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FOCUS: Automotive

Exporting ELVs impacts auto recycling in U.S.



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Even the playing field: U.S. imposes anti-dumping tariffs

by MAURA KELLER

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After enduring one of the worst downturns ever, American steelmakers and the subsequent American metal recycling industry is thanking the U.S. Department of Commerce (DOC) for imposing preliminary duties on imports of cold-rolled steel, used to make auto parts, appliances and shipping containers. Seven countries, including China, are targeted because of their dumping (selling below cost) that has significantly hampered the U.S. steel industry and deflated steel prices around the world.

The massive tariff, set at more than 500 percent for Chinese steelmakers, is meant to punish dumping which allows China and others to improperly gain market share. The DOC said it had determined that imports of Chinese cold-rolled steel should be subject to anti-subsidy duties of 256.4 percent and anti-dumping duties of 265.8 percent. These imposed duties will specifically affect Chinese cold-rolled flat steel, which is widely used in the automotive industry, for appliances and in the construction industry. The DOC also issued anti-dumping duties of 3 percent to 92 percent on producers of corrosion-resistant steel in Italy, India, South Korea and Taiwan.

Brian J. Grant, managing director at Conway MacKenzie, Inc. and turnaround professional currently consulting in the metals industry, explained that U.S. consumers are usually unaware of what's going on in the background and don't realize that although the U.S. has some of the lowest import taxes in the world, many goods imported into the U.S. are subject to some level of duties.

"As the most lucrative market in the world, the U.S. attracts goods from around the globe and these duties play an important part in both supplying U.S. consumers with affordable goods and protecting domestic industries," Grant said. "In cases where the government suspects that goods from another country are being sold below market value, or 'dumped,' the government often levies anti-dumping and countervailing duties goods at the time of importation to help protect domestic producers."

As Grant further explained, in response to dramatic domestic growth, China has invested heavily in steel production capacity over the past decade. However, as domestic consumption has slowed, China has increasingly exported their excess supply of steel around the world, often at depressed prices; prices are well tracked in the industry and often show that Chinese steel is priced well



China currently has over 52 percent of worldwide steel production and yet, every year it adds more capacity equivalent to the total production of Japan, the second largest steel producer.

PHOTO BY JIAN GAO | DREAMSTIME.COM

below other producers, sometimes by as much as 50 percent.

"As Chinese imports have flooded into the U.S. market over the past decade, the Department of Commerce has already put in place anti-dumping duties on 19 categories of Chinese steel," Grant said. However, in response to a record free fall in steel prices over the past several years, the DOC recently increased duties on cold-rolled steel, which is a popular form of steel used in various industries such as automotive, from China – and several other countries – to 266 percent."

Usha Haley, professor at West Virginia University, has researched Chinese manufacturing and advised companies and governments on Chinese trade and investments for over a decade. Her research supported the U.S. federal regulation, the Non-Market Economy Trade Remedy Act. Haley said that the global steel industry is playing a catch up game, reeling under this extraordinary and continually rising production from China.

"China is currently disputing its WTO categorization as a Non Market Economy, insisting that markets set prices," Haley said. "My research for over a decade indicates this is not so: Chinese subsidies reduce steel prices to well below costs. If China is classified as a Market Economy, duties on imported Chinese products will be reduced drastically, perhaps by more than 90 percent, contributing to the quick demise of the steel industry outside China. Under those circumstances, China will become a monopoly steel producer, with free rein to raise steel prices at will. Currently the prices of recycled steel products have

fallen below the costs of steel exports from China."

Impact on U.S. Steel Market

So what impact does the dumping of steel products at low rates by such countries as China have on the U.S. steel market? China has invested heavily in their steel industry and now accounts for almost half of global annual steel production, therefore their pricing has a significant impact on the global market and in turn, on the competitiveness of U.S. steel producers.

