



# American Recycler®

NewsVoice of Salvage, Waste and Recycling

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## RMD awarded for innovation

RMD Technologies, Inc. has been presented with the 2011 Innovative Product Award for its Utility Terrain Electric vehicle at the 3rd International Electronics Recycling Conference in Las Vegas.

RMD Technologies was granted this award for the cutting-edge nature of its technology, and value of its contribution to the industry.

The Utility Terrain Electric (UTE) vehicles are being manufactured with a robust ADC Motor, controller and transaxle combination. The Utility Terrain Electric, "UTE" has been specifically designed for years of durable performance.



PHOTO COURTESY OF RMD TECHNOLOGIES

The UTE is the first electric vehicle built using a high percentage of recycled materials, primarily recycled electronic waste. RMD Technologies continues to focus their resources on sourcing only the finest components available for its highly anticipated small electric vehicle.

## Privatization saves dollars and makes sense for municipalities

by MIKE BRESLIN

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Mayors and city councils across the country are faced with the biggest budget shortfalls in history and are mired in debt. They are caught between diminished revenues caused by the recession, the tepid recovery and rising costs for municipal employees, particularly long-term pension and healthcare costs that in many cases are underfunded and in others deemed unsustainable. The debate over whether or not to privatize waste hauling is heating up.

By necessity, governments are being forced to tighten their belts to maintain critical services such as roads, police and fire. Many cities have found, and are increasingly finding, financial relief by contracting out residential waste services to private companies, not only to save money, but in many instances actually improving value to fee and tax payers while improving recycling rates. Other cities believe they run highly efficient collection operations and prefer to manage their own fleets. Still others attempt to benchmark city department performance by having them bid against private contractors.

For an overview of the private versus public refuse collection debate, American Recycler spoke with Bob Wallace. Wallace is a principal and vice president of client solutions at WIH Resource Group, an inte-



PHOTO BY BENKRUT | DREAMSTIME.COM

The City of Toledo, Ohio's Mayor said the switch to a private hauler will save \$2.8 million for the city budget and allow the city to hire an additional 25 police officers late in 2011.

grated solutions provider that serves the public and private waste management clients with a full range of analytical and support services. Prior to WIH, Wallace spent six years with Waste Management, Inc. as their director of transportation and logistics.

"Privatization has mixed reviews depending on who you talk to. Of course, the private sector companies are always pushing for cities to privatize. I would say it's almost a fifty-fifty split between public and private residential collection. You look

See PRIVATIZATION, Page 4

## Citizens of Concord defeat ban on bottled water

The citizens of Concord, Massachusetts, voted down a proposal to ban the sale of single-serve bottled water.

The International Bottled Water Association (IBWA) commended the Retail Association of Massachusetts, who agreed that banning bottled water would hurt local merchants and burden Concord taxpayers. In addition, IBWA recognized the effort made by the Concord Board of Health and Emerson Hospital in Concord, who sent individual letters opposing the ban, citing public health issues if bottled water was not readily available to its citizens.

The Town of Concord faced an influx of attention from anti-bottled water activists seeking total bans on bottled water sales.

A second proposal seeking to educate Concord voters on the environmental issues did pass but the measure does not address all plastic containers.

According to the Environmental Protection Agency, bottled water containers make up just one-third of one percent of the entire United States waste stream. Therefore, any efforts to reduce the environmental impact of plastic packaging must include all consumer goods.

## Natural gas waste hauling increases



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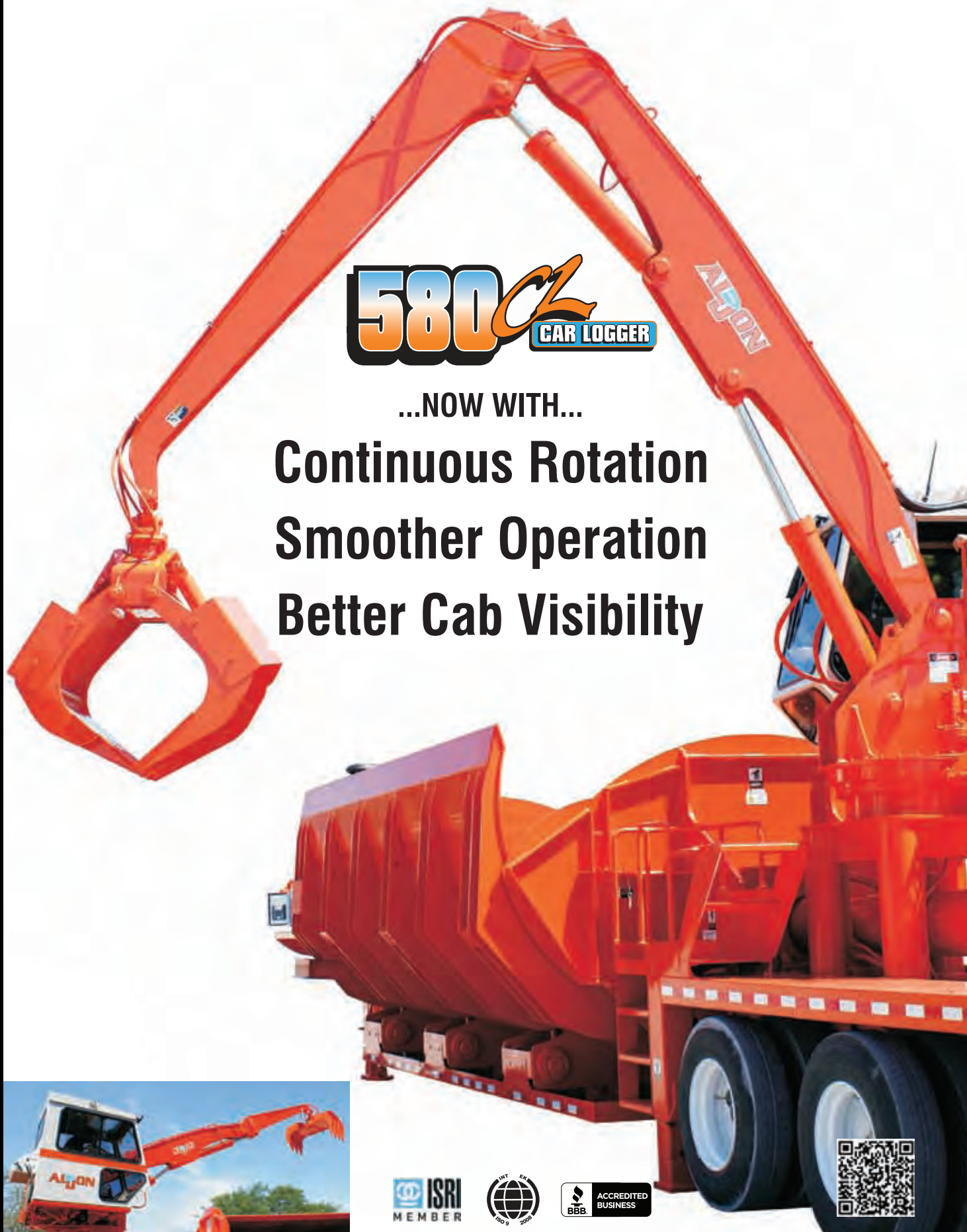


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## California Senate votes to ban foam containers

The California Senate has narrowly passed a bill banning vendors from using Styrofoam containers for takeout food in California. The bill is the first of its kind in the nation.

PHOTO BY LIM SENG KUI | DREAMSTIME.COM



The bill, introduced by Senator Alan Lowenthal, prohibits vendors including restaurants and grocery stores from providing prepared food in expanded polystyrene containers beginning January 1, 2014. Under an amendment to the bill, the ban would apply to restaurants and vendors after January 1, 2016, and to schools after July 1, 2017.

Expanded polystyrene foam, or Styrofoam, is a lightweight plastic that accounts for up to 15 percent of storm drain litter, according to the California Department of Transportation.

The bill allows for businesses to continue using the containers if the city it is located in has a recycling program for the products and 50 percent of the foam is recycled. "This is not a ban," Senator Alan Lowenthal said on the Senate floor during the debate. "If the city has an effective recycling program, you can continue to serve with the foam."

The California Chamber of Commerce said the bill threatens hundreds of jobs at California companies that make the foam containers. "I introduced this bill not just to solve an environmental problem that plagues our state, but because it's a job booster for California," Lowenthal said. He added that many companies in California making alternatives to polystyrene takeout packaging, including compostable materials, foil and paper.

Bill SB 568 passed on a bipartisan 21-15 vote. The bill now heads to the Assembly with a floor vote by the end of August.

*One summer evening, during a violent thunderstorm, a mother was tucking her son into bed. She was about to turn off the light when he asked with a tremor in his voice, "Mommy, will you sleep with me tonight?"*

*The mother smiled and gave him a reassuring hug. "I can't dear," she said. "I have to sleep in Daddy's room."*

*A long silence was broken by his shaky little voice, "The big sissy!"*



# National Demolition Association awards scholarship winners

The National Demolition Association (NDA) presented five college scholarships to deserving students at the 38th Annual National Demolition Association Convention in Las Vegas. The NDA has recognized exemplary students with scholarships for more than 10 years.

The Bill and Wanda Baker Scholarship was presented to Diana Anaya of Cicero, Illinois. Anaya, a graduate of J.S. Morton East High School in Cicero, was nominated for this award by Alpine Demolition Services, Batavia, Illinois. She plans on attending college and studying mathematics and education.

The Patrick H. O'Rourke Scholarship was given to Stephanie M. Smith of Mapleton, Minnesota, a student at the University of Wisconsin, La Crosse. The scholarship's sponsor is Blue Earth Environmental Co., Mankato, Minnesota. A 2010 graduate of Maple River High School, Smith is majoring in accounting.

The National Demolition Association Scholarship was awarded to two members of the class of 2011. Zachary T. Vaughn of Concord, Ohio, is a graduate of Saint Ignatius High School, also in Concord. He was sponsored for the scholarship by National Metal Trading, Willoughby, Ohio. A student leader and athlete who exhibited outstanding academic achievement, Vaughn will attend college in the fall.

Kelsey Johnson of Bartlett, Illinois, a graduate of Streamwood High School, Streamwood, Illinois, was also a recipient of the NDA Scholarship. She was sponsored by Brandenburg Industrial Service Company, Chicago. Johnson was ranked third in her class, a varsity athlete, and involved in the Special Olympics. She plans on attending college in the fall.

The Southern California Chapter of the National Demolition Association Scholarship was presented to Megan Michelle Hans of Covina, California. Her sponsor for the scholarship was Three D Service Co., Pomona, California. A graduate of Saint Lucy's Priory High School, Glendora, California, she holds an associates degree from Citrus Community College and currently attends California State Polytechnic University.

The Sims Adams Scholarship was awarded to Erin Olesen of Unionville, Connecticut. She was sponsored for the award by NDA member Manafort Brothers, Inc., Plainville, Connecticut. Olesen, a 2009 graduate of Miss Porter's School in Farmington, Connecticut, is currently a student at Claremont McKenna College. There she enrolled in the Tutorial Program in Philosophy, Politics, and Economics.

# Sims Recycling collects record e-waste

Sims Recycling Solutions, in celebration of Earth Day, collected over one million pounds of electronic waste for recycling. Collected items ranged from consumer products to business and industry materials collected at an event or at one of the Company's Sims Recycling Solutions facilities across the United States.

# New research shows consumers prefer to visit restaurants that recycle

Roughly two-thirds of the nation's restaurateurs have recycling programs as part of their sustainability efforts, according to a new study conducted by the National Restaurant Association in partnership with Georgia-Pacific Professional.

The research, which will be released at the 2011 National Restaurant Association Restaurant, Hotel-Motel Show, also shows that three out of five consumers prefer to visit restaurants that have recycling practices in place.

The study provides a comprehensive overview of restaurant recycling practices that will help operators meet consumer needs, enhance their environmental programs and be more profitable.

Highlights of the restaurant recycling study include:

- Sixty-five percent of restaurateurs currently have a recycling program in place, and 13 percent participate in composting programs.
- Seventy-four percent of restaurateurs who recycle do so in the kitchen and office areas, while 43 percent have a program in the dining room and other customer-facing areas.
- Nearly three out of four (72 percent) restaurant operators use products made from recycled materials; the most common of these items were bags, paper products and food containers.
- Sixty percent of consumers say they prefer to visit a restaurant that recycles.
- A strong majority of consumers (85 percent) say they sort recyclables in quickservice restaurants if receptacles are provided.
- About half of consumers (51 percent) say they are willing to pay a little more at a restaurant that recycles.

The research supports the development of best practices for restaurant operators by the National Restaurant Association through its Conserve: Solutions for Sustainability initiative. The Conserve website provides free tips, tools and resources for restaurant operators to continue to develop their environmental sustainability programs, including waste reduction and recycling.

# Wastewater biogas facility completed

Ameresco, Inc. and the City of Dallas Water Utilities (DWU) have completed an innovative biogas energy recovery facility. The new plant is expected to save the city at least \$1.5 million annually and offset approximately 60 percent of the electricity currently pulled from the grid. Ameresco invested the capital necessary to deliver up to 1,200 standard cubic feet per minute of biogas to power the plant, and the city plans to incorporate future production increases.



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# Privatization

■Continued from Page 1

at areas like Seattle where they subcontract all those operations. Then, cities like Phoenix do managed competition where they have their own residential collection fleet, but every five years they go out to bid for one of their service areas. Cities like Phoenix argue they can do it more cost effectively with their own fleet than through outsourcing. In Phoenix's case they probably can as they have strong operational management, many of whom came from the private sector. Through managed competition, the city bids against private contractors. They put it up for bid through a third-party contracting agency. However, the agency is within the city. They are supposed to be non-biased in their evaluation of the proposals and selection process."

