerful, deep reaching SMS magnet pulls metal contaminants to its face while the continuous, self-cleaning, cleated belt package removes captured metal safely out of the product flow where it can be collected and reclaimed. "Featuring a low profile design and a uniform, extended magnetic field designed to run across the full width of the conveyor, the SMS is ideal for portable size reduction equipment or stationed prior to a metal detector to achieve maximum separation and system performance," Dennis O'Leary, president explained.

SMS units are offered with standard options including: direct drive 240/480 volt 3 phase motor, stainless

steel magnet box and guards, 3/8" thick 2-ply rubber belt and cross-belt design. An array of options are available, such as: stainless or vulcanized cleats, rubber or urethane belts, inline design, 380 volt 50HZ 3 phase motor, direct drive hydraulic, shaft-mounted or explosion proof motors and custom construction and guarding.

Marshall Gralnick is president of Global Equipment, Magnetics Division. He is anticipating some new developments in the magnet market. "Many in the industry are preparing for the government sponsored revenue infusion that will help improve our depleted infrastructure. This should be a boost for a variety of industries, including machinery, aggregate and road building. Any company with a secondary or tertiary crusher or that plans to buy one but without considering adding, at a minimum, a suspension magnet, is playing Russian roulette. Without a magnet for protection, eventually a piece of metal – sledgehammer, loader tooth, or some other item – will go through your crusher and cause tens of thousands of dollars in damage and repairs."

Gralnick noted how those dollars, added to lost production and downtime could've instead been used to purchase magnets that could have prevented such an incident. "And without a magnet, such an incident could occur again. Over the past 25 years we have offered both permanent and electro suspension magnets for protection and piece-of-mind. Our permanent magnets are the strongest offered by any magnet company, anywhere in the world. Permanent suspension magnets offer the best value for the investment. They are easy to set-up and operate, since they have no moving parts and can last a lifetime. Our warranty offers lifetime guarantees against loss of magnetic strength," he said.

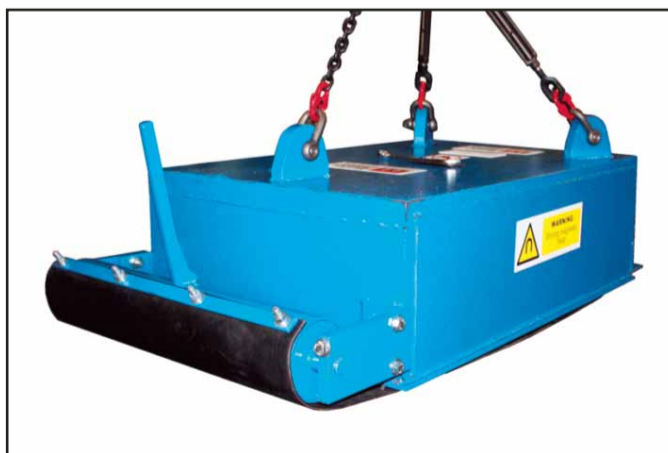


Moley Magnetics, Inc.

All Magnetics Division permanent magnets include manual cleaning devices for easy and safe removal of the tramp metal and also come with a set of adjustable suspension chains. The firm stocks many sizes for immediate shipment, for various belt widths from 18 to 84", belt speeds to 600 FPM, and material burden depths from 1 to 12" for permanent magnets and 1 to 30" burdens for electro magnets.

Moley Magnetics is a manufacturer of scrap yard magnets, shears, grapples and magnet controllers/generators. "I think most would agree that magnets are a crucial part of most ferrous recycling operations and as such the purchase and maintenance of magnets is a major focus. However, magnets aren't a viable tool without a proper generator and controller," Ron Slaby, vice president of sales, stated.

See MAGNETS, Page B6



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Steel import market share at 25 percent in February

Based on the Commerce Department's most recent Steel Import Monitoring and Analysis (SIMA) data, the American Iron and Steel Institute (AISI) reported that steel import permit applications for the month of February totaled 2,728,000 net tons (NT). This was a 7.6 percent decrease from the 2,953,000 permit tons recorded in January and a 3.0 percent decrease from the January final imports total of 2,814,000 NT.