"Market pricing is well tracked in the industry and clearly shows that Chinese prices are often significantly lower than other producers, sometimes by as much as 50 percent," Grant said. "Without tariff protection, this makes it nearly impossible for domestic producers to compete. Out of necessity to cover costs and keep plants running, domestic producers have had no choice but to essentially continue to produce at a loss, as demonstrated by the record losses realized by U.S. steelmakers in recent years."

Not surprisingly, the Chinese dumping situation has hurt the domestic recycling industry in two primary ways. First, recyclers' primary customers – domestic steelmakers – have struggled to compete at these lower prices, racking up record losses and in some cases, idling or shutting down plants, which affects demand for recycled steel.

"Recyclers typically make a certain processing fee per ton, but they do hold commodity risk," Grant said. "When prices are flat or increasing this is fine, but over the past several years prices have

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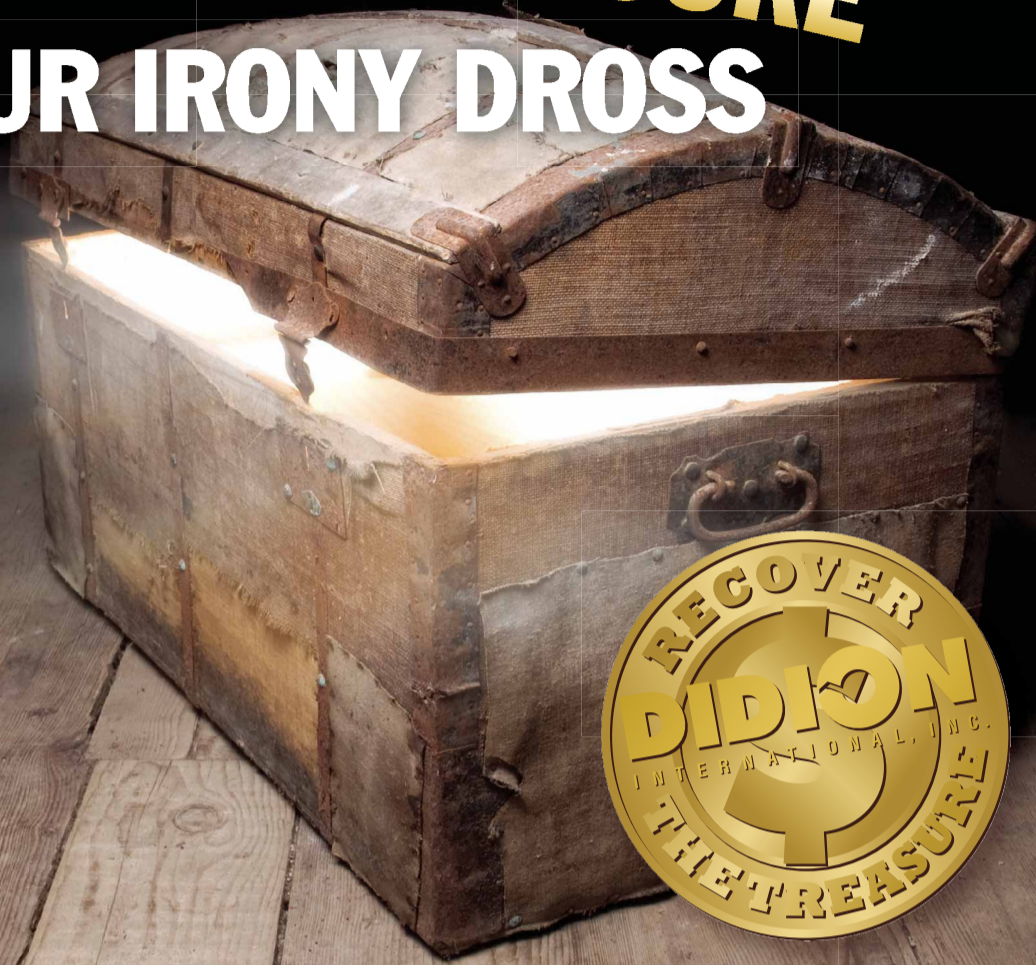
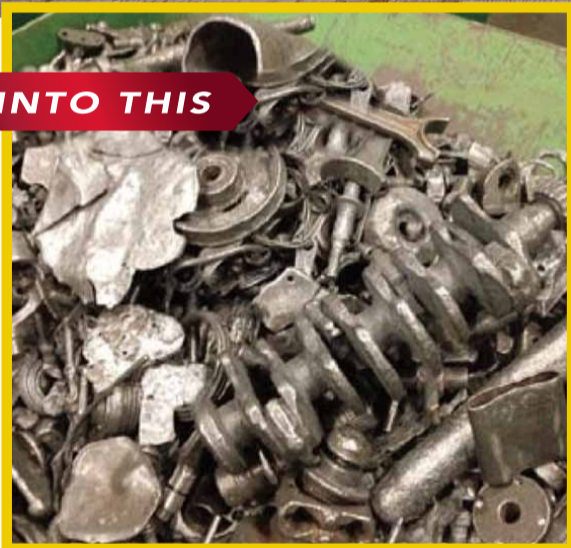
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Puerto Rico DNER secretary chosen to head Caribbean EPA