"Other cities around the United States are considering similar strategies. San Diego has started considering managed competition for various city managed services and is seeing financial gains from privatizing many functions. When you look at the solid waste enterprise funds that cities have, they can be huge revenue sources for them and quite often these revenues help subsidize or enhance other city activities and operations. If cities have col-

lection fleets in place, and unless there's some big incentive to privatize, I will think we will see cities continue to operate their own fleets because it's a large source of revenue. If cities manage their fund surpluses correctly, solid waste and recycling collection revenues can be a win-win for cities, assisting them in paying for other critical services."

"We've done several studies for governmental agencies on whether or not to privatize and we performed cost analysis of their fleet operations. One thing we noticed is that quite often the incentives that the private sector companies are able to offer their drivers for fleet performance and productivity are much greater than the government agencies. Government agencies often get bound by the unions, too."

"When we did studies for small to medium sized cities in the total economic sense for them to continue operating their fleets, they were efficient on the residential collection side, but when they were competing with the private sector in the industrial and commercial lines of business, it made no sense for them to be in that. They were not efficient, the routing was poor and it was costing the city and rate payers a lot more money than it would have been if they had privatized those lines of business. In a few larger cities where we performed studies our research showed that they could save millions of dollars a year by outsourcing commercial and residential collection and/or creating an open market, whereby the private sector companies compete with one another and the city no longer provides commercial or industrial collection services. If cities are smart about it they can actually assess a host fee from the private collection companies for collection of commercial and industrial waste and make money from it for their waste enterprise fund or contribute to their general fund. Most cities have minimal costs for administering private sector collection programs for commercial and industrial collection."

"I would not say that every city could do better by outsourcing or privatizing their residential fleet. I think there are a lot of them that do a pretty good job of it, but

probably under 50 percent. Of the cities that want to maintain their own collection, city councils have pushed for a high level of service that they are typically not going to get from a contractor because they want city residents to be happy with their solid waste and recycling collection services, and they want a clean city. It's really a matter of how well a city government administers its contracts through the performance clauses in the agreement with the private sector contractor and how well they hold the feet to the fire, so to speak, of the private sector contractor to make sure they are performing at the specified contract level. That's another thing, writing the contracts correctly are critical for a city to maintain performance of the private sector contractor when they elect to outsource, especially given the longer nature of these contracts," Wallace concluded.

The National Solid Wastes Management Association (NSWMA) represents for-profit companies in North America that provide solid, hazardous and medical waste collection, recycling and disposal services. Bruce Parker, NSWMA president and CEO commented on the current state of privatization – "There has always been some privatization activity going on here and there, but never to the degree that I am seeing now in the 30 years I have been involved in this business. The driver, of course, is the tremendous aggregate deficits that states and local government are facing. When that happens, local governments are forced to cut programs, economize and be more efficient. Privatizing waste collection and processing is one of the low hanging fruits, so to speak, that reaches results."

Parker is naturally biased. Privatization has always been one of the basic issues for NSWMA. "We believe the private sector has better efficiencies, higher motivation and many other factors in its favor that the public sector does not. That is not to say that all local communities are not efficient and not to cast aspersions on the public sector, but generally speaking, we are much more efficient because we have a profit motive."

See PRIVATIZATION, Page 6



**CORRECTION:** In June's cover story, "Bright idea – solar power over landfills" contained the following statement which was inaccurate: "Easthampton is the only landfill project involving a signed contract." It has been brought to our attention that other companies have also signed contracts to provide solar systems over landfills in Massachusetts.

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# Illinois launches statewide environmental initiatives

A model for a statewide comprehensive recycling database and a cutting-edge job training program that will serve to create new jobs in Illinois' recycling and sustainability industries were launched at the annual Illinois Recycling and Waste Management Conference and Trade Show.

"Illinois is on the forefront of not only reducing waste but in creating the infrastructure for building a new sustainable environmental industry – this is potentially the next dot.com of the 21st century," said Mike Mitchell, executive director, Illinois Recycling Association (IRA).

According to the 2010 Recycling Economic Impact Study prepared for the Illinois Department of Commerce and Economic Opportunity (DCEO) by DSM Environmental through a grant to the Illinois Recycling Association, recycling, recycling reliant, and reuse industries in Illinois contribute a total of 111,500 jobs, a payroll of \$3.6 billion, and over \$1 billion in state and local taxes. And there is room for more growth as Illinois continues to increase the amount of reusable resources diverted from landfills each year.

"The recycling industry has experienced impressive growth for over 30 years. From 1967 to 2000 the industry experienced annual growth rates of 8.3 percent in the number of jobs and 12.7 percent in gross annual sales, outperforming industries like fast food and health care. The industry continues to be a proven job creator and economic growth generator," said Dr. Neil Seldman, president of the Institute for Local Self-Reliance in Washington, D.C.

On a national level, in 2009, 243 million tons of waste were generated. Sixty-six percent of that waste ended up in a landfill or was incinerated. When materials that could be reclaimed or recycled are burned or buried, valuable resources, revenue, and American jobs are wasted as well.

As the nation looks to sustainability and recycling as new sources of job creation and economic development, as well as environmental solutions, these programs together are important in equipping citizens with both the right data and education to support continued growth of the industry.

First Comprehensive Statewide Recycling Database in Illinois EcoPoint™ Illi-

nois is the first comprehensive database of local and statewide recycling opportunities in the state, providing information from local government, and public and private sector recyclers about where residents can recycle anything from cans to computers.

Local governments in Illinois will also be able to publish and promote information about their waste reduction and recycling programs through a central portal of Community Profiles. Both of these search engines are available in Illinois through IRA's website at [www.illinoisrecycles.org](http://www.illinoisrecycles.org).

The subscription to this service was funded by the Illinois DCEO through a grant to IRA.

"The difference between EcoPoint Illinois and other existing national recycling databases is that the database is populated by local governments and businesses using new free accounts available in Re-TRAC Connect™, a web-based data management system. Because Re-TRAC Connect offers many features and functionality in addition to managing a database of EcoPoint locations and community profiles, users will have regular opportunities to keep their information current," said Rick Penner, president of Emerge Knowledge, the technology company that developed EcoPoint and Re-TRAC Connect. "It's an integrated system to track and measure recycling and solid waste data as well as connect people with information to achieve sustainability outcomes."

Illinois launched EcoPoint with information pre-loaded in the new database that was obtained by a statewide survey conducted by Resource Recycling Systems as part of the same DCEO grant. The launch of EcoPoint Illinois also included the kick-off of an ongoing initiative by IRA to encourage greater participation in the program so that the database will eventually include information from every recycler throughout the state.

Recycling rates for Illinois indicate the percentage of solid waste that is recycled or composted. The Illinois Solid Waste Management Act requires each county in Illinois to develop a plan to recycle 25 percent of municipal solid waste, but there is no statewide mandate

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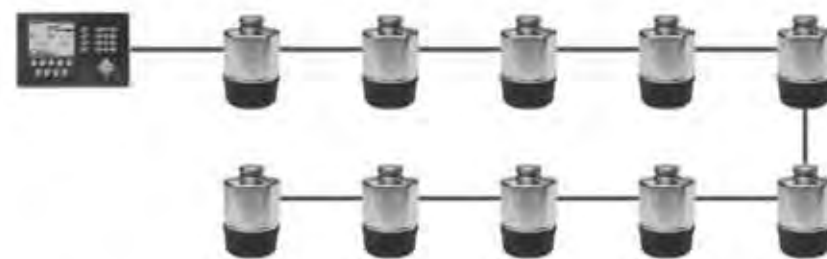
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## Illinois initiatives

■Continued from Page 5

for recycling rates. In 2009, the state achieved a recycling rate of 37 percent, according to the Illinois Environmental Protection Agency's Nonhazardous Solid Waste Management and Landfill Capacity in Illinois: 2009 report.

"While this puts Illinois above the 2009 national recycling rate of 33.8 percent, it is far below what we could be doing to reduce the amount of waste that ends up in landfills," said Paul Jaquet, president of Eagle Enterprises, Inc. and IRA board president. "The recycling rate goals for Illinois haven't been revised since 1988. People look at 37 percent recycling statewide and think that this is great, but we are far behind states like California where the recycling rate is over 50 percent."

"The old waste management model is 75 percent disposal and 25 percent recycling/composting. Through our certification program, we are re-training professionals to see what we used to call waste as valuable resources that can be reused," said Mitchell. "This new resource management model flips these numbers, calling for at least 75 percent recycling/composting and only 25 percent disposal. This dramatically alters the landscape of how discards are handled."

The certification program will be offered at community colleges around the state beginning in 2012 and applies to current industry professionals as well as those interested in starting a new career in the growing recycling and sustainability field. Certification begins with Recycling 101.

## Colorado recognizes recyclers' excellence

Recycling professionals and individuals dedicated to recycling from across Colorado recognized the outstanding achievements of their peers at the 2011 Colorado Summit for Recycling, Colorado's 22nd annual statewide recycling conference.

The following individuals were recognized for their leadership in regard to recycling in Colorado:

- Randy Fischer, State Representative – Outstanding Elected Official.
- Cary Bush, Recycle-Creede – Outstanding Volunteer of the Year.
- Bill Morris, Blue Star Recyclers – Recycler of the Year.

•Kelly Ohlson, Mayor Pro-Tem, City of Fort Collins – Lifetime Achievement.

•Kristin Jones, Rocky Mountain Investigative News Network – Outstanding Media Outreach.

The following programs were recognized for their excellence in recycling and diversion and for being trendsetting programs in Colorado:

- Eco-Cycle, Green Star Schools Program – Outstanding Outreach Educational Institution.
- SBM Management – Outstanding Business Diversion Program.
- City of Golden – Outstanding Government Diversion Program.

## PepsiCo offers recyclable and compostable cup options

PepsiCo announced that it has begun offering five options of eco-friendly, recyclable and compostable cups to Foodservice customers in the United States.

The new offerings consist of fully recyclable clear plastic cups, including an rPET cup containing 20 percent post-consumer recycled content, as well as compostable paper cups and wax cups made with plant-based materials. The fountain cup portfolio mix allows customers to select the right green cup options based on locally available recycling and composting disposal facilities.

## Privatization

■Continued from Page 4

The profit motive is the key to understanding the benefits of private company collection and processing of residential waste because it inspires competition to provide the highest quality service at the lowest possible cost. Performance results of a private fixed-term contract can be evaluated by residents, fed-back loud and clear to city administrators who can look for a better or cheaper provider vendor when the contract expires.

According to a new study released by NSWMA in late March, privatized waste services generate significant cost savings, lower financial risks and are safer and more environmentally protective than their public sector counterparts.

### Key study findings were:

•Competitive delivery of solid waste services typically generate cost savings of 20 to 40 percent. Private companies have the economies of scale to spread investment, environmental protection and procurement costs across multiple contracts and facilities, and are not hindered by governmental bureaucracies.

•Cities with the highest recycling rates like San Francisco and Seattle have fully privatized recycling. Private recyclers have more experience and financial ability to assume and manage risks in volatile commodities market.

•According to the U.S. Department of Labor, solid waste management services operated by local governments have an injury rate more than four times greater than private counterparts. Private sector employees also missed fewer work days than public sector employees due to injury.

Naturally, there has been and continues to be resistance from public sector interests against privatization, but now even the City of Chicago is in the process of seriously considering going private.

On March 31, the Chicago Sun-Times reported that the Daley administration is considering curbside recycling to approximately 359,000 Chicago households under a contract with a private company. City of Chicago's Procurement Services spokeswoman Shannon Andrews said a January 12 bid opening attracted 8 proposals that were still being reviewed. No contacts have been finalized and none of the bidders will comment on the status of contracts, although we inquired.

The Lucas County, Ohio, board of commissioners and the Mayor of Toledo recently agreed to privatize their refuse operations in an effort to reduce trash collection costs for the city, by bringing privately operated waste services to more than 180,000 households in northwestern Ohio. Toledo's Mayor, Mike Bell, said the switch to a private hauler will save \$2.8 million this year and between \$5 million and \$6 million next year. The council approved a five year agreement between Lucas County and Allied Waste Services to handle the job. The privatization of the city's trash service was deemed necessary to balance the city's budget while bolstering the city's police force.

Fees collected in Toledo for trash collection was a money-losing enterprise in recent years. Fees collected from residents only covered about \$9 million of the annual \$16 million cost of trash collection.

While states, counties and cities across the country are cutting services, raising taxes, and some contemplating bankruptcy, something extraordinary in privatization has occurred in Sandy Springs, Georgia, a suburban city just north of Atlanta. It may be a template for the future privatization of municipal services.

Dissatisfied with high taxes and poor services that were being provided by Fulton County, Sandy Springs incorporated as a city in 2005. With a population over 93,000, it became the third-largest city in the United States to ever incorporate. The new mayor and council, however, took a novel approach and created a new kind of city, one that outsourced everything to provide quality services at a reasonable price. Instead of hiring municipal workers, they contracted with CH2M Hill, a global provider of engineering, construction, and operations services to manage most city services. In turn, CH2M Hill hired local, private subcontractors to pick up trash, pave streets, maintain parks and do virtually everything else.

In the first year, CH2M Hill did its job for \$25 million, whereas in a traditionally run city of a similar size those same services would have cost \$60 million. The only services not outsourced are police and fire. By operating more efficiently, Sandy Springs has been able to make the kind of capital investment in infrastructure improvements that Fulton County had failed to make for decades, and the city has no long term liabilities.

No doubt the debate over whether or not to privatize will rage on. The private sector will continue to innovate and offer economies of scale that drive collection costs down and service value up. This will drive city governments and municipal workers to be more operationally creative, more cost efficient and justify their existence in the competitive arena. Hopefully, in the end, the will of the people, the cost for service and the quality of that service will be the deciding factors.



