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FOCUS: Metals

Tariff on steel imports jolts players in the metal industry



WHAT'S INSIDE

- Survey reports that Americans feel recycling is important and take part. Page A6
 - Kroger adds waste-to-energy system at Greensburg plant. Page A10
 - NWRA names 2018 Drivers and Operator of the Year. Page A17
 - Global crude steel production rose in 2017. Page B3
- Events Calendar..... 4
 Salvaging Millions..... 16
 Classified Advertisements..... 20
 New Product Showcase..... 22
 Scrap Metals MarketWatch..... B3
 Equipment Spotlight..... B4

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Electric and hybrid vehicles will impact auto recyclers

by MAURA KELLER

mkeller@americanrecycler.com

Electric vehicles and hybrid vehicles have made their mark on the automobile industry. Recycling companies are taking notice and evaluating what role these vehicles, and their corresponding parts, will take in the recycling industry in the near future. According to the Auto Care Association, the U.S. registrations of hybrid vehicles totaled 4.1 million as of January 1, 2017, an increase of 9.5 percent over last year's 3.7 million. That said, the number of hybrid vehicles sold in the U.S. peaked in 2013 and have fallen since then, both in numbers and in retail share. In 2013, 578,413 hybrid vehicles were sold, accounting for 3.8 percent of 15,383,000 total vehicles. In 2016, when hybrids ended the year at 2.9 percent retail share, Americans bought 17,422,000 vehicles with hybrids totaling 496,891.

Thomas Baker, a principal with Boston Consulting Group (BG) and co-lead of BCG's green energy and environment sector in North America, says that while hybrids have hit a plateau of sorts, he expects electric and hybrid vehicles to significantly grow, especially for smaller (Class 1 & 2) vehicles in the next couple years.

"We will likely start to see the total cost of ownership of these vehicles become competitive with traditional internal combustion engines as a result of drastically decreasing costs of lithium batteries," Baker said. "Additionally, we have observed the range of these vehicles increase and investments made in public charging infrastructure, which reduces the 'range anxiety' associated with an EV."



2017 Ford Fusion Energi Titanium has ranked among the best.

PHOTO COURTESY OF FORD MOTOR COMPANY

And as far as the EV market's effect on the recycling industry, Baker said that up to this point, there haven't been drastic impacts as the market has been small and not that many vehicles have needed to be recycled.

"But moving forward it will be important for recyclers to build partnerships with automakers to understand how best to recycle batteries and deal with the potentially dangerous aspect of the technology – both chemical and electrical," Baker said.

Rajit Gadh, PhD, professor, Henry Samueli School of Engineering and Applied Science, at UCLA said that when an EV battery has lived its useful life in a vehicle, it still has several years of life left to be used as an energy storage device to help with grid objectives.

"This is an area that recyclers can easily develop – and they can exploit the massive growth in solar energy on the distribution grid and offer the used EV

batteries (also known as second life batteries) as energy storage devices to manage and control the intermittency of energy generation that results from large amounts of solar on the grid," Gadh said.

When a battery is discarded, it's often the case that a large number of cells within the battery still have substantial life left, and each cell needs to be tested for potential second life use.

"By replacing a small number of cells, the recycler can extract significant value," Gadh said. "This should be investigated before they dismantle the battery to break it down to its individual components or try to extract metals such as manganese, etc."

Jason Vines, an independent communications and government affairs consultant has counseled General Motors on issues surrounding the Chevy Volt. Vines said that electric and hybrid

See **AUTO IMPACT**, Page 4

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Waste Management was recently recognized as a '2018 Best Companies for Millennials' by The Women's Choice Award.

"We are very honored to be recognized by The Women's Choice Award," said Jim Fish, president and chief executive officer of Waste Management. "I am truly proud of the hard-working women who help us serve our customers and thrive as a company."

The Women's Choice Award for Best Companies to Work For is the only award that reflects the needs and preferences of women based on publicly available data, which aligns with employee and consumer appreciation for corporate transparency. Data was compiled from a variety of publicly available sources and

then weighed accordingly for each of the three categories.

Criteria to earn a place on the Women's Choice Award 'Best Companies to Work For' list include items such as but not limited to:

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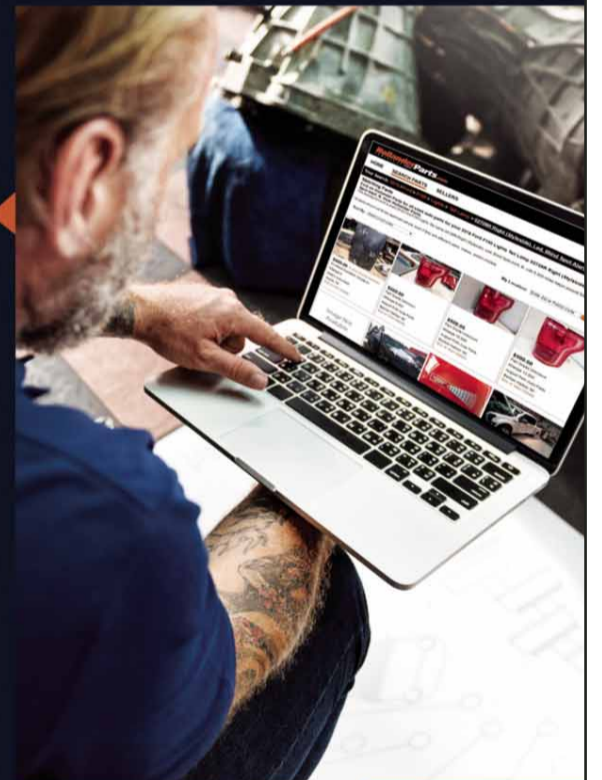
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HOLLANDER

Auto impact

Continued from Page 1

vehicles have given recyclers a challenge due to the volatile batteries. “Remember, vehicles are, and have been, one of the most recyclable products on the planet for more than 100 years,” Vines said. “From my knowledge, the most prolific challenge for recyclers, concerning automobiles, continues to be plastics, incredibly prominent in vehicles for decades.”

Challenges Aplenty

While improvements are being made as described above, costs and range anxiety still represent some of the biggest challenges surrounding electric vehicles. “Also the lack of options for customers, as automakers haven’t fully launched electric/hybrid options for their fleet of vehicles,” Baker said.

Gadh said some additional challenges include:

- Lack of awareness of how EVs can lower greenhouse gases especially when using renewables and wind energy sources.

- Awareness about how EV battery can be a resource on the grid for future of energy storage.

- Potential shortage of lithium, which is the most common element in a battery, as the EV market grows.

- Shortage of public EV charging, workplace EV charging, and EV charging in multi-unit dwellings, as the numbers of EVs grow. “This is an area we are researching actively,” Gadh said.

Experts say that the potential future growth of the market is the biggest trend for recyclers to be aware of.

“While there is still some time before a major amount of batteries will need to be recycled – likely 10 to 15 years based on the expected lifetime of a battery operation – the industry needs to be ready,” Baker said.

Battery technology innovation is happening at a very rapid pace and battery technology will continue to improve steadily in terms of kwh/volume, kwh/weight, power densities. That will result in EVs of the future being lighter, faster and more efficient than today.

Gadh said battery variations will also be significant as there will be increasing specialization of batteries for different needs such as buses/trucks,

Greatest Gains for Green Vehicle Adoption

Rank	State	% in 2017	% in 2014	% Increase
1	Alaska	2.1	0.8	144.8
2	Vermont	3.7	1.6	127.1
3	Hawaii	4.2	1.9	118.1
4	California	7.5	3.9	90.2
5	Wyoming	1	0.6	85.5
6	Washington	6.1	3.3	85.2
7	Maryland	3.2	1.8	77.6
8	New Jersey	1.8	1	70.1
9	Connecticut	2.4	1.4	69.7
10	Montana	2	1.2	69.4
	National Averages	2.6	1.7	48.4

cars or bikes/scooters – each having different requirements.

“This means that we will have not only larger number of batteries but also a larger number of variations,” Gadh said. “Almost two decades ago we were doing research on designing products for disassembly – at the design stage itself to enable recyclability of products. Today, recyclers should start to think about working with designers so that the ‘re-usability’ of batteries is part of the design process itself.”

Fred Hubacker, managing director, Conway MacKenzie, has over 36 years of experience providing senior leadership, advisory and business development services for companies in the automotive industry.

Hubacker noted that all of the original equipment manufacturers (OEMs) have announced major investments in the development of electric vehicles.

“The technology of pure electric vehicles remains a significant work in process, however, as battery costs, battery weight, and battery range remain very significant issues to solve,” Hubacker said. “For example, battery cost currently averages approximately \$180 per kilowatt hour. The price has to come down to \$100 for manufacturers to realize a profit on these vehicles. Currently the government is subsidizing this section of the market with incentives, including rebates.”

The other issue is infrastructure the U.S. will need a massive investment in electric charging stations across the country to maximize electric automotive potential. “We’re still many years away from this being reality,” Hubacker said.

So which states should recyclers pay attention to as it relates to hybrid

and electric car usage? In its new study, iSeeCars.com analyzed over 22.5 million new and used cars sold in 2017 (and over 17.8 million cars sold in 2014) to determine which states have the highest percentage of alternative-fuel vehicles (defined as hybrids, plug-in hybrids, and electric vehicles), and which states had the largest increases in green car adoption from 2014 to 2017.

Key findings show that California fittingly has the highest percentage of eco-friendly car sales – almost three times the national average. Hawaii was surprisingly the fourth highest (ahead of eco-friendly Vermont) showing the strength of its sustainability plan. And states with appealing incentives for green car buyers had a strong showing on the list of states with highest green car adoption rates.

Events Calendar

April 9th-11th

Aluminum Association Spring Meeting. Omni Montelucia, Scottsdale, Arizona. 703-358-2960 | www.aluminum.org

April 14th-18th

ISRI 2018 Convention & Exposition. Mandalay Bay Resort and Casino, Las Vegas, Nevada. 202-662-8530 | www.isri.org

April 24th-26th

WasteExpo 2018. Las Vegas Convention Center, Central Halls, Las Vegas, Nevada. 800-927-5007 | www.wasteexpo.com

May 7th-9th

Agricultural Plastics Recycling Conference & Trade Show. Orange County Convention Center, Orlando, Florida. 850-386-6280 | www.agplasticconference.com

May 7th-10th

AISTech 2018. Pennsylvania Convention Center. Philadelphia, Pennsylvania. 724-814-3000 | www.aist.org

May 7th-11th

NPE2018. Orange County Convention Center. Orlando, Florida. 202-974-5200 | www.npe.org

May 9th

CARE Conference. Orange County Convention Center, Orlando, Florida. 706-428-2127 | www.carpetrecovery.org

May 14th-16th

North American Waste-to-Energy Conference (NAWTEC). Lancaster Marriott at Penn Square, Lancaster, Pennsylvania. 800-467-9262 | www.swana.org

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CalRecycle to issue \$9.4 million in food recovery grants

Demonstrating leadership and innovation, several Los Angeles organizations were singled out by the Department of Resources Recycling and Recovery (CalRecycle), which is issuing \$9.4 million as part of its Food Waste Prevention and Rescue Grant Program Awards. Grant recipients include a number of LA-based organizations, including organizations working with recycLA service providers to increase food recovery in the City of Los Angeles.

As part of the city's new recycLA program, service providers work with local food rescue nonprofits to divert edible food from landfills and into the hands of people who need it. Several of the organizations working with recycLA service providers have been selected by CalRecycle to receive grants to continue their work in reducing food waste, including Food Finders, Food Forward, LA Kitchen, and St. Francis Center. Other food rescue groups working with recycLA service providers are Waste Not Want Not Now and World Harvest Food Bank. With over one million people in Los Angeles County suffering from food insecurity, these partnerships with local nonprofits are an ethical and environmental necessity.

"There are an estimated 50,000 people homeless in Los Angeles alone, so need to recover and divert food is more important than ever. Food is a recyclable resource that should not and need not be wasted," said commissioner Heather Marie Repenning, vice president of the board. "We're proud to be working with organizations that are assisting in getting edible food to individuals experiencing food insecurity throughout the City." Last year, the Los Angeles Board of Public Works (BPW) voted unanimously to establish a Zero Food Waste Task Force to work with various City agencies and recycLA service providers to explore and promote opportunities in Los Angeles to reduce

food waste, increase the amount of recyclable resources and create clean, renewable energy.

LA Sanitation is currently undertaking an unprecedented expansion of its recycling services beyond single family residences to include 80,000 commercial and apartment buildings through its new program, called "recycLA." This innovative program is a public-private partnership that will eliminate the city's dependence on landfills and position

Los Angeles as the first big city in the nation to achieve zero waste by 2025. Each of the seven service providers have established Food Rescue Programs that will assist in the collection (rescue) of edible food, fit for human consumption, and to create or develop the necessary network for delivering the food to those who need it the most.