The U.S. Environmental Protection Agency disclosed that Carmen Guerrero Pérez has been selected to lead the EPA's Caribbean Environmental Protection Division, covering Puerto Rico and the U.S. Virgin Islands.

The division serves as the primary liaison on environmental issues and problems with the Commonwealth of Puerto Rico and Territory of the Virgin Islands governments, as well as with the press, community groups, and regulated industries and authorities. The Caribbean Environmental Protection Division is comprised of about 60 people who conduct inspections, identify violations and develop enforcement actions, and implement clean water, drinking water, air, Superfund, hazardous waste, toxics and other EPA programs in Puerto Rico and the U.S. Virgin Islands.

Guerrero Pérez has served as secretary of the Puerto Rico Department of Natural and Environmental Resources since 2013. In this capacity, she led the expansion of the island's natural protected areas network and the implementation of a number of Executive Orders regarding climate change resiliency and adaptation at an island and municipal scale level. Guerrero Perez has also spearheaded initiatives to protect Puerto Rico's coastlines and diverse ecosystems.

Guerrero Perez has had a long career in environmental conservation and community engagement in the management of protected areas and ecosystems. Guerrero Perez started her career at the Office of Policy and Planning of the EPA in Washington, D.C. She returned to Puerto Rico to join the San Juan Bay Estuary Program as a Project Coordinator. For more than 15 years, she served as environmental and conservation planner and consultant to numerous organizations and government entities. Carmen also founded an environmental non-government organization that provides volunteer advisory services on environmental and sustainable development issues to local communities across Puerto Rico.

Raids on public storage yards uncover recycling fraud rings

Two men from the Los Angeles area will spend time behind bars and pay \$1.02 million in restitution to the California Department of Resources Recycling and Recovery (CalRecycle) for operating multi-state recycling fraud rings from two public storage facilities in South Gate. A five month investigation revealed the men used the storage facilities as hubs to smuggle out-of-state used beverage containers into California for the purpose of defrauding the California Redemption Value (CRV) Fund.

Acting on a tip from CalRecycle, the California Department of Justice's Recycling Fraud Team launched an investigation into Nova Storage and South Gate Public Self Storage in December 2015. During the investigation, agents observed used beverage containers from Phoenix, Arizona, being illegally transported to the South Gate storage facilities, then taken to local recycling centers and fraudulently redeemed for California Redemption Value.

On May 4, 2016, agents, with the assistance of CalRecycle, executed search warrants at the locations listed below and discovered the following:

Nova Storage, South Gate

Agents witnessed four people unloading used beverage containers from a J&A Trucking trailer; four peo-

ple, including the truck driver, were detained.

The truck driver told agents he had picked up the material in Albuquerque, New Mexico on May 3, 2016.

Agents arrested Francisco Flores of Los Angeles after determining he was the head of the organization and had hired the others to work for him.