Import permit tonnage for finished steel in February was 2,080,000, down 10.7 percent from the final imports total of 2,330,000 in January. For the first two months of 2017 (including February SIMA permits and January final data), total and finished steel imports were 5,543,000 NT and 4,409,000 NT, up 12.6 percent and 1.9 percent, respectively, from the same period in 2016. The estimated finished steel import market share in February was 25 percent and is 25 percent year to date (YTD).

Finished steel imports with large increases in February permits vs. the

January final included line pipe (up 61 percent) and wire rods (up 30 percent). Products with significant YTD increases vs. the same period in 2016 include oil country goods (up 91 percent), sheets and strip all other metallic coatings (up 54 percent), cold rolled sheets (up 45 percent), sheets and strip hot dipped galvanized (up 30 percent), mechanical tubing (up 27 percent), standard pipe (up 19 percent) and tin plate (up 12 percent).

In February, the largest finished steel import permit applications for off-shore countries were for South Korea (292,000 NT, down 6 percent from January final), Turkey (172,000 NT, down 44 percent), Japan (103,000 NT, down 30 percent), Taiwan (88,000 NT, down 21 percent) and India (68,000 NT, up 95 percent). Through the first two months of 2017, the largest offshore suppliers were South Korea (604,000 NT, down 2 percent from the same period in 2016), Turkey (478,000 NT, up 6 percent) and Japan (248,000 NT, down 18 percent).

Steel shipments up 7.5 percent

The American Iron and Steel Institute (AISI) reported that for the month of January 2017, U.S. steel mills shipped 7,708,416 net tons, a 7.5 percent increase from the 7,173,245 net tons shipped in the previous month, December 2016, and a 9.6 percent increase from the 7,031,307 net tons

shipped in January 2016.

A comparison of January 2017 shipments to the previous month of December 2016 shows the following changes: hot dipped galvanized sheets, up 14 percent, cold rolled sheets, up 13 percent and hot rolled sheets, up 4 percent.

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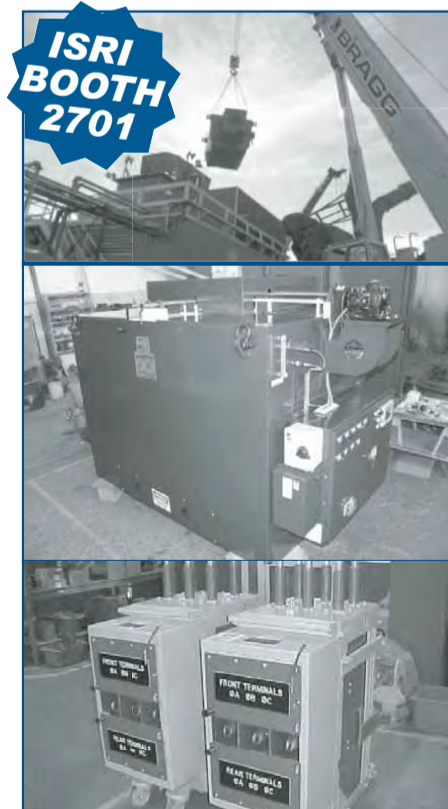
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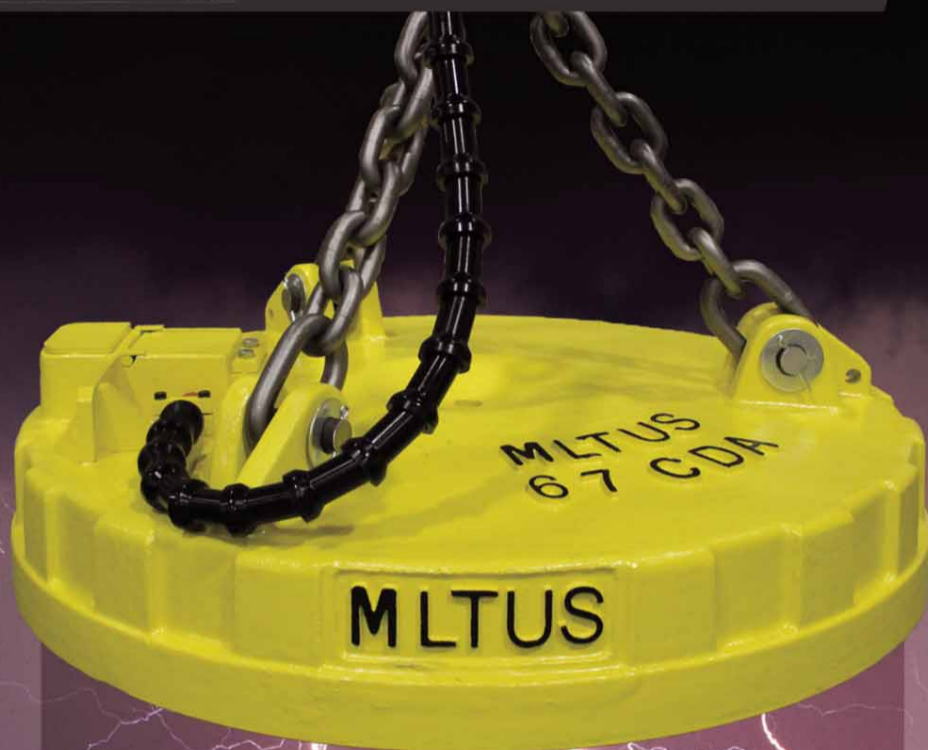