CalRecycle administers the Food Waste Prevention and Rescue Grant Program, a competitive grant program that

aims to lower overall greenhouse gas emissions by establishing new or expanding existing food waste prevention projects (source reduction or food rescue for people) in California to reduce the amount of food being disposed in landfills.

For more information about the recycLA Food Rescue and Materials Reuse Programs, please visit www.lacitysan.org.



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Survey reports that Americans feel recycling is important and take part

According to a new survey by the Carton Council of North America, an overwhelming majority of consumers (94 percent) are supportive of recycling. Nearly three-fourths (74 percent) believe recycling is important and should be made a priority, and an additional 20 percent think it is somewhat important and people should do what they can to try to recycle. This is a significant increase from 61 percent reporting that recycling should be a priority when the survey was last conducted two years ago.

"It's reassuring to see positive attitudes toward recycling growing," said Jason Pelz, vice president of recycling projects for the Carton Council of North America and vice president, environment,

for Tetra Pak Americas. "So many companies and organizations have been coming together to make recycling more convenient, efficient and simple in our country, and this affirms that it is having a strong impact."

Americans don't just think recycling should be a priority, they are acting on it. The survey asked respondents about their recycling behavior for common recyclables, and the results showed an overall increase in respondents reporting that they always recycle these items. Food and beverage cartons, such as those for milk, juice, broth and soy, are a newer recyclable material in the U.S. recycling stream, yet also showed a significant increase, with 61 percent of respondents saying they

always recycle their food and beverage cartons, up from 50 percent.

"It's great for us to see consumers taking advantage of the growing availability of carton recycling," said Pelz. "Today, more than 62 percent of American households have access to carton recycling, and we're excited to continue working with governments, recyclers and many other stakeholders to ensure that every food and beverage carton ends up in a recycling bin and is turned into new, useful products."

Environmental benefits and social responsibility drive recycling now more than ever. Ninety-four percent of respondents cited environmental or altruistic reasons for recycling, up from 73 percent.

Consumers have high expectations for the brands they buy. Fifty-six percent said their loyalty to a brand is impacted by the brand's engagement with environmental causes. The survey also found that consumers overwhelmingly expect brands to be committed to recycling. More than 9 out of 10 (92 percent) said brands should take an active role to increase recycling.

The survey also reported recycling behaviors broken down by state in two categories:

- States that reported recycling of food and beverage cartons most often; and
- States that have the most supportive outlook of recycling.

Rhode Island ranked number one for both the number of residents who report recycling their cartons most often and for the most supportive views on recycling.

"Rhode Island was one of the first states to promote universal recycling access back in 1986 and we're still leading the way," said Jared Rhodes, director of policy and programs at Rhode Island Resource Recovery Corporation.

Toledo city council passes waste and recycling plan

Toledo City Council approved the Lucas County Solid Waste Management District's Solid Waste Management Plan update pursuant to Ohio law and also authorized an agreement with the Lucas County Commissioners and the Lucas County Solid Waste Management District to commit all of the city's recyclables from the city-wide curbside recycling program to the district.

Toledo Public Service director Paul Rasmusson said the city's current recyclable collection and processing system is cost prohibitive.

Recyclables have to be shipped a considerable distance since there is no local or cost effective facility.

"Within the Solid Waste Management Plan is a commitment by the district that they will build something that will assist us in recycling and processing locally," he said. "The second piece – the agreement with the commissioners and the Lucas County Solid Waste Management District – is committing our recycling stream to the project."

A local materials recovery facility will reduce cost by eliminating transportation and allow the city to control how and where processed recyclables are marketed," Rasmusson said.

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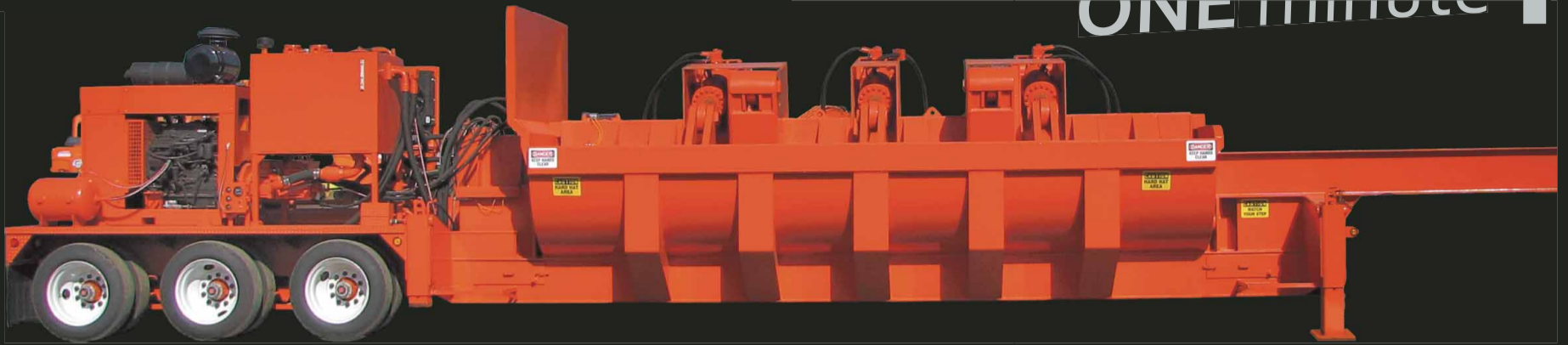
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Indiana awards \$1 million to expand recycling operations

Eight Indiana recyclers have received grant funding totaling \$1 million from the Indiana Department of Environmental Management's Recycling Market Development Program to expand recycling. The efforts are part of a combined \$2 million commitment to operations that will benefit the environment and result in the creation of new jobs.

Following is information about the recipients and their projects:

City of Shelbyville, Shelby County – \$118,250 to initiate its first curbside recycling program which will include collecting commingled recycling products at potentially 5,500 homes within the city. Recyclables will be collected by the city on a weekly basis.

East-Terra Plastics LLC, Marion County – \$250,000 to initiate a statewide agricultural plastics collection, processing and marketing project. East-Terra's role will be to develop an "ag plastic" wash/grind processing line, an intermediate bulk container tote and drum wash line and hold events.

Indiana Recycling Coalition and Strategic Materials, Marion County – \$22,585 to be used for equipment, management services and outreach materials toward initiating a proposed metro area glass recycling project to collect more high-quality, uncontaminated glass from bars and restaurants within four strategic and popular business districts in the region.

Lake County Solid Waste Management District, Lake County – \$179,150 to purchase equipment to start Indiana's first publicly operated pre-con-

sumer food waste composting program. The facility proposes to compost approximately 60 tons of pre-consumer food waste and 18,000 tons of leaves annually. The project is expected to bring in revenues of approximately \$120,000 per year.

Monroeville Box, Pallet & Wood Products LLC, Allen County – \$85,547 to purchase equipment that will allow the company to become a zero waste company. The new equipment will allow the entire recycling process to be conducted in a single recycling stream that requires no further processing before the product is sold. An estimated 2,011 tons of recycled material annually will be used in manufacturing.

Plastic Recycling 2, Marion County – \$250,000 toward the purchase of an extruder and screen changer which will allow the company to begin recycling foam and rigid plastic food containers including cups, plates and more.

Rumpke, Jackson County – \$87,425 to develop a recycling collection point at the Rumpke Medora Landfill. The project will include the construction of a 5,540 sq.ft. pad with an enclosure to protect a horizontal baler as well as loose, single stream recycling services in adjacent counties. Rumpke will provide a compactor unit with a receiver box and a horizontal baler with infeed conveyor to support this project.

Secure Core Solutions, Marion County – \$7,043 for the purchase of a baler to help capture recyclable materials that can be purchased by processors.

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KAB launches 2018 Great American Cleanup

The 20th anniversary of Keep America Beautiful's Great American Cleanup, the nation's largest community improvement program, kicked off in March. Thousands of cleaning, greening and beautification events are scheduled across America through the spring, summer and fall. Many Keep America Beautiful affiliates in warmer regions have already started their Great American Cleanup campaigns.

With more than 60,000 events held in tens of thousands of communities nationwide, Keep America Beautiful's Great American Cleanup annually engages more than 5 million volunteers and participants to create a positive and lasting impact across the country.

The 2018 Great American Cleanup social theme – #cleanYOURblock – is a call to action to engage more volunteers and participants in public space cleanup, beautification and recycling events conducted by Keep America Beautiful affiliates nationwide. Once an individual becomes a Great American Cleanup volunteer with their local Keep America Beautiful affiliate or partner, the national nonprofit's goal is that they will be inspired to take that experience home to organize similar, smaller-scale events in their own neighborhood – right on their own block – with neighbors, family and friends.

Great American Cleanup events taking place this spring:

•Great American Cleanup of PA: Keep Pennsylvania Beautiful volunteer groups that register events can get free cleanup supplies such as bags, gloves and vests donated by PennDOT, Pennsylvania Department of Environmental Protection and Keep America Beautiful. Additionally, during the Pick It Up PA Days, which takes place from April 7-30 and is spon-

sored by the Pennsylvania Department of Environmental Protection, Pennsylvania Waste Industries Association, and participating landfills, registered events have access to reduced or free disposal.

•Keep Austin Beautiful Day: Each April, Keep Austin Beautiful hosts Clean Sweep, a county wide service day spanning 130 plus sites in 31 zip codes throughout Austin and Travis County. Over the years, the event has become much more than a cleanup. To recognize the breadth of volunteer activity that will be taking place around Austin on Saturday, April 14, the day has been formally renamed Keep Austin Beautiful Day

•Brightside & Passport Health Plan Spring Community-Wide Cleanup: The Brightside cleanup in Louisville, Kentucky, also takes place on April 14. Brightside welcomes groups of all sizes. Supply pick up takes place on Sunday, April 8, at the Iroquois Park Amphitheater. Brightside is proud to be holding our Cleanup with the Give A Day – Mayor's Week of Service for the fifth year.

•Spend Earth Day with I Love A Clean San Diego at Creek to Bay: Join ILACSD on Saturday, April 21, as its volunteers beautify 100 sites in San Diego County during the 16th Annual Creek to Bay Cleanup. Last year, a record-breaking 6,588 volunteers came out to 112 sites and successfully removed nearly 195,000 pounds of litter and debris.

•Great Massachusetts Cleanup: This year, Keep Massachusetts Beautiful is encouraging Cleanup Captains to designate Saturday, April 28, for their Great Massachusetts Cleanup events. Every spring, volunteers in communities across the state organize litter cleanups, park maintenance projects, tree planting, and other community service events as part of the Great Massachusetts Cleanup.

Indiana school victorious in K-12 recycling competition

Bon Air Elementary, in Kokomo, Indiana, was named as the first repeat national champion of Keep America Beautiful's Recycle-Bowl, the national recycling competition for elementary-, middle- and high-school students, teachers and school communities.

Competing against more than 1,000 schools spanning 42 states and the District of Columbia, Bon Air Elementary recycled more than 8 tons of materials during the competition. The high school will be awarded a recycled content plastic park bench, courtesy of Trex, and \$1,500 worth of recycling bins from Busch Systems. The Recycle-Bowl competition took place over four weeks in the fall, culminating on America Recycles Day.

More than 550,000 students and teachers participated in Recycle-Bowl, striving to recycle as much as possible. Recyclables recovered during the 2017 competition totaled 2 million pounds, which prevented the release of 2,800 metric tons of carbon dioxide equivalent.

Additional 2017 Recycle-Bowl national category winners are:

•Community Division: Keres Children's Learning Center; Cochiti Pueblo, New Mexico

•District Division: Ocean City School District; Ocean City, New Jersey

•Waste Reduction: Woodland Park Academy; Grand Blanc, Michigan

•Food Scrap Collection: Centennial Elementary; Springfield, Oregon

•Most Improved: Taylor Elementary; Kokomo, Indiana and Bell's Hill Elementary; Waco, Texas

Thanks to their commitment and progress, Taylor Elementary and Bell's Hill Elementary will receive \$1,500 worth of recycling bins for demonstrating the most improvement in its recycling per capita rate from 2016 to 2017.

For a list of the 2017 Recycle-Bowl division and statewide winners, view this article on www.AmericanRecycler.com.

NWRA names 2018 inductees

The National Waste and Recycling Association (NWRA) announced its 2018 Hall of Fame inductees. They are Scott Dols, chief executive officer of Big Truck Rentals; Steve Menoff, senior vice president, Civil and Environmental Consultants; James Trevathan, executive vice president and chief operating officer, Waste Management; and Larry Henk, president and chief executive officer, Premier Waste Services.