South Gate Public Self Storage, South Gate

Agents witnessed seven people unloading used beverage containers from a Bustillos Express trailer; eight people, including the truck driver, were detained.

The truck driver told agents he had picked up the material in Phoenix, Arizona on May 3, 2016.

Agents determined four of the people were being paid by Francisco Flores to unload the materials and deliver them to local recycling centers.

Agents arrested Guillermo Chavez, of Anaheim after determining he was the leader of a second smuggling ring who hired others to unload and redeem out-of-state material.

Agents searched a total of 18 storage units at the 2 locations and seized 35,479 pounds of aluminum used beverage containers worth an estimated \$70,958 in potential CRV. They also seized 9,125 pounds of plastic used bev-

erage containers worth an estimated \$11,406 in potential CRV.

At a hearing on May 11, 2016, Flores pleaded guilty to charges of felony recycling fraud and was sentenced to 1 year in jail and ordered to pay \$800,000 in restitution. Chavez pleaded guilty to grand theft and was sentenced to 4 months in jail and \$225,000 in restitution.

California's Beverage Container Recycling and Litter Reduction Act incentivizes recycling through a CRV fee paid by California consumers at the time of purchase and refunded upon return of the empty beverage containers to recycling centers certified by CalRecycle to refund CRV. Since the fee is not paid on beverages purchased outside the state, those containers are not eligible for CRV redemption.

In addition to CalRecycle's interagency agreements with CDOJ and CDFA, CalRecycle aggressively combats fraud and illicit payments through enhanced precertification training of recycling center owners; probationary reviews of recycling centers; oversight of certified processors; monitoring and tracking of imported materials; risk assessment of daily claims for reimbursement; application of prepayment controls; and post-payment reviews and investigations.

Morbark president receives award

Morbark, LLC, disclosed that their president, James W. Shoemaker Jr., has been named the 2016 John G. Thodis Michigan Manufacturer of the Year Award recipient for Large Tier companies by the Michigan Manufacturers Association.

Now in its 35th year, the Award program recognizes manufacturers for their dedication to community service, issue advocacy and their role as a symbol of the positive work being done by the manufacturing industry.

Shoemaker joined Morbark in 2003 as Director of Operations before being promoted to Vice President of Operations, and then was appointed President in 2011.

When asked for his name by the coffee shop clerk, my brother-in-law answered, "Marc, with a C." Minutes later, he was handed his coffee with his name written on the side: Cark.

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Weeklong safety event reached more than 65 percent of waste & recycling industry nationwide

The National Waste & Recycling Association (NWRA), shared the results of its 2016 Safety Stand Down on Water. Rest. Shade. The Stand Down served as a weeklong training and awareness initiative focused on keeping collection workers safe during hot weather. This was NWRA's second Safety Stand Down this year. This effort aimed to reduce illness, fatalities and injuries that can occur as a result of dehydration, heat stroke, heat exposure and other health challenges that can occur in hot weather.

On the heels of the January NWRA Safety Stand Down on Vehicle Backing, this Stand Down exceeded expectations nearly doubling participation numbers. In January, NWRA engaged 60 percent of the industry in its first Stand Down. This effort proved to be an even greater success with 65 percent of the industry participating and composed of 138 participants and 87 companies. In addition to scores of NWRA members, the Association was joined by a diverse group of regional waste and recycling associations and the municipal waste community who encouraged their members to participate in the Stand Down: California Refuse and Recycling Council, the

Oregon Refuse and Recycling Association, the Washington Refuse and Recycling Association, the International Scrap Recycling Institute and the Solid Waste Association of North America.

A new participant in NWRA's Safety Stand Down series is the City of Phoenix Public Works Department. NWRA celebrates their success as leaders made the Stand Down part of workers' daily routine, creating a true culture of education and awareness to keep employees safe.