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INDUSTRY PROFILE

A Closer Look

by Donna Currie

Buffalo Turbine

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Buffalo Turbine started in 1945 making agricultural spraying equipment, according to Brian Singer, the company's marketing and sales manager. The company continued along that product path until the mid-90s, when they introduced blowers. "At one time we were the official blower for the PGA Tour," Singer said.



The next product line development was about 10 years ago when the firm began to offer dust and odor control products, which are used in a variety of industries.

Singer had his start with Buffalo Turbine about four years ago, partly because he knew Paul Syracuse, the company's general manager. Singer's interest in the job was because "I knew we were going to be in so many industries, having so many conversations with different customers," Singer said. "I knew it wasn't going to be monotonous, doing the same thing every day."

Singer particularly likes going to trade shows "and putting faces to names" when he meets current customers and talks to potential customers. He also enjoys "going to client sites and seeing the Buffalo Turbine products in use," he said.

In the four years Singer has been with the company, he has seen a lot of growth, including improvements in efficiency on the manufacturing side as well as new and improved products. He said that Buffalo Turbine staff members listen to what customers and potential customers ask for, and they try to integrate those features into their products. One improvement is atomizing nozzles that won't clog, no matter how dusty the environment.

Besides selling their products to waste and demolition businesses, Buffalo also sells to poultry houses, paving contractors, golf courses, airports, solar panel installers and even the National Hot Rod Association.

Singer said that when it comes to blowers, customers are amazed that they can clean an area with one industrial blower in a short time, replacing as many as 12 backpack blowers working all day.

They also have self-contained blowers and offer customers their choice of electric, gas or diesel engines. Singer said that the electric model is ideal for indoor permanent installations where the machine won't need to move. "They can just flip the switch," Singer said.

The gas and diesel models are perfect for when the machines are regularly moved from place to place. Singer said that the diesel is most popular because of the longevity of the engine, and one particular unit can run for 8 hours on 12 gallons of diesel, so it can operate for one full shift at top speed without refueling.

Through their network of dealers and distributors, the company sells its products throughout the world, but all the machines are made in America by Buffalo Turbine's parent company, Horschel Brothers, which employs about 150 people full time.

While Buffalo Turbine can build machines that are customized for clients' needs, Singer said that since they have so many options for each machine, most customers can choose a machine, pick the options, and they'll have exactly what they need. But Singer stressed that one of the things he likes best about the company is that they have the ability to give each customer individual attention, even if they don't need a custom product.

