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## FOCUS: Autos

**V2V car technologies could lead to new auto recycling challenges**



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## Greater profits seen in recovering and recycling food packaging

by MIKE BRESLIN

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The more we can recover and recycle food packaging materials the greater the possibility that municipal recycling facilities (MRFs) can generate new revenue and minimize the amount of residue going to landfills. Food packaging, however, presents significant challenges, both with material separation and contamination issues, but with attention to processing there are additional profits to be had.

According to the U.S. Environmental Protection Agency's (EPA) 2012 report on municipal solid waste generation, recycling, and disposal, Americans generated about 251 million tons of trash and recycled and composted almost 87 million tons. On average, Americans recycled and composted 1.51 pounds of individual waste generation of 4.38 pounds per person, per day. Obviously, there is greater opportunity for recovery and much of it can be gained by recycling more food packaging.

Food packaging falls into two major categories: packaging used by foodservice establishments like restaurants, delis and fast-food franchises for take-out food; and packaging used by food retailers like supermarkets and grocery stores where packaged food is sold to consumers.

Foodservice packaging can include pizza boxes, deli packaging, hot and cold coffee cups, paper plates and bags, and paper and plastic packages. Retail food packaging includes dry food packages, cartons, ice cream containers, yogurt and butter tubs and lids, and steel food cans.

Eliminating and minimizing contaminants from food packaging has always been an issue for recyclers, but became a heated topic last February when China launched Operation Green Fence, a 10 month trial inspection program to prevent the importation of solid waste in contaminated shipments of recycled materials. Green Fence set a limit of 1.5 percent prohibitive, or allowable contaminant in each bale in order to keep trash out of the country. It included random inspection of all forms of imported waste for recycling

such as metal, plastics, textiles, rubber and recovered paper materials. This program was a wake-up call for U.S. exporters and a warning for possible future restrictions.

Chaz Miller, director of policy/advocacy for the National Waste & Recycling Association (NW&RA) said, "Generally speaking, when people put empty containers into their recycling bins like peanut butter or jelly jars, recycling systems are quite capable of dealing with minimum amounts of food contamination that come with those products. This includes even pizza boxes, which have always been the traditional 'don't recycle this.' I know of a number of paper mills that have said they have no problem with pizza boxes as long as the amount of food is minimal. As long as MRFs know what they are getting and it fits into their processes they can accept and recycle food packaging materials.

"Of course, MRFs want people to put into recycling bins the items that are supposed to go in them, and put them in clean. Over the years we've seen an evolution in what is meant by clean. When I got started in this business, you were supposed to take the labels off of cans and bottles. Nobody requires that anymore. You should wash out beverage containers and food containers to get the sugar out, but that is common sense. Why would you want to attract insects to your recycling bins?"

"Food packaging is part of the mix that goes into a MRF, and MRFs want people to put the right stuff into recycling bins so they maximize what's put on the curbside. MRFs are set up to process recyclable materials. They are not set up to process garbage. When people, for instance – whether it's food or nonfood packaging – put materials wrapped in a plastic bag in their recycling bin, are not doing MRFs any favors. A MRF, if it's well designed and run, wants to maximize what it recovers. The problem a MRF has is when people put what is clearly non-packaging into their recycling bins. You have people who put in gar-



Typical packaging found in foodservice operations.

PHOTO COURTESY OF THE FOODSERVICE PACKAGING INSTITUTE

den hoses, plastic bags and clothing. Anything that's not a part of a recycling program creates processing problems. Plastic bags can be a major problem because they get caught up in the gears.

"Food packaging should generally not present a problem for MRFs, but some of the laminates and multilayer packages are not currently recyclable," said Miller.

The Foodservice Packaging Institute (FPI) is the trade association for the North American foodservice packaging industry. Members include raw material and machinery suppliers, packaging converters, foodservice distributors and retailers. Lynn Dyer, FPI's president, commented on the latest developments in recycling foodservice packaging, "A few years ago several of our members came to us wanting to make their products more compostable and recyclable, instead of going into landfills. So we started the Paper Recovery Alliance and Plastics Recovery Group that specifically

concentrated on increasing recycling rates of paper and plastic foodservice packaging, respectively. We're working on several projects that will actually get more foodservice packaging recovered, composed or recycled."

"We want to make sure there are end markets for our products, that the materials actually flow properly through a MRF and that MRFs have a place to sell those products once they are recovered."

"We are developing what we call a systems based MRF-to-Market approach. Within our recovery groups we have the raw material suppliers, the converters and the operators of brands such as Starbucks, Yum! brands and McDonald's. They are now coming together to try to figure out how we make these products so they are recycled or composted. We've been doing a number of different projects and studies. For example, we did a study in Boston last year to check food

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## Teacher wins prize in Atlanta Falcons recycling program

The Atlanta Falcons partnered with Novelis for the second annual Rise Up & Recycle program to recognize those who are getting kids excited about the environment and the importance of recycling.

More than 50 schools, kindergarten through 8th grade, participated in the 2013 Green Team Recycling Program throughout the state. The challenge – share the benefits of recycling throughout the schools and find inventive ways for people to take action and recycle more.

Four representatives from participating schools in Georgia are being recognized for their outstanding contributions in leading the Green Team Recycling Program. Through this program, the Falcons organization continues to expand its impact to areas of south and north Georgia as well as Metro Atlanta.

Sixth-grade teacher Audrey Hughes of Hilsman Middle School in Athens, Georgia was named this year's Green Team Ambassador Grand Prize Winner for her relentless efforts to engage her students in the act of recycling. Hughes is no stranger to successfully leading the "green" way for her students.

Hughes created the Trash Hunger Campaign, donating all earnings to UNICEF. The Hilsman Green Team recycled over 7,000 pounds of waste during the Rise Up & Recycle Chal-

lenge. Through their efforts, the school was able to significantly reduce its use of paper, metals, and energy because of their involvement in the Challenge. As a result of Hughes' passion, Hilsman Middle School will receive a \$2,500 grant to improve the school's current recycling program and enhance environmental education.

In May of 2013, Hughes also was awarded five separate grants at the annual GreenFest Awards Ceremony. As a first year participant in the Rise Up & Recycle program, she led her school to be named September winners to kick start the program. Throughout the course of last season, Hughes created a 50 Can Challenge, recycling over 1,800 aluminum cans in the month of December. The Hilsman Green Team volunteered at the Athens Water Festival, sent 52 volunteers to the University of Georgia's Sanford Stadium in November and collected over 40 bags of recyclable beverage containers.

Hughes, Heather Scarborough from West Cobb Christian Academy in Marietta, Georgia and Courtney Owen from River Ridge Elementary in Evans, Georgia were recognized as Green Team Ambassadors and will receive a \$500 grant to improve the current recycling program and education program at their respective schools, along with a personalized, commemorative 55 gallon recycling receptacle.

*I didn't sleep very well last night, so this morning I put an energy drink in my coffee. I was half way to work when I realized I forgot my car.*

## Exide Technologies issues temporary layoff notices to recycling facility employees

Exide Technologies issued Worker Adjustment and Retraining Notification (WARN) Act notifications to its workforce at the company's recycling facility in Vernon, California. The temporary layoffs will affect 20 salaried workers, along with 104 hourly employees who are members of the United Steel Workers Union, AFL-CIO, Local No. 675.

The company made this decision following the South Coast Air Quality Management District Hearing Board's (AQMD) denial of Exide's request for a variance to obtain a limited extension of time to comply with a new "negative pressure" operational standard contained within recently amended air quality regulations (Rule 1420.1) that govern the Vernon location. In addition, the Los Angeles Superior Court denied the company's petition that would have allowed Exide to continue operating the Vernon facility until a trial on the legality of Rule 1420.1 could be held. Either the variance or the petition would have permitted Exide to operate while implementing a Risk Reduction Plan previously approved by AQMD. The Risk Reduction Plan includes \$5 million in operational improvements and capital investments to further reduce emissions, enhance compliance with the AQMD's existing air quality regulatory standards, and help to ensure compliance with recently adopted air regulatory standards.

"Because our Vernon facility is not currently operating and not able to meet the new operational standard without the necessary time to purchase, install and test

the required equipment, we had no choice but to make this very difficult decision to temporarily lay off most of our workers - some of whom are second- or third-generation Exide employees," said Robert M. Caruso, chief executive officer of Exide Technologies.

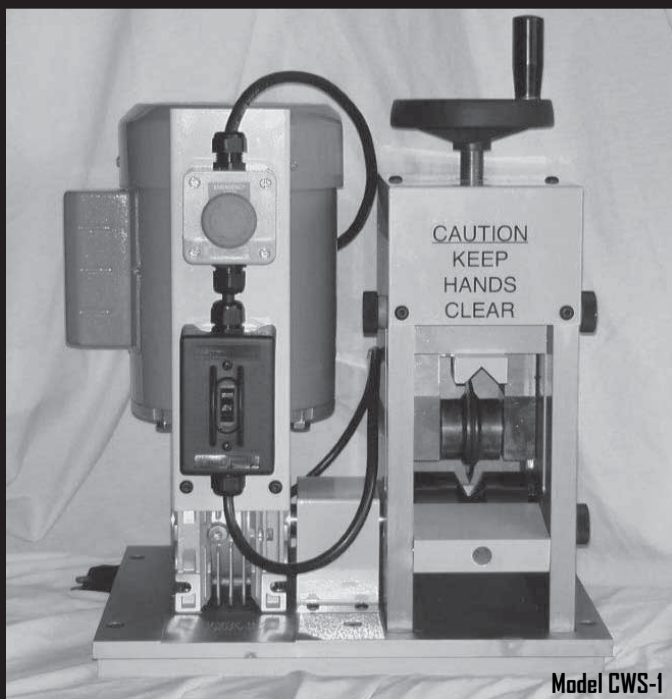
As Exide continues to evaluate the company's alternatives regarding future operations at the Vernon, California recycling facility, they have established arrangements with third party recyclers to provide tolling and continues to negotiate additional purchases to satisfy lead requirements, both of which will allow the Company to continue operations in the ordinary course.

The layoffs are another blow for residents of Southeast Los Angeles, which continues to wrestle with double-digit unemployment. The more than 100 union jobs at the plant offer stability and economic opportunity for dozens of working families in the heart of Los Angeles.

The Vernon facility, one of only two lead-battery recycling plants west of the Rocky Mountains, processed 25,000 car, truck, motorcycle and other lead-acid batteries every day in a closed-loop system, keeping them from being improperly dumped in landfills or shipped to places with weaker environmental controls. In automotive applications alone, the global car-park now exceeds one billion units. Exide Technologies has operated the Vernon recycling facility at 2700 S. Indiana Street since 2000.

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# Packaging

■Continued from Page 1

residue. One of the issues is that MRFs may not want to accept foodservice packaging because they are concerned it's really high on the food residue side. Based on the study we did in Boston, the foodservice packaging was no more contaminated than those other food packaging products that they are already accepting cartons, glass jars and metal cans."

"We are trying to take down all the different barriers that have been identified that hamper increased recovery. We are getting ready to do a second food residue study. One thing we found in Boston was that almost everything was pretty clean, not only the foodservice packaging. We're not sure if that was an anomaly, so we're doing it again in a different city."

In March, FPI released a Foodservice Packaging Recovery Toolkit geared to help communities, MRFs and end markets reduce waste and potentially generate new revenue by recovering foodservice packaging. Found online at [fpi.org/recovery](http://fpi.org/recovery), it provides resources on what is recovered, how and where it's collected and processed, and common bale specifications with added foodservice packaging.

"We're also in the middle of doing a study with the Carton Council of North America, the American Chemistry Council, the Association of Postconsumer Plastic Recyclers and National Association for PET Container Resources (NAPCOR) on flow analysis of packaging through a MRF. We are paying big bucks to put our materials through five different MRFs across the country to make sure the products are actually flowing into the bales that they need to flow into so they get sold, and not into a residue stream that ultimately ends up at the landfill," Dyer concluded.

Cartons are one segment of food and beverage packaging that holds big potential for MRFs as another fiber stream. Cartons are growing in popularity as packaging for a variety of food and beverages, including juices, soups, coconut water, dairy products and wine. And there is demand for carton bales from mills capable of processing the material.

Much of the recent recycling growth is due to the efforts of the Carton Council of North America, founded in 2009. Composed of four leading carton manufacturers,

Elopak, SIG Combibloc, Evergreen Packaging and Tetra Pak, as well as an associate member, Weyerhaeuser, the Carton Council is working to divert cartons from landfills.

"Cartons are not only a high value commodity, but represent some of the best fiber still remaining in the waste stream," said Jason Pelz, vice president, environment, Tetra Pak North America, and vice president of recycling projects for the Carton Council. "Carton recycling is a standard practice globally with 140 mills accepting cartons worldwide. The U.S. is playing catch-up, but has made great progress over the last few years. When the Carton Council began, only one mill in North America accepted cartons. Now there are eight. In 2009, only 18 percent of U.S. households had access to carton recycling. Now, thanks to collaborative efforts, 48 percent of U.S. households have access to carton recycling, and that number should soon reach 50. Consumers and communities are demanding more sustainable solutions, and pressure is increasing for everyone to recycle cartons and generate more dollars."

Since cartons are made primarily from paperboard, they provide a high-quality valuable fiber which can be recycled into other paper products, like tissues, writing paper and even building materials. In 2011, a new recycling paper grade was awarded by Paper Stock Industries specifically for cartons called Grade #52. A new grade is only granted when industry demand for a specific material justify it. In addition to the commonly recognized gable top carton, another type that is growing in popularity is aseptic cartons. Unlike gable top cartons, aseptic cartons have a thin layer of aluminum sandwiched between two of the poly layers. This aluminum layer enables the contents to be stored safely without refrigeration, making them a convenient choice for milk and juice. When handled properly, the poly/aluminum layer from aseptic cartons and the poly layer from gable top cartons can also be recycled into products.