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## WASTE

# Texas passes legislation allowing out-of-state radioactive waste

Waste Control Specialists (WCS), a wholly-owned subsidiary of Valhi, Inc. located in Texas, is pleased with the Texas Legislature for passing legislation that allows the company to receive out-of-state low-level radioactive wastes.

Noting the significant efforts and investments made by all three partners in developing a disposal facility, William J. Lindquist, chief executive officer of WCS, said the legislature put the final piece in place by recognizing waste from outside the state was necessary to make the facility affordable and cost-effective for Texas generators, paving the way for disposal operations to begin later this year at the WCS site in Andrews County.

"The Texas Legislature put the best interests of Texas consumers and ratepayers first by devising a way to keep disposal costs low for Texas generators while providing tens of millions of dollars annually for the state budget through a voluntary access surcharge paid by generators outside the Texas Compact states of Texas and Vermont," Lindquist said.

This legislation was sponsored by Senator Kel Seliger of Amarillo and Representative Tryon Lewis of Odessa, both of whom represent Andrews. The legislation received overwhelming support in the legislature; near unanimous approval in the Senate and three-quarters approval in the House of Representatives.

This legislation protects Texas' interests by setting annual volume limits on the amount of waste that can be received from

outside the compact states and instructs the Texas Commission on Environmental Quality to conduct an updated facility capacity study in 2012. The legislation mandates that 70 percent of disposal capacity at the state facility be reserved for the compact states.

With low-level radioactive waste temporarily stored at 1,500 locations across Texas, mostly in urban areas, the need for a sound, cost-effective solution was clear. Much of the waste comes from the operations of nuclear power plants that provide base load electrical supplies for Texas businesses and residents. Some of the waste comes from medical research and treatments of cancer, diabetes and other critical illnesses.

The WCS facility in western Andrews County is the only commercial facility in the United States licensed to dispose of Class A, B and C low-level radioactive waste. It is also licensed for the treatment and storage of low-level radioactive waste – and has safely and successfully served as a temporary storage facility for past United States Department of Energy projects.

Situated in an arid and isolated location, the WCS facility sits atop a formation of 500 feet of impermeable red-bed clay which makes it an ideal setting for the storage and disposal of low-level radioactive waste. The state of Texas has determined the WCS facility does not sit above or adjacent to any underground drinking water formations.

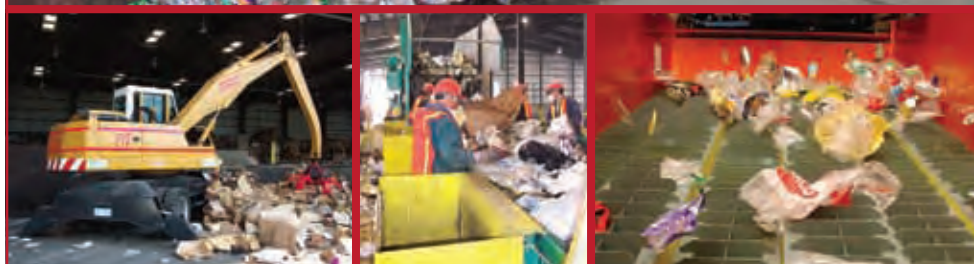
## SDT Waste acquired by IESI Corp.

IESI Corporation and SDT Waste and Debris Services, LLC jointly announced that SDT will join IESI, a subsidiary of Progressive Waste Solutions Ltd. Terms of the deal were not disclosed.

SDT will retain its name and brand and continue to operate out of its Chal-

mette and Independence, Louisiana headquarters as a Progressive Waste Solutions company. SDT president Sidney D. Torres, IV, has been retained as a consultant and has resigned his position as president of the company. All SDT contracts and agreements are unaffected by the merger.

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## WASTE

# Waste industry people recognized for service

More than two dozen men and women in the solid waste industry were honored for their service to the field at a awards ceremony sponsored by the Environmental Industry Associations (EIA) and its two sub-associations, the National Solid Wastes Management Association (NSWMA) and the Waste Equipment Technology Association (WASTEC). The ceremony was held in Dallas, Texas, during WasteExpo 2011.

"We are honored to recognize these 27 individuals," said EIA and NSWMA president and CEO Bruce J. Parker. "The careers of these committed professionals are filled with outstanding achievements. Their noteworthy service to their companies and America's solid waste industry has helped our industry better serve its customers, be more safety conscious and be more environmentally innovative."

Those honored include:

#### EIA Drivers of the Year

- Edward Aubin, Sr., Arena Trucking

Co., Inc. (Rice, Virginia.) – small industrial.

- Brian LaRotonda, Mr. T Carting Corp. (Glendale, New York) – small commercial.

- Tony Louzon, ACE Solid Waste, Inc. (Ramsey, Minnesota) – small residential.

- Danny McIntyre, Republic Services, Inc. (Las Vegas, Nevada) – large commercial.

- Keith Pilot, Republic Services, Inc. (Henderson, Nevada) – large residential.

- Eugene Schmidtke, Veolia Environmental Services (Ocala, Florida) – large industrial.

- John Whittaker, Salt Lake County (Midvale, Utah) – public sector.

#### EIA Hall of Fame

- Victor "Skip" Berg, Sonrai Systems (Annandale, New Jersey).

- Peggy Gaston, Waste Management, Inc. (Houston, Texas).

- Ben Harvey, E.L. Harvey & Sons, Inc. (Westborough, Massachusetts).

- John Jennings, Waste Pro USA (Longwood, Florida).

- Jim O'Connor, Republic Services, Inc., retired (Phoenix, Arizona).

- Robert Pioch, Anchor Machine & Tool, posthumously (Jackson, Michigan).

#### EIA Special Trustee Award

- Gordon Shaw, Marathon Equipment Co., retired (Vernon, Alabama).

#### NSWMA Distinguished Service Award

- Paul Smith, Recology (San Francisco, California).

- Amy Van Kolken Banister, Waste Management, Inc. (Houston, Texas).

#### NSWMA Member of the Year

- Phil Carter, Waste Industries USA (Raleigh, North Carolina).

#### NSWMA Special Governor's Awards

- Ralph Diaz, Corpus Christi Disposal Service, retired (Corpus Christi, Texas).

- Lisa Disbrow, Waste Management,

Inc. (Illinois and Indiana).

- Aaron Gilman, SCS Field Services (Reston, Virginia).

- Tim O'Donnell, Republic Services, Inc. (York, Pennsylvania).

- Jack Perko, Republic Services, Inc. (Indianapolis, Indiana).

#### WASTEC Distinguished Service Award

- Mike Rockefeller, Bond Beebe Accountants & Advisors (Bethesda, Maryland).

#### WASTEC Employees of the Year

- Juan Nodal, CP Manufacturing (National City, California) – in Production.

- Karen Seevers, E-Z Pack Manufacturing (Cynthiana, Kentucky) – in Sales and Marketing.

- Jim Weller, CP Manufacturing (National City, California) – in Engineering.

#### WASTEC Member of the Year

- Margie Campbell, New Waste Concepts (Perrysburg, Ohio).

## Landfill fire on Pine Ridge Reservation contained

The EPA has contained and smothered a landfill fire on the Pine Ridge Reservation in southwest South Dakota.

When EPA responders arrived on site on June 12, the fire had burned approximately 80 percent, or 5 acres, of the landfill. EPA observed evidence of household hazardous waste, including pesticide containers, paint cans and small drums, throughout the burn zone.

Responders also witnessed a noxious plume of smoke drifting across the nearby highway. Initial air monitor measurements taken indicated elevated levels of particulates, volatile organic compounds and carbon monoxide. Due to the unconsolidated nature of the waste in the landfill and the intensity of the fire, EPA determined the fire would likely burn for months if not addressed.

A borrow pit was established south of the current landfill in an area designated for future expansion. Solid waste in the existing cell was excavated, placed and compacted in appropriate lifts within the cell, and covered with soil to smother the fire. EPA is now working on bolstering the cover over the landfill and making sure there are no hot spots that could reignite.

## Veolia acquires Florida company

Veolia ES Solid Waste, Inc. has acquired all the business assets of Parker Sanitation, based in Panama City, Florida.

The agreement includes the acquisition of all assets including vehicles, containers and hauling equipment. Further details were not disclosed.

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## PLASTICS

# Model bale specifications set to ease recycling of plastics

The ever-expanding variety of new and creative types of plastic packaging can create collection and recovery difficulties for community recycling programs and material recovery facilities (MRFs). The Association of Postconsumer Plastics Recyclers (APR) is working to ease those concerns with the establishment of new model bale specifications for the collection of "bulky rigid plastics" and "tubs and lids."

"These new model bale specifications allow the recycling industry a common vocabulary," explained APR rigid recycling director Liz Bedard. "By clearly identifying commodities that have a growing domestic market, we can begin to increase the collection and recycling of these valuable plastic materials."

The bale specifications come on the tail of a year-long study evaluating types of non-bottle plastics bales being generated in North America. "We regularly hear from community leaders that their households are calling for more recycling opportunities for materials like yogurt and margarine tubs. Those containers are often made out of polypropylene, a resin very present in the material stream and with a growing recycling

market," said APR executive director Steve Alexander.

Since communities and business must be strategic in their decision to expand collection of new materials, APR has initially focused on model bale specifications for non-bottle rigid plastics that have strong domestic markets. "Just as communities are interested in expanding the types of materials they collect, our business and industry partners are also interested in additional clean recyclable materials. Bulky plastic items such as five gallon buckets are a good and steady source of recoverable and recyclable material," explained APR chairman Scott Saunders.

APR looks to educate the recycling industry about the new model bale specifications through a variety of actions including the APR website, webinars, market lists and case studies.

These two specifications are the first in a series of new model specifications for bales that contain non-bottle rigid plastics. APR will continue ongoing work to secure specifications for other material streams that are primed for steady growth.

# Matrixx Resource Holdings expands into recyclables

Matrixx Resource Holdings, Inc. has entered into an agreement in principle to form a joint venture partnership engaging in the trading and processing of plastic and metal resources.

To run concurrently with the company's oil and natural gas program, Matrixx has agreed to form a subsidiary in which the partnership will engage in the purchase, sale and processing of plastic and metal commodities. Matrixx plans to trade and recycle post-consumer polyethylene (PET) plastic bottles and their HDPE caps and sell the recycled product to companies in the United States where there is a high demand for recycled PET products.

The partnership is working on developing a proprietary equipment design and process that will eliminate the human component in the sorting process thus creating a more efficient and substantially more cost effective system than is currently available on the market today. The long term objective is to build a state of the art recycling facility in the New York metropolitan area that will incorporate renewable energy sources and serve as an education center. The plant would be FDA certified and will be able to further process the post-consumer plastics into high quality grades of resin for potential use in food

and beverage containers as well as medical supplies.

Furthermore, the partnership has identified and initiated discussions for the acquisition of certain processing facilities; and, for purchase and sales contracts within and around Central and South America. Included in this formula, the partnership plan provides for specific collection and sales contracts of specified tradable commodities, including plastic, brass, copper, aluminum and other valuable tradable resources.

Under the terms of the agreement, Matrixx will retain a minority percentage between 25 and 50 percent of the newly formed subsidiary.

To facilitate the transaction, the acting chief executive officer, Catherine Thompson, has agreed to concede her accrued compensation on record with Matrixx for the past two years. In addition to the concessions, certain shareholders, including Thompson, have agreed to retire approximately 130,000,000 shares of Matrixx common stock to Treasury.

Additionally, the agreement calls for Matrixx to have managerial control of the newly formed subsidiary thus allowing the company to maintain consolidated financials.

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## PLASTICS

# New video tours plastic recycling facility

The International Bottled Water Association's (IBWA) consumer website [www.bottledwatermatters.com](http://www.bottledwatermatters.com) has released a new YouTube video, "Recycling Empty Plastic Bottles," that gives consumers a good look at how a PET recycling facility converts more than two billion PET plastic bottles each year into useful materials. Most single-serve beverage bottles, food container "clamshells" and thousands of other products are made with PET plastic.

"Most people know that recycling is important, but they may not understand how the process of recycling occurs – how the empty plastic bottles get turned into many other useful objects," said Tom Lau-

ria, IBWA's vice president of communications. "This video traces the path that an empty bottles travels, from a bound bale to being made into clean plastic flake that is then heated and converted to make either food-grade recycled PET (rPET) pellets, which are used to make PET containers for food, or rPET fiber which is used in pillows, mattresses and carpeting."

Filmed at Marglen Industries in Rome, Georgia, the video demonstrates the value, importance and practicality of recycling.

"In the video a Marglen spokesman says one of the biggest issues his recycling businesses faces is not having enough empty bottles to feed their facility," said

Lauria. "United States recycling rates are still too low. This video is a clear message to consumers and municipalities that more needs to be done to capture this valuable material to feed recycled material processing centers rather than feeding landfills. Bottled water containers lead the pack in curbside recycling programs with a recycle rate of 31 percent, double the rate of bottled water container recycling only 5 years ago."

The bottled water industry fully supports and promotes the recycling of its recyclable plastic bottles and all other plastic containers used for food, beverages, medicines, household cleaners and personal care products.

# Waste Management forms Healthcare Plastics Recycling Council with healthcare industries

Eight companies across the healthcare, recycling and waste management industries have come together to form a technical coalition seeking to inspire and enable sustainable, cost effective recycling solutions for plastic products and materials used in the delivery of healthcare.

The Healthcare Plastics Recycling Council (HPRC) is made up of members from Becton, Dickinson and Company, Cardinal Health, Engineered Plastics, DuPont, Hospira, Johnson & Johnson, Kimberly Clark and Waste Management.

Understanding that the potential for plastics recycling is significant to both reducing environmental and human health impacts, HPRC exists in a collaborative effort to be a change agent for sustainable healthcare product and packaging lifecycle with the end goal of increasing the overall recycling of healthcare plastics. HPRC is unique in its focus on identification of plastics recycling barriers and solution development along the entire value chain, seeking to affect plastics recycling from healthcare product design and manufacturing through product use, disposal and recycle.