As declared in NWRA's 2016-2018 strategic plan, safety is a top priority for the Association and its members. During this Stand Down, NWRA provided participating companies and municipalities with the tools, guidance and support necessary to move the needle on heat-related health incidents. In 2014, 1,160 injury and illness cases with lost workdays involved exposure to environmental heat in the services providing industries. The waste and recycling industry falls into this sector. The companies and organizations that participated in this event gained valuable knowledge, tools and tips aimed at keeping workers

healthy, especially in the summer months when temperatures spike.

A number of participating companies shared meaningful feedback about the impact of the stand down among their employees. The Stand Down helped companies increase their focus on safety training by encouraging employee safety sessions during the week; conducting a risk assessment and review of heat-related policies and procedures; and posting Stand Down information at facilities and on social media sites to make employees aware of this effort. Daily meetings on sites nationwide provided valuable opportunities for workers to share their concerns, questions and interests in new training and resources. Some participants held hydration events to ensure employees practiced healthy habits to keep them safe in high temperature environments.

With the success of this second stand down of the year, NWRA is well positioned to launch a third Stand Down event during the Back to School season on precautions for industry workers and the public on keeping all members of our communities safe as the roads get busier.

Tariffs

■Continued from Page 1

fallen dramatically – prices at the end of last year were around 67 percent lower than they were 3 years earlier – and even recyclers that turn their inventory quickly have realized losses as prices have fallen.”

On the Forefront

The U.S. may have the most economic clout and ability to confront China on the dumping of steel, but isn't the only country whose domestic producers that have been impacted. The European Union is now similarly investigating China.

Grant said that the new levies against China will help the steel industry and are already starting to have an impact as demonstrated by the recent increase in prices, and the recycling industry will likely benefit proportionally with the domestic producers.

Haley's research has further shown that billions of dollars of subsidies have been fueling China's excess capacity in steel production and will continue to do so, depressing steel prices worldwide.

“Chinese steel producers have no competitive advantage in manufacturing – the industry is composed of over 10,000 mostly small companies that have no technological advantage, no efficiencies and no economies of scale,” Haley said.

“Yet, Chinese steel routinely sells for at least 30 to 50 percent below U.S. and EU steel because of these subsidies, a lot more for some steel products.”

China currently has over 52 percent of worldwide steel production and yet, every year it adds more capacity equivalent to the total production of Japan, the second largest steel producer.

“For various institutional reasons, supply side measures have not worked with China, just as fast as the provinces cut steel capacity, they add even more,” Haley said. “This year is no different, as Chinese steel production is estimated to hit all time record levels and steel prices are continuing to fall below costs, driving US companies out of business. The U.S. has no alternative except to resort to demand side measures including tariffs.”

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Events Calendar

August 15th-17th

Waste Conversion Tech Conference & Tradeshow. Hyatt Regency Mission Bay Spa and Marina, San Diego, California. 800-441-7949
www.wasteconversionconference.com

August 17th-19th

Agricultural Plastics Recycling Conference & Trade Show. Hyatt Regency Mission Bay Spa and Marina, San Diego, California. 800-441-7949 • www.agplasticconference.com

August 22nd-25th

WASTECON/SWANA. Indiana Convention Center, Indianapolis, Indiana. 800-467-9262 • www.swana.org

September 12th-14th

19th Annual Missouri Recycling Association Conference & Tradeshow (MORA). Sheraton Hotel, Westport Plaza, St. Louis, Missouri. 866-667-2777 • www.moraconference.org

September 19th-21st

26th Annual ARC Conference & Trade Show. Best Western Inn of the Ozarks Convention Center, Eureka Springs, Arizona. 866-290-1429 • www.recycleark.org

October 23rd-25th

West Virginia Association of Solid Waste Authorities, Educational Conference. Morgantown Marriott at Waterfront Place, Morgantown, West Virginia. 304-573-5194 • www.awvswa.com

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Lakeshore Recycling Systems wins three awards

Lakeshore Recycling Systems (LRS) was named the winner of three gold Stevie® Awards and three silver Stevie Awards in the categories Executive of the Year, Product Management/Development Executive of the Year, Marketer of the Year, Company of the Year and Most Innovative Company of the Year in The 14th Annual American Business Awards.