One machine that's often used in the waste business to reduce dust uses an atomizing nozzle that creates minute particles of water that match the size of dust particles and "brings them to the ground." The water supply is easy, since the machines have a "garden hose hookup." The output oscillates 270 degrees and the mist stream reaches 50 feet high and 125 feet horizontally, to cover up to 30 or 40 thousand sq. ft.

Odor control machines work in a similar fashion and Singer noted that they sell the machines but not the odor control chemicals that might be used to mask or obliterate unwelcome odors.

Singer said that although EPA regulations may be rolling back, people are becoming increasingly aware of dust pollution and they don't want to go back to "a big black cloud of smoke everywhere." Reducing dust "helps the environment and helps the neighbors," he said.

CMC subsidiary acquires seven recycling facilities from OmniSource

Commercial Metals Company, announced that its wholly owned subsidiary, Owen Steel Company of South Carolina, has signed a definitive asset purchase agreement to acquire certain assets from OmniSource Corporation, a wholly owned subsidiary of Steel Dynamics, Inc., consisting of seven recycling facilities located in the southeast U.S. which are in close proximity to CMC's minimill in Cayce, South Carolina.

These facilities purchase, process and sell ferrous and nonferrous scrap metal and other related products

throughout the southeast. The transaction is expected to close within 50 days and is subject to customary closing conditions.

"The signing of the asset purchase agreement for the acquisition of these facilities continues CMC's focus on supporting our mill operations with a reliable, low cost source of raw material. These locations will support our Cayce, South Carolina minimill and we expect to realize synergies with our existing operations in the region," commented Tracy Porter, executive vice president, CMC Operations.

Magnets

■Continued from Page B4

So, what does one look for from a generator and magnet controller? "In the past, they have been large, expensive, hard to maintain and offered little versatility. Moley Magnetics offers a solution to these issues. Our MagStar hydraulic or diesel generator is the latest development in low cost, modular controllers that offer the owner variable magnet operation programs – as well as built-in fault identification and an operational log," Slaby said.

MagStar generators are smaller than typical generator sets and this is important as excavators become more compact with less space to install accessories. Couple this size advantage

with multiple program settings that allow for optimum moving of heavy melt and in the touch of a button, moving turnings is optimized. The Moley MagStar allows for tracking of operation, so owners have records of magnet on and off time and operators can improve magnet life by observing duty cycle. The MagStar also self diagnoses faults. Slaby stated, "Too often, an owner is left scratching his head as to why his magnet is not operating properly, but with the self-diagnosing MagStar the operator is informed in the instance of a shorted magnet cable, shorted magnet or a blown fuse. This magnet is a new, safe, cost effective, easily maintained generator and controller for your magnet needs with sizes from 9 kW to 30 kW."



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Comeback

■Continued from Page B1

market and that certainly can create stagnation.”

As China was a big factor in seeing a downfall in the market, it has been one of the leading indicators of this upswing as well. Imports and exports out of China have far been exceeding expectations thus far.

“On top of that we are seeing labor disputes in Chile and governmental issues in Indonesia, both of which are causing supply concerns from two major mines,” Safran said. “Couple this with a new administration here in America that is supposedly pro-business and pro-infrastructure and speculators are extremely bullish on copper right now. The one interesting factor is if free trade becomes an issue. I think that’s still very much a question as I don’t know how protectionism would look in our industry.”

In addition, Rittenhouse advised that the industry look beyond just the recycled metals markets to fully understand why we are see the pricing for scrap metals increase.

“Just like equity markets, the terminal market prices reflect the forward looking nature and expectations of market participants,” Rittenhouse said. “Stoked by central bank policy actions, the promise of more physical stimulus, and seeking yield, we have seen participants begin to take positions in the base metals arena. Only time will reveal whether the perception of market participants materializes into a sustainable reality for metal values remaining at higher levels.”

Rittenhouse does think it somewhat revealing that while base metal terminal values have escalated, many primary producers have seen this as an opportunity to sell forward future production to lock in operating margins.