HPRC is currently engaged in three initiatives aimed at enabling recycling of select plastics. The first initiative, healthcare plastics value chain mapping, is focused on defining the healthcare value chain and identifying issues and barriers that disable plastics recycling. The second initiative, design for recycling guidelines, is focused on developing a document that articulates product and packaging designs that could enhance recycling potential. The third initiative, pilot study programs within healthcare facilities, is focused on building a data model to facilitate economic analysis of plastics recycling.

## C&D

# Don Rachel named NDA president

Don Rachel, CEO of Rachel Contracting, St. Michael, Minnesota, has been named president of the National Demolition Association (NDA).

Rachel has been actively involved with the NDA since 1990 and has served as chairperson of the environmental and safety committees, as well as vice president, secretary and treasurer of the organization.

As president, Rachel expressed his determination to keep the association focused on giving its member companies the tools they need to be successful in the demolition industry. "We can't control the national economy, but we can give our members the resources they need to control their own individual business economy," Rachel said. "Our goal is to add real value to membership in the NDA by producing deliverables that will positively impact the bottom line."

Under the new president, the NDA education committee will continue its work of actively encouraging colleges offering degrees in construction management to incorporate a major course of study in demolition, following the successful example of Purdue University, which offers the nation's first demolition and reconstruction specialization. The NDA and Purdue partnered on the development of the specialization.

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## CONSTRUCTION & DEMOLITION

# NSWMA/CMRA announce construction and demolition wood fuel specifications

The Construction Materials Recycling Association (CMRA) and the National Solid Wastes Management Association (NSWMA), worked together to develop viable, in-use construction and demolition (C&D) wood fuel specifications. The specifications are based on industry experience, permit requirements for boilers using C&D wood as a fuel stock and regulatory requirements governing the use of this material. The specifications provide real world guidance on what works in the marketplace for C&D wood fuel buyers (boiler owners and operators) and sellers (C&D wood processors).

C&D wood is generated at construction and demolition sites and processed throughout the United States by dedicated C&D processors. The processed wood is turned into a variety of end products, one of the most valuable of which is a fuel stock. The specifications are designed to serve as a starting point in negotiations between potential buyers and sellers of C&D wood fuel and to aid governmental regulators and legislators better understand

workable and proven specifications for C&D wood fuel.

Dan Costello, chair of CMRA's Material Standards Committee and president of Costello Dismantling, stated, "Wood is one of the primary materials generated at construction and demolition sites, coming from a wide variety of sources. In fact, we estimate that it can make up 30 percent of these materials. The specs will help standardize wood chips processed at C&D processing facilities and expand markets for this valuable biomass fuel."

C&D wood that is processed properly provides an economical and environmentally-friendly biomass fuel stock. C&D wood fuel stock is widely used in dedicated boilers globally and throughout North America.

C&D wood fuel stock has advantages over other biomass products, because it is kiln dried and provides a higher Btu value when used as a fuel. However, the fuel product has to be made to exact specifications in order to meet the operating and permit needs of industrial boilers and gasification systems.

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*time to go home and shouted at the top of his voice, "Shall we go home, Mother of Six?"*

*His wife, irritated by her husband's lack of discretion, shouted right back, "Anytime you're ready, Father of Four!"*



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## AUTOMOTIVE

# Next generation of fuel economy labels revealed

New fuel economy labels were displayed by the United States Environmental Protection Agency, Region 4 at the Southeast Diesel Collaborative 6th Annual Partners Meeting in Atlanta, Georgia. The new labels will provide shoppers of model year 2013 cars and trucks with comprehensive fuel efficiency information.

EPA was joined by representatives from the Southeast Diesel Collaborative, which has brought together leaders from federal, state, and local governments, organizations, industry and academia to reduce diesel emissions across the eight southeastern states.

"The new labels provide the most powerful tools available for comparing estimated fuel economy among new vehicles and they will arm consumers with information that could save thousands of dollars over the lifetime of a new car," said EPA regional administrator Gwen Keyes Fleming.

The new window stickers will have information about a vehicle's estimated fuel costs, savings, and impact on the environment. Although automakers may voluntarily adopt the new labels for model year 2012 vehicles, all model year 2013 passenger cars and trucks will feature the improved fuel economy labels. The requirement applies to all

conventional gasoline-powered and "next generation" cars, such as plug-in hybrids and electric vehicles.

For the first time, fuel economy labels will compare energy use and cost between new-technology cars that use electricity and conventional cars that are gasoline-powered, including estimates on how much consumers will save or spend on fuel over the next five years.

The labels will also contain easy-to-read ratings of how a model compares to all other models for smog emissions and emissions of pollution that contribute to climate change. For electric-powered cars, the labels will indicate how much electricity it takes to drive 100 miles, as well as information on the driving range and recharging time frame.

Also new, a QR code will be on the label to allow smartphone users to scan the label and get even more information with model comparison and vehicle specific energy use. The smartphone application will allow consumers to calculate specific information tailored to their own driving distances and behaviors to get more precise estimates of their own expected fuel costs and savings.

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

## Insurance Auto Auctions' CFO named president

Insurance Auto Auctions, Inc. (IAA), a live and live-online salvage auto auction company and wholly owned subsidiary of KAR Auction Services, Inc., has implemented executive leadership changes.

John Kett has been named president, and will also continue to serve as the company's chief financial officer.

Kett joined IAA in 2001 as senior vice president of planning and business development and was named senior vice president and CFO in 2007. During this time IAA nearly tripled its corporate-owned auction facilities.

## LKQ ready for 2012 calendar contest

LKQ Corporation invites all car enthusiasts to show off their best and brightest work by submitting an entry into the LKQ 2012 Car Calendar Contest. Thirteen winners will have their classic, custom or project car or truck featured.

The calendars themselves will feature over \$250 worth of coupons, photos and information about the vehicles.

To enter, submit a photo of your vehicle by September 1, 2011. Between September 5 and 25, anyone can visit LKQ's website to vote for their favorites.

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

## METALS

# Steel imports increase in May Import market share at 21 percent

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

	MAY 2011	APR 2011	2011 Annual (est)	2010 Annual	% Change 2011 Annual vs. 2010
SOUTH KOREA	213	309	2,795	2,041	36.9%
JAPAN	131	113	1,476	1,325	11.4%
GERMANY	78	72	996	879	13.3%
CHINA	119	97	937	858	9.2%
TURKEY	69	118	819	582	40.8%
INDIA	68	126	759	713	6.5%
AUSTRALIA	48	57	639	519	23.0%
All Others	1,113	1,037	12,638	11,940	5.8%
<b>TOTAL</b>	<b>1,838</b>	<b>1,929</b>	<b>21,058</b>	<b>18,857</b>	<b>11.7%</b>

Based on preliminary Census Bureau data, the American Iron and Steel Institute (AISI) reported that the United States imported a total of 2,692,000 net tons (NT) of steel in May, including 1,838,000 NT of finished steel (up 6 percent and down 5 percent, respectively, from April final data). Finished steel import market share in May was an estimated 21 percent and is also 21 percent year to date.

Key finished steel products with significant import increases in May 2011 compared to April include wire rod (up 35 percent), plates in coils (up 23 percent), oil country goods (up 15 percent) and heavy structural shapes (up 14 percent). Major products with significant year to date

import increases vs. the same period last year include reinforcing bar (up 55 percent), oil country goods (up 41 percent) and hot rolled bars (up 25 percent).

In May, the largest volumes of finished steel imports from offshore were from South Korea (213,000 NT, down 31 percent), Japan (131,000 NT, up 16 percent), China (119,000 NT, up 23 percent), Germany (78,000 NT up 8 percent), and Turkey (69,000 NT, down 42 percent).

For the first 5 months of 2011, the largest offshore suppliers were South Korea (1,164,000 NT, up 58 percent), Japan (615,000 NT, up 12 percent) and Germany (415,000 NT, up 6 percent).

## Steel import permits down in May

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 May totaled 2,579,000 net tons (NT). This was a 6 percent decrease from the 2,746,000 permit tons recorded in April and a 2 percent increase from the April preliminary imports total of 2,535,000 NT.

Import permit tonnage for finished steel in May was 1,768,000 NT, down 8 percent from the preliminary imports total of 1,915,000 NT in April. The estimated finished steel import market share in May

was to 21 percent, the same as the 2011 YTD market share.

In May, the largest finished steel import permit applications for offshore countries were for Korea (222,000 NT, down 28 percent from April), Japan (145,000 NT, up 36 percent), China (114,000 NT, up 19 percent), Turkey (80,000 NT, down 32 percent) and Germany (77,000 NT, up 6 percent).

Finished steel import permits for major products that registered large increases in May vs. the April preliminary include wire rods (up 26 percent) and oil country goods (up 14 percent).

## FOR SALE

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METALS

# Scrap exports surge to \$3.36 billion in April

## United States exports reach highest level ever

The Institute of Scrap Recycling Industries, Inc. (ISRI), cited new United States Census Bureau data showing that by value, total scrap exports in the United States surged to \$3.36 billion in April 2011, beating the prior record of \$3.28 billion set in July 2008. Scrap exports also hit a new record by tonnage at 4.66 million metric tons, beating prior record from June 2009 of 4.59 million metric tons.

For the year to date (January 2011 to April 2011), the value of scrap exports reached \$11.8 billion, up 35 percent from January 2010 to April 2010 and well on track to beat last year's performance.

The biggest year-to-date gains by country/region include Turkey (+62 percent), the European Union (+61 percent to \$1.5 billion), Taiwan (+59 percent), China (+34 percent to \$3.5 billion), South Korea

(+32 percent) and Canada (+18 percent).

By commodity, the year-to-date value of shipments increased as follows:

Ferrous scrap: +43 percent to \$3.1 billion.

Copper scrap: +54 percent to \$1.6 billion.

Aluminum scrap: +42 percent to \$1.3 billion.

Recovered Paper: +18 percent to \$1.3 billion.

Plastic scrap: +6 percent to \$321 million.

ISRI president Robin Wiener noted that excess United States scrap is exported to more than 155 countries around the globe.

"The United States scrap recycling industry helps ensure that domestic manufacturers have all the raw materials they need," Wiener said. "Excess scrap that is exported helps boost our economy, improve

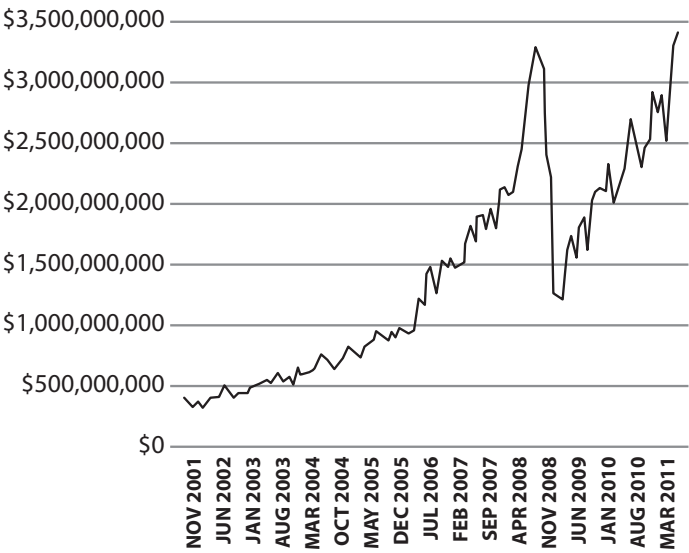
our trade balance and protect our environment. The new data shows that our industry continues to grow and expand."

"This data shows that the United States has more than ample supply of scrap to meet demand both at home and abroad," ISRI chief economist and director of commodities Joe Pickard said.

Pickard noted that at the same time overseas demand for scrap has increased, government figures from the United States Geological Survey (USGS) indicate that ferrous scrap consumption in the United States increased to 14 million metric tons in the first quarter of 2011, up from 12.6 million metric tons in the first quarter of 2010.

In late May, ISRI highlighted new Bureau of Labor Statistics (BLS) figures showing that the scrap recycling

Value of Total Scrap Exports from the United States  
November 2001 - March 2011



—Source: United States Census Bureau

industry added 10,000 green jobs between the first quarter of 2010 and the first quarter of 2011.

Estimates put the industry's current total number of jobs at about 113,000.

The BLS statistics followed news that the United States scrap recycling industry grew 40 percent since 2009 in terms of monetary value despite the lingering effects of the global recession.

# March steel shipments increase

The American Iron and Steel Institute (AISI) reported that for the month of March 2011, United States steel mills shipped 8,006,015 net tons, a 14.9 percent increase from the 6,967,481 net tons shipped in the previous month, February 2011, and a 4.7 percent increase from the 7,646,938 net tons shipped in March 2010. Shipments year-to-date in 2011 are 22,502,151 a 9.6 percent

increase vs. 2010 shipments of 20,537,822 for three months. 2011 shipments through March would annualize at 90 million tons.

A month-to-month comparison of shipments shows the following changes: hot dipped galvanized sheet and strip, up 19 percent, hot rolled sheet, up 14 percent, and cold rolled sheet, up 13 percent.