All organizations operating in the U.S. are eligible to submit nominations – public and private, for-profit and non-profit, large and small.

More than 3,400 nominations from organizations of all sizes and in virtually every industry were submitted this year for consideration in a wide range of categories. LRS was nominated in multiple categories and segmented according to industry and company size, which was labeled as diversified services and company size up to 2,500 employees.

In addition to the credit of gold and silver awards, LRS was also recognized for several bronze awards, including Corporate Social Responsibility Program of the Year, Customer Service Department of the Year, Fastest Growing Company of the Year and Information Technology Department of the Year.

More than 250 professionals worldwide participated in the judging process to select this year's Stevie Award winners.

Nespresso expands UPS recycling partnership



Nespresso has expanded its partnership with UPS from 20 to 48 states to significantly extend the reach of its U.S. recycling program. By adding additional collection points in more locations across the country, it is now easier than ever for consumers to recycle Nespresso used capsules.

“We are committed to making recycling as convenient as possible for each of our consumers, which is why we have expanded our program with UPS,” said Guillaume Le Cunff, president of Nespresso USA and member of the Nespresso Sustainability Advisory Board. “By using aluminum packaging – which is recyclable – everyone who enjoys Nespresso has an option to recycle their used capsules. We will continue investing to make it easier for our consumers to recycle, as their participation is essential to make our recycling efforts a success.”

Nespresso offers pre-paid recycling bags for consumers in 48 states to mail back used capsules to be recycled. Those consumers can bring their bag filled with Nespresso used capsules to one of the 88,000 UPS drop off locations in the 48 states. Recycling bags can be given to UPS drivers or taken to The UPS Store, a UPS Drop Box, a UPS Customer Center, Office Depot or Staples loca-

tions, or UPS Authorized Shipping Outlets. Consumers can obtain bags free of charge by asking for them at a Nespresso Boutique, ordering them online, or calling the Nespresso Customer Relationship Center. There is no charge to drop off a prepaid return package.

In addition to UPS, Nespresso has two other options in the U.S. to allow individuals to conveniently recycle their capsules, including 500 collection points at Nespresso Boutiques across the country and drop-off locations at select retail partners such as Sur La Table, Williams-Sonoma and others.

Consumers can find the nearest recycling option quickly by downloading and using the Nespresso app or by visiting the Nespresso website. Capsules for professional customers can also be collected for recycling in the same way. And dedicated collection options can also be set up.

Once capsules are collected, they are sent to Nespresso partner, Ag Choice, where the aluminum is separated from coffee grounds. The coffee grounds are turned into nutrient-rich compost and topsoil and aluminum is processed and sent back to the aluminum value chain to be reused to produce new products.

Dart Container opens foam recycling drop-off in Chicago

Dart Container Corporation has opened a new foam drop-off center in Chicago. The center – which is publicly accessible 24 hours a day, 7 days a week and is completely free of charge – provides an option for local residents, businesses and organizations to recycle foam labeled with a #6 chasing arrows symbol. Often mistakenly referred to as “Styrofoam,” a trademarked name of Dow Chemical, the product is frequently used to make foam take-out containers.

The Chicago drop-off center, located at 7575 Kostner Avenue, will accept a wide variety of recyclable foam, including foam cups, foam food containers, egg cartons, meat trays, ice chests and packaging frequently used to protect fragile materials like TVs during shipping.

Once collected, the foam is recycled into many different types of products, including picture frames, baseboards and crown molding. The guidelines for participation in the program are as follows:

- Make sure foam has the #6 chasing arrows symbol on it.
- Rinse or wipe food off of foodservice containers.
- Remove straws, lids, tape or any other non-foam material.
- Deposit foam in a clear, sealed bag.
- Do not include foam-packaging peanuts. (Call 800-828-2214 or visit www.loosefillpackaging.com for drop-off sites).