Access to curbside collection of cartons has increased dramatically. Seventy-three of the top 100 largest cities now have access to carton recycling and new communities are being added every month. For example, recently Sioux Falls, South Dakota and Kansas City, Kansas, started accepting cartons, among numerous other communities in New York, Georgia, North Carolina, Ohio and Pennsylvania. Forty-six states now

have carton recycling and access continues to expand as waste management professionals and local governments recognize the value of cartons.

Resa Dimino, NAPCOR's director of public policy offered, "We've been pleased to work with the Foodservice Packaging Institute to increase recovery of PET thermoformed packages. This builds on work we started in 2007, when our membership was broadened to include PET thermoformers and we began research on how PET thermoforms can be incorporated into recycling programs."

Dimino pointed out that one of NAPCOR's core objectives is to increase recycling of PET thermoforms without harming PET bottle recycling infrastructure and make recycling of PET thermoforms as easy and accessible as recycling PET bottles.

"While we are encouraged by this developing market, we are not yet broadly promoting the inclusion of PET thermoforms in PET bottle bales," Dimino continued. "The PET reclaiming industry is mixed in its ability to handle this material. Some reclaimers are aggressively seeking PET thermoforms and sourcing mixed bales of PET thermoforms and bottles. And, there are a number of reclaimers that are not processing thermoforms and asking their suppliers to exclude them from bottle bales."

Dimino suggested that MRFs talk to their markets to see if they will accept some PET thermoforms in bottle bales. FPI has published a map that shows reclaimers accepting mixed bales.

"We are working through the issues to ensure that the PET reclaiming industry as a whole is ready to accept thermoforms before we ask all municipalities to put PET thermoform materials in PET bottle bales. Recyclers are looking for more material and we are sure that thermoforms can be an important new feedstock stream for the PET industry.

Food contamination from residue has not been found to be significantly different between thermoforms and other packaging as shown by the FPI study. Also, we haven't heard it as an issue from our members," said Dimino.

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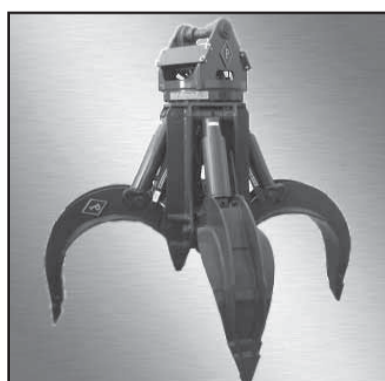
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## Events Calendar

### May 4th-7th

**The Federation of New York Solid Waste & Recycling Conference with Trade Show.**

The Sagamore, Lake George, New York.  
518-541-2548 • [www.nyfederation.org](http://www.nyfederation.org)

### May 5th-8th

**AISTech 2014, The Iron & Steel Technology Conference and Exposition.**

Indiana Convention Center, Indianapolis, Indiana.  
724-814-3068 • [www.aist.org](http://www.aist.org)

### May 6th-8th

**12th Annual CARE Conference.**

Seattle Renaissance, Seattle, Washington.  
706-428-2127 • [www.carpetrecovery.org](http://www.carpetrecovery.org)

### May 12th-13th

**Biopolymers Symposium.**

Loews Philadelphia Hotel, Philadelphia, Pennsylvania.  
207-781-9637 • [www.smitherspira.com](http://www.smitherspira.com)

### June 24th-27th

**Air & Waste Management's 107th Annual Conference & Exhibition.**

Long Beach Convention Center, Long Beach, California.  
412-904-6003 • [www.awma.org](http://www.awma.org)

### August 26th-28th

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## Colleges and universities recover 89.1 million pounds of recyclable materials

Rutgers University and United States Military Academy (West Point) are just two of the schools topping the rankings of the annual RecycleMania Tournament, which leverages campus spirit to increase recycling and waste reduction at colleges and universities across the U.S. and Canada. All told, 461 schools participated this year representing more than 5.3 million students from all 50 states, the District of Columbia and Canada.

Colleges and universities competing in the eight-week competition are ranked according to how much recycling, trash and food waste they collect. Between the early-February kickoff and the tournament's final day on March 29, participating schools recycled or composted 89.1 million pounds of recyclables and organic materials.

In addition to Rutgers and West Point, the colleges and universities taking home top prizes include:

- Grand Champion (percentage of overall waste that is recycled): Antioch University (93.13 percent).

- Per Capita Classic (total pounds of recyclables per person): Kalamazoo College (48.62 lbs.).

- Waste Minimization (least overall waste per person): Valencia College (2.87 lbs.).

The national winners of each category are recognized with an award made from recycled materials.

During this 14th annual tournament, updated weekly rankings allowed schools to track their performance in eight categories – measuring their recycling rate; overall recycling by weight; least amount of total waste; and per capita recovery for paper, cardboard, cans and bottles, and food waste. Colleges also participated in special categories targeting electronics, film plastics and waste materials generated at home basketball games.

The competition is made possible with the sponsorship support of the American Forest & Paper Association, Alcoa Foundation, The Coca-Cola Company and SCA.

## Lincoln Square recycling started

The Lincoln Square Business District and the New York City Department of Sanitation (DSNY) has launched a cooperative expansion of a new public space recycling bin program.

The DSNY added 22 recycling cans in Lincoln Square, 11 for paper

and cardboard and 11 for glass, metal and plastic.

The bins have been strategically placed in the Lincoln Square area as part of the new program that the city plans to expand.

## ISRI presents Lifetime Achievement Awards

The Institute of Scrap Recycling Industries (ISRI), presented the ISRI Lifetime Achievement Award to three people who demonstrated dedication to the success of the association and the industry: Stanley Kramer, Kramer Metals; Howard Meyers, Quexco; and Sandy Shapiro, Cambridge Iron & Metal.

In the early 1950s, Kramer left school to join his brother, Howard, in operating the family's scrap business to support the family. In the late 1950s following Kramer's return from military service as a ship's baker in the South Pacific, Kramer and Howard slowly transformed the business into a full service scrap yard. The business grew and the materials diversified, enabling the brothers to invest in their first yard in 1967. Kramer soon became very active in ISRI and one of its predecessors, the Institute of Scrap Iron and Steel (ISIS). He served all leadership positions in the Southwest Chapter, vice chair of the ISRI Convention Committee, chair of the ISRI Chapter presidents' Council along with numerous committee positions.

Howard Meyers started working at age 13 doing yard work and other hourly jobs. While attending college he worked at Revere Smelting and Refining and began his education in the metals business. By 1970, Meyers purchased the company and became its president and chief executive officer. Throughout the decade, Meyers trans-

formed his initial purchase of Revere into a highly successful holding company, Quexco. Today, Quexco operates 17 nonferrous smelting and refining facilities, three anode and flat roll producing facilities, and a variety of plastic-related and mining businesses around the globe. One of the company's affiliates it is the largest lead producer in the world. Meyers was committed to the industry through his association activities and was instrumental in forging the merger between the National Association of Recycling Industries (NARI) and ISIS in 1987 to form ISRI. He has the unique distinction of being NARI's last president and ISRI's first.

Sandy Shapiro got his start in the industry when he entered the family scrap business, Cambridge Iron & Metal. As the business grew, Shapiro became actively involved in association work, first with ISIS where he served as Chapter president and later Public Relations Committee Chair. In 1982, Shapiro was elected as first vice president of ISIS and then in 1984 became ISIS president. It was during this time that Shapiro was involved in secret negotiations with representatives of the NARI to merge and form a single, stronger association. Later that year, Sandy was one of the leaders who negotiated the purchase of Scrap Age Magazine to become the new association's magazine. Now called Scrap magazine, it has a circulation of more than 10,000 global readers.

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## RUBBER

### RMA's Blumenthal to retire

The Rubber Manufacturers Association (RMA) disclosed that Michael Blumenthal, vice president, Environment & Resource Recovery will retire from RMA effective July 11, 2014. Blumenthal has led RMA's scrap tire management effort since 1990.

RMA hired Blumenthal in October 1990 as the executive director of RMA's Scrap Tire Management Council. At the time, scrap tire stockpiles were identified as a leading solid waste problem in the U.S. Only 11 percent of all scrap tires went to an end use market while EPA estimated that more than 1 billion scrap tires were in piles. Today, about 85 percent of scrap tires are reused in a market and tire stockpiles have been reduced to slightly more than 100 million tires.

Few viable scrap tire markets existed in the early 1990s and most states were in early phases of developing scrap tire management programs. RMA mounted its effort to address the environmental problems posed by scrap tires

through advocacy of state regulations, development of end use markets and stockpile abatement. RMA also sought to compile and make available pertinent information on scrap tire management, abatement, markets and other research as it became available.

Blumenthal has coordinated nearly three dozen national and regional conferences on scrap tire management and spoken at more than 200 trade shows and conferences since 1990. He also has led RMA activity to address scrap tire issues along the US/Mexico border since 1995 and was the signatory for the U.S. tire manufacturers commitment in an accord between the U.S. and Mexico.

Among his early successes, Blumenthal played an integral part to help publish numerous studies and reports on scrap tire markets; a report on tire leachate, a comprehensive report on tire derived fuel emissions and a manual that provides an overview of the issues to consider to start a scrap tire business.

### Daughtrey honored with award

Tommy Daughtrey, of Four D Corp, is the winner of the Institute of Scrap Recycling Industries (ISRI) Tire Processor Chapters' Service to Industry Award. The award was presented at the 2014 ISRI Annual Convention in Las Vegas during a meeting of the Tire Processor Chapter.

Tommy Daughtrey is president of Four D Corp, a tire recycling facility in Duncan, Oklahoma. Western Welding

Supply had 13 store locations over southern Oklahoma and North Texas. The family business was sold to Airgas and Daughtrey and his father and brother started Four D Corp in 1994.

Daughtrey also serves on the board of directors of the Bank of Commerce, the Parks and Recreation Board, and is on the board of directors of the Waurika Lake Water Conservancy District.

### Recycler fined for violations

The Oregon Department of Environmental Quality (DEQ) has issued a penalty totaling \$27,330 to RB Recycling Inc. for repeated stormwater discharge permit violations at two of the company's tire processing facilities in north Portland.

The violations occurred at RB Recycling facilities and occurred during the 2012-2013 stormwater monitoring period. The Burgard facility operates under a DEQ issued permit, which allows it to discharge stormwater generated on the site into the nearby Willamette River under strict regulations. The Borthwick facility, while no longer processing tires, remains regulated under a similar permit while sources of contamination remain on site. The Borthwick facility discharges to the nearby Columbia Slough.

DEQ fined RB Recycling for numerous permit violations, including failing to monitor stormwater discharge for pollutants as required, failing to inspect its discharges for observable pollutants on a monthly basis and failing to take proper corrective action when its discharges exceeded allowable levels of certain pollutants. DEQ was especially concerned that these violations were repeated and have not been corrected despite the fact that the city of Portland's Bureau of Environmental Services, which administers the two RB Recycling permits for the state, sent written warnings to the company in the past. Additionally, DEQ issued RB Recycling similar penalties for stormwater permit violations at the Borthwick Avenue facility in 2009 and 2012.

Approximately \$3,500 of the penalty represents the estimated economic benefit RB Recycling gained by avoiding the costs of following permit terms as required.

## PAPER

### AF&PA releases paper reports

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

#### Containerboard

Containerboard production decreased 8 percent from January and was 2 percent higher compared to the same month last year. The month-over-month average daily production increased 1.9 percent. Shipments for February were 2,692.1 tons. The containerboard operating rate for February increased 1.8 points from January, from 94.6 percent to 96.4 percent.

#### Boxboard

Total boxboard production decreased 1.3 percent when compared to February 2013 and decreased 8 percent from January. Unbleached kraft boxboard production in February decreased over the same month last year and decreased compared to January.

Total solid bleached boxboard and liner production decreased compared to February 2013 and decreased compared to last month. The production of recycled boxboard increased compared to February 2013 but decreased when compared to January.

#### Kraft Paper

Total kraft paper shipments were 121.6 thousand tons, 5.1 percent lower compared to the prior month. Bleached kraft paper shipments were 3 percent lower than January, while unbleached kraft paper shipments were down 5.3 percent. Overall, shipments for the first two months of 2014 were 4.5 percent lower than the same period last year. Total month-end inventories decreased 8.8 percent compared to January.

#### Printing-Writing Paper Report

Total printing-writing paper shipments decreased 3 percent in February compared to February 2013, with total inventories decreasing 3 percent from January levels.

Additional key findings:

- Uncoated free sheet (UFS) paper shipments in February decreased 5 percent compared to February 2013. YTD shipments are down 8 percent in 2014.

- February coated free sheet (CFS) papers shipments were down 1 percent compared to the same period in 2013.

- Uncoated mechanical (UM) paper shipments increased 7 percent in February, the fifth year-over-year increase in the past six months. Year-to-date shipments of UM are up 2 percent compared to 2013.

- Coated mechanical (CM) shipments in February decreased 6 percent compared to February 2013. Imports of CM in January were down 16 percent relative to the same period in 2013.

*A boy asked his father, "Dad, are bugs good to eat?"*

*"That's disgusting — don't talk about things like that over dinner," the dad replied.*

*After dinner the father asked, "Now, son, what did you want to ask me?"*

*"Oh, never mind," the boy said. "There was a bug in your soup, but now I don't see it."*

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## PAPER

### Carton Council launches new campaign

The City of Houston has partnered with the Carton Council of North America to launch a new recycling awareness campaign aimed at encouraging residents to recycle their food and beverage cartons. This campaign will follow the City's recent expansion to an automated recycling program, all designed to make recycling as convenient as possible for residents.