These industry leaders were selected based on scores in five categories, including recognition in the industry; enduring legacy and impact of contributions to the industry for a minimum of 25 years; steadfast values; inspirational leadership at a service provider or supplier, or on issues important to the association; and active industry engagement and indisputable as an ambassador of the industry.

About the inductees:


•Scott Dols is chief executive officer of Big Truck Rental. His decades of leadership in the industry have influenced policy decisions at the federal, state, and local levels of government.

•Steve Menoff is the senior vice president at Civil and Environmental Consultants. He is a pioneer in landfill design and engineering. His contributions helped the industry transform to the modern, environmentally secure landfills of today.

•James Trevathan is the executive vice president and chief operating officer at Waste Management. Trevathan has been an innovator, leading efforts to improve safety and productivity.

•Larry Henk is the president and chief executive officer of Premier Waste Services, Inc. Henk has helped develop and permit facilities across North America.

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ALTERNATIVE ENERGY

Kroger adds waste-to-energy system at Greensburg plant

The Kroger Co. announced the successful startup of a new wastewater treatment system – an anaerobic digester – at K.B. Specialty Foods, a manufacturing plant owned and operated by the company in Greensburg, Indiana.

“Kroger recently announced its Zero Hunger | Zero Waste initiative, a plan to end hunger in the communities we call home and eliminate waste in our company by 2025,” said Erin Sharp, Kroger’s group vice president of manufacturing. “With 33 of our 36 plants already reaching the zero waste manufacturing goals we established several years ago, these facilities have pioneered the way for us to achieve our moonshot vision.”

K.B. Specialty Foods, which employs 270 associates and produces deli salads, cake icing and refrigerated side dishes, has been a Zero Waste facility since 2014, diverting more than 90 percent of waste produced from landfills each year, and is now home to the company’s second anaerobic digester.

The new \$9.5 million anaerobic digester, which replaced a conventional wastewater treatment system, features a dome that captures biogas from food byproducts at the plant and converts it



into energy through anaerobic digestion while also improving air quality.

“We invested in the digester because it improves our sustainability performance, supports better air quality and provides a cost savings to the company,” Sharp explained. “Once the digester is operating at its optimal level, we project it will have the capability to produce nearly 30 percent of the plant’s electricity.”

Kroger’s first anaerobic digester, which converts organic materials into renewable biogas, was installed in 2013 at the Ralphs-Food 4 Less distribution center in Compton, California.

Florida Power & Light opens four new solar power plants

Florida Power & Light Company announced the opening of its four newest solar power plants. At the same time, FPL’s rates are decreasing as the company’s typical customer bill continues to be lower than it was more than a decade ago.

The following new plants began powering FPL customers:

- FPL Barefoot Bay Solar Energy Center, Brevard County
- FPL Blue Cypress Solar Energy Center, Indian River County
- FPL Loggerhead Solar Energy Center, St. Lucie County
- FPL Hammock Solar Energy Center, Hendry County

In 2018, FPL completed 8 new solar energy centers while keeping its typical customer bill lower than it was more than 10 years ago.

The eight solar plants that entered service in 2018 are projected to generate more than \$100 million in total system savings for FPL customers during their operating lifetime – over and above the

cost of constructing and operating the plants.

FPL customers will begin to see a decrease in their rates immediately, saving a typical 1,000-kWh residential customer \$3.35 a month compared with previous rates. The latest decrease is due primarily to the completion of a temporary surcharge for Hurricane Matthew restoration and savings generated by the closure of a major coal plant.

Already among the lowest in the nation, FPL’s typical customer bill is approximately 30 percent below the latest national average. Moreover, FPL’s typical bill will be down a total of almost \$10 a month compared with rates in 2006.

FPL is the largest generator of solar energy in Florida with 14 major solar power plants and numerous other universal solar installations, totaling approximately 930 megawatts of solar generation, including the four plants that entered service today and others across the state.

Questions for the ages:

If the earth is travelling at 65,000 miles per hour, why doesn't it affect our hair?

Why does cargo get sent by ship, and shipments sent by car?

Why don't people with magnetic personalities set off metal detectors?

If sour cream really is cream that has

gone sour, why don't people just buy cream and keep it in their fridge for four months?

If John Tesh fell over in a forest, would anybody care?

If you could go back in time and tell yourself one thing, would it be to not buy those socks you just bought?

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AUTOMOTIVE

ADESA launches new customer rewards program

ADESA, a business unit of KAR Auction Services, Inc., launched a new customer rewards program. It allows customers to earn points when they purchase qualifying vehicles and specialty units at ADESA U.S. auction locations and on ADESA.com. Customers can use earned reward points as ADESA Dollars toward paying fees on future eligible purchases, or convert their earned points to use toward the purchase of merchandise, travel or gift cards.

Dealers enrolled in the ADESA Rewards program get reward points with their first transaction – earning on all eligible open sale vehicles as well as on special promotions throughout the year. Bonus points are awarded when dealers show an increased purchase history.

Single button access to the rewards program at the top of the ADESA home page allows dealers to join the program with a valid Auction Access number and a current ADESA.com username and password.

Toyota releases environmental report

Combating major environmental issues facing the global community, such as climate change, water scarcity, resource depletion and habitat loss, in a widespread way starts with small steps.


Guided by Toyota's Environmental Challenge 2050, the company's long-term environmental initiative, Toyota is making progress toward a net positive impact on the environment.

Comprised of six individual challenges that seek to make Toyota a net positive carbon contributor while enriching the lives of diverse communities, Challenge 2050 is a driving force behind many decisions. The first three challenges focus on carbon and call for completely eliminating – not just reducing – greenhouse gas emissions from all vehicles, operations and supply chain. The fourth challenge addresses water avail-


ability and quality, while the fifth and sixth challenges seek to move closer to contributing to a recycling-based society and protecting nature.

In the recently published 2017 North American Environmental Report, Toyota outlines positive impacts made across North America. In 2017, Toyota expanded its use of renewable energy with solar installations at an assembly plant in Baja California, Mexico; Toyota's new North American headquarters campus in Plano, Texas; and a new supplier center in York, Michigan, generating more than 590,000 kilowatt-hours of renewable electricity. Projects at four of Toyota's North American manufacturing plants resulted in water savings last fiscal year in excess of 43.2 million gallons, equivalent to the annual water use of 394 average American families.

I can't take my dog to the park because the ducks keep trying to bite him. I guess that's what I get for buying a pure bread dog.





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Good condition. \$85,000



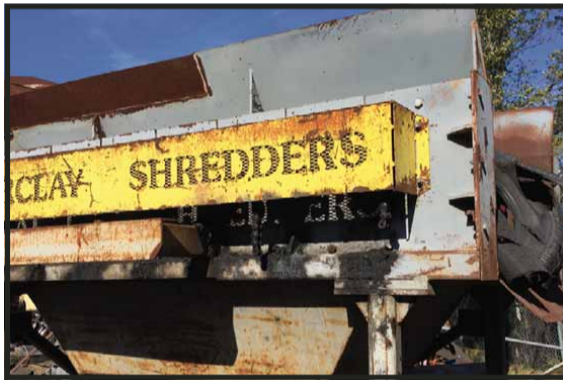
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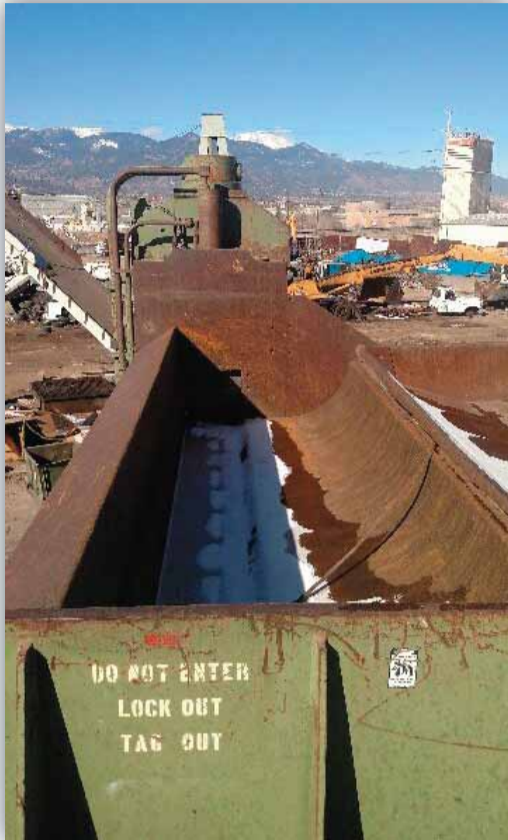
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INTERNATIONAL

Development of waste-to-energy market continues according to study by ecoprog

The number of waste incineration plants continued to increase in the past year. Since the beginning of 2015, over 200 new waste incineration plants with a treatment capacity of over 50 million annual tons were commissioned throughout the world. About 70 percent of these capacities were installed in new construction projects in China; another 10 percent were implemented in the rest of Asia. Around 20 percent of the capacities were realized in Europe, mostly in new construction projects in the UK as well as modernization and expansion projects in

other parts of Europe.

This resulted in almost 2,450 operational incineration plants worldwide in late 2017. They reached an annual treatment capacity of over 330 million tons. Most of these facilities are equipped with grate firing technology; only about 20 percent of the plants worldwide use fluidized bed combustion. The use of alternative technologies continues to be of marginal importance.

This dynamic growth will keep up in the years to come. Until 2026, about 60 new plants with an average incineration

capacity of about 17 million annual tons will be realized every year. At the same time, the unequal regional distribution will increase. In Asia, about 12 million annual tons of treatment capacities were constructed in 2015 and 2016 each. Since 2010, the building of new capacities has plateaued at a high level and will settle down at approximately 10 million annual tons of additional treatment capacities in the years to come.

In Europe, the additional construction of thermal treatment capacities has almost halved since 2012 (compared to the booming years of 2008 until 2010), reaching about 2 million annual tons. All other markets only play a minor role for the WtE business. In North America, for instance, the number of incineration plants has been decreasing for years – as a result of only few new construction projects and the shut-down of old facilities.

Asia will continue to dominate the WtE market in the future. An end of the Chinese construction boom is not yet in sight, as the goals of the last five year plan have not been reached. Additionally, the target values of the current five year plan (for the period until 2020) were increased once again. At the same time, the Asian market will experience diversification. In the past months, WtE plans have concretized in emerging countries such as India, Thailand, Indonesia and the Philip-

ines. Furthermore, already developed markets such as Japan and Taiwan will see the construction of new capacities in order to replace old facilities. In Japan, this will also mean more, yet fewer overall, larger plants.


However, Europe also shows more and more indications for a market upturn. The British waste market continues to realize many WtE projects and project planning has also increased in South and Eastern Europe.

In France, the number of RDF incineration projects is growing and Poland is preparing further WtE plants to be supported by EU funds. Well-developed markets such as Germany and Switzerland are producing an increasing number of modernization and expansion projects – thanks to high gate fees and a satisfactory utilization of the existing plants.

The South American waste market was stimulated by a large-scale project in Mexico. Just like Asia, this region is characterised by many metropolitan areas with increasing waste amounts and lacking space for landfilling, combined with the desire for an improved autarky of the national energy industry.

Altogether, ecoprog GmbH expects over 600 new incineration plants with a capacity of more than 170 million annual tons to be constructed in the next 10 years.

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METALS

Steel imports up in January

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

	JAN 2018	DEC 2017	2017 Full Year	2018 Annualized	% Change 2018 Annual vs. 2017
SOUTH KOREA	339	192	3,753	4,067	8.4%
JAPAN	141	82	1,504	1,698	12.9%
TURKEY	140	58	2,191	1,674	-23.6%
TAIWAN	117	41	1,245	1,406	12.9%
BRAZIL	102	96	987	1,228	24.4%
GERMANY	90	105	1,405	1,083	-22.9%
CHINA	72	53	813	861	5.9%
VIETNAM	66	48	749	796	6.4%
All Others	1,259	1,206	16,914	15,112	-10.7%
TOTAL	2,327	1,880	29,561	27,925	-5.5%

Based on preliminary Census Bureau data, the American Iron and Steel Institute (AISI) reported that the U.S. imported a total of 2,875,000 net tons (NT) of steel in January 2018, including 2,327,000 NT of finished steel (up 17.3 percent and 23.8 percent, respectively, vs. December final data). Total and finished steel imports are up 2.2 percent and down 0.1 percent, respectively, vs. the same period in 2017. Finished steel import market share was an estimated 26 percent in January.

Key finished steel products with significant import increases in January compared to December include sheets and strip all other metallic coatings (up 129

percent), reinforcing bars (up 82 percent), oil country goods (up 78 percent), line pipe (up 44 percent), standard pipe (up 30 percent), hot rolled sheets (up 27 percent), hot rolled bars (up 22 percent), wire drawn (up 14 percent), mechanical tubing (up 13 percent), and plates in coils (up 11 percent).