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EPA grants \$55.2M to clean up contaminated sites

U.S. Environmental Protection Agency (EPA) administrator Gina McCarthy disclosed the selection of 218 grant investments totaling \$55.2 million to 131 communities across the U.S.

Recipients will receive approximately \$200,000 to \$820,000 in funding toward EPA cooperative agreements. The Assessment, Revolving Loan Fund and Cleanup (ARC) grants go to communities that are underserved and economically disadvantaged, including neighborhoods where environmental clean up and new jobs are most needed.

The EPA's Brownfields Program strives to expand the ability of communities to recycle vacant and abandoned properties for new, productive reuses. The investments will provide communities with the funding necessary to assess, clean up and redevelop contaminated properties, boost local economies and leverage jobs while protecting public health and the environment. Brownfields ARC grants provide resources early on, which is critical for the success of communities' abilities to leverage additional partnerships and resources. Partnerships between neighborhoods, local developers and governments are essential for impacted communities to acquire the resources needed to meet their revitalization goals.

Approximately \$14 million of the assessment and cleanup funding will go to applicants who are also EPA Brownfields Area-Wide Planning grant recipients and Department of Housing and Urban Development of Transportation (DOT)/EPA partnership communities. Funding will help communities clean up and reuse

brownfield sites to create community assets such as housing, recreation and open space, health facilities, employment, education, social services, transportation options, infrastructure and commerce opportunities. For example, Dubuque, Iowa's new \$200,000 clean up grant will address contamination at the Blum property, a former scrap yard and recycling facility, and will lead to the development of a pocket park for residents of the distressed Washington Neighborhood within Dubuque. In addition to the benefits gained by creating more community spaces, this funding will also build upon Dubuque's 2010 DOT Tiger grant and 2015 EPA Brownfields Area-Wide Planning grant.

Studies have shown that residential property values near brownfields sites that are cleaned up increased between 5 and 15 percent. Data also shows that brownfield clean ups can increase overall property values within a one mile radius. Preliminary analysis of 48 brownfields sites shows that an estimated \$29 million to \$97 million in additional tax revenue was generated for local governments in a single year after cleanup. This is 2 to 7 times more than the \$12.4 million the EPA contributed to the clean up of these brownfields.

There are an estimated 450,000 abandoned and contaminated waste sites in America. Since the inception of the EPA's Brownfields Program in 1995, cumulative brownfields program investments have leveraged more than \$20 billion from a variety of public and private sources for cleanup and redevelopment activities.

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Over 15 million pounds of waste recycled in competition

Aramark, and 71 of its higher education partners recycled more than 15.2 million pounds of waste in the 2016 RecycleMania competition, an annual competition for college and university recycling programs, aimed at promoting waste reduction on campuses.

Aramark collaborates with its higher education clients each year, as part of its commitment to environmental sustainability, with waste minimization efforts being a major focus. RecycleMania provides an opportunity for Aramark and its partners to celebrate their progress in minimizing waste, and recognize the accomplishments of the colleges and universities that participate.

In 2016, nearly 350 higher education institutions in the U.S. and Canada participated in RecycleMania, now in its 16th year. Over an eight week period, the colleges and universities reported the amount of recycling and trash collected each week, and then are ranked in various categories. With each week's ranking, participating schools use the results to rally students and others on campus, to reduce their waste and recycle more.

Recycling not only preserves natural resources but also uses less energy than creating new products from raw materials, Alison noted. According to the RecycleMania 2016 results, the 15.2 million pounds of waste recycled by Aramark campus partners has an impact comparable to taking 4,324 cars off the road for a year. In addition, that recycled waste was also comparable to saving the annual energy consumption of 1,911 households.

Aramark dining and facilities management teams support their higher education clients throughout the competition, engaging students and others on campus with tools and programs that helps to increase recycling rates during RecycleMania and beyond.