The City of Houston is a part of a national movement of communities large and small to add cartons to their recycling programs. Since the Carton Council formed in 2009, access to carton recycling has increased by 165 percent, with now more than 48 percent of all U.S. households having access. Houston's Solid Waste Management Department continues to expand its popular automated curbside recycling program, with 210,000 homes now receiving these services, and future expansions scheduled for later this year.

The campaign will include a variety of activities, such as TV public service announcements, advertising in local newspapers, online and social media activities, direct mail and outreach at local events.

Made mainly from paper, a renewable resource, lightweight and compact in design and with a low carbon footprint, cartons have proven to be a sustainable packaging solution that is growing in use for a variety of liquid and food products. Including cartons as an accepted material in local curbside recycling programs offers a better, more cost-efficient option than other proposed recovery solutions, and is a needed component for communities interested in achieving Zero Waste goals.

### RockTenn to acquire Simpson Tacoma Mill

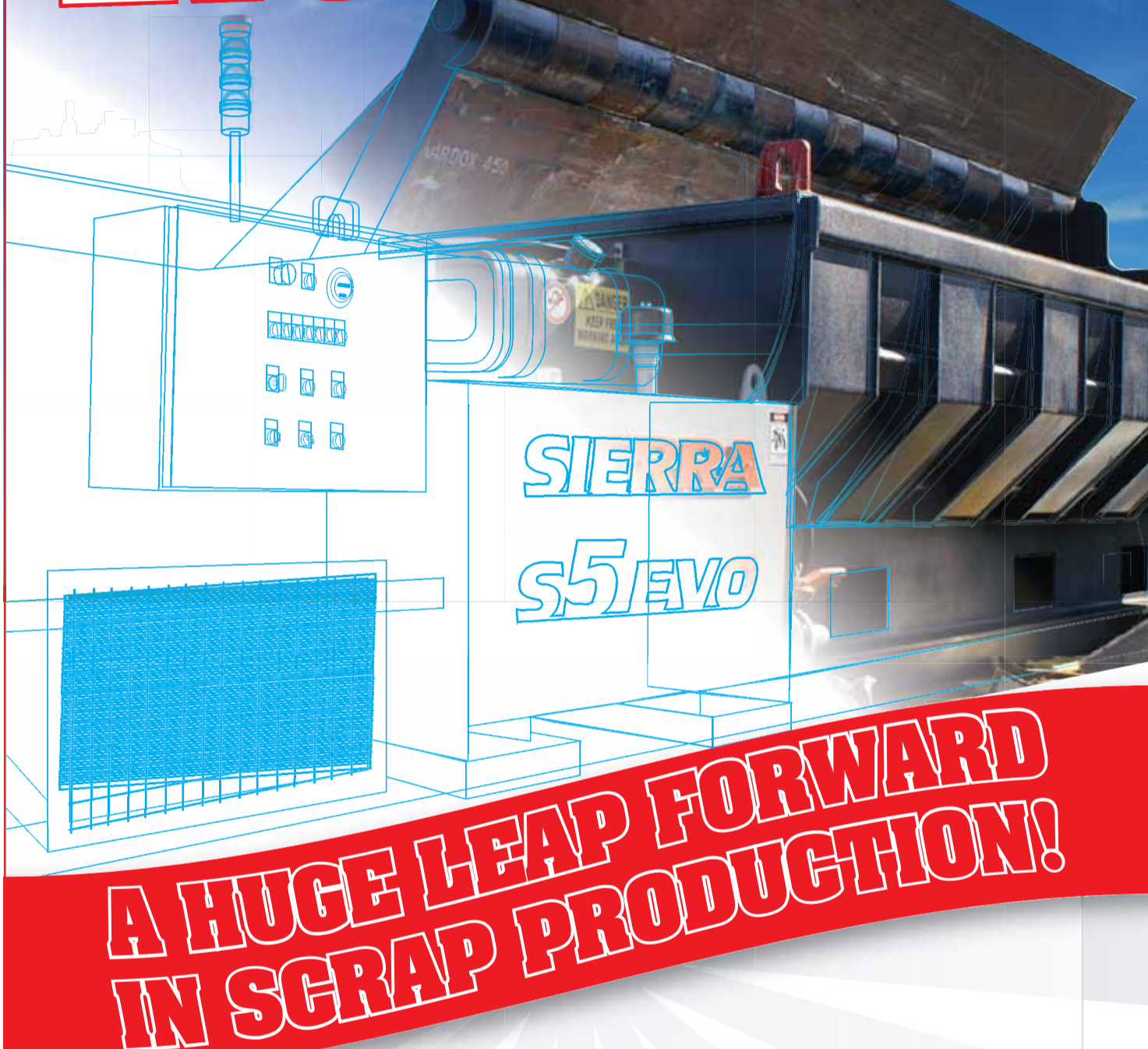
RockTenn entered into an agreement whereby RockTenn will acquire the Simpson Tacoma Kraft Paper Mill located in Tacoma, Washington, for approximately \$343 million. The purchase price reflects an EBITDA multiple of less than six times based on the mill's financial results for the 12 months ending December 2013 and the expected operating efficiencies, primarily due to the location of the mill.

In 2013, the mill produced 465,000 tons on two paper machines and two pulp dryers that made various paper grades including containerboard, specialty kraft paper and pulp. The Tacoma Kraft Mill operates a 55 megawatt green biomass fuel cogeneration facility that was completed in 2009 and sells electricity under a long-term contract.

RockTenn has committed to invest \$60 million in the mill during the next three years.

The transaction is subject to customary closing conditions and regulatory approvals.

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## PLASTICS

### MRC Polymers and SBC Recycling collaborate

SBC Recycling, headquartered in Centerburg, Ohio has entered into a collaborative recycling agreement with MRC Polymers of Romeoville, Illinois.

SBC Recycling will utilize MRC Polymer's new Romeoville, Illinois facility as a local collection center for plastic and paper goods serving the greater Chicago area. The MRC Romeoville facility complements SBC's two facilities located in Centerburg, Ohio and Powder Springs, Georgia.

MRC Polymer's new facility offers much needed additional space for sorting

and size reduction, in addition to offering warehousing and distribution to MRC compounding and external customers. It is strategically located close to multiple transportation sources and will add several green industry jobs to the area. MRC R-Source will continue to supply the compounding division as well as expand into new all-encompassing recycling programs.

SBC currently supplies MRC's compounding division with recycled engineering plastics as well as supplying olefin based materials to compounders and end users throughout the U.S.

### Recycling of rigid plastics surpasses one billion pounds

The recycling of rigid plastics excluding bottles rose to nearly 1.02 billion pounds in 2012, an increase of 10 percent over 2011 and triple the amount recycled in 2007 when the industry first began tracking rigid plastics recycling.

The "2012 National Report on Post-consumer Non-Bottle Rigid Plastic Recycling" attributes the 82 million pound increase to rapid growth in the collection of plastics beyond bottles.

"Tripling the recycling rate for rigid plastics in just six years is an amazing accomplishment," said Steve Alexander, executive director of the Association of Postconsumer Plastics Recyclers (APR).

Approximately 57 percent of the rigid plastics collected was processed in the U.S. and Canada with the remainder exported, primarily to China.

Primary domestic end uses for recycled rigid plastics include crates, buckets, pipe, auto parts and lawn and garden products. Consumer products such as cutting boards, food storage containers and other types of kitchenware are becoming popular end uses, as are toothbrushes and razors. A small portion of recycled rigid plastics is used in composite materials for products such as outdoor lumber, pallets and railroad ties.

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## ALTERNATIVE ENERGY

### SunEdison constructs 24 MW Cascade solar power plant

SunEdison has completed construction of a 24 MW direct current (DC) solar power plant located in the California desert. The Cascade solar power plant is supplying renewable electricity to San Diego Gas & Electric (SDG&E) through a 20 year Power Purchase Agreement (PPA). Wells Fargo & Company provided tax equity financing following completion of the solar power plant. Since 2007, Wells Fargo has provided tax equity and construction financing for more than 200 utility and distributed generation solar projects developed by SunEdison.

The project's PPA was awarded under the California Renewable Auction Mechanism (RAM). The RAM process is designed to ensure ratepayers get energy at a low cost by using a reverse auction and standard contracts, which

simplifies contracting and streamlines regulatory reviews. To date this is the largest solar project to come on-line under the RAM program and the first RAM project constructed for SDG&E.

The 150 acre solar power plant is comprised of more than 75,000 SunEdison Silvantis Monocrystalline Solar PV modules mounted to SunEdison AP90 Single Axis Trackers. Silvantis Modules are built using SunEdison polysilicon and wafers to ensure maximum reliability and performance. SunEdison AP90 single axis trackers help maximize energy harvest. The plant will be managed by the SunEdison Renewable Operation Center (ROC), which provides global 24/7 asset management, monitoring, field dispatch and reporting services.

### Sunvault Energy acquires half interest in CleanGen Power

Sunvault Energy, Inc. has acquired, through a share purchase agreement, 50 percent of CleanGen Inc.

CleanGen Inc. operates CleanGen Power Corp. and Cutting Edge Tire Recycling LP from the Edmonton, Alberta headquarters.

CleanGen Power Corp. operates a biomass recycling facility and is a value added recycler.

CleanGen Power Corp. plans to use its biomass wood from its recycling facility to generate electricity. This type of electricity generation technology is scalable and capable of providing power and heating systems (to remote or isolated communities including Aboriginal communities of which there are 175 in Canada); or to produce energy and sell it directly to the power grid as a commercial enterprise.

CleanGen Power Corp. has invested in engineering studies as Phase 1 of their

Integrated Waste Management Services project. The project is intended to incorporate an investment into a Class 3 Landfill with a Class 2 Transfer Station and the waste to energy technology.

In addition to the CleanGen Power Corp. operating entity, Sunvault has also acquired as part of this transaction, 50 percent of the Cutting Edge Tire Recycling LP. Cutting Edge has offices in Edmonton, Ponoka, Calgary, and is servicing the Fort McMurray area. The company has a 12.5 acre tire processing facility located in Alberta. Cutting Edge is the only off-the-road tire processor in Alberta with one of the largest and most powerful shredders in North America.

The purchase agreement calls for 19,500,000 Sunvault shares to be issued to 1,454,004 Alberta Ltd. shareholders from treasury to complete Sunvault Energy Inc.'s purchase of the 50 percent interest in CleanGen Inc.

### First Wind makes \$600,000 community benefit payment

First Wind, an independent U.S.-based renewable energy company, has made the first payment to the town of Oakfield, Maine in the amount of \$600,000 as part of the community benefit agreement. Situated about 2.5 miles from the center of Oakfield in Aroostook County, early construction on the 148 MW project began in late 2013. The Oakfield project will provide \$12 million in community benefit payments over the next 20 years. In addition to the community benefit payments, First Wind is also scheduled to make about \$15 million in tax payments over the next 20 years.

Throughout the development and planning phases, First Wind has worked very closely with the town and its Wind-power Review Committee to solicit significant community input in designing the project and establishing a community benefit partnership. As part of the local review process, First Wind made a number of commitments to the town and incorporated

those commitments into its original Maine Department of Environmental Protection (DEP) application.

Ninety percent of the funds from this first payment from First Wind to the town will be used for tax relief for town residents. The town has other plans for future uses of funds.

First proposed in 2008, the Oakfield Wind project received unanimous approval from the Maine DEP in January of 2012. In 2011, town of Oakfield residents voted 81-21 to approve the tax and community benefit agreement. The power that will be generated by the Oakfield Wind project is contracted to be sold to Massachusetts customers of four utilities as part of a 15 year contract, and will generate enough clean energy at cost-competitive rates to power about 50,000 homes.

Major construction of the project is expected to start later this year, with a completion and generation date predicted for 2015.

### Organics to energy facility opens

Harvest Power opened the Central Florida Energy Garden, an organics management and renewable energy facility that is the first of its kind in the U.S., converting organic waste into renewable biogas and natural fertilizer. The anaerobic digester will divert hundreds of thousands of tons of waste from Central Florida landfills.

Located within the Reedy Creek Improvement District (RCID), the Energy Garden uses anaerobic digestion to produce renewable biogas. When operating at full capacity, the facility will process more than 120,000 tons of organic materials annually while producing 5.4 MW of combined heat and power.

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## GLASS

# R2 Solutions clarifies CRT glass usage rules

The R2 Solutions board of directors voted unanimously to clarify that R2:2013 prohibits the use of CRT glass that no longer is considered a focus material (FM) as alternative daily cover at landfills.

"This formal clarification by the board is a win for the environment," states Clare Lindsay, a member of the R2 Solutions board and formerly of U.S. Environmental Protection Agency's (EPA) Office of Solid Waste, "the CRT crisis must be dealt with effectively and expeditiously, but not through the use of less-than-optimal environmental solutions."

The vote by the board of directors is in line with the recommendation of the R2 Technical Advisory Committee (TAC).

R2:2013's Provision 2(a)(3) states that electronics recyclers shall not direct

materials to "land disposal facilities unless no reuse or recycling options are viable." The R2 TAC and the board agreed that recycling options are viable for non-FM CRT glass and that alternative daily cover does not constitute a form of reuse or recycling under the Standard (but rather a form of land disposal).

"CRT glass is such a contentious issue. And some people suggest that with an issue like this, real consensus-based, multi-stakeholder decision-making cannot adequately protect the environment," said John Lingelbach, executive director of R2 Solutions. "Not true. Voluntary industry standards should be developed through multi-stakeholder processes; it's that simple. This decision on CRT glass supports this widely-held principle."

## Arizona fines glass recycler

The Arizona Department of Environmental Quality (ADEQ) officials disclosed that Dlubak Glass Co., Inc. has agreed to pay \$120,000 in a consent judgment approved in Maricopa County Superior Court for hazardous waste violations.

During an inspection at Dlubak's recycling company in Yuma, ADEQ inspectors found broken CRT glass throughout the facility and stained soil in several locations.

The stained soil also was observed extending about 20' into an orchard adjoining the Dlubak property.