AR

Scrap Metals

MarketWatch

Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$360.00	\$357.00	\$375.00	\$400.00	\$475.00
#1 Bundles	per gross ton	350.00	357.00	360.00	399.00	450.00
Plate and Structural	per gross ton	410.00	385.00	395.00	395.00	467.00
#1 & 2 Mixed Steel	per gross ton	405.00	362.00	329.00	398.00	426.00
Shredder Bundles (tin)	per gross ton	300.00	295.00	298.00	310.00	323.00
Crushed Auto Bodies	per gross ton	300.00	295.00	298.00	310.00	334.00
Steel Turnings	per pound	—	198.00	204.00	205.00	325.00
#1 Copper	per pound	3.52	3.55	3.73	3.74	3.81
#2 Copper	per pound	3.42	3.43	3.58	3.59	3.65
Aluminum Cans	per pound	.91	.77	.84	.77	.89
Auto Radiators	per pound	2.13	2.02	2.16	1.98	2.26
Aluminum Core Radiators	per pound	.72	.57	.70	.89	.82
Heater Cores	per pound	1.25	1.81	1.69	1.80	2.00
Stainless Steel	per pound	.92	.72	.85	.88	.87

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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AR



# Salvaging Millions

by Ron Sturgeon  
Autosalvageconsultant.com

## Become the person with the plan

This is the second of a series, co-authored by Ron Sturgeon and Greg Morse, founder and president of Worthington National Bank.

**Ron:** I guess we can overstate the obvious and say the first thing bankers don't want to see is a business plan written on a big yellow pad with a No. 2 pencil.

**Greg:** True, but at the same time I want to know that the person whom I'm dealing with wrote the plan and understands it.

**Ron:** So as a banker, what are you looking for in the business plan?

**Greg:** The first thing I want to know is what you do, and how you do it better than other people.

**Ron:** I call that a Unique Selling Proposition (USP). When someone tells me they have an idea for a business, one of the first things I ask is, "What's your USP?" And they'll start talking about how their service is going to be better or they're going to have a bigger commitment to quality.

What they don't understand is that those are features and they're not unique! I'm not saying that having the best service is a bad USP, but I want them to tell me what makes their service better. Good examples of USPs might include:

- Our machine does something the competing machine doesn't do (that's the feature), and that translates into a third less operating expense (that's the benefit).

- We are going to offer better customer service (a feature). We will accomplish that by making sure that the widgets the client requests will actually fill his need (a benefit); our competitors just sell the client what he asks for with no questions asked.

- Our delivery is faster and more accurate (a feature). We accomplish that by using RFID tags attached to the merchandise throughout the distribution process.

**Greg:** A lot of times, people think being the lowest-cost provider is their benefit. But when they say that, it's almost always automatic that I'm not making that loan.

**Ron:** You almost never want to be the low-cost provider.

**Greg:** No, you don't! People don't realize that if they under-price their competitors, they're the ones who are going to go away, not their competition. No one wins in a price war. You have to have some kind of benefit that customers are willing to pay a little bit more for.

**Ron:** So, from a banker's standpoint, what else do you want to see? You're expecting their business plan to include what they do, a little bit about their background and their successes –

but not too much. They need to make it succinct. Would you say that's correct?

**Greg:** Yeah, and I want to know that they have experience doing what they want to do. If they don't, they need to have a partner that does. The business plan they give me should basically be their loan write-up. It should give the banker enough information to go in front of the loan committee and say, here's why they need the money. And more importantly, here's how they're going to pay it back. I need to know about your background, I need to know good things about you and I need to know if I'm going to read something bad about you in the paper tomorrow morning.

**Ron:** Yes, the days of lending on "ideas" are over. Experience and a track record of success is imperative. About the business plan, on the other hand, you don't want too much information.

A business plan should be as succinct as possible, but it should also be as complete as possible. It should have the math – the pro forma math for at least three years and maybe as many as five. If this is an existing business and there's a history, it should have some math from that. The banker wants to see how the cash flows, and it should include information about the people, their education, their experience, their product or service and the company.

It needs to have an overview of what they're planning to do and how they're going to use the money.

The value of the collateral is seen as the weakest source of repayment, because it's almost always impaired at the time of repossession or foreclosure, so make sure there are other sources of repayment rooted in cash.

I think you always need to include an executive summary that isn't any longer than four pages and has some excerpts from the math, like charts with the top line and bottom line – a condensed version of the full-blown business plan. That would be my idea of what a banker wants to see.

**Greg:** We also want to see an outline that has the business description, the name of the business, location, a description of products or services, and management expertise. Then it should go into their own business history. How long have they been in business? What does the ownership look like, and what makes them qualified to run this business? And finally, you need to define your business goals and give a financial summary.

If you can put all that together, you are off to a good start.

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

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

## METALS

# Schools recycle over 2.3 million aluminum cans

Schools across America recycled more than 2.3 million aluminum beverage cans through a new national recycling competition sponsored by the can industry. The recycled cans, totaling over 68,000 pounds, generated more than \$34,000 for school activities and other uses.

The schools competed in the Great American Can Roundup (GACR) – School Challenge, a national competition sponsored by the Can Manufacturers Institute (CMI), the trade association representing can makers and their suppliers. Competing schools were rated on a per capita basis, comparing the pounds of cans recycled to the number of students participating.

With recycling rate of 29.21 pounds (approximately 1,000 cans) per student – more than double the per capita rate of any other school – Expedition Academy in Green River, Wyoming, was the national winner. Spalding Academy in

Spalding, Nebraska, and Cascade High School in Cascade, Montana, had the second and third highest per capita recycling totals, respectively. CMI awarded \$1,000 to the top recycling school in each state and an additional \$5,000 to the top school nationally, Expedition Academy, for a total payout of \$36,000. Combined with the recycling proceeds, the 108 schools collectively earned over \$70,000.

The 2010-2011 GACR School Challenge marked the first year of an annual event that begins on America Recycles Day, November 15, and ends on Earth Day, April 22. A total of 108 schools from 30 states, representing over 56,000 students, competed in the contest. CMI has set a goal of quadrupling the number of schools participating in the 2011-2012 challenge; schools interested in competing may now register at [www.cancentral.com/roundup](http://www.cancentral.com/roundup).

## CMC promotes Joe Alvarado


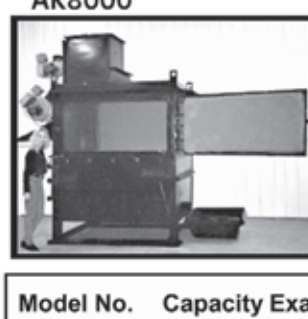
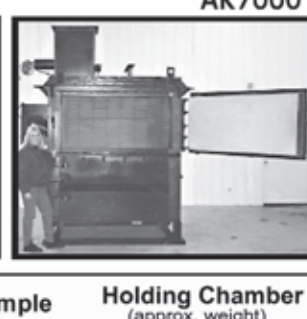

The board of directors of Commercial Metals Company, headquartered in Irving, Texas, announced that effective September 1, 2011, Joe Alvarado will assume the role of president and chief executive officer.

Alvarado has been the company's chief operating officer since April 2010 and was recently promoted to the position of president on April 6, 2011. Murray R.

McClellan will continue to serve the company as chief executive officer through August 31, 2011 and will continue to serve as executive chairman of the board through August 31, 2012.

Alvarado is the former president of U.S. Tubular Products, Inc and has held executive level roles in operations, sales and marketing, and finance.

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AK5500	15-16 transmissions	750-800 lbs.	
AK6000	20-22 transmissions	850-900 lbs.	
AK7000	40-45 transmissions	1,200-1,500 lbs.	
AK8000	50-55 transmissions	3,000-3,200 lbs.	
AK8500	70-80 transmissions	4,500-5,000 lbs.	

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## PAPER

### April 2011 paper reports

The American Forest & Paper Association (AF&PA) released its April 2011 United States Paperboard Report. Total boxboard production decreased by 1.3 percent compared to April 2010 and decreased 2.4 percent from last month.

Additional key findings in the paperboard report show:

- Unbleached Kraft Folding production increased over the same month last year, and increased over last month.

- The production of Recycled Folding increased compared to April 2010, but decreased when compared to last month.

- Inventory of Solid Bleached Kraft Paperboard rose in April.

Their Kraft Paper Sector Report showed shipments were 129.9 thousand tons, down 7.2 percent when compared to March 2011. Total inventory was 73.0 thousand tons.

According to the Recovered Paper Monthly Report, total United States industry consumption of recovered paper was 2.51 million tons, 4 percent lower than April of last year and 3 percent lower than last month.

The United States exported 20 percent more recovered paper in March than in February. Year-to-date exports of recovered paper are up 11.5 percent.

The April 2011 containerboard statistics report showed reduced containerboard production compared to March 2011. The containerboard operating rate for April 2011 was down 1.9 points over April 2010 to 93.4 percent.

## INTERNATIONAL

### Joint venture formed to mine landfills for energy creation

Advanced Plasma Power (APP), a UK-based waste-to-energy company and Group Machiels, a global waste management firm, announced a major joint venture in order to undertake the first enhanced landfill mining project in the world – involving an investment of hundreds of millions of Euros.

The Closing the Circle concept, an enhanced landfill mining concept, has been developed by Group Machiels in collaboration with a consortium of academic partners (KULeuven, VITO, UHasselt), extracting the maximum value from historic waste streams as materials and energy, as well as CO2 sequestration or offsetting.

The Closing the Circle concept is being implemented in the project at the landfill site of Remo Milieubeheer NV in Houthalen-Hechteren, Belgium, a subsidiary of Group Machiels. More than 16 million tons of waste are stored at that landfill site. The type, amount and location of the waste stored is well documented, allowing its effective and efficient mining. Around 45 percent of the stored waste can

be recycled as material. The recycling residue can be processed through APP's patented Gasplasma technology, Europe's first sustainable waste-to-energy application of this kind.

The joint venture aims to construct an energy plant using up to five Gasplasma units, with a net electrical power of 75 to 100 MW. The energy produced by the Gasplasma units will be fed into the national electricity grid in Flanders.

The Gasplasma process is a gasification and plasma conversion technology that converts the waste stream into a clean hydrogen-rich syngas and a vitrified recycle product called Plasmarok that can be used as a building material or replacement aggregate. The Gasplasma process destroys harmful gases leaving the high quality syngas to be used to generate clean, renewable, local energy.

The Gasplasma process is suited for the Closing the Circle project, which will see the Remo landfill site that has been in use since the 1970s, returned to its original state with green spaces to be enjoyed by the community.

### Mechel modernizes steel complex

Mechel OAO has launched a modernized steelmaking complex at its Romanian-based subsidiary Ductil Steel Otelu Rosu.

Octavian Tunea, Gerhard Fuchs and Igor Zyuzin pressed the launch button for the reconstructed steelmaking complex,

which includes a new electric arc furnace with the COSS system with capacity of some 810,000 tons per year, an upgraded continuous billets caster, and a modern scrap metal preparation section.

Investment amounted to \$48.7 million dollars.

## RUBBER

### EPA orders tire recycler to reduce risk of fire

The Environmental Protection Agency (EPA) has ordered Consolidated Tire Recyclers, Inc., which operates a tire recycling facility in Mecca, California, to remove excess stockpiled tires and improve fire prevention or face fines of up to \$7,500 per day.

Located within the Cabazon Band of Mission Indians Reservation, the tire recycling facility primarily sells crumb rubber as fuel to a power generation plant.

The EPA's order supports the Tribe's action when it issued Consolidated Tire Recyclers a Notice of Violation and Order to Comply, requiring the facility to better manage the tires at its facility.

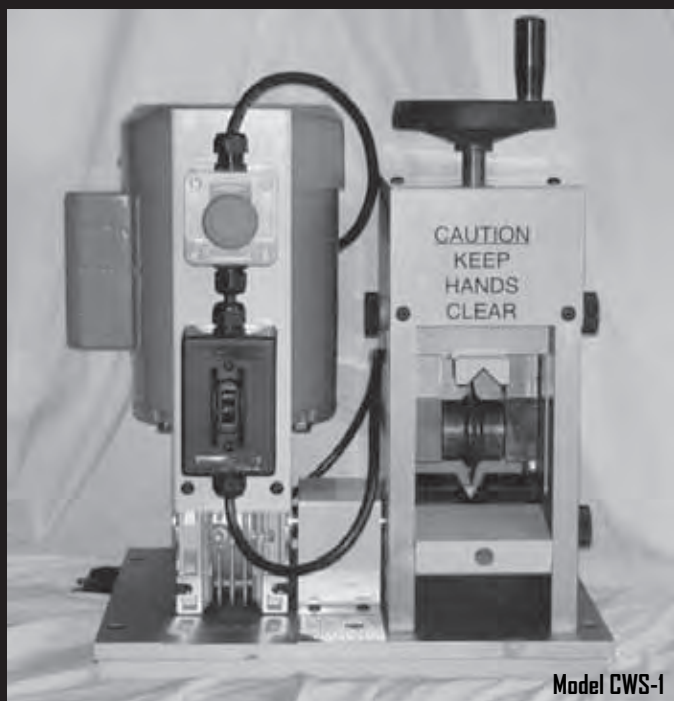
The unilateral order, issued under the authority of the federal Resource Conservation & Recovery Act, follows a facility visit in which EPA, the Bureau of Indian Affairs and the Tribe found an estimated 90,000 tires to be an imminent fire risk. On May 17, 2011, a fire broke out at the facility but was contained to a shredded tire piping system.

The EPA Administrative Order against Consolidated Tire Recyclers sets a schedule to reduce the risk of fire, including:

- Cease receiving waste tires.
- Properly store tires, including reducing the size of its current piles.
- Remove its waste tires currently stored at a site located across the street.
- Remove all flammable materials from tire pile areas.
- Upgrade the fire suppression system.

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## BUSINESS BRIEFS

### Atlas Copco adds James River as distributor

■ Atlas Copco welcomed its newest drilling equipment distributor, James River Equipment. The company, well-known as a heavy equipment supplier, will represent Atlas Copco in the Carolinas for blasthole rigs, other surface drilling rigs and equipment, and Secoroc rock drilling tools. In North Carolina, James River Equipment will also distribute Atlas Copco's Dynapac compaction and paving equipment.

James River Equipment, headquartered in Ashland, Virginia, has 25 locations throughout North and South Carolina and Virginia. The company supplies and services the equipment needs of the construction, forestry, paving, mining, agricultural, and consumer and commercial lawn care industries.