In January, the largest volumes of finished steel imports from offshore were for South Korea (339,000 NT, up 77 percent from December final), Japan (141,000 NT, up 73 percent), Turkey (140,000 NT, up 141 percent), Taiwan (117,000 NT, up 188 percent) and Brazil (102,000 NT, up 6 percent).

■For more METALS news, see Page B1

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WASTE

New York DEC issues citation to High Acres Landfill for failure to reduce odors

Notice of Violation issued to Waste Management of New York

New York State Department of Environmental Conservation (DEC) Commissioner Basil Seggos announced that on February 2, 2018, DEC issued a Notice of Violation (NOV) to Waste Management of New York, LLC, operator of the High Acres Western Expansion Landfill located in the towns of Perinton in Monroe County and Macedon in Wayne County, for ongoing violations of the state's solid waste management regulations, as well as the state's air pollution control requirements related to ongoing odor issues.

DEC Commissioner Basil Seggos said, "The odor condition at High Acres

Landfill is unacceptable. New York's stringent rules and regulations governing waste exist to ensure facilities in our state are adhering to the safest practices and highest standards possible to protect public health and the environment. DEC takes any violation of these policies seriously and is taking necessary action to hold these violators accountable. The communities next door to the High Acres Landfill deserve no less."

DEC has received numerous complaints from the neighboring community of persistent unpleasant odors emanating from the landfill that are adversely impacting properties and

quality of life. In response to these concerns, DEC immediately bolstered its monitoring of the landfill to determine the nature and extent of the odors, including increased on-site inspections. In addition, DEC has been working in cooperation with the town of Perinton and its Conservation Board to resolve the issue.

Under the terms of the NOV, Waste Management, LLC, must implement operational modifications to ensure best management practices are being applied at High Acres Landfill and undertake several structural improvements to strengthen the integrity of the facility's gas collection and odor mitigation systems to achieve significant odor reductions as expeditiously as possible.

DEC continues to closely monitor operations and air quality conditions at the landfill and in surrounding communities and provided strict oversight as the required corrective actions and modifications were implemented by March 16, 2018. Some corrective actions are underway. In addition, DEC is continuing its increased presence at the site to ensure implementation of these measures until the odor issue is resolved.

Waste Management, LLC, may be liable for penalties for past or future violations.

Casella Waste declares 2017 financial results

Casella Waste Systems, Inc., a regional solid waste, recycling and resource management services company, reported its financial results for twelve month period ended December 31, 2017.

Highlights include:

- Revenues were \$151.2 million for the quarter, up \$7.4 million, or 5.2 percent, from the same period in 2016. Revenues were \$599.3 million for the fiscal year, up \$34.3 million, or 6.1 percent, from fiscal year 2016.

- Net income was \$20.0 million for the quarter, as compared to a net loss of \$(12.0) million for the same period in 2016. Net loss was \$(21.8) million for the fiscal year, as compared to a net loss \$(6.9) million in fiscal year 2016.

- Adjusted net income attributable to common stockholders was \$4.6 million for the quarter, as compared to \$1.9 million for the same period in 2016. Adjusted net income attributable to common stockholders was \$28.7 million for the fiscal year, as compared to \$7.8 million in fiscal year 2016.

- Net cash provided by operating activities was \$107.5 million for the fiscal year, up \$27.1 million, or 33.7 percent, from fiscal year 2016.

I told my friend not to get too excited about turning 32, since her birthday party would be so short.

"It's your thirty-second birthday."

SALVAGING Millions

by Ron Sturgeon
Autosalvageconsultant.com

Never underestimate the value of an hour!

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

Time is our most precious commodity. There never seems to be enough. But maybe there is more time than we think? Don't think about your time in hours. Think minutes...even seconds.

How do we gain a few extra minutes here and there?

- Delegate. I know, you can do it in the time it takes to delegate it. That's likely true the first time and half true the second time. There are things we can delegate that will save 10 minutes a day. But we won't invest the 30 minutes it takes to teach someone else to do them. So that failure on our part costs us 10 minutes a day for the rest of our lives. That's a lot of 10-minute segments, folks. Think about everything you do. Could someone else do it with some training? You will be surprised how many things you will find to delegate.

- Kick your inner perfectionist to the curb. I know, you think no one else can do it as well as you. You are likely completely correct. But if they can do it 90 percent as well, and that's good enough. If it will free you to do more important things, then it's a win. Stop being a perfectionist. Competitors used to ask me, "Sturgeon, how can you find 150 employees you can tolerate, and I can't find 5?" I tell them to look

in the mirror; it's all about hiring, training, mentoring, leading, and tolerating mediocrity. I know it's an ugly word, but let's keep it real folks, not everyone is equally smart, skilled, qualified or experienced. Get over it.

- Know the answer to this question – what is your time worth? It's not the same for everyone. But there is a number at which you can hire someone to do your job as well as you do, or it's what you charge the company for your services, or it's what you want to make. It's more than \$10 to \$20 per hour for sure! Now, why did you stay home to wait for the cable repair guy last Thursday, missing three hours of work? Why are you washing your truck? Think big to do big. Hire others to do things you shouldn't, can't or won't do. Now there's a catch here, you don't do this so you can play golf, generally. Really use the expensive time. Study your financials, work on the marketing plan, go through the bids for new equipment, or maybe work on your will! (Yes, it was in another article in this series about keeping lists, and prioritizing, and as bad as it sounds, working on your will, which you simply haven't had time to do, is more important than washing your truck.)

If you use the tools here I've discussed, I guarantee you can find an hour per day. That's 5 hours per week, and 260 hours per year that can be used to make you smarter, more effective, and likely make you more satisfied with what you get done daily, and then happier!

Remember, only you can make BUSINESS GREAT!

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

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WASTE

NWRA names 2018 Drivers and Operator of the Year

The National Waste and Recycling Association announced its 2018 Drivers of the Year and Operator of the Year winners. The awards recognize the drivers and an operator from member companies who make safety their top priority.

“Safety is a core value at NWRA and for our members. Our members and their employees are dedicated to keeping our communities clean and safe on a daily basis. Therefore, it is important that we recognize the drivers and operators who make safety a priority. I congratulate them on their achievement,” said NWRA president and chief executive officer, Darrell Smith.

The Operator of the Year award is for employees working in post-collection for a MRF (materials recovery facility), landfill, or transfer station that safely operates heavy equipment, including bulldozers, front-end loaders, and compactors.

The Driver of the Year awards are for those drivers who operate their trucks in a safe and responsible manner, who possess outstanding performance records, and whose contributions have enhanced the overall safety and image of the solid waste industry.

The finalists were determined by a computerized scoring system. Independent judges selected the winners based on letters of recommendation and, for drivers, the difficulty of the route. During judging, operators were also judged on difficulty of their equipment to operate.

The 2018 Driver of the Year Awardees:

Large Commercial – Mike Lawrence, Waste Connections, Inc.

Large Industrial – Toribio Gonzalez, Republic Services, Inc.

Large Residential – Charles Thorpe, Republic Services, Inc.

Regional Commercial – Mark Tumulty, Rumpke Waste & Recycling

Regional Industrial – Calvin Smith, WCA Waste Corporation

Regional Residential – Dean Koch, Recology

Medium – Joseph Lallier, All Waste, Inc.

Small – Bryan Rasmussen, Interwest Paper Pro Recycling Group

Public Sector – Roger Bronner, City of San Diego

The 2018 Operator of the Year Awardee:

Scott Russell, E.L. Harvey & Sons

A scientist finally succeeded in cloning himself, but all his clone would do was sit around and spew cuss words. After a week of this, the scientist finally got fed up and pushed his clone out of

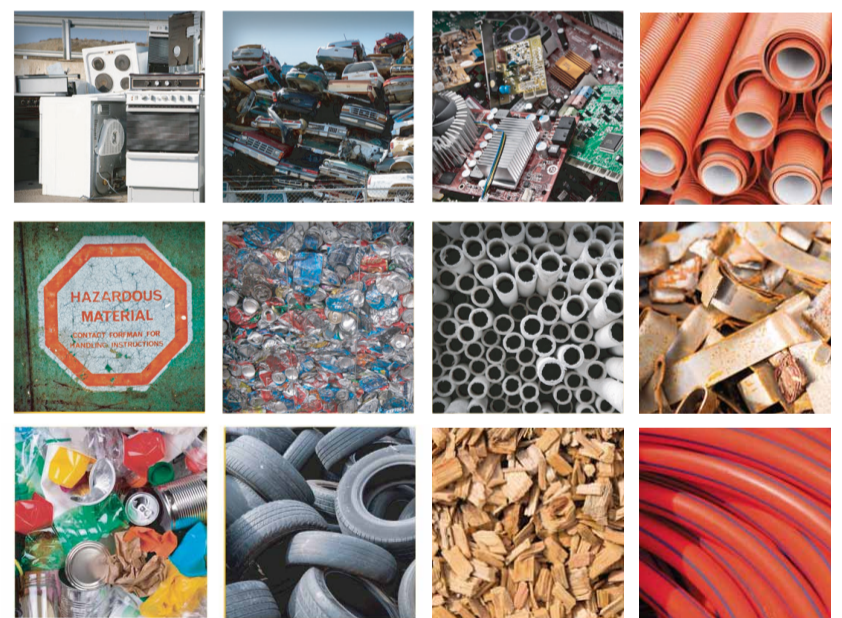
the 10th-story office window. A short time later, a policeman knocked on the door and told him, “I’m going to have to arrest you for making an obscene clone fall.”

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ELECTRONICS

Legislation introduced in California to create a “right to repair” for electronics

New requirements set for manufacturers

Assemblymember Susan Talamantes Eggman (D-Stockton) will introduce the California Right to Repair Act. The legislation would require manufacturers of electronics to make diagnostic and repair information, as well as equipment or service parts, available to product owners and to independent repair shops.

“The Right to Repair Act will provide consumers with the freedom to have their electronic products and appliances fixed by a repair shop or service provider of their choice, a practice that was taken for granted a generation ago but is now becoming increasingly rare in a world of planned obsolescence,” Eggman said.

People who can’t afford the high price of manufacturer-based repair services are increasingly forced to prematurely replace durable goods, such as phones, TVs, and appliances. Repairing and reusing electronics is not only a more efficient use of the scarce materials that go into manufacturing the products, but it can also stimulate local economies instead of unsustainable overseas factories.

“People shouldn’t be forced to ‘upgrade’ to the newest model every

time a replaceable part on their smartphone or home appliance breaks,” said Mark Murray, executive director of Californians Against Waste. “These companies are profiting at the expense of our environment and our pocketbooks as we become a throw-away society that discards over 6 million tons of electronics every year.”

“We should be working to reduce needless waste – repairing things that still have life – but companies use their power to make things harder to repair. Repair should be the easier, more affordable choice and it can be, but first we need to fix our laws,” said Emily Rusch, executive director of Calpirg. “Our recent survey, Recharge Repair, showed a surge in interest in additional repair options after Apple announced battery issues. The Right to Repair Act would give people those options.”

California joins 17 other states, that have introduced similar legislation, including: Washington, Massachusetts, Vermont, New York, Hawaii, Illinois, Iowa, Kansas, Minnesota, Missouri, North Carolina, Nebraska, New Hampshire, New Jersey, Oklahoma, Tennessee and Virginia.

PAPER

AF&PA updates paper reports

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

Containerboard

Containerboard production was up 0.7 percent compared to January 2017. The month-over-month average daily production compared to December 2017 was 2.9 percent lower. The containerboard operating rate was 97.2 percent, or 2.2 percentage points higher than January 2017. Production for exports was 10.5 percent lower than January 2017, which was the month with the second highest export volume in 2017.

Printing-Writing Paper Report

According to the January 2018 printing-writing monthly report from the American Forest & Paper Association, total printing-writing paper shipments decreased five percent in January compared to January 2017. A small increase in shipments of uncoated free sheet was not enough to offset the year-over-year declines in January for the other three grades. Total printing-writing paper inventory levels decreased one percent from December 2017.

•Uncoated free sheet (UFS) paper shipments increased one percent compared to January 2017 shipments. UFS shipments in January were the third highest they have been in the past 13 months.

•Shipments of coated free sheet (CFS) paper in January declined year-over-year for the eighth consecutive month. U.S. imports of CFS papers decreased 11 percent year-over-year in

December, bringing the total for 2017 three percent lower than 2016. Exports of CFS papers decreased less than one-half of one percent year-over-year in December, but for the full year finished 2017 five percent greater than 2016.

Boxboard Report

Total boxboard production decreased 0.8 percent when compared to January 2017 and decreased 1.2 percent from December.

Unbleached Kraft Boxboard production increased over the same month a year ago and was flat compared to December.