Samples taken found levels of lead as much as 75 times more than the maximum federal and state exceedance level of 5 milligrams per liter.

In addition, the broken glass was stored in open, unlabeled cardboard containers and washing activities were conducted on an outdoor concrete pad.

Dlubak Glass hired environmental consultants, changed their operating procedures and did the soil cleanup in reaching a resolution in the case.

## ELECTRONICS

# ISRI presents Dell with Design for Recycling Award

The Institute of Scrap Recycling Industries (ISRI) announced Dell Inc. as the recipient of the 2014 Design for Recycling® (DFR) Award for two of its tablets and a laptop model representing products that emphasize recycling during every phase of the lifecycle. The DFR Award is ISRI's highest award given annually to the most outstanding contribution to products designed with recycling in mind. It recognizes proactive steps made by manufacturers who have actively incorporated DFR principles into products and processes.

The Dell Latitude 10 and XPS 10 tablets, and its Latitude E7240 laptop are being recognized with this award. They were designed with recycling in mind through striving for modularity in design; clear labelling of parts for identification, minimal use of glues/adhesives and convenient disassembly guides. The company's use of recycled materials, including nearly 8 million lbs. of recycled-content plastic in its desktops and monitors, sustainable bamboo and mushrooms for cushion material, and post-harvest wheat waste mixed with recycled-content corrugate for boxes further adds to Dell's dedication to recycling from the very early stages of product creation.

Dell received the award during the 2014 ISRI Convention and Exposition in Las Vegas.

To be eligible for ISRI's Design for Recycling Award, a product must be designed/redesigned and manufactured to:

- Contain the maximum amount of materials that are recyclable;
- Be easily recycled through current or newly designed recycling processes and procedures;
- Be cost effective to recycle, whereby the cost to recycle does not exceed the value of its recycled materials;
- Be free of hazardous materials that are not recyclable or impede the recycling process;
- Minimize the time and cost involved to recycle the product;
- Reduce the use of raw materials by including recycled materials and/or components; and,
- Have a net gain in the overall recyclability of the product while reducing the overall negative impact on the environment.

ISRI began the award more than 25 years ago. Previous winners include Cascades Fine Papers Group, Coca-Cola Recycling Company, Hewlett-Packard, The Herman Miller Company, Wind Simplicity, and the U.S. Environmental Protection Agency.

## Kuusakoski Recycling processes millions of pounds of CRT waste

Since opening its Peoria, Illinois, cathode ray tube (CRT) glass crushing plant five months ago, Kuusakoski Recycling US, has processed several million pounds of CRT glass and added 20 new jobs to the Peoria economy.

At over 40 percent of the e-waste stream, CRT devices, such as old computer monitors and televisions, dominate electronics recycling. Historically, such devices have been expensive to process across the globe.

Working in partnership with Peoria Disposal Company (PDC), Kuusakoski recycles and processes CRT tubes by crushing the glass, extracting the metal in and on the glass, and stabilizing the lead content in the funnel glass to prevent it from leaching into the envi-



ronment, all at a cost of up to 40 percent below current processing methods.

After testing, the glass material is beneficially used as alternate daily cover (ADC) at PDC's Indian Creek Landfill, which is permitted by the Illinois EPA to receive the material. Using the treated CRT as ADC offers an environmentally and socially superior alternative to the use of virgin soil to meet daily cover regulations.

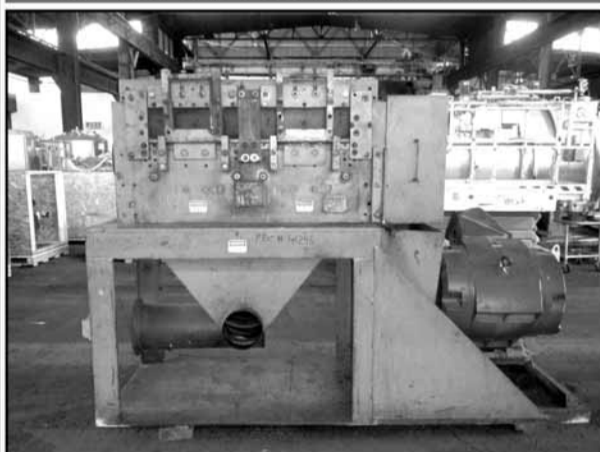
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## METALS

# Novelis debuts commercial use of evercan sheet metal



Novelis disclosed that Red Hare Brewing Company will launch the world's first commercial use of evercan™, the company's independently certified high recycled content aluminum sheet for beverage cans.

Red Hare craft beer packaged exclusively in cans made of Novelis' evercan aluminum sheet, which is made of a guaranteed minimum 90 percent recycled content, should now be on store shelves in key markets throughout the southeastern U.S.

Red Hare Brewing Company, one of the fastest-growing micro-breweries in the U.S., selected Novelis' evercan aluminum as part of its commitment aimed at reducing the company's

environmental footprint, while preserving the freshness and enhancing the taste of its finely crafted beer. Red Hare was the first craft brewery in Georgia to package its products in aluminum cans, following a trend in the micro-brewery industry to move from bottles to cans as a way to expand distribution and appeal to on-the-go consumers. Nearly 400 craft brewers in nearly every state in the U.S. are canning more than 1,300 different beers.

The company's efforts to increase the recycling of beverage cans is a key component of its strategy to dramatically increase the recycled content of its products across its global operations to 80 percent by 2020.

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METALS

Harry Squires earns safe driving award

Schnitzer Steel driver logged 40 safe years

Harry Squires of Schnitzer Steel Industries in Portland, Oregon was presented with the Institute of Scrap Recycling Industries (ISRI) Safe Driver of the Year Award for operating his entire 39 year career without a single preventable accident. During this time, Squires logged nearly 2.5 million miles on the road. The award, now in its second year, recognizes outstanding drivers who have driven a commercial vehicle for at least 20 years without incurring a preventable accident.

“Driving a truck in challenging weather conditions while hauling scrap is no easy task. Those who perform their job each and every day while keeping an emphasis on safety deserve recognition,” said Commodor Hall, ISRI’s transportation safety manager.

The award was presented to Squires at ISRI’s 2014 Convention in Las Vegas. In addition to travel to and lodging at the Convention, he received a crystal truck trophy, personalized certificate, ISRI Safe Driver leather jacket, congratulatory letter and a \$500 personal check.

The second-place winner was Bill Willis of Grossman Iron and Steel Company in St. Louis, and third-place went to Joseph Romeyn Jr. of Padnos, Inc. in Holland, Michigan.

For a list of award requirements, view this article on [www.AmericanRecycler.com](http://www.AmericanRecycler.com).

Mark D. Millett of Steel Dynamics receives 2014 AIST Steelmaker of the Year award

Mark D. Millett, president and chief executive officer, Steel Dynamics Inc. (SDI), will be named “Steelmaker of the Year” at AISTech 2014 – The Iron & Steel Technology Conference and Exposition, managed by the Association for Iron & Steel Technology (AIST). The Steelmaker of the Year Award is presented annually by AIST to recognize notable leaders for their impact on the steel industry.

The AIST Steelmaker of the Year Award will be presented in May during the president’s Award Breakfast. The breakfast program will consist of the presentation of several awards, followed by a keynote presentation by Millett entitled, “Making

Money in the Steel Industry Is Not a Mystery.”

Millett assumed the position of president and chief executive officer of SDI in 2012. One of the co-founders of SDI, Millett has held a variety of senior management positions and has served on the board of directors since the inception of the company in 1993. In August 2008, he was named executive vice president for metals recycling and ferrous resources, as well as president and chief operating officer of OmniSource Corp., the metals-recycling business SDI had acquired in late 2007.

In addition, Millett led SDI ferrous technologies teams, creating and implementing both of SDI’s ironmaking initia-

tives – Iron Dynamics and Mesabi Nugget. From 1998 to 2008, Millett was responsible for the company’s flat rolled steel business, including the Flat Roll Division, the company’s first and largest division, and The Techs, which was acquired and successfully integrated into the company in 2007. Prior to the formation of SDI, Millett was employed by Nucor Corp. for 12 years, serving in key technical and management roles, including the design, construction and operation of the melting and casting facility at the world’s first thin-slab flat roll mini mill at Crawfordsville, Indiana. He earned a bachelor’s degree with honors in metallurgy from the University of Surrey, England.

Import market share at 25 percent in March

Based on the Commerce Department’s most recent Steel Import Monitoring and Analysis (SIMA) data, the American Iron and Steel Institute (AISI) reported that steel import permit applications for the month of March total 3,485,000 net tons (NT). This was a 7 percent increase from the 3,260,000 permit tons recorded in February and 7 percent increase from the February preliminary imports total of 3,250,000 NT.

Import permit tonnage for finished steel in March was 2,484,000, up 11 percent from the preliminary imports total of 2,240,000 in February. For the first three months of 2014 (including March SIMA and February preliminary), total and finished steel imports were 9,940,000 NT and 7,166,000 NT, respectively, up 29 percent and 18 percent from

the same period in 2013. The estimated finished steel import market share in March was 25 percent and is 25 percent year-to-date (YTD).

Finished steel imports with large increases in March permits vs. the February preliminary included reinforcing bars (up 104 percent), sheets and strip all other metallic coatings (up 71 percent), wire rods (up 46 percent), heavy structural shapes (up 33 percent), cut lengths plates (up 21 percent), cold rolled sheets (up 19 percent), hot rolled bars (up 17 percent) and line pipe (up 14 percent). Products with significant year-to-date (YTD) increases vs. the same period in 2013 include wire rods (up 97 percent), plates in coils (up 82 percent), sheets and strip all other metallic coatings (up 48 percent), hot rolled sheets (up 42 percent), reinforcing bars (up 37 percent), cold rolled sheets (up 30 percent), mechanical tubing (up 29 percent), sheets and strip galvanized hot dipped (up 28 percent), cut lengths plates (up 21 percent) and oil country goods (up 17 percent).

In March, the largest finished steel import permit applications for offshore countries were for South Korea (364,000 NT, down 3 percent from February preliminary), China (229,000 NT up 30 percent), Turkey (197,000 NT, up 98 percent), Japan (184,000 NT, up 21 percent) and Russia (116,000 NT, up 15 percent). Through the first three months of 2014, the largest offshore suppliers were South Korea (1,172,000 NT, up 22 percent from the same period in 2013) and China (596,000 NT, up 33 percent).



Scrap Metals  
MarketWatch



Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$284.00	\$294.00	\$302.00	\$316.00	\$360.00
#1 Bundles	per gross ton	284.00	294.00	302.00	307.00	365.00
Plate and Structural	per gross ton	276.00	289.00	320.00	346.00	395.00
#1 & 2 Mixed Steel	per gross ton	277.00	287.00	315.00	345.00	365.00
Shredder Bundles (tin)	per gross ton	260.00	255.00	250.00	290.00	310.00
Crushed Auto Bodies	per gross ton	260.00	255.00	250.00	290.00	310.00
Steel Turnings	per gross ton	182.00	181.00	189.00	187.00	250.00
#1 Copper	per pound	2.80	2.81	2.79	2.81	2.90
#2 Copper	per pound	2.64	2.68	2.65	2.69	2.72
Aluminum Cans	per pound	.55	.68	.65	.60	.78
Auto Radiators	per pound	2.08	1.90	1.90	1.92	2.02
Aluminum Core Radiators	per pound	.60	.59	.61	.70	.63
Heater Cores	per pound	1.70	1.57	1.58	1.54	1.70
Stainless Steel	per pound	.59	.60	.61	.69	.81

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

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

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## WASTE

### National Waste & Recycling Association forms chapter

The National Waste & Recycling Association has formed a new chapter representing companies in Maine and New Hampshire. The association is calling the new group the Northern New England Chapter of the National Waste & Recycling Association. This marks the first new chapter to join the association since the formation of the Alabama Chapter in May 2013. As a result, Waste & Recycling currently has 26 chapters in 29 states and the District of Columbia.

Representatives from several northeast Waste & Recycling member companies met in Concord, New Hampshire to formally create the new chapter. The group will have two individual state focused operating committees under its umbrella: one for Maine and one for New Hampshire. It is anticipated that TJ Troiano, from Troiano's Waste in Port-

land, Maine, will emerge as the new chapter's chairperson, as well as lead the chapter's Maine operating committee. For now, the New Hampshire operating committee will be jointly directed by the members' New Hampshire company voting representatives.

The new chapter will advocate for pending legislation in Maine calling for a new study, about how best to finance the state's integrated waste program in the future. Chapter members hope to see such legislation signed into law before the 2015 session of the legislature starts.

In addition to Troiano's Waste, initial members of the Northern New England Chapter include Casella Waste Systems, Charles George Trucking, Clean Energy, EL Harvey & Sons, Waste Management, Inc., ReEnergy, Oceanside Rubbish and Republic Services.

### Casella receives permit in Maine

Casella Waste Systems, Inc. has received a permit from the State of Maine to accept in-state municipal solid waste (MSW) directly at the state-owned, company operated Juniper Ridge Landfill in Old Town, Maine.

The company said the Maine Department of Environmental Protection issued a permit allowing the company to dispose of 81,800 tons per year of MSW originating from Maine at the facility through March 31, 2016. The permit was effective February 27, 2014.

The company is currently accepting MSW at Juniper Ridge under the conditions of the permit and it has filed an appeal of those conditions with the Maine Board of Environmental Protection, saying the permit provides for a smaller annual disposal limit than requested, as well as a shorter permit term than requested.

The company operates the state-owned Juniper Ridge landfill under a 30 year operating and services agreement executed on February 5, 2004.

### New Jersey launches illegal dumping prevention initiative

The New Jersey Department of Environmental Protection (DEP) launched a year-long pilot program to crack down on illegal dumping in state parks and natural lands through a tough new enforcement effort and enhanced education initiative.