“I take this as a potential lack of producer conviction that market gains are sustainable in forward years,” Rittenhouse said.

Tactics That Work

In the earlier stages of the recycled metals pricing rebound, many industry participants chased volume growth by passing along revenue gains to lower level suppliers.

However, in most cases a meaningful uptick in volumes and earnings did not result from this activity.

“As a result, this has led participants to focus more on rationalizing operations, containing costs, and rebuilding or repairing balance sheets,” Rittenhouse said. “Capital expenditures remain under pressure with subdued reinvestment in businesses.”

Metals are expensive right now so industry experts advise scrap metal recyclers to not be afraid to take a profit.

“Nobody is going to ‘out guess’ the market so focus on making sound business decisions,” Safran said. “The top price may need to be sacrificed slightly in favor of more stability. Unfortunately many times it’s the highest bidder that wins out when that bidder might now be the most qualified. We here at Safran

Metals do business with companies and people we like and trust. Business is supposed to be win-win and we look for the long-term relationships that are not only going to help us but the companies we do business with too.”

As far as what the future for the industry holds, Rittenhouse believes that each of the base metals face meaningful individual challenges within the recycling industry for various reasons.

“I do not see any one metal type or sector that stands out in either availability, demand, or margin opportunity,” Rittenhouse said.

It’s important to remember that recycling is an industry that goes in cycles and it’s always a wild ride. Once you think you have things figured out, the markets or the industry throw you a curve ball.

In fact, the need to diversify revenue streams and rationalize operational costs has never been greater within the industry.

“Too many participants are still narrowly focused within a core industry, product sector, or region of operation,” Rittenhouse said. “Owners and operators need to challenge the idea of their historical role in the industry and look at new ways to add value to the products or services they provide customers.”

This task is somewhat more complicated today as the traditional actions of industry participants such as capital investment in new processing technology may not have sufficient returns to justify the costs.

With regard to rationalizing costs, Rittenhouse advised recyclers to acknowledge and act earlier when operations begin to falter and not be so reluc-

tant to exit underperforming sectors or locations.

“Be on your toes and be ready for anything,” Safran said. “Our industry is so vital to this world and the services we provide are a big part of what drives this economy. We are a scrappy, innovative bunch of recyclers and the world needs us. I don’t know what tomorrow brings but our industry will certainly find a way to flourish and continue to thrive.”

Rittenhouse stressed that the future for recycled metals is brighter and more robust than we have experienced over the last few years. The availability of obsolete grade scrap packages will inevitably return to a historically normalized rate as we begin to see durable goods produced after 2009 reach maximum usable life.

“However, I believe that it would be in error to assume that the financial reward previously seen within our industry will naturally return in hand with an increase in available supply,” Rittenhouse said. “Meaningful over capacity still exists in the processor and collector segments within our industry.”

While many have refined operational costs, there are still a large segment of regional and national processors that are burdened by legacy capital investments in facilities and equipment.

“Future success may reveal a more adept and agile processor capable of scaling operations in a less capital intensive manner,” Rittenhouse said. “Perhaps in some sectors, consumers and producers that have delved deeper in the supply streams will centralize investment in onsite processing capabilities traditionally relegated to scrap processors and dealers.”