### Commercial Metals acquires G.A.M. Steel Pty.

■ Commercial Metals Company, headquartered in Irving, Texas, has completed the acquisition of G.A.M. Steel Pty. Ltd., a distributor and processor of steel long products and plate based in Melbourne, Australia.

### Nothmann appointed for biomass research

■ ArborGen announced that the company's vice president of business and product development, David Nothmann, has been named by the United States Secretary of Energy and the United States Secretary of Agriculture to serve on the Biomass Research and Development Technical Advisory Committee. Jointly administered by the Department of Energy (DOE) and the Department of Agriculture (USDA), the committee is made up of 31 volunteers from leading industry, academia, non-profit and local government entities.

Nothmann's appointment is until November 30, 2013. As a member of the committee, he will advise the biomass research and development board, which coordinates research and development activities related to biofuels. The committee offers expertise on strategic planning and the technical aspects of the Biomass Research and Development Initiative. The initiative is legislatively directed to address feedstock development; biofuels and bio-based products development; and biofuels development analysis. The committee's work will aid the DOE and USDA in building a sustainable biomass energy industry.

Nothmann is responsible for all aspects of ArborGen's strategic business planning and product development.

### RockTenn makes organization changes

■ RockTenn announced changes to its operational organization after the completion of its recent acquisition of Smurfit-Stone Container Corporation.

Mike Kiepora has been named president, consumer packaging. Jim Porter has been named president, corrugated packaging and recycling.

## Events Calendar

### July 31st-August 3rd

**Energy and Water 2011: Efficiency, Generation, Management, and Climate Impacts Conference and Exhibits.** Hyatt Regency McCormick Place, Chicago, Illinois. 703-684-2441 • [www.wef.org](http://www.wef.org)

### August 23rd-25th

**WASTECON 2011.** Gaylord Opryland, Nashville, Tennessee. 240-494-2237 • [www.wastecon.org](http://www.wastecon.org)

### September 19th-21st

**Arkansas Recycling Coalition Conference & Expo.** Best Western Inn of the Ozarks & Convention Center. Eureka Springs, Arkansas. 866-290-1429 • [www.recycleark.org](http://www.recycleark.org)

### September 21st-23rd

**16th International Congress for Battery Recycling (ICBR 2011).** Grand Hotel Excelsior, Venice, Italy. +41 62 785 10 00 • [www.icm.ch](http://www.icm.ch)

### October 31st - November 3rd

**Landfill Symposium and Fall Training Center.** Orlando, Florida. 800-467-9262 • [www.swana.org](http://www.swana.org)

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[www.eddycurrentseparation.com](http://www.eddycurrentseparation.com)

### BUNTING MAGNETICS RELEASES NEW ECS

Bunting Magnetics Co. has designed and created a new Eddy Current Separator (ECS). The ECS product features an innovative rotor which maximizes gauss intensity on the belt surface and provides superior separation of nonferrous materials.

The Bunting ECS core is designed to provide a high level of gauss intensity to enhance separation on a wide range of nonferrous materials and part sizes. It is protected with the tough urethane belt and a carbon fiber epoxy shell. The ECS units do an excellent job of throw and separation.



**Case Construction Equipment**  
621 State Street  
Racine, WI 53402  
866-542-2736  
[www.casece.com](http://www.casece.com)

### CASE EXPANDS COMPACT EXCAVATOR LINE WITH CX55B

Case Construction Equipment introduces the CX55B. The new compact excavator provides superior lift capacity, digging force and operator comfort.

The CX55B's 39.3 hp engine, operating weight of 12,295 lbs. and dig depth of 12' 10" give the CX55B enough size and power to tackle a variety of applications. The full-size cab is 10 percent larger and 7" wider than other Case B Series compact excavator cabs.

The CX55B features a center-swing boom and minimum tail swing with less than 11.7" of the upper structure extending beyond the tracks.



**Giberson Enterprises**  
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### ECO-CRUSHER INTRODUCES NEW ROTARY BUCKET CRUSHER

Eco-Crusher® introduces the size-reducing CBE line of rotary bucket crushers with fits for excavators from 8-50 tons with output sizes from 1.25" to 5".

The largest – the CBE50 – has a 2.35 cubic-yard hopper capacity with a width of 96". It can produce over 1,000 cubic yards per day of 3-inch product. It can process reinforced concrete, asphalt, soft rock and has no issues passing the normal range of building and construction debris, like roots, wood, stumps, sand, dirt, glass, plastic and drywall.



**Waste Management, Inc.**  
1001 Fannin  
Houston, Texas 77002  
713-512-6200  
[www.wm.com](http://www.wm.com)

### WASTE MANAGEMENT DEBUTS SMARTENERGY COMPACTOR

Waste Management, Inc. (WM) introduced the new SmartEnergy<sup>SM</sup> compactor which could reduce electricity consumption by as much as 70 percent versus traditional compactors.

Each SmartEnergy compactor comes equipped with WM's Compactor Monitoring Service. This service removes the burden of monitoring compactors from customers, allowing them to concentrate on running their businesses.

The SmartEnergy compactor's electronic controls are powered with solar energy while the compactor motor is traditionally powered.

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## BUSINESS BRIEFS

### Northshore Manufacturing adds sales manager

■ Northshore Manufacturing, makers of Builtrite™ branded material handlers, announced the hiring of Brian Anders as their South Central regional sales manager.

Anders brings a wealth of industry experience to this position, having worked for two attachment manufacturers and a major, heavy construction equipment distributor in the Houston area. Anders will be covering the States of Texas, Oklahoma, Kansas, Arkansas, Louisiana, New Mexico and Mississippi. He will work out of his home office in the Houston area.

### US Shredder celebrates five year anniversary

■ The US Shredder and Castings Group celebrated its five year anniversary on June 1, 2011. The company began its service to the scrap industry by initially selling castings to automobile shredders and within five months had sold several complete shredder downstream systems. Now the company holds a major market share in castings and wear parts as well as new shredders and nonferrous systems.

Coinciding with the anniversary, the company has acquired a new shredder assembly plant in conjunction with Boltech of Youngstown, Ohio. The 160,000 square foot facility will allow the company ample space to completely assemble its line of shredders and rotors before shipment to the customer. The new facility becomes US Shredder's second manufacturing facility. The company shares a 50,000 square foot conveyor and structural plant with its sister company, US Conveyor Technologies in Mackinaw, Illinois.

The two companies will host an open house at the new facility in August.

### Sims adds national sales director to management

■ Sims Recycling Solutions has added Sean Magann as director, national sales to its executive team. Magann's primary responsibilities will be to manage all commercial activities related to Sims' large national corporate accounts.

Magann has 15 years of experience in the electronics recycling industry. Most recently Magann held the position as the commercial director for Xstrata Recycling with both management and board level responsibilities.

### Berry joins Atlas Copco as service coordinator

■ Lauren Berry has been appointed to the position of service coordinator for Atlas Copco CMT USA, LLC in Baltimore, Maryland.

Berry has held the position of service administrator in the Tucson branch since 2007. She began her career in 2005 as an aftermarket administrator at the Rocky Mountain branch in Denver.

### Ali Hayford promoted at City Carton Recycling

■ Ali Hayford, North Liberty, Iowa, has been promoted to corporate sales manager of City Carton Recycling.

Matt Walz, North Liberty, Iowa, has been hired as the company's controller, replacing Hayford.

Hayford is responsible for the leadership and direction of all sales matters impacting City Carton Recycling. Her responsibilities include coordinating the sales and customer service force; planning, developing, implementing and managing all sales activities; developing sales strategies and distribution channels; streamlining the sales process; building and retaining a strong sales team; and identifying and analyzing potential market opportunities. Hayford reports to City Carton Recycling president and chief executive officer Andy Ockenfels.

Walz's responsibilities include developing and maintaining the necessary procedures for the financial control of the Company and seeing that all necessary accounting activities, including reports, reconciliations and internal controls, are maintained. Walz reports to City Carton Recycling chief financial officer Tom Rowland.

Hayford began her career with City Carton Recycling in August 1998 as a receptionist. She was then promoted to office manager, and continued through the company ranks serving as assistant controller, controller, and interim sales manager.

Walz, a certified public accountant, previously worked for McGladrey & Pullen, LLP, Iowa City, Iowa, as a senior associate.

Both Hayford's and Walz's offices are located at City Carton Recycling's corporate offices.

### Advanced Disposal refinances for acquisitions

■ Advanced Disposal Services, Jacksonville, Florida, has refinanced its existing senior credit facilities with an amended and expanded \$435 million credit line that adds \$100 million in borrowing capacity which the company said it may use in pursuit of further acquisitions or for day-to-day operations. The company said the credit facility has been used to retire borrowing under its existing \$250 million revolving credit facility due January 2014 and a \$150 million Term B loan due January 15.

The credit facility – which was jointly arranged by Bank of America Corp., SunTrust Bank and Wells Fargo & Co. with nine additional commercial banks – matures April 2016 and allows the company an aggregate commitment to \$500 million subject to certain conditions.

*The Sheriff pulled up next to a guy unloading garbage out of his pick-up truck into the ditch. The Sheriff asked, "Don't you see that sign right over your head?" "Yep," the driver replied. "That's why I'm dumpin' it here, cause it says 'Fine for dumping garbage'."*

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- 2005 M322C MH** (Rubber) 41' Reach, Hyd Cab, Gen, Grapple \$179,000
- 2008 M325D LMH** (Rubber) 51' Reach, Hyd Cab, 20KW Gen, Grapple \$325,000
- 2008 M325D LMH** (Rubber) 51' Reach, Hyd Cab, 20KW Gen, Grapple \$315,000
- 2007 M325D LMH** (Rubber) 51' Reach, Hyd Cab, 20KW Gen, Grapple \$299,000
- 2006 M325C LMH** (Rubber) 51' Reach, Hyd Cab, 20KW Gen, Grapple \$279,000
- 2005 M325C LMH** (Rubber) 51' Reach, Hyd Cab, 20KW Gen, Grapple \$229,000
- 2006 M325D MH** (Rubber) 47' Reach, Hyd Cab, 20KW Gen, Grapple \$274,000
- 2005 M325C MH** (Rubber) 47' Reach, Hyd Cab, 15KW Gen, Grapple \$239,000
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- 2005 A934B** (Rubber) 48' Reach, Hyd Cab, 20KW Gen, Grapple \$209,000
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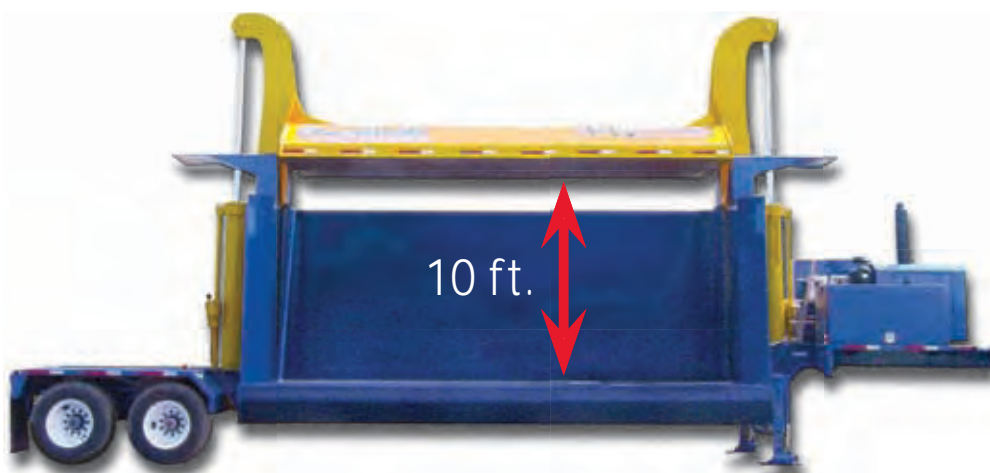
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## Demand grows for natural gas waste hauling

by MIKE BRESLIN

mbreslin@americanrecycler.com

The sudden rise in the cost of gasoline and diesel fuel has sent shockwaves throughout the American economy. Higher fuel costs seep into every aspect of doing business and result in across-the-board price increases for consumer, commercial and industrial goods and services. It has also acutely impacted waste haulers, since capital equipment (primarily trucks) and fuel expenses represent the largest expense categories, excepting labor costs.

Waste handlers do have a basic, significant advantage over long-haul truckers, however. Since most collection routes are local, waste haulers with larger fleets have the option of daily fueling natural gas vehicles (NGV) with either compressed natural gas (CNG) or liquefied natural gas (LNG). While the up-front costs of buying new trucks or converting old ones to run on natural gas are much higher than diesel, and the investment to build a filling station is substantial, the long-term savings are driving waste haulers to natural gas, not just for fuel savings, but to comply with bid mandates. As the trend towards NGVs for trash collection continues, prices for vehicles and stations are expected to continue to decline as they have dramatically over the past few years.

Once a company amortizes the costs of capital equipment necessary to get started, the fuel savings can be as much as 50 to 70 percent below the cost

of diesel, according to Scott Edelbach, general manager of Vocational Energy. Edelbach's company builds compressed natural gas (CNG) filling stations. He outlined how the savings are achieved once a fleet has its own filling station: "A diesel gallon equivalent (DGE) is 139 cubic feet of natural gas. You have to pay the gas utility to deliver the gas and, on average, that cost across the country is typically 15 to 20 cents per DGE. The cost for the electric to operate compressors runs about 15 cents per DGE. Maintenance cost on the compressing equipment run roughly 15 cents per gallon. Then you have to add road taxes, which vary depending on the state. In states like Florida, Colorado and Louisiana there is no charge for the state road tax and in many other states the CNG is taxed at a reduced level from diesel fuel road taxes. And, of course, add federal excise tax which is 21 cents per DGE.