The DEP's "Don't Waste Our Open Space" campaign began with clean-up events held at the D&R Canal State Park and at Brendan Byrne State Forest.

The anti-dumping campaign is a coordinated effort of a host of DEP agencies, including Parks, Fish and Wildlife, Compliance and Enforcement, Solid Waste, Water Resources, State Park Police, State Conservation Police, State Forestry Services and the Natural Lands Trust. Also involved are State Police and the Attorney General's Office for an effort that also will seek the cooperation of municipalities, county park systems and local police throughout the state.

All activities of this new effort will be posted on [www.stopdumping.nj.gov](http://www.stopdumping.nj.gov), a new website that serves as a hub for the entire program.

Nearly all of the state's more than 170 publicly owned tracts, including state parks, state forests, wildlife management areas, and natural lands and preserves, have been impacted by illegal dumping. These lands account for 813,000 acres of state-preserved open space.

Illegal dumping, which includes everything from unlawful disposal of construction debris and old TVs and computers to the dumping of car parts and tires— and even entire vehicles — has been a growing problem in the state's vast natural holdings in all 21 counties in recent years.

The new "Don't Waste Our Open Space" campaign will include:

- A focus on public education, using the new [www.stopdumping.nj.gov](http://www.stopdumping.nj.gov) website to provide visitors to New Jersey's parks and natural areas information on how to inform DEP of illegal dumping and what to do if you see illegal dumping as it happens. There also will be information on how to legally and

properly dispose of various materials, opportunities for visitors to join the Don't Waste Our Open Space campaign, and receive information about clean-up opportunities around the state.

- Strategically deployed motion-sensor cameras set up in select state parks and wildlife management areas to help nab violators. In addition, information on arrests and charges filed in connection with illegal dumping will be posted on the new website.

- Aggressive pursuit of civil and criminal complaints against violators. Penalties for illegal dumping in state parks and in fish and wildlife areas will include criminal fines of up to \$5,000 per violation and civil penalties of up to \$1,500 per violation. In addition, the state also will seek much stiffer penalties for major violations through the Solid Waste Management Act, which authorizes the DEP and county health departments to initiate civil actions for illegal dumping violations.

- More warning and education signs about illegal dumping on state lands, while also exploring additional secondary deterrents such as installation of road barricades and additional lighting in areas prone to violations.

The progress of the "Don't Waste Our Open Space" pilot program will be evaluated after one year. If education and enforcement measures prove successful, the DEP is hopeful it will serve as a model for county systems in New Jersey or other states throughout the country.

"Raising awareness of this problem is just part of the solution," said DEP Deputy Commissioner Michele Siekerka. "We hope the mix of increased enforcement, combined with education and stewardship, will result in an improved environment in our natural areas and result in a better experience for those who enjoy our state lands."

For a link to more information on State Parks and Forests, view this article on [www.AmericanRecycler.com](http://www.AmericanRecycler.com).

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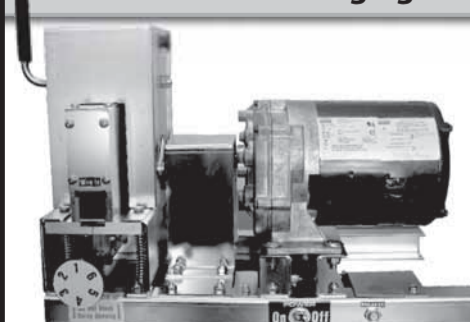
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## INTERNATIONAL

# Plastic packaging recycling increases in Canada

The Canadian Plastics Industry Association (CPIA) released the 2012 Post Consumer Plastics Recycling in Canada Report informing Canadians that their recycling efforts have improved. For the third year in a row, the amount of post-consumer plastic packaging being recycled across Canada has increased.

An additional 10 percent of plastic packaging was recycled in 2012 compared to 2011 as reported by Moore Recycling Associates Inc. This increase is the result of more material collected for recycling as well as more companies providing recycling information. In total, over 285 million kilograms of post-consumer plastic packaging was collected for recycling in Canada.

The results are derived from an extensive survey of companies that handle recycled plastics in North America. These companies are made up of manufacturers, re-claimers, exporters, brokers and material recovery facilities.

"We are pleased to see an overall increase in companies participating in this valuable survey and in the amount of plastic packaging collected and recycled in Canada. The survey results found that 285 million kilograms were recycled and of that, 83 percent stayed here in North America. We continue to work with our members to build and grow our national recycling industry in Canada, re-using valuable plastic materials and creating jobs," said Carol Hochu, president and chief executive officer of the CPIA.

Plastic packaging collected for recycling includes plastic bottles, non-bottle rigid plastics such as deli and dairy containers, bakery, vegetable, fruit containers and plastic film, bags and outer wrap. These valuable resources are reused to make, for example, fleece jackets, new plastic bottles, pipe, pallets, crates and buckets, decking and other lawn and garden products.

The plastic recycled quantities reported for 2012 by Moore and Associates Inc. compared to 2011 represent an increase of 3 percent for bottles (for a total of 174.7 million kilograms), an increase of 29 percent for non-bottle rigids (for a total of 35.6 million kilograms), an increase of 18 percent for plastic bags and outer wrap (for a total of almost 44 million kilograms) and an increase of 24 percent for polystyrene foam (for a total of 926,000 kilograms).

The survey noted that Canadian recyclers of plastics want more supply; they have underutilized capacity creating ample opportunity for consumers and businesses to supply recyclers with more plastics. It is estimated that the film and bag recycling capacity in Canada increased from 38 percent to 49 percent utilization of the capacity and non-bottle rigid recycling capacity went from 47 percent to 60 percent capacity utilization. There is plenty of room to increase plastics recycling.

## Armco and Midland Resources enter scrap supply agreement

Armco Metals Holdings, Inc., a distributor of imported metal ores and a steel recycler in China, entered into a steel scrap supply agreement with Midland Resources Company Limited, a Hong Kong-based joint venture with Shagang Steel Group. Midland serves as the exclusive agent for Shagang Steel for the sale of its steel products in the Hong Kong markets. Midland fulfilled the sale of over 400,000 tons of steel products for Shagang Steel in 2013. Shagang Steel ranks as one of the largest importers of steel scrap in China.

Under the terms of the agreement, Armco Metals will act as a sourcing agent for Midland to import steel scrap into China. The agreement also enables Midland to utilize its import licenses and financing capabilities to import steel scrap for direct processing by Armco Metals. Processing under this method would substantially improve Armco Metal's cash flow and expand its processing capabilities. Armco Metals sees this as a significant first step in becoming a processing base for both Midland and Shagang Steel.

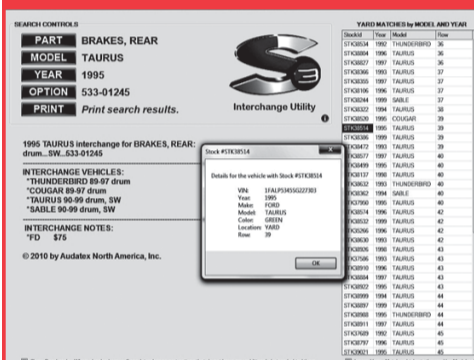
Commenting on the agreement, Kexuan Yao, chairman and CEO of

Armco Metals, stated, "Steel scrap is the only raw material in short supply in the steel industry, however, the challenges faced by declining steel prices has placed a huge burden on the whole industry supply chain. This situation has severely hampered our working capital in the second half of 2013 as we were faced with customer defaults and declining inventory values. Our management team has reacted by implementing a strategic plan to establish a 'platform strategy' to help stabilize margins and achieve sustained profitability. Our profits, by nature, are mainly generated from scrap processing fees at our plant and this agreement with Midland allows for our new partner to manage much of the cash outlay for the importing and transportation of the steel scrap so we can increase our throughput in a far more profitable way.

"Additionally, we are seeking environmental regulatory approval to increase our importing license from 5,000 tons to 20,000 which we expect to receive in 2014. We see this as an important move for future expansion when steel markets cyclically recover and our cash flow improves."

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BUSINESS BRIEFS

Inashco and Wheelabrator form new joint venture

■ Inashco BV and Wheelabrator Technologies, Inc. have formed a new North American-based joint venture company dedicated to the recycling of ferrous and nonferrous metals from the waste-to-energy process.

The 50/50 owned joint venture company Eco Recovery Solutions LLC will use Inashco's proprietary technology to enhance the recovery of metals at waste-to-energy facilities. Nonferrous metals will include copper, zinc, lead and aluminum as small as .5 mm in size, much smaller than nonferrous materials currently recovered.

R2 Solutions adds Garth Hickle to board of directors

■ R2 Solutions has added Garth Hickle to its board of directors. Hickle is highly respected in the fields of electronics recycling and product stewardship.

Hickle is the chair of the Association of State and Territorial Solid Waste Management Officials Product Stewardship Task Force; a board member of the Electronics Recycling Coordination Clearinghouse; and the product stewardship team leader with the Minnesota Pollution Control Agency. He was honored as a Bush Foundation Leadership Fellow in 2001 to pursue research in international product stewardship policy, and has published articles in the Journal of Industrial Ecology, the Journal for Cleaner Production, Corporate Environmental Strategy and Environmental Quality Management, among others.

Paladin expands to serve Brazilian market

■ Paladin Attachments expands its worldwide presence with the opening of its first manufacturing facility located outside the United States. The new 60,000 sq.ft. facility in Guaranésia-MG, Brazil will create approximately 100 new jobs and serve both the Brazilian and broader South American attachment markets.

Initially the facility will produce heavy-duty buckets for mainline hydraulic construction equipment including wheel loaders, excavators, skid-steer loaders and backhoe loaders. Further expansion into the production of a more complete range of light and heavy attachments is planned throughout 2014. The facility serves as a cornerstone of Paladin's strategic objective to become the largest independent manufacturer of attachments in Brazil.

As the largest and most populated country in South America, Brazil has the world's sixth largest economy and is home to more than 200 million people with annual growth expected over the next five years. Construction is a major focus of the growth in Brazil as it hosts the 2014 FIFA World Cup and the 2016 Summer Olympic Games. By 2016, the Brazilian construction market is projected to grow to \$215 billion annually.

Paladin attachments will be sold throughout Brazil via a network consisting of dealers and OEMs.

*Why don't you ever see hippopotamuses hiding in trees? Because they're really good at it.*

Moley Magnetics enters partnership with Minelli

■ Moley Magnetics, Inc. has entered a strategic private label partnership with Minelli s.r.l. of Italy.

In this partnership, Minelli S.r.l. will produce private label grapples for Moley Magnetics that will apply to the scrap, environmental, recycling, demolition, railroad and other industries.

The private label partnership represents an opportunity for incremental volume to better leverage the manufacturing operations and to drive additional operational efficiencies for both companies.

Mountain Tarp expands Texas service area

■ Mountain Tarp, a manufacturer of tarping solutions, opened its newest installation and repair facility in San Antonio, Texas.

The facility is a satellite of the Houston, Texas facility that opened in 2013, and will specialize in complete tarping system installation, service and repairs and parts sales.

The opening of the new Mountain Tarp facility is part of Wastequip's strategic growth plan, with manufacturing and services expansions designed to localize geographic regions to provide sales, service and repair solutions for waste and recycling trucks in the regional vicinity where they operate.

The locally-staffed and operated facility serves as a Mountain Tarp "branch" to better meet customer demand. In addition, the new facility will provide a competitive cost base for replacement parts, with immediate fulfillment capabilities. With this new facility in San Antonio, customers can expect the superior installation, service and repair solutions they've trusted throughout the years from existing Mountain Tarp facilities in Ohio, Kentucky and Texas.

Vecoplan chooses sales engineering manager

■ Vecoplan LLC recently appointed Lars Koller to the position of sales engineering manager – systems and products. Koller joined Vecoplan in 2011 as a project engineer.

Koller earned a five year advanced mechanical engineering degree from Fachhochschule Hannover, Germany in 2001. After finishing his formal education, Koller joined Focke & Co., working first in research & development at Focke's Verden, Germany headquarters and then as manager of the design department at Focke's Whitsett, North Carolina facility.

Koller's responsibilities, as sales engineering - manager, will expand to include the oversight and coordination of interactions between customers, sales staff, and engineers as projects develop from initial contact with the customer through design, engineering and production.

*I totally understand how batteries feel because I'm rarely ever included in things either.*

Severstal NA appoints new general manager

■ Severstal North America has appointed Dr. Prabhat (PK) Rastogi to general manager, business development, strategy and innovation for key markets based in Dearborn, Michigan.

In this position, PK will be responsible for business development, market strategies, product innovation and holistic approach to value creation. He will also assist and support Severstal's automotive product and sales managers in implementing these strategies.

PK joins Severstal from ArcelorMittal where he was a manager, automotive sales and marketing for approximately seven years. In this position, he assisted in development of both the North American and global automotive strategy and execution for ArcelorMittal.

Previously, PK worked with ArcelorMittal and its predecessor companies with expanding responsibilities focusing on activities ranging from product development and applications to strategy formulation, business alliances and value creation. He has eight patents and authored almost 40 technical publications. He is a Fellow of American Society for Metals and a board member of Society of Automotive Analyst.

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Redwave sorting machines are implemented for sorting a variety of materials in many fields. For the recycling industry, these machines enable fully automated separation of recyclable materials like plastics, paper, e-scrap, glass, metals, wood, etc.