Total Solid Bleached Boxboard & Liner production decreased when compared to January 2017 and decreased compared to December.

The production of Recycled Boxboard decreased compared to January 2017, but increased when compared to December.

U.S. Packaging Papers & Specialty Packaging

Total Packaging Papers shipments were 219,200 tons, 9.5 percent lower than January 2017.

Bag & Sack shipments were down 13.4 percent month-over-month and Multiwall shipments were down 19.0 percent.

Food Wrapping shipments were up 0.4 percent. The operating rate for January was 84.3 percent, the second lowest over the last 13 months. Inventories were 171,800 tons, up 3.6 percent since December 2017.







Boost production?

- ▶ Complete lines or single machines
- ▶ Refurbishing existing recycling lines
- ▶ Modifying/improving recycling lines - also other suppliers
- ▶ Original spare and wear parts

Recycle harness wire

Solutions for processing of harness wire manually dismantled or from car shredder!

- ▶ Produce copper high grade #2
- ▶ Dust friendly environment



BUSINESS BRIEFS

Monroe Environmental opens Texas office

■ Monroe Environmental Corp. has officially opened its new office location in Houston, Texas. The office will serve as the company's hub in the gulf coast region, providing engineering, sales, and service support to Monroe's many customers both existing and new.

Monroe has many successful installations in Texas, Louisiana, and the surrounding area including ExxonMobil, Marathon Petroleum, Shell, Flint Hills Resources, Haldor Topsoe, Firestone Polymers, Caterpillar, Akzo Nobel, Albemarle, Whitmore's, Blue Knight Energy, Swiftwater Energy Services, Enterprise Products, Westlake/Axiall, Frito-Lay, Nalco/Ecolab, Jacobs Engineering, AECOM, AMEC, S&B Engineers, and many others.

Monroe Environmental is headquartered in Michigan and is an ISO 9001 and ISO 14001 registered company.

C&M Conveyor promotes Randy Grube to president

■ C&M Conveyor has promoted Randy Grube to president.

Grube's previous positions with C&M Conveyor include chief operating officer, vice president of sales and customer service, and director of field operations. Since joining the company in 2013, he has been part of the management team directing C&M Conveyor's growth initiative to add capacity, new products and to increase productivity in all areas of the company's operations.

Nine Bobcat locations join Bandit's dealer network

■ Nine locations of The Bobcat of St. Louis dealer network across Missouri, Indiana, Illinois, Kentucky and Tennessee have joined Bandit Industries' growing network of authorized dealers, increasing the reach of Bandit to offer equipment to hardworking professionals everywhere.

Bandit customers will have access at the following locations to provide service, parts and sales at the following Bobcat locations:

Columbia, Missouri
St. Louis, Missouri
Fairview Heights, Illinois
O'Fallon, Missouri
Marion, Illinois
Evansville, Indiana
Clarksville, Tennessee
Nashville, Tennessee
Bowling Green, Kentucky

The Bobcat of St. Louis dealer network has grown to 9 locations and more than 150 employees.

Steel Dynamics declares quarterly dividend increase

■ Steel Dynamics, Inc. announced that the company's board of directors has declared a quarterly cash dividend of \$0.1875 per common share, a 21 percent increase over the company's 2017 quarterly rate. The dividend is payable to shareholders of record at the close of business on March 31, 2018, and is payable on or about April 13, 2018.

Dan Behrendt named chief financial officer of Leadpoint

■ Leadpoint has expanded its executive team with the appointment of Dan Behrendt as chief financial officer. In this role, a new one for Leadpoint, Behrendt oversees the company's accounting, finance, treasury and tax functions. He also partners with the Leadpoint leadership team to drive efficiency and profitable growth.

Behrendt has extensive finance experience at both private and public companies. Prior to joining Leadpoint, he served as chief financial officer of Axon/TASER International, Inc. from 2004 to 2017, during which time the company enjoyed explosive growth in sales, profitability and market capitalization as it expanded its product line offerings and its international focus.

He also held the chief financial officer role with Imperial Home Décor Group, a Blackstone Portfolio Company.

Behrendt graduated from the University of Mount Union in Alliance, Ohio with a bachelor's degree in accounting. He earned his MBA from the Weatherhead School of Management at Case Western Reserve University in Cleveland, Ohio. Behrendt holds a practicing Certified Public Accounting (CPA) license and was a two-time finalist for the Financial Executives International chief financial officer of the year award in the public company category.

Behrendt is based at Leadpoint's corporate headquarters in Phoenix.

Three Colorado service companies merge

■ Three mountain environmental service companies have merged with Henderson-based Mountain Waste & Recycling to form one of the largest waste-and-recycling companies in Colorado.

Timberline Disposal, Talking Trash and Rocky Mountain Cabana have operated in the mountain towns within Summit County, and parts of Clear Creek County for years, competing with the huge, Texas-based public company that serves all parts of the U.S.

Some redundant truck routes will be eliminated, but there will be no employee layoffs. Mountain Waste's ongoing growth will require that the company retain the services of all its good employees.

The companies will operate under the name Timberline Disposal & Recycling, based in Silverthorne, Colo. Mountain Waste & Recycling, which began as an independent company in the Roaring Fork Valley near Aspen, also owns Vail Honeywagon, so the company tends to be more attuned to the unique needs of mountain customers.

Terms of the merger, including purchase price, were not disclosed. Two of the top executives of the merging companies will remain investors with Mountain Waste.

Signage and other branding will be incorporated on a gradual basis. Eventually, customers will have one phone number and one website with a single point for online payment.

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BUSINESS BRIEFS

Sims Metal Management acquires Morley Waste

■ Sims Metal Management Limited has acquired Morley Waste Traders and Lord and Midgley (Morley) businesses. Morley is a leading United Kingdom-based metal recycler with 10 facilities across Yorkshire. Sims Metal Management will now have a total of 50 metals recycling facilities across the United Kingdom.

The financial terms of the transaction were not disclosed, however, the purchase price consideration is not material to Sims Metal Management.

WTS names Wurst as CEO; Hall made chairman

■ WTS, Inc. announced that Michael Wurst will assume the role and responsibilities of president and chief executive officer. Wurst is succeeding WTS founder Gary Hall who will continue to serve as WTS's chairman. Since joining WTS 22 years ago, Wurst has held numerous positions in finance, business development and management. Additionally, Michael Oliver will become the vice chairman and Thomas Woodson has been named executive vice president, sustainable solutions and technologies.

As chief executive officer, Wurst will lead WTS, Inc.'s global growth and collaborate with WTS team members to facilitate the day-to-day operations.

Murphy's Law says that anything that can go wrong, will go wrong.

Cole's Law is thinly sliced cabbage.

Vortex Global names new representative in Finland

■ Vortex Global Limited, a solids and bulk handling components company, has appointed Industri-Textil Job AB as its new representative agent in Finland. Industri-Textil will service solely the Finnish market.

Industri-Textil Job AB is a major brand owned by the Job Group. The Job Group has realized significant recent growth as a result of its culture for innovation.

Industri-Textil will utilize Vortex valves and loading equipment to complement the Job Group's filtration technologies. These efforts will improve filtration capabilities and overall efficiencies in facilities throughout Finland.

Bunting Magnetics awarded patent for design

■ Bunting® Magnetics Co., a leader in moving, removing and holding metal, and the inventor of stainless steel separation, has been awarded a U.S. patent for its magnetic circuit design incorporated in the Stainless Steel Separation Conveyor™ (SSSC). The SSSC, launched in 2017, has delivered solutions to the recycling industry ever since. Field tests have proven it removes up to 94 percent of large fraction stainless steel.

This innovative machine expanded the company's reach in the auto shredding residue industry for the separation of work hardened stainless steel from Zurik streams, the purification of small fraction stainless steel and in ICW wire-chopping purification applications.



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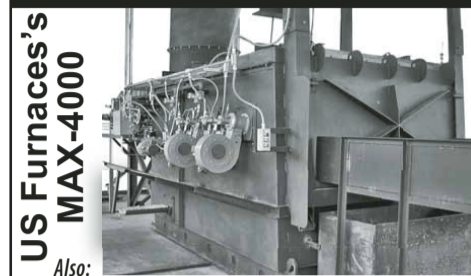
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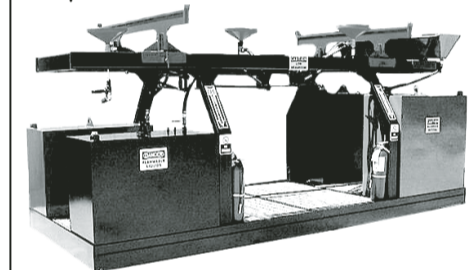
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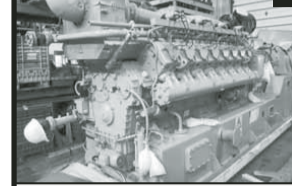
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BOBCAT INTRODUCES E85, THE LARGEST R-SERIES EXCAVATOR

Bobcat has expanded its R-Series excavator lineup with the new E85, an 8.5 ton compact excavator.

The E85 has been redesigned with performance, uptime protection and operator comfort in mind, and features a distinct design and other cab upgrades.

It features Bobcat's turbo-charged diesel engine technology – that does not require a diesel particulate filter (DPF) or selective catalytic reduction (SCR) – and similar cab upgrades found on the current R-Series excavators. A new standard lift eye is included, to help operators properly lift and place objects.

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ENERPAC ANNOUNCES NEW LOW-HEIGHT SKIDDING SYSTEM

Enerpac's new low-height skidding system is comprised of a series of skid beams moved by hydraulic push-pull units, traveling over a pre-constructed track. A series of special PTFE-coated pads are placed on the skid tracks to reduce friction. The push-pull units are powered by a standard Enerpac split flow pump to ensure each skid beam travels synchronously.

This system offers a 2-in-1 design. It can be used either on a fully supported surface or combined with optional track support for added rigidity or for when spanning a gap is necessary. This eliminates the need for two sets of track for various ground conditions.

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PITBULL GRIZZLY SCREEN OFFERS EASY USE AND SERVICE FEATURES

Lake Erie Portable Screeners introduces the heavy-duty Pitbull PB148 Static Grizzly. The new screen is an economical option for applications that require presorting oversized material to prevent equipment damage.

The screen's 18 bars are installed with 2 sets of bolts which can save hours of time during bar spacing adjustments or replacements.

The 6,500 lb. screen includes an expansive 11' x 14' deck area and a 10' tip height. The bars are each 3" wide with 3/8" wall thickness and come with a standard spacing of 4" minus.

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International Truck launched its new Class 6/7 International® MV™ series. The series is designed to work harder all day, every day with redesigned features including a new premium gauge cluster, column mounted stalk shifter and a best-in-class HVAC system, designed for reliability. An advanced electrical system streamlines chassis and body equipment integration and allows customers to program automated tasks.

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BUSINESS BRIEFS

Taylor Machine Works joins Pettibone as new dealer

■ Pettibone/Traverse Lift, LLC added Taylor Machine Works to its dealer network. Taylor will carry Pettibone Cary-Lift pipe and pole handlers for multiple states across the southern U.S., including Virginia, North Carolina, Tennessee, Alabama, Mississippi, New Mexico and several counties in Texas.

Founded in 1927, Taylor Machine Works is a family owned company under third generation management with roughly 1,000 employees across the country. Taylor boasts 14 factory stores to provide sales, service and support for its own line of equipment as well as its manufacturer partners.

Pettibone/Traverse Lift, LLC is part of the Pettibone, LLC Heavy Equipment Group.

Dr. Kummer Peiry rejoins SERI board of directors

■ Sustainable Electronics Recycling International (SERI) announced the return of Dr. Katharina Kummer Peiry to SERI's board of directors. During her five year tenure as head of the Secretariat of the Basel Convention, hosted by the United Nations Environment Program (UNEP), she championed the concept of waste as a valuable resource. Her efforts in this area contributed to the inclusion of this concept in the Basel Convention's 10-year Strategic Framework, and in the Cartagena Declaration on the Prevention, Minimization and Recovery of Hazardous Wastes.

She continues to lend her expertise and forward thinking in international law and policy related to waste management and the circular economy through her consulting firm, Kummer EcoConsult, where she advises and supports both public and private sector entities.

While most of her career has focused on environmental policy, Dr. Kummer Peiry also served at the World Health Organization (WHO) from 2015-2017, where she was Senior Legal Advisor with the Secretariat of the WHO Framework Convention on Tobacco Control. Among her most notable accomplishments at WHO include her work on the Protocol to Eliminate Illicit Trade in Tobacco Products, and the establishment of the Panel of Experts on the Protocol to advise countries on the complex mechanisms they must establish to be able to implement the Protocol. Kummer Peiry notes that combatting illegal trade in tobacco products poses many of the same challenges as combatting illegal traffic in e-waste.