"Adding it all together, CNG roughly equals \$1.35 to \$1.60 per diesel gallon equivalent, depending on where you are in the country. If you own your own station you can get a producer credit from the federal government of \$0.50 per gallon. Subtract that and you are generally in the \$0.85 to \$1.10 range.

Vocational Energy, a relatively new company in business for a little over two years, is focused on the growing demand for CNG – particularly among waste management customers. It built 4 filling stations last year and expects to



Fifty trucks at a time can be filled at Veolia's Fort Myers Beach, Florida CNG charging station built by Vocational Energy.

complete 15 more by the end of this year – 9 of them in the waste industry for customers such as Veolia Environmental Services, Casella Waste Systems, J&J Disposal Service, Randy's Environmental Services, CR&R Waste and Heil Environmental. For Rumpke Consolidated Companies, Vocational is building a station that uses processed landfill gas and fills the trucks with compressed methane.

"We help the customer understand the benefits and economics of CNG, build the station to match the fuel needs and provide ongoing support and maintenance," said Edelbach. "If you are using more than 200 or 300 gallons per day, it's a nice starting point to build a station." According to Edelbach, ballpark costs to build a CNG station can run from \$500,000 to service a 15 truck fleet up to \$1.5 million for a fleet of 100. "One of the challenges right now is that conversion costs for vehicles are quite high. You are looking at a \$10-15,000 premium to convert a light vehicle and \$30-50,000 for a bus or garbage truck. Typically, a new CNG powered garbage truck will cost \$30-35,000 more than a new diesel truck."

Energy Vision is a New York-based, national non-profit organization that analyzes and promotes ways to make a swift transition to the clean,

petroleum-free transportation fuels of the future. Joanna Underwood, president of Energy Vision, was asked about the growth and benefits of using natural gas for waste hauling. She said, "Mandates have driven much of the progress, either the South Coast Air Quality Management District (SCAQMD) rules in southern California, or other community mandates, which are expressed through requirements on which waste haulers and recyclers bid for jobs.

"SCAQMD mandated that if you had a heavy-duty fleet of more than 15 vehicles you could not burn petroleum, you had to burn natural gas. That enabled manufacturers of natural gas engines to find it worthwhile to refine engines. Now the engines are excellent performers. The major engine was developed by Westport Innovations. Today, about 90 percent of southern California garbage trucks run on natural gas."

Underwood continued, "When you are dealing with an intrinsically dirtier fuel like diesel, over time the pollution control equipment needed to keep that truck in good running order deteriorates. Once that diesel truck is put on the road using an approved engine, it does not ever get tested again. So the question is how clean is it years later? There is also the question of the com-

See GAS HAULING, Page 7



Prices for natural gas powered vehicles have come down dramatically over the past few years. Quieter and cleaner operation are selling points.

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## A Letter from the Editor

Readers,

When I started driving, gas cost roughly \$1.20 per gallon. I'll let you all guess how old that makes me now, but the point is that the cost of filling up at the pump has increased substantially from a few years ago. With prices having recently approached \$4.50 per gallon, the cost of transportation, both personal and commercial, is higher than ever for those still running gasoline or diesel.

Though prices have backed off of those record highs, the fact remains that we're still exceedingly dependent on traditional fuels. High fuel costs coupled with a slow economy have put many companies, municipalities and families in a tight spot.

The good news is that hardship fosters innovation, and the current climate is no exception. This month author Mike Breslin highlights some of the ways that municipalities are trying to save money – including privatizing their waste collection and investing in trucks that use alternative fuels like natural gas.

As a transportation fuel, compressed natural gas makes sense. On average, it is roughly 30 percent less expensive than traditional fuels, it is more readily found domestically and it is considered safer than gasoline or diesel. It has numerous environmental benefits as well, including fewer harmful emissions and the unique ability to dissipate into the air instead of pooling on the ground in the event of a crash.

While compressed natural gas isn't the ultimate in clean energy, it is an important step towards emission-free, domestically sustainable power.

Municipalities are innovating in other ways as well. The integration of radio frequency identification chips into waste receptacles is becoming more popular as a way to track how much waste individual households produce, and to keep track of how much they recycle as well. This allows municipalities to implement individual billing plans, as well as rewards programs to encourage recycling. For more about this trend, check out the Equipment Spotlight.

I hope everyone has a great month. I'll see you back here in August, but until then, feel free to write.



Dave Fournier  
Focus Section Editor  
david@americanrecycler.com

## Recyclebank expands in GA

Recyclebank®, a company that incentivizes recycling, has expanded its partnership with Republic Services to bring Recyclebank's rewards-for-recycling program to the city of East Point, Georgia. The city joins Atlanta, Alpharetta, McDonough and Peachtree City already rewarding residents for recycling.

Republic Services expects approximately 9,000 additional single-family households in Georgia to have access to new 65-gallon recycling carts and incentives from Recyclebank. With Recyclebank, participating residents earn points each time they recycle – similar to a frequent flyer program, only residents earn points for being green instead. They can use those points to “shop” at Recyclebank.com for rewards like discounts and deals from local and national businesses.

The East Point program marks the fifth city in the Atlanta metropolitan area to offer rewards for recycling since the successful launch of its pilot program in Atlanta proper in November 2009 and the subsequent expansion to Alpharetta, McDonough and Peachtree City.

The new East Point program aims to mirror the successes of neighboring communities such as McDonough, and brings with it biweekly collection and the switch to single-stream recycling, in which all recyclables go into one cart – no more sorting. Republic Services accepts plastics #1-7, glass bottles and jars, steel and aluminum cans, newspaper, cardboard boxes and other paper products. To earn rewards for recycling, residents must register for a free account with Recyclebank and verify their home address.



**Upcoming Section B  
editorial focus topics**

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## Miami-Dade county offers chemical drop-off/reuse



Patrons dropped off 509,301 pounds of household chemicals at the DSWM's two home chemical collection centers during fiscal year 2010.

Miami-Dade residents looking for a safe way to dispose of household chemicals have made good use of the two home chemical collection centers operated by the Miami-Dade County Department of Solid Waste Management (DSWM). Residents looking to reuse household chemical products – and save some money in the process – have taken advantage of the DSWM's “Chem-Again” program.

“For the most recent fiscal year, we had 4,175 patrons use our two home chemical collection centers,” said DSWM director Kathleen Woods-Richardson.

Patrons dropped off 509,301 pounds of household chemicals, 1,155 units of compact fluorescent bulbs and 7,452 lineal feet of fluorescent

tubes at the DSWM's two home chemical collection centers during fiscal year 2010. When it comes to used electronics, 829 home chemical collection center patrons disposed of 4,430 pieces of electronics at the centers.

“Some of the items we collect at our Home Chemical Collection Centers can be reused – that's where our Chem-Again program comes in,” said Woods-Richardson.

Chem-Again is a DSWM program that offers Miami-Dade County residents, free of charge, new or almost new home chemical products collected at the Home Chemical Collection Centers. In fiscal year 2010, Miami-Dade residents saved an estimated \$19,065 through the Chem-Again program, based on the estimated retail cost of items residents received through the program.

“Thanks to Chem-Again, we help save the environment, we save on disposal costs, and our residents save money too,” said Woods-Richardson.

Products offered under the Chem-Again program are subject to availability, and can be obtained only by Miami-Dade residents on a first-come, first-served basis. Household chemical products often available include items such as good quality latex paints, spray paints, sealers, motor oil and pesticides. A list of items available is posted weekly at [www.miamidade.gov/dswm](http://www.miamidade.gov/dswm), on the Chem-Again Program page.

The home chemical collection centers are available for non-commercial Miami-Dade residents. The centers accept a wide variety of materials, including automobile batteries, used electronics, used motor oil, old paint, fluorescent light bulbs (including CFLs), pool chemicals, tar and more.

A brochure of the DSWM's Home Chemical Collection program is available at DSWM facilities in print form or online by clicking on the publications tab at [www.miamidade.gov/dswm](http://www.miamidade.gov/dswm).



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### UPCOMING TOPICS

8/11	Waste Receptacles
9/11	Rollbacks
10/11	Electronics Conveyors
11/11	Vertical Balers
12/11	Magnets

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.



## Americans able to recycle most types of plastic

A study by Moore Recycling Associates Inc. found that a much larger portion of the United States population has ready access to recycle commonly used plastics than previously believed. Specifically the study, "Plastics Recycling Collection: National Reach Study," found that 94 percent of Americans have access to recycle plastic bottles and 40 percent of the population also can recycle other types of plastic containers, such as yogurt cups, dairy tubs and lids.

*The study noted that it is more effective to communicate which plastics are recycled by listing shapes rather than by listing resin codes.*

Although the study surveyed nearly 2,500 communities across the United States, it found that within the 100 largest cities, the percentage of the population with access to recycle plastic containers in addition to bottles has nearly doubled since 2008.

The study did not look at recycling film plastics – a category that includes plastic bags and many product wraps – but it is well documented that these materials are collected separately at more than 12,000 locations across the country.

Recyclers, typically small community-based businesses, rely on consumers to recover a steady supply of used plastics, such as assorted bottles, containers, bags and wraps. Recycled plastics can be made into a variety of innovative products, including soft t-shirts, durable backyard decks, storage containers, car parts, decorative moldings and other home building products, cutting boards and even fashionable hand bags.

The study also noted that it is more effective to communicate which plastics are recycled in various communities by listing shapes (e.g., bottles, tubs, trays, lids, etc.) than by listing resin codes (numbers 1-7), which can be confusing.

ACC sponsored this study as part of a cooperative effort with the Sustainable Packaging Coalition, a project of the nonprofit GreenBlue, which is working to launch a new voluntary labeling system for the recycling of packaging. This initiative is designed to help consumers better understand how to recycle various packaging components and to provide a harmonized approach to consumer communication on recycling.

*A farmer was milking his cow. He was just starting to get a good rhythm going when a bug flew into the barn and started circling his head. Suddenly, the bug flew into the cow's ear. The farmer didn't think much about it, until the bug squirted out into his bucket. It had gone in one ear and out the udder.*

## EPA funds cleanup and revitalization efforts in Connecticut communities

The Environmental Protection Agency (EPA) is providing \$1.9 million in Brownfields grants that will help Connecticut communities to assess, clean up and redevelop abandoned or contaminated properties. The funding is part of more than \$76 million in EPA brownfields investments across the country announced by EPA administrator Lisa Jackson to protect health and the environment, create jobs and promote economic redevelopment in American communities.

The grant money will assist work to reclaim sites including old textile mills, sites containing hazardous substances and petroleum products and other abandoned industrial and commercial properties. EPA's Brownfields program encourages redevelopment of America's estimated 450,000 abandoned and contaminated waste sites.

In Connecticut, EPA is providing Brownfields grants to the following municipalities and groups:

- New Opportunities Economic Development Corp., Waterbury, \$600,000;
- Police Activity League of Waterbury, Inc., Waterbury, \$400,000;
- City of Stratford, \$400,000; and,
- Valley Council of Governments, \$500,000.

The \$12.55 million in grant and Revolving Loan Fund money awarded by EPA to a variety of New England communities and organization will provide substantial help around the region. The EPA funding leverages over \$46 million of other money to pursue brownfields clean up and revitalization work. In New England, these projects have created 98 clean up jobs this year as well as 135 redevelopment jobs.

As of June 2011, EPA's brownfields assistance has leveraged more than \$16.3 billion in clean up and redevelopment funding, and helped create more than 70,000 jobs in clean up, construction and redevelopment. These investments and jobs target local, under-served and economically disadvantaged neighborhoods – places where environmental clean ups and new jobs are most needed.



EPA's brownfields assistance has leveraged more than \$16.3 billion in clean up and redevelopment funding, and helped create more than 70,000 jobs.

Since the beginning of the Brownfields Program, in New England alone EPA has awarded 268 assessment grants totaling \$67.1 million, 61 revolving loan fund grants and supplemental funding totaling \$65 million and 174 clean up grants totaling \$39.3 million. These grant funds have paved the way for more than \$1.3 billion in public and private clean up and redevelopment investment and for 8815 jobs in assessment, clean up, construction and redevelopment.

Some of the money falls under EPA's brownfields revolving loan funding (RLF). Since 1995, EPA RLF recipients have provided 53 loans and 63 grants in New Eng-

land totaling more than \$29 million for brownfields clean up. The loan funds have paved the way for more than \$189 million in public and private clean up and redevelopment investment and for 1034 jobs in clean up, construction and redevelopment.

In 2002, the Small Business Liability Relief and Brownfields Revitalization Act was passed. The brownfields law expanded the definition of what is considered a brownfield, so communities may now focus on mine-scarred lands, sites contaminated by petroleum, or sites contaminated as a result of manufacturing and distribution of illegal drugs (e.g., meth labs).

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# EQUIPMENT SPOTLIGHT

## RFID Collection Technology

by **MARY M. COX**

maryc@americanrecycler.com

System integrators, waste management solution providers and municipalities alike use contactless technology to optimize the efficiency, economy and traceability of waste collection, disposal and recycling. A radio frequency identification (RFID) solution provides the opportunity to reduce costs and increase service through data collection, resulting in route optimization and increased billing accuracy. When RFID tags are attached to waste containers, it is possible for operators to monitor sorting quality, track the number of times a container is set out for collection and track the weight of its contents.



HID Global

"Not only is the business of waste management improving because of RFID, the technology is serving as a catalyst to change the way customers are billed for waste services. New billing models are emerging and gaining momentum inside of city governments and municipalities as they learn of the multilayered benefits offered through new waste management models," Jack Falkner, president and CEO of Falken Secure Networks, stated.

As waste collection and disposal trucks automatically record the exact time and place each waste bin is emptied, it allows for a new degree of monitoring and control in the waste disposal process and verification of service delivery for accurate billing and billing alternatives.