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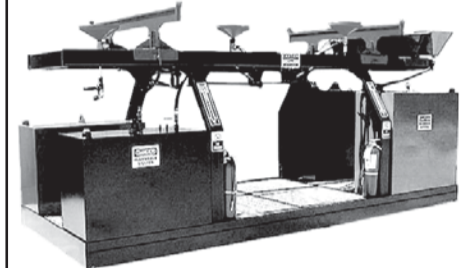
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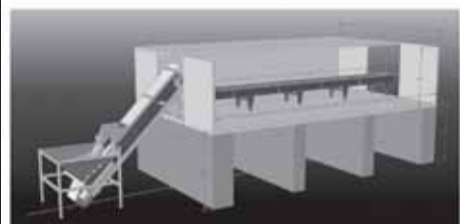
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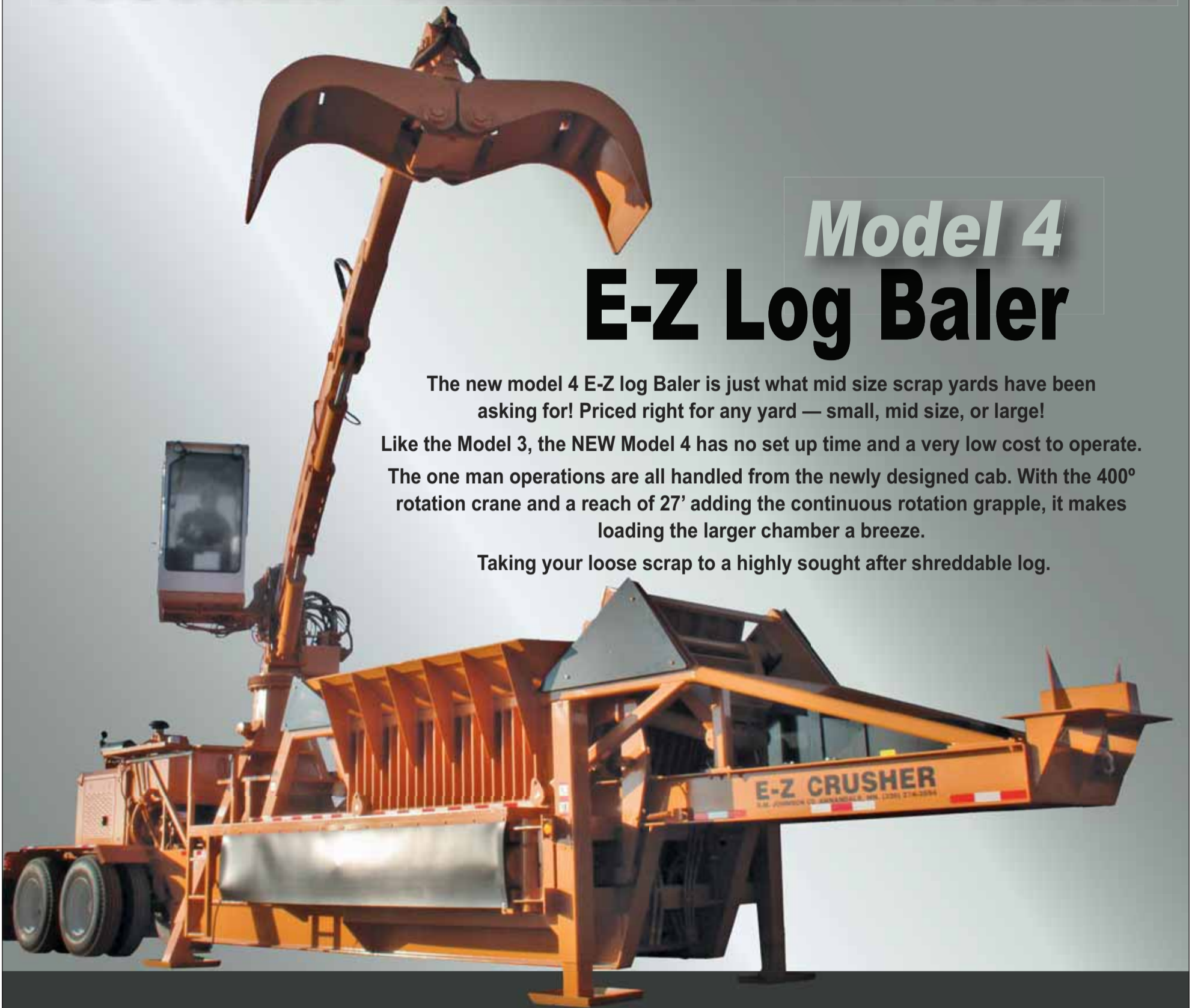
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## Inspector gets prison for fraud

A licensed vehicle emissions inspector was sentenced to serve two months in prison for his role in providing fraudulent passing emissions scores for more than 200 vehicles, according to Anne M. Tompkins, U.S. Attorney for the Western District of North Carolina. In addition to the prison term, U.S. District Judge Max O. Cogburn, Jr. also sentenced Pedro Salmeron, of Charlotte, North Carolina to two years of supervised release, the first four months of which he must spend under home confinement. Salmeron was also ordered to perform 50 hours of community service and to a pay a \$5,000 fine.

According to court records and the sentencing hearing, Salmeron was employed as a technician for "Carolina Inspections" – also known as "Carolinas Auto Inspection" – and was also a vehicle emissions inspector licensed by the state of North Carolina. As a state-licensed emissions inspector, Salmeron was responsible for ensuring the emissions of vehicles he tested met federally mandated emissions requirements.

Court records show that from February 2010 through January 2011, Salmeron conducted 201 illegal vehicle emissions inspections and falsely passed vehicles that would have failed emissions inspection. Court records indicate that Salmeron performed these fraudulent tests by entering the information of the vehicle being tested into the state database at Carolinas Auto Inspection, but then connecting the testing equipment to "surrogate" vehicles at the repair shop.

The illegal practice of utilizing substitute vehicles for emissions testing is referred to in the industry as "clean scanning." Salmeron pleaded guilty in August 2012 to one count of conspiracy to violate the Clean Air Act by conducting false vehicle emissions inspections.

The Clean Air Act requires vehicle emission inspections in geographic regions that exceed national ambient air quality standards. According to the Environmental Protection Agency (EPA), the Charlotte metropolitan area exceeds the eight hour standard set for Ozone, a potent irritant that can cause lung damage and other types of respiratory problems.

See EMISSION FRAUD, Page 7

## V2V car technologies could lead to new auto recycling challenges

by MARK HENRICKS

mhenricks@americanrecycler.com

A large decline in the number of automobile accidents would have a significant effect on one of the major sources of supply for automobile recyclers. And that is exactly what federal safety regulators are forecasting, thanks to anticipated requirements for high-tech crash avoidance systems.

The federal Department of Transportation (DOT) recently announced it would pursue a plan to require vehicle makers to install devices that will let cars communicate with each other to avert collisions. The agency estimated that the technology could prevent up to 80 percent of wrecks not caused by impaired drivers or mechanical failure.

Michael Wilson, chief executive officer of the Automotive Recyclers Association (ARA), said such a drastic reduction in auto accidents would mean auto recyclers will be challenged to develop inventories of recycled electronic and mechanical parts. "It's definitely going to be a very interesting next decade for this industry," Wilson told members in the association newsletter.

The numbers support that conclusion. According to the National Highway Traffic Safety Administration (NHTSA), there were 5.6 million crashes reported to police in 2012, the latest year for which figures are available. And about one in seven cars presented to collision shops for estimates of crash repair costs were totaled in 2010, according to insurance claims analyst CCC Information Services.

If the number of crashes shrank by 80 percent, that would mean 4.5 million fewer potential customers for replacement body and other parts damaged in collisions. And it could also mean hundreds of thousands of fewer totaled cars, many of which are processed by recyclers for scrap.

The projected decline in car accidents will be due in part to crash-avoidance systems such as the rear back-up cameras that are required for future



Roughly one in seven cars presented to collision shops for repair were totaled in 2010. V2V technologies could prevent many of those accidents, and lead to fewer wrecks for recycling.

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vehicle models. However, the major decline will be caused by vehicle-to-vehicle, or V2V, technologies. These systems use wireless transmission to send a basic safety message 10 times each second to other vehicles equipped to receive it. The data includes information such as a car's location, direction and speed.

Alerting drivers to possible collisions, slowdowns, curves and other information would prevent accidents, DOT said. V2V could, for instance, help a driver decide if it is safe to pass on a two-lane road. It could inform drivers preparing to make a left turn across traffic. It could also alert drivers entering an intersection to a vehicle approaching on a collision course.

The V2V data stream amounts to 360° vision and ability to detect threats from hundreds of yards away. This includes vehicles that cannot be seen or in other situations in which on-board sensors are the only way a danger can be detected, DOT said. The vehicles will communicate in a manner similar to the Wi-Fi networks that computers use, employing a dedicated part of the radio spectrum.

Although the V2V technology is much advanced over current crash-

avoidance systems, the devices have been tested extensively, including in real-world conditions. In 2012, a test involving 3,000 V2V-equipped vehicles and everyday drivers on normal roads was conducted in Madison, Wisconsin. This and other tests done at closed tracks and other locations across the country over the last few years indicates that V2V will be readily accepted by drivers and is highly effective at reducing crashes. Greg Winfree, assistant secretary for research and technology at the NHTSA, said the results showed "overwhelming safety benefits" from the technology.

It is not clear when exactly V2V will become widespread. NHTSA has not issued a proposal to require V2V technology, or said which specific model year would have to have the technology. "The timing of implementation will be informed by the comments we receive on our research report and additional information we receive as we pursue a regulation," a spokesperson said. "We anticipate that completion of the rulemaking plus allowing manufacturers some lead time to get ready will take a few years."

See CAR CRASHES, Page 6

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## A Letter from the Editor

Readers,

I'd like to thank ISRI for welcoming American Recycler to their always excellent convention last month. As usual, the lineup of speakers and events was top-notch and very informative. I was able to catch the opening general session and Steve Wozniak's presentation, which was quite entertaining (though I didn't find it particularly relevant to the various industries in attendance).

Unfortunately, I missed Mrs. Clinton's presentation in which she unwillingly reenacted former President Bush's shoe dodging incident. But I did get a chuckle seeing the episode, and ISRI, make mainstream media headlines the next day. And I hear that she handled it quite admirably.

What I enjoyed most, though, was walking the exhibit hall. Not only did I get to meet our readers and see the companies that advertise with us, but I also got to leave with a ton of free stuff. With over 300 exhibitors, there was a bunch of booth bait for attendees to enjoy. From candy to key ring magnets to bouncy balls and USB drives, I left with a record amount of promotional materials. I even brought home a back scratcher from some short, bald (but handsome enough) car crusher guy.

I also enjoyed seeing the various new products that companies debuted during the show. Keep an eye on the New Product Showcase in the coming months as we start to publish some of the new and innovative products and ideas that I stumbled across in the hall.

But ISRI wasn't all positive. After having such a great time in beautiful Las Vegas at the show, I really resented having to come home to still-cold Ohio and start working again. Plus, the paper wouldn't reimburse me for the money I lost at the blackjack tables, which I could have sworn was a business expense for any Vegas-based business trip. Well, lesson learned.

It was great meeting many of you and putting faces to names. And for those of you that I didn't get to meet this time, hopefully I'll see you at a future convention.

Until next month,



Dave Fournier  
Focus Section Editor  
david@americanrecycler.com

## Mexico's proposed emissions standards for automotive battery recyclers too weak

Lead exposure will continue until Mexico gets serious about public health

Responding to reports that Mexico's environmental protection agency will soon propose revised lead emission standards for automobile battery recyclers (secondary lead smelters), Robert E. Finn, president and CEO of RSR Corporation, whose subsidiaries operate three secondary lead smelters in the U.S., issued the following statement:

"The proposal by Mexico's environmental agency to limit lead emissions from the country's secondary lead smelters has so many shortcomings that we question whether Mexico is serious about protecting the workers and communities from the dangers of lead exposure.

"Last year, the Commission for Environmental Cooperation (CEC) recommended in its report on battery shipments to Mexico, entitled, 'Hazardous Trade? An Examination of U.S.-generated Spent Lead-acid Battery Exports and Secondary Lead Recycling in

Canada, Mexico, and the United States,' that Mexico bring its emission regulation into parity with the United States' levels. Yet, Mexico's proposed allowable limit of lead emissions from the exhaust stacks of secondary smelters is 140 times higher than limits in the United States.

"Unlike U.S. regulations, the Mexican proposal only covers stack emissions and does not address fugitive emissions. The failure to minimize and monitor fugitive emissions is another major weakness of Mexico's proposed rules.

"The fact that the new proposal will not achieve stack emission standards equivalent to current U.S. levels until 2022, combined with Mexico's weak enforcement of existing lead emission standards, further demonstrates the need for the U.S. government to prevent exports immediately. These weak standards should be proof

enough to American companies recycling lead acid batteries in Mexico that the practice is indefensible from an environmental and public health perspective.

"Unless these companies match their rhetoric on environmental stewardship with a commitment to install state-of-the-art pollution control mechanisms in their Mexican smelters, workers and communities will be at risk for greater lead exposure."

The CEC report estimated that more than 850 million lbs. of spent lead acid batteries are exported to Mexican recyclers each year by U.S. battery makers, recyclers and commodity brokers. Not only does this volume of exports cause significant domestic job losses, but combined with the weak emissions rules present in Mexico, it results in an unacceptable risk to the environment and the health and safety of Mexican workers and their families.

## Novelis breaks ground on automotive sheet finishing line at Nachterstedt, Germany facility

Novelis celebrated the groundbreaking ceremony for a new automotive sheet finishing line at its Nachterstedt, Germany, facility. Erwin Mayr, senior vice president of Novelis and president of Novelis Europe, made the symbolic shovel turn with Reiner Haseloff, Prime Minister of the German federal state of Saxony-Anhalt.

The \$85.5 million expansion is in response to the steadily growing demand for aluminum automotive sheet for light-weight vehicle structures and body panels. The new line will add 120,000 metric tons of annual capacity to the Nachterstedt plant's automotive output. Novelis expects demand for aluminum automotive sheet in Europe to increase by an average of 15 percent per year over the next 5 years as carmakers focus on

strategies to improve vehicle fuel efficiency and reduce CO2 emissions.