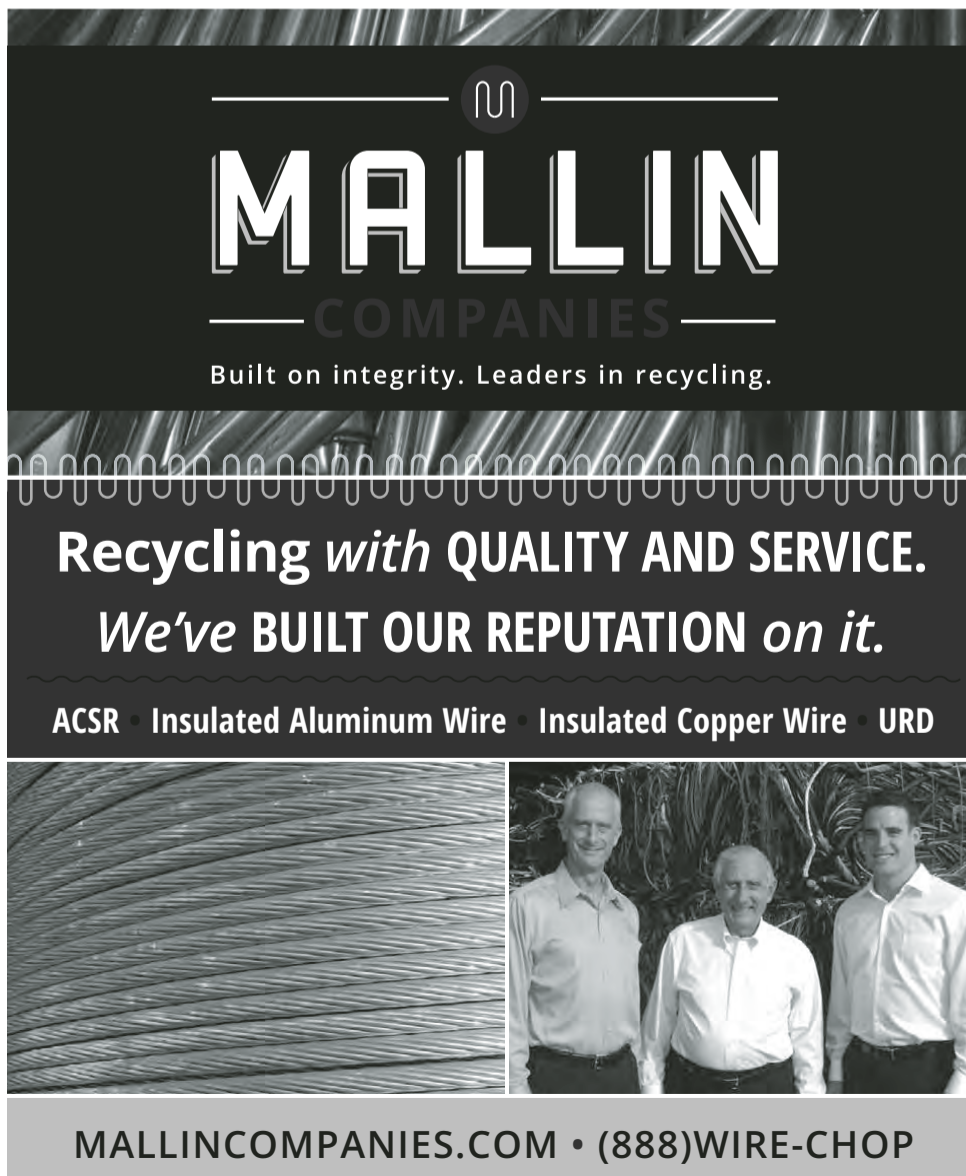
C&C acquires Al-Jon’s scrap products division

C&C Manufacturing LLC of Centerville, Iowa disclosed its acquisition of Al-Jon Manufacturing LLC’s Scrap Products Division located in Ottumwa, Iowa.

The business was purchased from Republic Financial Corp. owner of Al-Jon Manufacturing. C & C has had a long-standing relationship with Al-Jon providing large precision machined weldments, a C&C specialty, since 1996.

C&C owners Gaylon and Geoff Cowan are delighted with their newest acquisition. “Al-Jon has been a family-owned and operated business since John Kneen opened it in 1963. We are incredibly excited to purchase a company with 54 years of history in the scrap metal and scrap vehicle recycling industries,” said C&C president Gaylon Cowan.

Curt Spry, a 25 year veteran in the scrap industry, 22 years with Al-Jon, will act as sales manager for the scrap equipment product line, “It is my intention to work with our C&C sales, service and manufacturing teams to quickly instill market confidence and familiarity with the new C&C brand. The name will change but the scrap processing equipment together with back-up service and parts support we supply to the market will be the same or better,” said Spry. The company will continue to operate out of its 200,000 sq.ft. Ottumwa, Iowa facility.



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