Nucor declares 180th quarterly cash dividend

■ The board of directors of Nucor Corporation declared the regular quarterly cash dividend of \$0.38 per share on Nucor's common stock. This cash dividend is payable on May 11, 2018 to stockholders of record on March 29, 2018, and is Nucor's 180th consecutive quarterly cash dividend.

Vortex Companies acquires Stag Technologies

■ Vortex Companies has acquired Utah based Stag Technologies, a high-performance coatings manufacturer catering to the water, sewer and industrial infrastructure marketplace.

Stag specializes in developing and delivering 100 percent solids products with zero VOCs. They offer a full line of products to handle water, wastewater, industrial infrastructure rehabilitation, as well as specialty materials for commercial flooring and walls. Stag's in-house formulators have decades of experience in developing environmentally friendly epoxies and urethanes.

Veolia's U.S. Industrial Cleaning Services sold

■ Brown Gibbons Lang & Company (BGL) announced the sale of the U.S. Industrial Cleaning Services Division of Veolia Environmental Services North America, LLC, a subsidiary of Veolia North America, Inc. to Clean Harbors, Inc. BGL's Environmental & Industrial Services team served as the financial advisor to Veolia in the transaction.

Headquartered in Houston, Texas, Veolia's U.S. Industrial Cleaning Services Division is a national provider of industrial cleaning services with total 2017 revenue of approximately \$210 million. Operating from more than 60 locations across the U.S., many of which are nested inside customer facilities, Veolia's U.S. Industrial Cleaning Services Division provides a broad range of specialized and critical services to an extensive customer base. Such services include industrial vacuuming, hydro-blasting, tank cleaning, chemical cleaning, total waste management, decontamination and transportation.

The division's workforce, extensive fleet of more than 600 specialized vehicles and equipment, industry leadership in Hands Free™ technologies, and safety have enabled it to become a service partner to a wide range of refining, chemical, automotive, power generation and other industrial customers nationwide.

ALLU celebrates three years without injuries

■ Factory and operational health and safety are increasingly becoming major issues for manufacturers of construction equipment. Finnish based manufacturer ALLU, announced that for the third year in a row, there have been no injuries at its Pennala, Finland manufacturing plant.

This tremendous achievement is due to the ALLU team embracing the concept of total health and safety in the factory, with the well-being of the ALLU staff being paramount to the production process.

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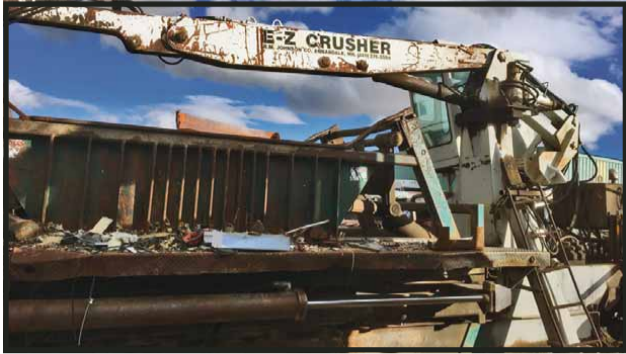
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Tariff on international steel imports jolts players in the metal industry

by MAURA KELLER

mkeller@americanrecycler.com

President Donald Trump recently imposed sweeping tariffs on steel and aluminum that could lower profits for manufacturers of everything from pickup trucks to canned soup, or result in higher prices for consumers and have an impact on recycling companies. About one-third of the 100 million tons of steel used each year by American business is imported, while imports account for more than 90 percent of the 5.5 million tons of aluminum used by U.S. companies.

The tariffs were imposed at a time when the metal industry was improving. According to George T. Haley, Professor of Marketing & International Business, University of New Haven, the steel and aluminum industries have had improved performance in recent months.

“U.S. steel exports slumped in December but turned back upward in January,” Haley said. “Steel’s futures market indicated the upturn would continue. Inventory trends were favorable as the inventory to shipment levels were decreasing. Additionally, order lead times were increasing.”

Aluminum suffered a significant downturn in 2017 from 2016’s performance, but an upward trend that began in September 2017 was continued in the first months of 2018.

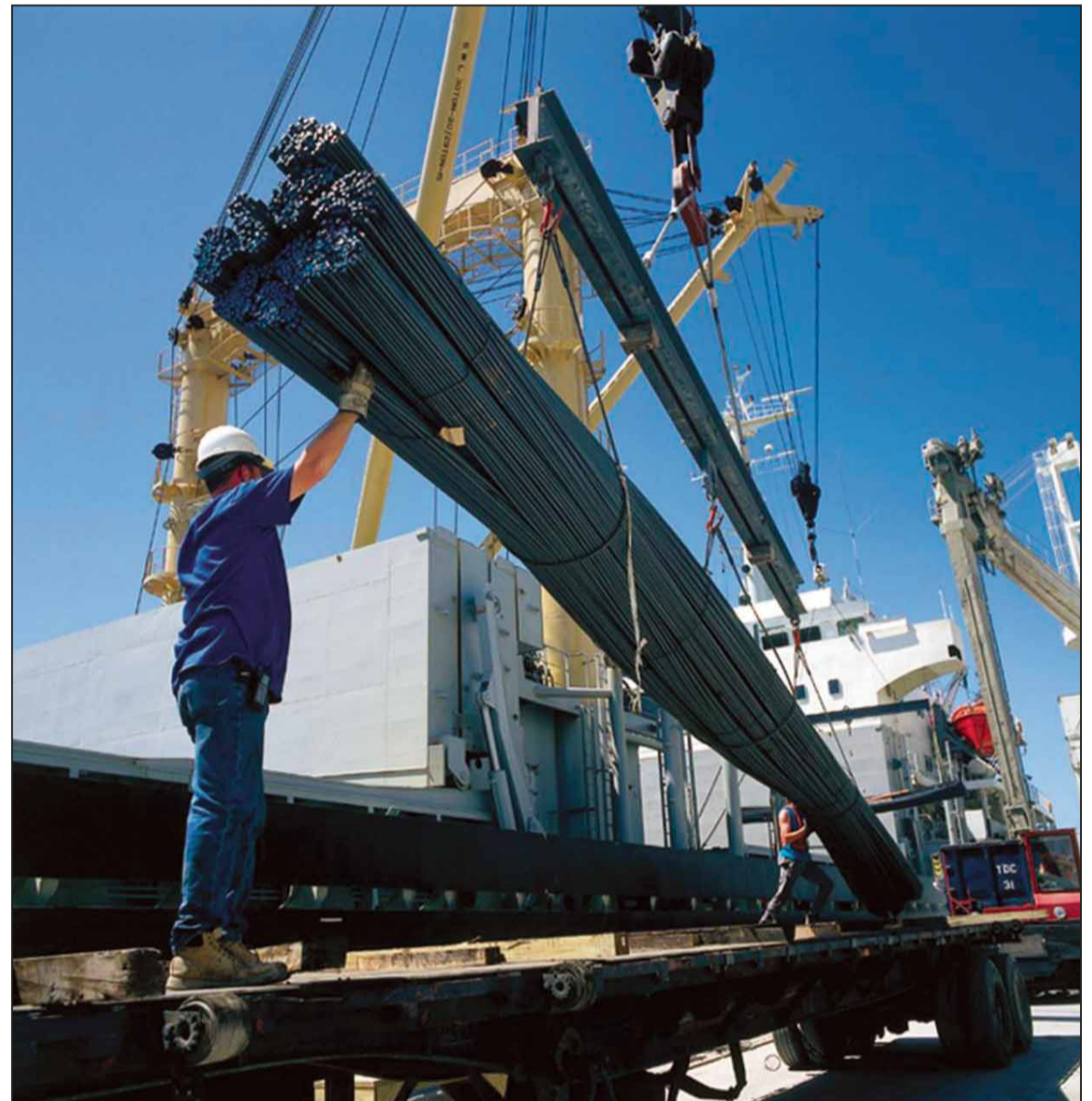
“That said, based on the expectations of the tariffs

going into effect, U.S. Steel is reopening one of its two blast furnaces at its Granite City Plant and plans for major investments have been announced in the aluminum industry. Century Aluminum has also announced plans for a \$100 million investment,” Haley said. On the negative side, Haley explained that steel buyers have reacted negatively to the announcement citing the uncertainty that the president’s announcement introduced to the market.

“Generally speaking, when the steel buyers’ sentiment index turns downward, steel purchases follow the sentiments downward,” Haley said. Retaliation toward the tariffs would mean higher prices on aluminum and steel in the U.S. as well as the higher prices on all products using imported aluminum and steel. The tariffs also affect all steel and aluminum imports, from all countries except Mexico and Canada.

As Jeff French, Grant Thornton national managing partner further explained, “The proposed 25 percent tariff on steel imports and 10 percent tariff on aluminum imports would hit manufacturing especially hard and impact a wide variety of industries. U.S. automakers, already struggling with higher commodity costs and declining sales, would likely be significantly impacted. The sector accounted for 26 percent of U.S. steel demand in 2017.”

According to French, Ford (the number two U.S.



automaker) reported in January that higher steel and aluminum costs would hurt 2018 profits, and blamed a poor fourth-quarter performance, in part, on higher commodity costs.

“Implementation of new tariffs could mean the choice between lower margins and lower sales,” French said.

While the proposed tariffs would benefit U.S. based raw steel and aluminum producers, French suggested that, “The manufacturers who consume these inputs, and who far outnumber the small group of companies that will benefit, will see their costs rise.”

While significantly increased prices of domestic steel and aluminum will benefit steel producers, one major concern is that the move could trigger a trade war that could negatively impact NAFTA negotiations. However, French said, the primary driver of the

See STEEL IMPORTS Page B6

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Real Alloy Holding agrees to asset purchase

Real Alloy Holding, Inc. disclosed that the company and the ad hoc group comprised of certain Real Alloy note-holders led by funds and accounts managed by DDJ Capital Management have reached an agreement in principal with the Official Committee of Unsecured Creditors under which the committee will support the sale of Real Alloy to the noteholder group pursuant to the terms and conditions of an asset purchase agreement filed with the Bankruptcy Court on March 8, 2018.

Under the asset purchase agreement, the noteholder group has agreed to acquire substantially all of Real Alloy's U.S. and international operations for an estimated total purchase consideration of approximately \$364 million, plus the assumption of certain liabilities. The noteholder group's bid will remain subject to higher and better bids, as contemplated by the bid procedures approved by the Bankruptcy Court.

As part of reaching an agreement with the Committee, the asset purchase agreement provides for the assumption by the buyer of certain priority and unsecured claims of the estate. Specifically, the purchaser has committed to assume up to US\$18.6 million in liabilities on account of these claims. Under the asset purchase agreement, 503(b)(9) claimants may receive as much as 100

percent on account of their claims as an upfront payment at closing in exchange for terms including negotiated credit limits, volume and pricing. Vendors holding general unsecured claims may also receive recoveries on their claims, depending upon credit and other commercial terms offered.

Under the terms of the "stalking horse bid", the company is expected to see its secured debt obligations reduced by approximately \$200 million, which will provide the company with a strong balance sheet and ample liquidity post Chapter 11 emergence.

During this process, Real Alloy will continue its operations uninterrupted in the ordinary course of business, and will meet day-to-day obligations to its customers, suppliers of goods and services, and employees.

Terry Hogan, president of Real Alloy, stated, "We remain on track to complete the sale process as planned by the end of April and are pleased that Real Alloy's secured and unsecured creditors have been able to reach a mutually agreeable settlement at this time. This paves the way forward for the company. As we work as expeditiously as possible toward closing, our day-to-day operations will move forward as usual, and we look forward to providing further updates in the coming weeks."

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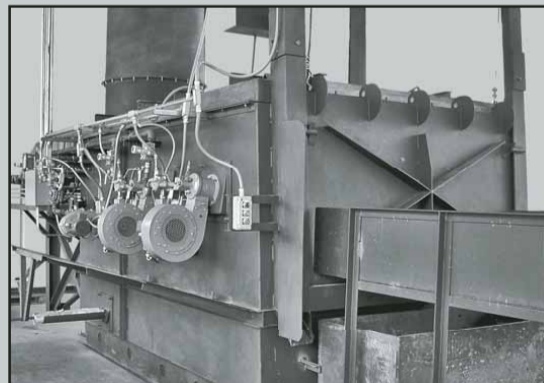
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Section 232 decision restarts U.S. Steel's blast furnace

United States Steel Corporation plans to restart the B blast furnace at its Granite City Works in Illinois as a result of President Donald Trump's proposed blanket tariff on imported steel, the company said.

"Our Granite City Works facility and employees, as well as the surrounding community, have suffered too long from the unending waves of unfairly traded steel products that have flooded U.S. markets," U. S. Steel president and chief executive David B. Burritt said in a statement.