The expansion, which is scheduled to come on line in the second half of 2015, will create up to 120 new jobs and boost Novelis' annual automotive production capacity for aluminum sheet in Europe to well over 350,000 metric tons. The new production line will make use of the existing infrastructure, specialized staff and logistics solutions in order to generate extensive synergies. In addition to existing automotive capacity at the Nachterstedt plant, Novelis also produces automotive sheet at its Sierre, Switzerland, and Goettingen, Germany, plants.

This investment, coupled with the site's start-up this summer of the world's largest aluminum recycling facility, will further the ongoing development of the company's automotive closed-loop business model. Today, as much as 50 percent of automotive

sheet sold to automakers is left over after a manufacturing plant stamps out automotive parts. The company is working closely with its customers to return this material directly back to Novelis for recycling, streamlining the materials supply chain while reducing the total carbon footprint of the entire automotive production cycle.

The company is investing around the world to boost its automotive finishing capabilities. In addition to this new line in Nachterstedt, the company will open a greenfield automotive line in Changzhou, China later this year, and is launching construction of a third automotive line at its plant in Oswego, New York, complementing the two lines commissioned there in 2013. When all of the new lines are commissioned in late 2015, Novelis' global automotive sheet capacity will reach approximately 900,000 tons per year, a three-fold increase from just a year ago.

### UPCOMING Section B editorial FOCUS TOPICS

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John Monaghan, CPA, CVA

# Nissan launches programs to make Leaf charging free

Nissan announced the expansion of its successful "No Charge to Charge" promotion, which will provide two years of no-cost public charging with the purchase or lease of a new Nissan Leaf. In total, Nissan will launch "No Charge to Charge" in 25 U.S. markets, which are currently responsible for more than 80 percent of Nissan Leaf sales.

The "No Charge to Charge" expansion will use the new EZ-Charge<sup>SM</sup> card, a first-of-its-kind platform that will offer Nissan Leaf owners access to the leading EV charging networks with a single, all-access card. New owners will receive an EZ-Charge card that will provide access to chargers with ChargePoint, Blink Network from Car Charging Group, AeroVironment and NRG eVgo.

Fred Diaz, senior vice president, Nissan sales and marketing, aftersales, said, "Public charging is an important way to provide added range confidence to EV buyers and persuade more shoppers to join the more than 110,000 Leaf drivers around the world."

"No Charge to Charge" will launch using the EZ-Charge card on July 1, 2014, in 10 of the top markets for Nissan LEAF sales, including San Francisco, Sacramento, San Diego, Seattle, Portland, Oregon, Nashville, Phoenix, Dallas-Ft. Worth, Houston and Washington, DC. The "No Charge to Charge" offer and EZ-Charge card will be provided retroactively to buyers in these markets who purchased their Leaf on or after April 1, 2014.

After the rollout in the first 10 markets, Nissan plans to add "No Charge to Charge" and EZ-Charge at Leaf dealers in at least 15 additional markets during the following year. More details on the programs in these additional markets will be made available closer to their launch.

The EZ-Charge access card is managed by NRG eVgo with support from ChargePoint, CarCharging and AeroVironment.

"Nissan's commitment to mass-market electric cars is matched by our



Nissan's program is an effort to increase consumer confidence in the range of new EV vehicles by expanding access to on-the-go charging facilities.

PHOTO COURTESY OF NISSAN

commitment to increase charging infrastructure for Leaf owners," said Brendan Jones, director, Nissan EV Infrastructure and Strategy. "EZ-Charge is a natural progression of our multi-pronged com-

mitment to developing EV charging at workplace campuses, at Nissan Leaf dealerships and in the communities where Leaf drivers live and work."

# ZAP and Jonway Auto to market smallest family of EVs

ZAP, an automotive company incorporated in California and headquartered in Santa Rosa, California, jointly with Jonway Auto, its subsidiary in Zhejiang, China, unveiled the smallest family in their electric vehicle (EV) product line – the Urban EV, "Urbee," a city utility fleet EV targeting Chinese city municipal vehicles and local city commuters.

This new mini Urbee opens up a whole new channel of dealerships and agents that addresses vertical markets for

utility government vehicles and specializes in targeting city drivers for the urban markets in secondary cities.

Fighting air pollution is now a national imperative and a top priority as declared by China's president XI Jinping and Premier Li Keqiang. Caps on pollution indices for the top cities are being set by the central government.

Of the violators, Beijing is not the worst offender. There are many more secondary cities in China that are suffering far

greater pollution that must reduce auto emissions to address air pollution. More enforcement is being put in place to compel auto users to adopt EVs, such as requiring that all government vehicles with emissions to be taken off the roads on days when the pollution indices are exceeded. Government municipalities are now urgently buying EV fleets as the only economic and ecological alternative.

Urbee completes a full range of EVs targeting the escalating EV market for

ZAP Jonway; from the SUV, to Jonway's minivan to the recently announced Sparkee, and now extending to the mini Urbee. The team at Jonway Auto produced this design anticipating the growing demand in China's secondary cities where pollution and gas prices are driving the need and interests. Its 150 km range and city driving speeds are ideal for daily errands and well positioned as a utility and delivery vehicle for city government and institutions.

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# EQUIPMENT SPOTLIGHT

## Auto Crushers/Loggers

by MARY M. COX

maryc@americanrecycler.com

The early stage of recycling an automobile involves transporting it from the point of disposal to the point of recycling. To move the item efficiently, it's best to reduce it to a form that is more economical to transport. That is the juncture at which a car crusher can be very helpful.

Granutech-Saturn Systems has been making car crushers and loggers for nearly 50 years. According to business development manager Greg Wright, "With our wireless control, remote operational capability is a standard feature of our Big MAC crusher. By allowing one person to load and operate the crusher, operational costs are reduced. Also, our hydraulic landing gear eliminates the need for heavy operator labor to pick up or drop off the Big MAC. This removes the need for workers from the immediate processing area, improving onsite safety."

Wright explained that "Operators can quickly and easily raise the high-quality, precision cylinders. They can likewise be lowered for travel, and the Big MAC flattener meets the needs of today's mobile scrap and auto scrap processor. Offering a wide, 90" lift for easier loading and larger capacities, 4 to 6 automobiles can easily compact into dense bundles, reducing onsite storage demands and transportation costs. Also, the Big MAC comes 'loaded' as standard, so no additional options are necessary." He said the redesigned hydraulic landing gear also speeds setup, while a range of available diesel engines – including John Deere and Cummins – offers unparalleled choice and versatility in power.

The MAC Magnum Logger made by Granutech-Saturn Systems is ideal for automotive recycling applications requiring a rugged, dependable machine. Featuring a continuous-rotation crane, it boasts the longest, strongest reach of any logger/baler in the industry (27' 4") and it can handle a load capacity of 5,800 lbs. at full reach. Equipped with a plus-size high-production chamber, the MAC Magnum also offers variable density options, and variable length log/bales sized 40" x 26". The cab features an IQAN™ control system for maximum control flexibility.

Wright noted that regulations have not affected car crushers a great deal in the recent past. "We do have to keep up



The R.M. Johnson Co.

with the laws regarding engines," he said. "Now, engines must be Tier III, and by 2017, most will be Tier IV. Some cities and municipalities like California and New Jersey have even stricter regulations. It's unlikely anyone will soon see a flood of autos for recycling like the one prompted by Cash for Clunkers, but auto recycling isn't going away. Short term is anyone's guess and long term will be good. The need for scrap steel will always be around but cars are becoming lighter because they contain less steel and more aluminum.

So this impacts steel processing and aluminum recovery rates."

OverBuilt

Inc. produced their first car crusher in 1996. Since then they have shipped over 550 crushers to clients across the globe and boast the only true "High Speed" Car

Crusher on the market, with a patented Oil Bypass system allowing reduced cycle times of up to 43 percent. They also have the largest crushing chamber opening of

10'. This allows the operator to get more tonnage per stack.

Scott Rink, owner, said that OverBuilt has been proactive in meeting the challenges of the scrap and auto salvage markets over the years. "Our baler logger, introduced

in 2008, gives scrap recyclers fast and efficient performance. With its 20' charge box, and a crane providing a 26.5' reach and greater lifting capacity; it compresses

metal and vehicles into a denser, more stackable form. That results in faster loading and transporting of finished product to market," Rink noted.

The company offers 2 other products as well: a 400 gallon on-board waste fluid recovery system, and the largest fuel cell available in the industry at 400 gallons. The latter allows their customers to fuel other yard equipment right off the crusher with an optional lockable, auxiliary fuel pump. All of this was done using existing space on the crusher. Most crushers in the market offer hydraulic landing gear that allows for quick setup but only OverBuilt crushers include safety lid locks that can be activated from the ground by the operator.

Rink explained that the market has moved more from crushers to baler loggers and he expects baler sales to take over those of crushers in the next few years. "Our baler/logger is big and powerful enough to handle any job in the industry, and the recession has resulted in customers keeping equipment longer. We've responded to that trend with high quality, long lasting machines, literally over built to last. We also offer out-



OverBuilt, Inc.

standing parts availability and service after the sale. Keeping our customers up and running for the life of the machine is second only to building the highest quality product to begin with," said Rink.

"The E-Z Crusher will crush cars, trucks, buses, farm equipment, metal, tin and more. The crusher is also easy to use," stated David Van Vleet, sales manager at R.M. Johnson Company. Three models are offered: the A Model (super crusher), for the most demanding, custom crushing jobs; the B Model (standard crusher), perfect for most salvage yard owners, and the C Model (single crusher), an affordable model for small or large yard operations.

See SPOTLIGHT, Page 6

### Manufacturer List

**Al-jon Manufacturing, LLC**  
Curt Spry  
800-255-6620  
www.aljon.com

**Diamond Z**  
Pat Crawford  
800-949-2383  
www.diamondz.com

**Granutech-Saturn Systems**  
Greg Wright  
888-900-4308  
www.granutech.com

**Iron Ax, Inc.**  
John Kitchens  
877-247-6629  
www.ironax.com

**OverBuilt, Inc.**  
Steve Besch  
800-548-6469  
www.overbuilt.com

**The R.M. Johnson Co.**  
David Van Vleet  
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# GM benefits from various climate change initiatives

In the year following the Climate Declaration signing, General Motors (GM) continues to prove there is economic opportunity in tackling climate change.

Organized by sustainable business advocacy group Ceres and its Business for Innovative Climate & Energy Policy coalition, the Climate Declaration reinforces the economic benefit of addressing clean energy, energy efficiency, cleaner transportation and reduced carbon emissions. GM remains the only automaker among 750 signatories.

"The world is changing and we are making bold moves to ensure we remain relevant to customers and conserve the resources our industry relies on," said Mike Robinson, GM vice president of Sustainability and Global Regulatory Affairs. "We are restructuring our entire portfolio to maximize vehicle efficiencies with the intent of setting a new standard in fuel economy and reducing carbon emissions around the globe while we meet a variety of customer needs."

GM's fuel-efficient and electrified vehicle lineup complements the company's environmental commitment to responsible manufacturing, from using renewable energy to increasing energy efficiency. For the second consecutive year, the U.S. Environmental Protection Agency (EPA) recognized GM with a 2014 Energy Star Partner of the Year – Sustained Excellence Award for superior energy management.

GM also ranked among the top 10 percent of companies reporting in the CDP Global 500 Climate Change Report 2013,

demonstrating leading practices for measuring emissions and energy and transparency for its climate change strategy.

GM communicates the business case for addressing climate change with employees and suppliers, helping it receive the EPA Energy Star Partner of the Year – Climate Communications Award for raising consumer awareness of climate change. It also joined the voluntary EPA SmartWay Partnership to drive benchmarking of fuel consumption and reduction of emissions by freight shippers and carriers.

Since signing the declaration, GM has taken action to address climate change:

- Introduced two new electrified vehicles, the Chevrolet Spark EV and the Cadillac ELR extended-range electric vehicle. They join the Chevrolet Volt, a plug-in electric vehicle introduced in 2013 and 2012.

- Met the voluntary Energy Star Challenge for Industry at nine additional plants for a total of 63 facilities worldwide. These combined efforts saved GM \$162 million in energy costs.

- Recognized by the Solar Energy Industries Association as a "Solar Champion" for significantly impacting the establishment of a strong U.S. solar industry.

- Invested \$24 million to use 14 more MW of landfill gas at Fort Wayne and Orion assembly plants to avoid 23,000 metric tons of CO<sub>2</sub> per year and save a combined \$10 million in energy costs annually.



GM Renewable Energy manager Rob Threlkeld announced a \$24 million investment by the company to turn landfill gas into electricity helping to power Fort Wayne and Orion assembly plants.

PHOTO COURTESY OF © GENERAL MOTORS

- Contracted to turn solid municipal waste from Metro Detroit into process steam to heat and cool portions of Detroit-Hamtramck assembly, removing coal-fired boilers.

- Completed Ohio's largest rooftop solar array, a 1.8 MW installation at GM Toledo Transmission.

- Earned four new LEED certifications for a total of six worldwide.

- Participated in U.S. Department of Energy's Better Buildings, Better Plants program to achieve 25-percent combined energy use reduction at 25 plants by 2018 for a savings of \$7 million.

- Earned ISO 50001 certification for energy management at two facilities in Argentina and Mexico for a total of nine worldwide.

- Cut energy use by more than 20,000 metric tons of CO<sub>2</sub> at 3 buildings recognized in EPA's National Building Competition: Battle of the Buildings, saving \$1 million.

- Announced partnerships with Honda and U.S. Army advancing fuel cell system and technology development.

- Applied the first "real-world" use of OnStar's Smart Grid solutions by teaming with TimberRock to use a fleet of electric vehicles to help regulate energy flow.