"The technology can also help municipalities to monitor the performance of its waste contractors. We've created an advanced system design which can enable identification and tracking of all waste bins and billing with validated current data to accelerate and increase cash flows, as well

as provide the incentive for increasing the recycling rate," Falkner said.

The RFID tag products for waste management and recycling that are manufactured by HID Global include: The Bin Tag UHF and Bin Tag HDX, which are compatible with waste management standards for UHF (U.S. Frequency) or HDX; Epoxy Disc tags and IN Tags, for encapsulation during bin manufacture or for screw-on application to bins already deployed; the Plug Tag, ideal for bins where a small, plug-in form factor is required; and for large, industrial containers, HID's InLine™ product family of on-metal UHF tags which can be screwed or welded into place for all waste management applications where a high read-range is key, due to container size. HID Global Bin Tags feature up to a seven year warranty, depending on the product.

Marie Francoise-Glotz, HID's vice president of animal ID, industry and logistics, said, "HID offers the industry's broadest selection of field-proven RFID tags and has delivered more than one billion RFID tags worldwide. We offer out-of-the-box reliability in conjunction with tag durability and performance under extreme conditions. Our products conform to relevant standards, depending upon the product. Our products can assist in waste reduction through systems designed to weigh, track and monitor recycling compliance or provide incentives for recycling."

Glotz said that it is important to work with experienced software developers, bin manufacturers and systems integrators in assessing specific requirements. "The type of RFID tag must work well with the positioning of the reader, and the weather conditions to which the bins will be subjected must be considered in the product selection process," Glotz stated.

She said there are over 15,000 private waste management companies in the United States with combined annual revenue of over \$80 billion. Local governments, businesses and individuals have a common interest in making waste collection and disposal as cost effective as possible. "RFID technology provides the ability to automatically collect data, lower costs and improve service in waste disposal operations. It can significantly impact levels of recycling within the community," Glotz explained.

Tanja Moehler, head of corporate communications and marketing, said that SMARTRAC offers a full collection of

RFID transponders for waste management and recycling programs. "Our products are suited to help improve waste management processes by providing a fast and reliable identification and data collection process. Further optimization potential comes with the ability to not only track collection and weight of individual containers but to also use the collected data to improve truck usage and route planning," Moehler said.

She added that the firm's RFID transponders for waste management and recycling are specifically designed for use in harsh environments. "The SmartWaste-binTags, SmartPinTags, SmartIDiscTags and SmartTOPTags withstand heat, cold, rain, dust and dirt. Packaged in a robust casing, our RFID transponders offer reliable data collection and enhanced durability combined with the benefits of bulk reading. Compliance with the BDE standard ensures full interoperability with further standardized components and systems. Our products cover the LF (FDX/HDX), HF and UHF frequencies and are available in different shapes and sizes," stated Moehler.

She added, "What makes SMARTRAC the preferred partner for customers worldwide is our expertise, quality and reliability. With a production capacity of more than 40 million RFID transponders per



SMARTRAC Technology Group

month, we are a manufacturer and supplier of RFID components for a broad bandwidth of applications."

Texas Instruments offers a variety of RFID products, from transponders to inlays to complementary products such as RFID reader integrated circuits and modules, as well as a huge range of other semiconductor devices. They've manufactured RFID chips and tags, waste management, livestock ID and automotive immobilizers since the late 1980s and produce several million units of waste management tags every year.

According to Klemens Sattlegger, WW Marketing RFID Industrial and Livestock, "We are an active contributor

in various standardization groups such as ISO, and we continue to develop standards for all of the above markets. There are other technologies which have been tested and deployed in the past, such as visual ID (barcodes), and higher frequency technologies, e.g., 13.56MHz, 868/915 MHz, but none of them have proven to be as resistant and well functioning as the current 134kHz HDX LF technology."

Sattlegger further elaborated on the technology involved in RFID products: "Environmental influences and mechanical stress as well as water and humidity require an extremely robust technology. LF HDX systems have a proven track record and are functional even after more than 20 years in the field with the requirement of less than 0.02 percent failure rate per year and 10 years data retention. In addition to the tag robustness, reader and antenna design are very simple and guarantee a very well-defined reading zone including up to a two meter read range, dependent on reader power and tag and reader antenna design."

### Manufacturer List

**FALKEN Secure Networks Inc.**  
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905-880-4044  
www.falkensecurenetworks.com

**HID Global**  
Marie Francoise-Glotz  
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**SMARTRAC Technology Group**  
Marc Schnippering  
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## A Closer Look

by Donna Currie

### Rumpke Consolidated Companies, Inc.

Bill Rumpke, Jr. • 800-582-3107

You could almost say that six pigs decided the fate of the Rumpke family business. Now in its third generation, the company's tale began in 1932 when William Rumpke got into the business of delivering coal.

The depression was in full swing, and customers often didn't have cash for payment, so it wasn't unusual for those customers to offer items to trade for the coal. One trade was for six pigs.

Rumpke couldn't afford to buy food for the pigs, but he was an enterprising man and he sent his nephews out to collect trash from restaurants. The food scraps were fed to the pigs, who flourished.

In 1945, Rumpke's brother, Bernard, joined the business and the two bought 85 acres of property and the pig business grew even more. At one time there were as many as 2,000 pigs on the farm.

With that many pigs to feed, there was a lot of trash being picked up, and with it came inedible items – even for pigs. The Rumpkes started pulling out metal, rags and glass for recycling. "We didn't just start now with recycling," Bill Rumpke, Jr., the company's COO, said. "My grandfather started recycling in the 1940s. This is something we did from the beginning."

The pig farm hit a setback in the mid-1950s when the FDA said the pigs couldn't be fed restaurant scraps. Instead of continuing with the pig farm, the brothers decided to get rid of the animals and continue with the trash pickups and the recycling.

Coincidentally, the farm property happened to be perfect for a landfill since it had no water and a lot of clay that could be used for lining material. It wasn't long before the pig farm was transformed into a working landfill.

Fast-forward to today and Rumpke is the third largest privately owned waste company in the United States. The company owns 9 landfills and 10 material recycling facilities. It employs approximately 2,300 people, and about 75 of them are family members who work in a multitude of jobs including driving trucks, working in customer service, or doing maintenance work.

None of the family members are allowed to come into the company in a management position – they're all expected to start as general labor and work their way up. "There's more expected out of them than any other employee," said Amanda Pratt, who does public relations work for the company.

Rumpke said that he grew up in the company and that he worked there when he was in grade school and high school. "I remember being in a truck with my dad when I was five years old," he said. His first real job with the company was in the residential waste department where he worked on a truck.

He said that what he's most proud of is that "we've developed an organization with family – and employees that have become like family." But it's not without its challenges, and that includes the government regulations related to expanding the landfills.

Even so, the company has expansions and improvements on the horizon including new technologies like infrared lasers that improve sorting. "Now we're looking for additional volume," Rumpke said, "because processing is more efficient."

Because of the improved sorting capabilities, Rumpke can sell glass that can be used to make new glass products. Not all of the glass qualifies, though, and the rest of it is used to make Fiberglas.

Since many of the family members live near the company facilities, they are also customers and know the company from that vantage point. At the same time, the company is very involved with the community. Pratt said, "We become part of them, partnering with local schools to offer educational programs, tours and scholarships. We get involved in community celebrations through participation and monetary service contributions."

Located just north of Cincinnati, the pig-farm turned landfill has become something of a tourist attraction – nearly 10,000 people tour the facility every year, and there's a yearly open house of the recycling facility as well.

The company is working on several green initiatives according to Pratt, "and we are working to build awareness of these programs through advertising, customer and neighbor newsletters, facility open houses, presentations and social media."



—The Rumpke family

## Colorado Springs Utilities complete solar power plant

Colorado Springs Utilities and SunPower Corp. announced the completion of a 6-megawatt solar photovoltaic power system at the U.S. Air Force Academy (USAFA) in Colorado Springs, Colorado.

The project was funded in part by the American Recovery and Reinvestment Act of 2009. It originated from requirements that federal government facilities use increasing amounts of renewable energy as well as USAFA's Net Zero Initiative, which set a goal for the Academy to generate 100 percent of the electricity it needs from on-base renewable energy sources. SunPower and USAFA will each own 50 percent of the renewable energy credits and environmental benefits associated with the system.

The system uses high-efficiency SunPower solar panels with the SunPower™ T0 Tracker system. The Tracker follows

the sun's movement during the day, increasing sunlight capture by up to 25 percent over conventional fixed-tilt systems, while significantly reducing land use requirements. The system has been designed to meet USAFA's stringent engineering design standards.

According to Environmental Protection Agency estimates, the system at the USAFA will avoid more than 9,400 tons of carbon dioxide emissions each year, the equivalent of removing 40,900 cars from Colorado's highways over 25 years.

SunPower has worked with federal agencies since 1999, and has more than 40 megawatts of solar power systems installed or under contract at government facilities, including systems at Nellis Air Force Base and the Washington, D.C. headquarters of the U.S. Department of Energy.

## Cleveland Public Power successfully integrated into PJM

PJM Interconnection has announced that they have assumed operational control of the transmission systems of American Transmission Systems, Inc. and Cleveland Public Power, and begun administering wholesale electricity markets in those areas. The integration included the following FirstEnergy utilities: Toledo Edison, Ohio Edison, Cleveland Electric Illuminating and Penn Power. All of FirstEnergy's utilities are now in PJM.

With the integrations, PJM's all-time peak demand would have been 158,448 megawatts (MW). PJM now includes

180,400 MW of generating capacity and more than 61,000 miles of transmission lines.

"PJM believes the consolidation of FirstEnergy's RTO membership will further enhance the reliability and competitive electricity markets of the region," said Terry Boston, president and chief executive officer of PJM. "PJM's markets support the development of renewable resources, energy efficiency and demand response, which aligns with the policies of the states of Pennsylvania and Ohio."

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# Gas hauling

■Continued from Page 1

plexity of the emissions related equipments used to meet the 2010 diesel standard. It's more complicated to operate and more amenable to human failure."

Underwood's team prepared the first analysis ever done of the refuse truck sector's alternative fuel use in 2003, Greening Garbage Trucks. She said, "We found just 240 natural gas refuse trucks were operating in the United States in 1998. But by 2002 there were 692 in 31 communities, of which 27 were in California. By 2006, when we did the second study, the number was up to almost 1,400 in 57 communities. Since the federal stimulus funding, this number has grown significantly, possibly being close to 4,000 today. We will be verifying this number in the third Greening Garbage Trucks report that will be issued close to year end.

"When Energy Vision's program was launched in 2007, there were no modern CNG trucks on the east coast – just a few early models which did not work very well. One of our goals was to promote progress on the east coast by emphasizing the fuel security, economic and health risks related to continuing reliance on petroleum-based fuel, and the environmental and economic benefits of a shift to natural gas. In our first year, we attracted the interest that inspired the first New York fleet to go



Vocational Energy employees work to install a natural gas compressor unit for a multi-post natural gas filling station.

100 percent CNG in Smithtown, Long Island. This fleet and three other fleets that purchased CNG garbage trucks brought the total to 38 on Long Island.

"Today in New York City and New Jersey there are almost 250 CNG refuse trucks, plus 190 new jitney buses and

more than 40 other CNG vehicles. Almost all of these CNG vehicles were the result of municipal mandates. We are planning to release a new report in June on the New York/New Jersey region, called Fueling a Greener Future: A Regional Perspective."

CNG waste hauling has recently spread to Vermont. In May, Casella Waste Systems opened its first CNG fueling station built with AVSG equipment. The new station will refuel Casella's first four natural gas refuse trucks. More trucks are expected to be added in early 2012 and the station may be expanded so it can serve as many as a dozen trash or recycling trucks.

"The change in the eastern region over the past few years has been astonishing!" said Underwood. "Green waste collection and recycling operations bring with them a number of rewards like quieter vehicles and reduced pollution for communities. Natural gas trucks are cleaner than even the cleanest diesel trucks and are more than 50 percent quieter. Lower costs for waste collection and recycling because natural gas is less expensive than diesel fuel, and because government economic incentives and grants have been created to jump start the use of this new and better technology; and finally greater fuel security because natural gas is more plentiful domestically than petroleum."

There appears to be a compelling argument for waste haulers to think about transitioning to CNG. Besides being able to reduce annual fuel expenditures considerably, a fueling station can be built in the time it takes to order and take delivery of new CNG trucks. A

new CNG truck operating on an average collection route can save \$15,000 to \$20,000 per year in fuel costs – enough savings to pay for the premium price over a diesel truck.

Most importantly, it allows the CNG waste or recycler to have a much better control over fuel costs for the length of customer contracts, a huge advantage in competitive bidding. Natural gas prices have remained relatively stable as compared to diesel, and natural gas contracts can be locked-in for years. Best of all, natural gas is domestically produced, abundantly available and likely to be available in even greater supply, perhaps even at lower prices on the east coast as more natural gas from hydraulic fracking comes into production.

Moreover, maintenance on CNG engines is simpler and much less costly than dealing with the intricate filtration and emission systems layered upon diesel engines to meet emission rules.

Scott Edelbach at Vocational Energy commented on engines: "Cummins Westport has produced one of the most reliable natural gas engines to date with the 320 hp ISLG. It's true that early versions of natural gas engines were underpowered and were available only in a couple of OEM chassis configurations. Today's ISLG engine is available in 95 percent of chassis configurations used by refuse haulers."

What began as a move to "green" to reduce air pollution looks like a move to green of another kind. And, quieter trash trucks will be universally welcomed, especially early in the morning.



Once a company amortizes the costs of capital equipment necessary to get started, the fuel savings can be as much as 50 to 70 percent below the cost of diesel

*A policeman stopped a driver and asked for her license. He said, "Lady, it says here that you should be wearing glasses."*

*The woman answered, "Well, I have contacts."*

*The policeman replied, "I don't care who you think you know! You're still getting a ticket!"*



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