"The Section 232 action announced by President Trump recognizes the significant threat steel imports pose to our national and economic security."

The B furnace is one of Granite City's two blast furnaces, both of which were idled in December 2015, along with the rest of the hot end and the strip mill. The company blamed the decision

on global overcapacity and competition from unfairly traded imports.

Although U. S. Steel restarted the strip mill in February 2017 to give itself some operating slack as it quickened the pace of its asset revitalization program, the blast furnaces have remained in mothballs.

U. S. Steel said the restart could take up to four months. It anticipates recalling about 500 employees beginning this month.

"We've worked closely and cooperatively with leadership of the United Steelworkers to develop a plan that will help us work through the restart process in the safest, most efficient manner possible while enabling longer-term collaboration designed to improve the plant's competitiveness," Burritt said.

The furnace has a nameplate capacity of 1.2 million tons annually, according to AIST records.

Novelis acquires Sierre facilities and other assets

Novelis Inc., a leader in aluminum rolling and recycling, announced it signed a binding agreement to acquire operating facilities and manufacturing assets at its Sierre plant that have historically been leased. By doing this, Novelis will gain additional flexibility to continue serving the growing automotive aluminum sheet market and provide a more secure and stable future for its employees, customers and the community. The acquisition from Constellium, which is co-located on the site, is expected to close in the first quarter of fiscal 2019, subject to customary closing conditions.

"This acquisition further solidifies our leadership position in the automotive aluminum sheet market and provides us with the strategic flexibility to evaluate future growth opportunities in Europe," said Steve Fisher, president and chief executive officer, Novelis.

As part of the acquisition, Novelis will establish a joint venture with Constellium to administer shared infrastruc-

ture activities across the entire Sierre facility, which is expected to provide an efficient, long-term solution to both parties. Constellium will continue to own and operate its cast houses, plate, and extrusion manufacturing plants. Novelis will retain its Research and Technology Center that offers technical assistance, research and product development to its automotive customers.

Focused on the production of aluminum sheet for the automotive industry, Novelis' Sierre plant has been supplying the market for more than 20 years and is the leading location in Europe for the production of aluminum sheet for the automotive industry. Novelis maintains at Sierre a fully integrated system, covering the entire process from casting to finishing. The casthouse is capable of casting standard single alloys as well as multi-alloy ingots. In addition to its hot and cold rolling mills, the plant operates a state-of-the-art continuous annealing line for automotive sheet and has laser cutting capability.

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ArcelorMittal names new president

ArcelorMittal chief financial officer Aditya Mittal has been appointed as the company president.

In a statement, the company said the promotion reflects Mittal's increasing global strategic role throughout the organization. In addition to his role as chief financial officer, he is the chief executive of ArcelorMittal Europe.

He will continue to hold those responsibilities. He is the son of chairman and chief executive Lakshmi Mittal.

In other personnel news, the company said executive officer and executive vice president Henri Blaffart will retire at the end of the month. Blaffart currently serves as a member of the management committee and as head of human resources and corporate services.

Blaffart has overseen ArcelorMittal's global human resources efforts since 2013 and took on the oversight for its legal, communications, corporate responsibility, capital goods, purchasing, shipping and IT functions in 2014.

Blaffart began his career with ArcelorMittal in 1978, when he was hired on as a civil engineer in charge of product development with a predecessor company. He later left for a position with the University of Liege in Belgium to lead on research projects, but returned to a predecessor company Metal profil Belgium, where he worked his way up to chief executive.

Bart Wille recently joined ArcelorMittal from steel wire processor Bekaert. Prior to that, he held a number of human resources-related positions with Unilever.

Global crude steel production rose in 2017

Rank	Country	2017 (Mt)	2016 (Mt)	%2017/2016
1	China	831.7	786.9	5.7
2	Japan	104.7	104.8	-0.1
3	India	101.4	95.5	6.2
4	United States	81.6	78.5	4.0
5	Russia (e)	71.3	70.5	1.3
6	South Korea	71.1	68.6	3.7
7	Germany (e)	43.6	42.1	3.5
8	Turkey	37.5	33.2	13.1
9	Brazil	34.4	31.3	9.9
10	Italy	24.0	23.4	2.9

SOURCE: WORLDSTEEL

According to the World Steel Association, the world's steelmakers produced 1.69 billion metric tons of steel, up from 1.61 billion metric tons in the prior year.

"Crude steel production increased in all regions in 2017 except in the (Russian Commonwealth), which has remained stable," the association said.

In the U.S., production rose 4 percent to 81.6 million metric tons, enough to retain its ranking as the world's fourth-largest producer.

Annual production for Asia was 1,162.5 Mt of crude steel in 2017, an increase of 5.4 percent compared to 2016. China's crude steel production in 2017 reached 831.7 Mt, up by 5.7 percent on 2016. China's share of world crude steel production increased from 49.0 percent in 2016 to 49.2 percent in

2017. Japan produced 104.7 Mt in 2017, down by -0.1 percent compared to 2016. India's crude steel production for 2017 was 101.4 Mt, up by 6.2 percent on 2016. South Korea produced 71.1 Mt of crude steel in 2017, an increase of 3.7 percent compared to 2016.

In India, steelmakers produced 101.4 million metric tons, up 6.2 percent from 2016. 2017 was the first time Indian steel production exceeded 100 million tons. India remains the world's third-largest producer, behind Japan and China. Japanese production slipped in 2017, inching down 0.1 percent to 104.7 million metric tons.

Steel import market share at 26 percent

Based on the Commerce Department's most recent Steel Import Monitoring and Analysis data, the American Iron and Steel Institute (AISI) reported that steel import permit applications for the month of January totaled 2,914,000 net tons (NT). This was a 17.7 percent increase from the 2,475,000 permit tons recorded in December and an 18.9 percent increase from the December final imports total of 2,450,000 NT. Import permit tonnage for finished steel in January was 2,306,000, up 22.6 percent from the final imports total of 1,880,000 in December. The estimated finished steel import market share in January was 26 percent.

Finished steel imports with large increases in January permits vs. the December final included sheets and strip all other metallic coatings (up 134 percent), reinforcing bars (up 133 percent), oil country goods (up 73 percent), line pipe (up 56 percent), hot rolled sheets (up 24 percent), hot rolled bars (up 17 percent), standard pipe (up 15 percent) and plates in coils (up 10 percent).

In January, the largest finished steel import permit applications for off-shore countries were for South Korea (362,000 NT, up 89 percent from December final), Turkey (170,000 NT, up 192 percent), Japan (135,000 NT, up 65 percent), Taiwan (125,000 NT, up 208 percent) and Germany (89,000 NT, down 15 percent).





Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$272.00	292.00	301.00	342.00	390.00
#1 Bundles	per gross ton	264.00	254.00	275.00	295.00	380.00
Plate and Structural	per gross ton	256.00	242.00	275.00	280.00	366.00
#1 & 2 Mixed Steel	per gross ton	210.00	205.00	212.00	289.00	335.00
Shredder Bundles (tin)	per gross ton	189.00	185.00	230.00	210.00	244.00
Crushed Auto Bodies	per gross ton	189.00	185.00	230.00	210.00	244.00
Steel Turnings	per gross ton	99.00	105.00	105.00	190.00	245.00
#1 Copper	per pound	2.64	2.70	2.86	2.90	2.83
#2 Copper	per pound	2.45	2.55	2.73	2.77	2.75
Aluminum Cans	per pound	0.69	0.73	0.59	0.70	0.70
Auto Radiators	per pound	1.82	1.75	1.89	1.95	1.96
Aluminum Core Radiators	per pound	0.70	0.69	0.62	0.59	0.59
Heater Cores	per pound	1.29	1.20	1.30	1.32	1.61
Stainless Steel	per pound	0.66	0.63	0.63	0.60	0.63

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

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EQUIPMENT SPOTLIGHT

Eddy Current

by **MARY M. COX**

maryc@americanrecycler.com

As long as metal is recycled, it will also be important to achieve efficient and comprehensive recovery of the material in the process.

Eddy current sorting is used when a processor wants to recover valuable nonferrous metals (e.g., aluminum), or when reactive nonferrous metals are a contaminant that must be removed from other materials (e.g., aluminum from plastics). Typical applications include automobile shredder residue (ASR), aluminum reprocessing, electronic scrap recycling, dross separation and MRF applications.



Magnapower, Alan Ross Machinery

Magnapower, in Birmingham, England, designs and manufactures three eddy current separator (ECS) models. A light-duty concentric unit for MRF/can applications; an eccentric heavy duty unit for scrap processors, eScrap and mining; and an eccentric super-fines unit for material under 4mm. All three models are available in sizes from 24" to 80". Magnapower heavy duty and super-fines model ECS units provide processors with high inductive force and high frequency performance characteristics in a standard ECS rotor. Typically, the higher the frequency of an ECS rotor, the lower the inductive force, but the Magnapower staff seeks to provide product users with both attributes. The most common configuration includes a vibratory feeder used to present a monolayer of material to the ECS, and a rare-earth magnetic drum to remove ferrous fines prior to ECS sortation.

"As the price of sensor-sorting technologies declines, there will likely be an increased adoption of that technology by smaller to medium sized processors," commented Rustin Ross, chief executive officer of the U.S. representative firm for Magnapower.

"Until then, eddy current sortation remains the most accessible path to increasing scrap margins," Ross stated. He said that Magnapower equipment is in use at three of the four largest global recyclers of metals. The firm's two labs, one in Illinois and the other in the UK, provide testing environments for client materials. The staff at the UK headquarters works to constantly innovate and develop new products for material sorting. The company also manufactures drum magnets, crossbelt magnets, can sorters, frag drums and other separation and sortation machinery and equipment, including bespoke magnetic solutions for unusual or very challenging sortation applications. Most recently, Magnapower developed a custom magnetic system for delivering a very high purity aluminum frag from difficult to sort mixed aluminum inputs.

According to Dennis O'Leary, chief business development officer at Industrial Magnetics, "Our ECS has seen great strides in terms of magnetic geometry, magnet strength, rotational speeds, unit widths and belt speeds. All these developments were employed to attack certain needs presented by an ever-changing and growing waste stream in all sectors. The initial Javelin line started with an over 2" particle size removal and an under 1.5" particle size recovery unit. We then moved on to a stronger higher polarity unit for material that can be used across the board from +5" to < 3/8" particle sizes."

O'Leary also noted, "One of the major attack points in ECS development is the 'fines recovery unit.' In



Industrial Magnetics Inc.



Sicon GmbH

talking to some processors, concerns have been voiced relative to the repeatability of ultra-fine particle recovery.

Our company will research, develop and incorporate technology in our systems that will give our customer the most marketable end-product. We want to be a problem-solver, not just a manufacturer of magnetic-based technology.

"In purchasing an eddy current or magnet, one of the single most important considerations is the customer's comfort level with the manufacturer. Is the manufacturer suggesting the equipment that will solve our problem or selling what they have available to sell? Are they going to be around when they're needed? Will they take care of problems if they arise? Do they keep spare parts on the shelf and are they reasonably priced? You can buy a great piece of equipment and rue the day you bought it if you can't get help when you need it."

Sicon America has supplied advanced solutions for the separation and refining of metals from ASR for 15 years. Besides single machines, Sicon designs complete customer-tailored processing plants, which separate all metals from ASR in the highest possible grade, ready for selling directly to smelters and refineries. "An ECS is especially helpful for gleaning small particles (ASR ultra-fines) and our Eddy Pro INPxs makes an extremely high recovery rate feasible. Also, Sicon's LaserSort Zorba product can split metal into 15 different grades in one pass. Direct supply to smelters of any metal grade

becomes a reality," claimed Heiner Guschall, managing director.

The firm's EddyPro INP series eddy, with larger rotor and higher magnetic force, rotates at a much lower RPM than other products on the market and still generates a greater force in the process. Guschall said, "Coupled with a double splitter, we find that our customers recover a foundry grade Twitch product on the long throw and a copper rich Zorba on the short throw. With this design, the EddyPro will capture Zorba down to 1/64" in size, allowing a much higher recovery. With the lower rotation, there is less heat generated on the

See SPOTLIGHT, Page B7

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Steel imports

■Continued from Page B1

tariff measure is to raise steel and aluminum production capacity from 74 percent and 71 percent respectively, to 80 percent. The Trump administration is hoping raising domestic materials prices will allow producers to gain a bigger share of the domestic demand pie.

“These tariffs would take place in a market where steel and aluminum prices are already rising,” Grant Thornton’s French said. “It’s too early to tell the impact these tariffs will have on domestic production and on potential trade retaliation, but recent history does not show a favorable trend from such tariffs. Companies should look at supply chain options to mitigate the margin impact from these tariffs.”