## KAR Auction adds to team

KAR Auction Services, Inc. disclosed that Don Gottwald will fill the newly created position of KAR chief

operating officer. The creation of this new role will enable KAR to achieve even greater collaboration across its core business units and align the company in order to best serve the needs of its customers.

Gottwald has served as chief executive officer of Automotive Finance Corporation (AFC), a subsidiary of KAR Auction Services, since 2009.

As COO, Gottwald will have responsibility for all KAR business units and related subsidiaries, including ADESA, Insurance Auto Auctions and AFC. He will also oversee all support functions, such as human resources, corporate development, enterprise optimization and client services.

KAR chief executive officer James Hallett will focus on and influence the future of KAR and the automotive remarketing industry. In addition, he will enhance relationships with customers from all of KAR's business segments. Hallett will also identify and lead the company's strategic growth and innovation initiatives.

Gottwald will direct the strategic and operational leadership of these businesses as well as long-term alignment and integration enterprise wide. He will continue to report to Hallett.

### KAR EQUIPMENT SPOTLIGHT

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

To be listed in the appropriate spotlight, please call 877-777-0043.

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06/14	Granulators
07/14	Wire Separators
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American Recycler is not responsible for non-inclusion of manufacturers and their equipment. Manufacturers are to contact American Recycler to ensure their company is listed in the Equipment Spotlight.

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—Homer Simpson

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# A Closer Look

by Donna Currie

## S3 Software Solutions

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S3 Software Solutions created software specifically for “u-pull-it” yards, “designed by someone who worked in the industry,” according to Dimitri Gerontis, the company owner.

When Gerontis had his own yard, he started with a pen-and-paper system, and used spreadsheets to keep track of inventory. He tried a few computer-based point-of-sale systems, but said that “nothing was tailored to our industry.” While the systems could ring up sales, they didn’t work well to track inventory in a recycling environment. “There were too many questions,” he said.

Prior to working in recycling, Gerontis worked in the restaurant industry where he learned about volume, time, motion and workflow. He took those concepts and applied them to his recycling yard, making it as efficient as possible. Since there was no software that matched how his business worked, he decided to create a custom program for his own use.

He compiled data flow charts and looked at what employees would need to do and even designed what the user screens would look like, then he turned to programmers who started building software.

After using the software in his own yard, Gerontis realized it was something that could be used by others in the industry. “We turned it into a company,” he said. He sold software to his first client in 2010 and now has about 70 clients running it in the U.S. and Canada, and is having conversations with clients overseas as well.

Gerontis no longer has his own yard, but he has a perfect test site for the software – a yard owned by his cousin, who does beta testing on software updates and revisions, and who is always the first to work with new releases.

The software gets minor updates about once a month, including security updates as well as refining and adding features to the software. There has only been one major structural change since the software was launched, in the fall of 2013.

The software will run on Windows XP, but Windows 7 and newer is suggested, since Windows XP is no longer being supported or updated. In the future, Gerontis would like to add mobile and analytical features, but he doesn’t plan on branching out into creating software for other industries, since he needs to concentrate on making sure his software is the best it can be. “The industry is always changing,” he said, and those changes can affect what customers need the software to do for them.

Besides getting input about the software from his cousin, Gerontis spends a lot of his time on the road, doing a lot of consulting work in the industry, visiting as many as 90 different yards in a year. “It really helps with the development,” he said.

He takes what he hears from all of those different yards and considers what can be tweaked in future software revisions. “Walking into a yard, you’re always going to learn something,” he said.

At the same time, the customers don’t drive the software. Gerontis said that he spent a lot of time with flow charts and creating the most efficient workflow possible, so the software encourages users to adapt their flow to fit the software. They don’t have to change their workflow to use the software, but Gerontis said that many do.

“They need to think about their processes,” he said, and many people see how they can become more efficient. Because it takes more time to explain those new efficiencies, Gerontis said that sometimes it takes a little longer to make a sale, and that some people are very surprised how much a software program can change the way a business operates. “The impact is huge, when it’s in and operating,” he said.

Not only does the software track inventory and ring up sales, it also tracks where the material comes from, including VIN numbers. It tracks the flow of commodities including fluids, and handles reporting required by local and national agencies.

Gerontis expects that his company will continue to grow and he hopes to triple its size over the next five years. He said that he’s noticed that clients are more willing to share information with each other, and he is often referred by current clients to new ones.

Traveling for business is one of his favorite parts of the job, and he particularly enjoys when he can find solutions for his clients that help them grow their own businesses. “I’ve taken people out of the paper age,” he said.

# Car crashes

■Continued from Page 1

Several organizations are involved in developing the technology, including the DOT and other state and federal agencies as well as the Vehicle Infrastructure Integration Consortium, University of Michigan Transportation Research Institute (UMTRI), and the Crash Avoidance Metrics Partnership. Eight car makers are also partnering, including Ford, General Motors, Honda, Hyundai, Mercedes-Benz, Nissan, Toyota and Volkswagen.

Crash-avoidance technology isn’t the only factor working to reduce the number of car wrecks. The number of private automobile insurance claims has been dropping for several years due to several influences, including an aging population, graduated licensing for younger drivers, fewer miles driven and the growth of the national vehicle fleet until the number of vehicles exceeds the number of drivers. During the last recession, economic forces also led to fewer claims, as well as fewer crashes.

V2V won’t eliminate all car crashes. For example, NHTSA said the potential 80 percent reduction doesn’t include wrecks caused by drunk drivers or mechanical failures such as blowouts.

And as envisioned, V2V won’t automatically activate crash-avoidance maneuvers such as applying the brakes, which would further reduce crashes. NHTSA said it may add that capability to future V2V systems.

Another likely future refinement will be vehicle-to-infrastructure communications, or V2I. This allows vehicles to talk to traffic signals, work zones, toll booths, school zones and the like. V2V and V2I could also improve the speed and efficiency of traffic flow, and cut down significantly on the amount of time drivers spend in traffic jams.

With all its benefits and the significant amount of testing and recruitment already done, it seems very likely that V2V and other crash-avoidance technologies are on the way. Just when they will arrive is uncertain, but they could make an appearance in as soon as several years.

When all upcoming changes are considered Wilson told ARA members that the last decade of consolidation and other rapid change for auto recycling may in retrospect seem like a period of relative calm. “And while it may be 20 to 30 years for the market to be saturated with that new technology,” he said, “it will certainly lead to a significant paradigm shift for the automotive recycling industry.”



Insurance studies show that existing accident avoidance technologies, such as Volvo’s City Safety feature, can reduce low speed crashes by more than 20 percent. The proposed V2V and V2I technologies could greatly increase that number, especially if mandated for all new production vehicles.

PHOTO COURTESY OF VOLVO CAR GROUP

# Spotlight

■Continued from Page 4

All E-Z Crushers are available as portable or stationary, and include a unique hydraulic system that provides maximum power. Mounted on the bottom deck of the unit, hydraulic cylinders pull rather than push the crusher deck down, which puts less stress on the machine. So, at the point of greatest resistance, the cylinder is at its strongest position. This configuration is also beneficial because the travel height of the machine is the same as the operating height (13’ 3”), so the entire unit is easy to transport.

Made of seamless high-grade polished steel, each cylinder can be operat-

ed independently, “giving you more leverage and maneuverability. Independent cylinders indicate that two different hydraulic oil ‘circuits’ lead to a common drive pump, which makes troubleshooting easier. The pressure is adjustable as a safety relief valve is built into each cylinder. This prevents possible damage to the cylinder. It isn’t necessary to move cylinders when you move so there is no set up time required. E-Z Crusher is ready to go to work when you arrive at a site. The R.M. Johnson Company has fine-tuned the design of the E-Z Crusher over many years, making the product as easy to use as possible, and built with more steel and after-purchase support for maximum customer satisfaction,” Van Vleet said.

*The morning after a long night of drinking, a husband told his wife, “Honey, I think our house is haunted! Last night I went to the bathroom, and when I opened the door, the lights suddenly turned on and a cold wind blew right through me.” She groaned, “You idiot! You peed in the fridge again!”*

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# Toyota issues auto industry's first asset-backed green bond

Toyota Financial Services (TFS) issued the auto industry's first-ever Asset-Backed Green Bond in the amount of \$1.75 billion. The offering was upsized from \$1.25 billion to accommodate demand as institutional investors demonstrated strong interest in this inaugural clean transportation investment opportunity. The Green Bond is the newest component of TFS' broad-ranging funding program.

Proceeds of the TFS Green Bond will be used to fund new retail finance contracts and lease contracts for Toyota and Lexus vehicles that meet specific criteria, including powertrain, fuel efficiency and emissions. There are currently nine vehicles in the Toyota and Lexus portfolio of green vehicles that qualify.

To develop the Green Bond, TFS worked closely with Citi, which has a long-standing relationship with TFS.

Citi served as the structuring lead manager of the bond, and BofA Merrill Lynch and Morgan Stanley acted as joint-lead managers.

The TFS Green Bond is the first of its kind in the auto industry. Toyota currently offers hybrid editions in nearly all of its vehicle categories. At the end of 2013, Toyota's global sales of hybrids reached more than 6 million vehicles. The latest million unit milestone was achieved in the fastest time yet for Toyota, taking just nine months.

Since the launch of the first Prius in 1997, Toyota's hybrid vehicles have resulted in approximately 41 million fewer tons of CO2 emissions than would have been emitted by gas powered vehicles of similar size and driving performance.

Tyler Dickson, global head of Capital Markets Origination at Citi, said, "We see excellent investment opportunities for the growing interest among investors and consumers alike in environmentally friendly, energy efficient, clean transportation."

TFS will commit to use the proceeds of the Green Bond toward the purchase of retail finance contracts and lease contracts for Toyota and Lexus vehicles that meet high green standards as established by three criteria:

- Gas-electric hybrid or alternative fuel powertrain;
- Minimum EPA estimated MPG (or MPG equivalent for alternative fuel vehicles) of 35 city / 35 highway; and,
- California Low-Emission Vehicle II (LEV II) certification of super ultra-low emission vehicles or higher, which would include partial zero emissions vehicles and zero emissions vehicles.

Qualifying models from Toyota include: Prius, Prius c, Prius v, Prius Plug-in, Camry Hybrid, Avalon Hybrid, and RAV4 EV. From Lexus, qualifying vehicles are CT 200h and ES 300h.

For additional information, view this article on [www.AmericanRecycler.com](http://www.AmericanRecycler.com).

## Salvaging Millions

by Ron Sturgeon  
Autosalvageconsultant.com

### Pay for Performance

**One of a continuing series of articles on increasing profits and cash flow.**

Increasing sales often takes months. To do it, you need money to buy more cars and do more marketing. Want a shortcut to higher profitability? Think about cutting your costs. The beauty of increasing profits by cutting costs is that it can be done now.

Smart cost cutting often produces better cash flow and profit numbers within weeks. Having achieved better cash flow and profits, you can then use the extra money to buy more cars and get the inventory that will produce higher sales.

In past articles, I have discussed pay for performance for sales people. In this article, I will discuss how to do pay for performance for dismantlers.

It's easy to start pay for performance in your yard's dismantling department.

•First, gather your metrics. The number of cars dismantled per day per dismantler will vary depending on what your people do (move the vehicle in and out, dismantling, checking engines, verifying parts, cleaning, tagging and stocking parts). Solidly managed yards using pay for performance should achieve well over two vehicles per day when the dismantler moves his car in and out and checks and pulls all parts.

•Second, make certain you have well trained dismantlers, standardized procedures, adequate forklifts, and good storage devices, carts, etc.

•Third, apply your metrics to your current rates of pay and figure out what your top performers, average performers, and laggards are doing so that you can set the right performance benchmarks. The price you will end up paying for the dismantling described above will vary, but you should expect to pay a minimum of \$75 per car.

•Fourth, implement the program and keep tracking your KPIs.

Expect at least a 50 percent lift in productivity. In dismantling, a good

pay for performance program should double output. It has in the dozens of yards where I have helped put it in place.

When I first switched my yards to pay for performance, sometimes dismantlers finished all the cars I had on hand. When they did, I gave them the option of going home early or doing extra side work at their dismantling hourly rate.

Whatever the side job was, I issued them a purchase order for the number of hours we agreed at their dismantling rate. My dismantlers hustled because the more productive they were, the more they earned for any side work.

Realistically, you should not run out of cars to dismantle very often, but you also need to make sure that you don't get too large a backlog. I tried to never have more than two weeks' worth of cars waiting for dismantlers. For every four weeks of standing dismantled cars, you will need an extra parts puller, a drain on payroll forever.

Part of your pay for performance program should be communicating a change in how vacation pay works. I paid vacation pay based upon the average weekly earnings of the dismantler over the previous eight weeks. My guys always hustled dismantling to make their vacation checks as big as they could be.

Your best dismantlers will earn over \$1,000 a week. They will never leave, and you will be glad to pay them because they will be doing twice the work of you got from them when they were hourly.

Your most successful competitors have already lowered their labor expenses by switching their dismantlers to pay for performance. It's time for you to make the jump.

Are your labor costs above 20 percent of total parts sales? The easiest way to bring them back in line and make this year your best ever is a good pay-for-performance compensation program.

## Emission fraud

■Continued from Page 1

Salmeron was ordered to self-report to the Federal Bureau of Prisons upon designation of a federal facility. All federal sentences are served without the possibility of parole.

Salmeron is the latest defendant to be sentenced resulting from an investiga-

tion of Charlotte-area vehicle emissions inspectors involved in conducting "clean scans." The multi-agency investigation has netted 14 prosecutions, with defendants serving sentences ranging from 18 months in prison to probation, in addition to home confinement, community service and monetary fines.

Assistant U.S. Attorney Steven R. Kaufman of the U.S. Attorney's Office in Charlotte prosecuted the cases.

*"I have kleptomania. But when it gets bad, I take something for it."*

—Ken Dodd

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