The Recycling Industry’s Reaction

According to Albert Cozzi, director at Cozzi Recycling, “Every one of our customers hate the tariffs. It will raise costs that they will either have to pass on to their customers or absorb themselves. They are concerned that increased prices will make them uncompetitive compared to foreign competition.”

As Cozzi explained, in the case of steel, domestic prices are already 20 percent above world prices and the domestic steel industry is making record profits and their stock prices are trading at several times what they were just a couple of years ago.

“The domestic steel industry will be helped by the tariffs but metal consumers and the American consuming public will be hurt,” Cozzi said. “Yes, employment in the domestic steel industry is a fraction of what it was in

1950. But that is a result of technological change. It takes a fraction of hours today to make a ton of steel that it used to. American steel companies have not lost employees because of foreign competitors, they have lost them to their domestic competitors through innovation.”

As far as the recycling business is concerned, Cozzi said the jury is still out as to how it will affect the industry. “If the volume of scrap generated domestically goes down because fabricating production goes down, it will hurt our business,” Cozzi said. “We are volume driven.”

Also, as far as prices are concerned, Cozzi said it is hard to tell how they will be affected. “Scrap is a world commodity so the same amount of it will be consumed with or without the tariffs,” Cozzi said. “The question is where it will be consumed. There could be dislocations. Also, as domestic steel production goes up, the demand for scrap could go up locally.”

Doreen Edelman, co-leader of Baker Donelson’s Global Business Team in Washington, D.C. has over 25 years of experience in import and export compliance, foreign investment and global expansion, with clients including Tier 1 manufacturers and automotive suppliers that would be deeply impacted by recent U.S. trade action proposals.

Edelman says that the impact of the tariffs on recyclers will depend on where the recycler gets the materials. “There are many sides of this problem,” Edelman said. “For example, will there be more work for recyclers because more U.S. metal will be recycled and reused? It will also depend if the Canadian and Mexican exporters get an exemption under NAFTA. Additionally, Congress is pushing back to

have president Trump tailor his decision on the duties, and this will for sure affect the industry. We don’t have all the information yet and the decisions are still in play.”

Metals Market Status and Effect On Pricing

As the metals market continues to improve, prices are expected to go up. As Haley explained, U.S. steel and metals prices are generally competitive, but the U.S. metals industries will not be able to satisfy demand on their own, so prices will go up due to both scarcity and the costs associated with having to pay tariffs.

What’s more, the current market is pretty good for recycling companies. Scrap metal exports are rising and as the U.S. metals industry has rebounded in recent months domestic demand has risen.

So how will the tariffs affect the recycling industry? Haley said that the tariffs will probably affect the recycling industry favorably in the short term; after that it depends on how negatively the world economy is affected by the potential, possibly likely, trade war that ensues.

“The recycling industry has benefited greatly from exports to emerging markets, especially to rapidly developing economies where steel consumption has been growing fastest,” Haley said. “These economies will be badly hit by any trade war that results in an increasingly closed U.S. economy.”

Furthermore, some experts feel that with the tariffs as announced, costs will go up in industry after industry, demand will falter leading to production declines and job losses.

“With the likely retaliation by trading partners metals industry workers, after initial job gains will start to suffer job losses” Haley said. “In a worst case scenario, the world economy will drop into a recession, and possibly a depression. Economists disagree on whether U.S. imposition of tariffs in 1930 were a major cause of the Great Depression or merely greatly exacerbated it, but either way indicates that provoking a trade war is not something to be undertaken lightly.”

Huron Valley Steel sees returns on investments

Huron Valley Steel Corporation (HVSC) president and chief executive officer Eric “Randy” Fritz said, “2015 and 2016 were challenging years, not just for us but for the entire metals recycling industry. Despite those challenges HVSC has continued to invest in new technology and is planning for growth. Now with the improved market conditions, it is refreshing to look back and realize those efforts are beginning to pay off.”

With the improved steel market and recent scrap import restrictions imposed by China, HVSC anticipates greater volumes of Zorba will be available to the U.S. domestic market for processing. As a result, Huron is pursuing added areas of corporate growth.

In addition to investments in capital improvements, HVSC has plans in place to add a secondary aluminum facility in Alabama. The greater availability of Zorba and increased demand will allow the company to expand its secondary aluminum alloy production to the South while continuing to serve its current customers’ aluminum scrap needs. The company currently melts aluminum scrap production from its Belleville, Michigan facility into a secondary aluminum ingot and sow. With the new scrap-melting furnace, HVSC plans to increase its current annual melt capacity to produce more secondary aluminum products for the automotive die casting market.

HVSC is one of the largest processors of shredded nonferrous mixed metals generated by auto shredders in the U.S. and Canada. The shredded nonferrous mix, known as “Zorba,” is processed at its two media plants in Belleville, Michigan and Anniston, Alabama. Approximately 80 percent of the nonferrous metals it recovers are aluminum alloys.

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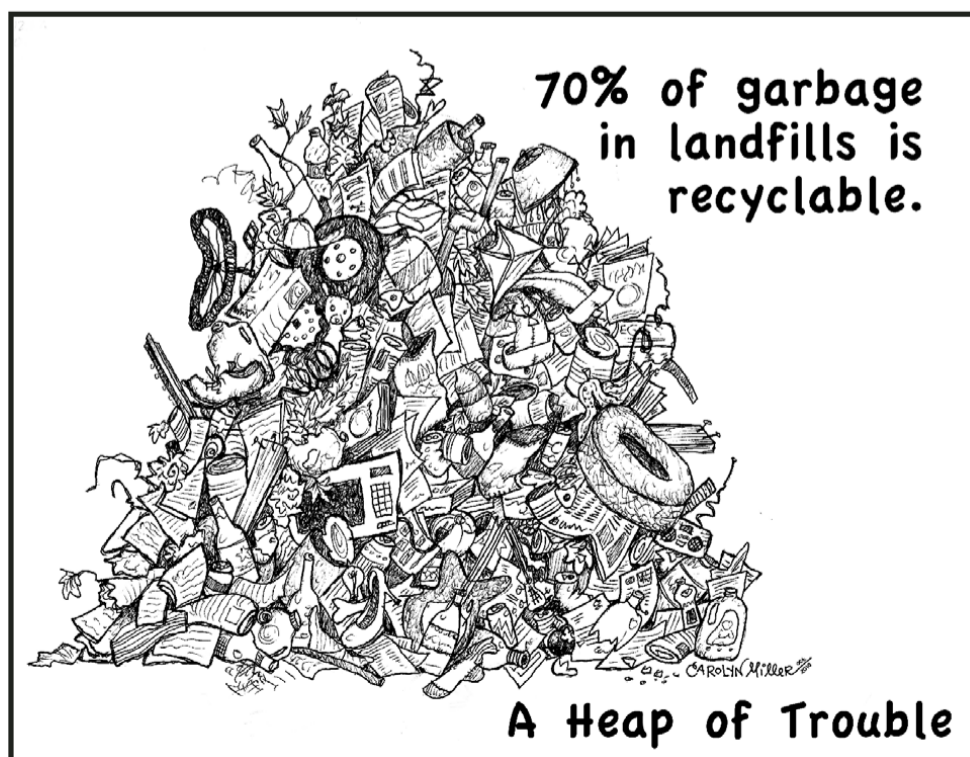
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Steel Dynamics named one of world's most admired companies by FORTUNE

FORTUNE named Steel Dynamics, Inc. one of the World's Most Admired Companies. Steel Dynamics received high marks within the metals industry.

"We are honored and humbled by this recognition," said Mark D. Millett, president and chief executive officer. "Our recognition is testimony to the strong character and determination of our employees. It is their dedication and passion for excellence that propels Steel Dynamics to the highest standard of operational and financial performance. I thank each one, and remind them, that safety is always the top priority."

According to FORTUNE, the World's Most Admired Companies is a list of the world's most respected and reputable companies in business. FORTUNE's World's Most Admired Companies are determined by a survey that evaluates corporate reputation based on nine key attributes, including innovation, people management, use of corporate assets, social responsibility, quality of management, financial soundness, long-term investment value, quality of products and or services, and global competitiveness. Executives, directors and analysts identify the companies with the strongest reputations within their industries and across industries.

Novelis expands automotive aluminum work in Kentucky

Novelis Inc., an aluminum rolling and recycling company, disclosed plans to build an approximately \$300 million automotive aluminum sheet manufacturing facility in Guthrie, Kentucky. The greenfield facility, with an annual nameplate capacity of 200,000 metric tons, will include heat treatment and pre-treatment lines, which prepare aluminum for use in vehicle parts such as body-in-white, hoods, doors, lift gates and fenders. The company expects to break ground in early spring and create approximately 125 jobs at the new facility, which is slated to open in 2020.

This investment is the latest addition to Novelis' extensive network of automotive finishing lines. Demand for automotive aluminum is expected to rise according to the 2017 Ducker Worldwide survey projection that aluminum content in North American passenger vehicles, particularly light trucks and SUVs, will increase 42 percent from its 2015 level by the year 2028.

"Aluminum is a growing material of choice for the automotive industry worldwide as auto manufacturers continue to demand more and more aluminum to produce lighter, safer and stronger cars, trucks and SUVs," said Steve Fisher, president and chief executive officer, Novelis, Inc. "Novelis will continue to innovate alongside our automotive customers to lightweight the vehicles of today while looking ahead to meet the mobility needs of the fleet-based economies of tomorrow."

The new facility will be in close proximity to Logan Aluminum Inc., a Novelis joint venture in Russellville, Kentucky, and several nearby automotive manufacturing plants.

More than 200 different vehicle models on the road today feature Novelis aluminum. Many of the world's premier brands including FCA, Ford, GM, Jaguar Land Rover and Toyota have called on Novelis to help design the safest, strongest and most durable cars and trucks.

Spotlight

■Continued from Page B4

bearings, which results in much lower maintenance needed.

The belt misalignment detector is a built in feature that decreases cost and maintenance. It keep helps prevent ripping belts and the "belt runs empty" mode, which keeps any ferritic material from being stationary over the rotor. The "belt runs empty" mode allows the belt to make a full rotation after power

loss or shutoff to ensure the belt is empty before it stops.

"Today, many old or poorly designed eddy currents are in operation, which leads to a higher load of nonferrous metals in sensor sorters. Our EddyPro product increases the recovery of Zorba significantly and makes nonferrous downstream more profitable. So, our machines are also helpful relative to the Green Fence Policy from China. The policy is a good incentive for metal recyclers to maximize metal recovery and improve the quality of the separated products," Guschall stated.

Late one Saturday evening, I was awakened by the ringing of my phone.

A breathless voice said, "Mom, this is Susan and I'm sorry I woke you up, but I had to call because I'm going to be late getting home. See, Dad's car has a flat but it's not my fault. Honest! I don't know what happened. The tire just went flat. Please don't be mad, okay?"

Since I don't have any daughters, I knew the person had mis-dialed. "I'm sorry," I replied, "but you've reached the wrong number. I don't have a daughter named Susan."

A pause.

"Oh my gosh, Mom," came the young woman's anguished voice, "I didn't think you'd be this mad!"

Nucor applauds steel tariffs

Nucor Corporation applauded President Trump's move forward to implement the tariffs on steel imports. For years, foreign producers have found every way possible to circumvent our country's trade laws and it is time for the U.S. government to aggressively use all the tools at its disposal to ensure our economic security and national defense. Taking this comprehensive action makes it clear to foreign competitors that dumping steel products into our market will no longer be tolerated.

"We thank the President for taking decisive and meaningful action to address the massive flood of dumped and illegally subsidized steel imports into the U.S.," said John Ferriola, chairman, chief executive officer and president of Nucor Corporation. "For too many years, Nucor and other American steelmakers have dealt with this chronic problem, which is fueled by foreign governments' subsidies and preferential treatment for their steel industries in violation of international trade agreements and free market principles."

The global steel industry has more than 800 million tons of excess production capacity, approximately half of which is from China. Foreign govern-

ment interference in global steel markets has disrupted trade flows and created the overcapacity problem. As a result, the U.S. steel industry has endured a prolonged downturn. While the domestic steel market was stronger in 2017, this financial performance is not sustainable if unfairly traded imports are allowed to continue entering the U.S. market. After tax profits for U.S. steelmakers still lag behind many other manufacturing sectors. Since 2010, the U.S. steel industry has averaged an after tax return on sales of well below 5 percent, while total U.S. manufacturing has averaged close to a 10 percent return on sales.

"The Commerce Department was correct in concluding that illegally traded imports impair our national security by limiting the ability of our domestic steel industry to supply national defense and critical infrastructure needs, and the Trump Administration is taking the appropriate response to this threat," said Ferriola. "Competing on a level playing field will enable us to keep doing what we have been doing for five decades – invest in our teammates, our facilities and new technology."

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