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WASTE

EPA updates methane rules

As part of the president's Climate Action Plan – Strategy to Reduce Methane Emissions, the U.S. Environmental Protection Agency (EPA) issued two proposals to further reduce emissions of methane-rich gas from municipal solid waste (MSW) landfills. Under these proposals, new, modified and existing landfills would begin collecting and controlling landfill gas at emission levels nearly a third lower than current requirements.

Municipal solid waste landfills receive non-hazardous wastes from homes, businesses and institutions. As landfill waste decomposes, it produces a number of air toxics, carbon dioxide, and methane. MSW landfills are the third-largest source of human-related methane emissions in the U.S., accounting for 18 percent of methane emissions in 2013 – the equivalent of approximately 100 million metric tons of carbon dioxide pollution.

Combined, the proposed rules are expected to reduce methane emissions by an estimated 487,000 tons per year beginning in 2025 – equivalent to

reducing 12.2 million metric tons of carbon dioxide, or the carbon pollution emissions from more than 1.1 million homes. EPA estimates the climate benefits of the combined proposals at nearly \$750 million in 2025 or nearly \$14 for every dollar spent to comply. Combined costs of the proposed rules are estimated at \$55 million in 2025.

These proposals should strengthen a previously proposed rule for new landfills that was issued in 2014, and should update the agency's 1996 emission guidelines for existing landfills. The proposals are based on additional data and analysis, and public comments received on a proposal and Advance Notice of Proposed Rulemaking EPA issued in 2014.

EPA will take comment on the proposed rules for 60 days after they are published in the Federal Register. The agency will hold a public hearing if one is requested within five days of publication.

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

Waste Connections and Progressive Waste Solutions complete merger

Waste Connections, Inc. has completed the merger transaction involving New Waste Connections (formerly Progressive Waste Solutions Ltd.) and Waste Connections US, Inc.

As of the close of trading on May 31, 2016, shares of Old Waste Connections common stock ceased trading on the New York Stock Exchange under the symbol "WCN" and shares of Progressive Waste ceased trading on the Toronto Stock Exchange and on the New York Stock Exchange under the symbol "BIN."

Common shares of New Waste Connections will commence trading on the Toronto Stock Exchange and on the New York Stock Exchange under the symbol "WCN." In connection with the completion of the merger, the shares of Old Waste Connections common stock will be delisted from the New York Stock Exchange and will be de-registered under the United States Securities Exchange Act of 1934.

New Waste Connections has pro forma revenue of approximately \$4.1 billion and operates an integrated network of solid waste operations across North America, with disciplined market selection and a safety-focused operational model. New Waste Connections will benefit from a diverse revenue base with strategic assets uniquely positioned for continued organic growth. The combination of Old Waste Connections' differentiated position in mostly secondary and exclusive U.S. markets and Progressive Waste's strong position in Canada and complementary U.S. markets, particularly in its commercial services line, will result in a high quality of revenue,

margin and free cash flow for New Waste Connections.

The New Waste Connections Board of directors anticipates maintaining the Old Waste Connections regular quarterly cash dividend of \$0.145 per share on the combined company's common shares, and it intends to review the quarterly dividend each October, with a long-term objective of increasing the amount of the dividend.

New Waste Connections will be led by the Old Waste Connections management team, including the following executives who will serve as officers of New Waste Connections:

- Ronald J. Mittelstaedt – chief executive officer
- Steven F. Bouck – president
- Darrell W. Chambliss – executive vice president and chief operating officer
- Worthing F. Jackman – executive vice president and chief financial officer
- David G. Eddie – senior vice president and chief accounting officer
- David M. Hall – senior vice president – sales and marketing
- James M. Little – senior vice president – engineering and disposal
- Patrick J. Shea – senior vice president, general counsel and secretary

The board of directors of New Waste Connections will be comprised of seven directors, including all five members of the board of Old Waste Connections, with Ronald J. Mittelstaedt serving as chair and Michael W. Harlan, William J. Razzouk, Edward E. Guillet, Robert H. Davis, Larry S. Hughes and Sue Lee also serving as directors.

INTERNATIONAL

China's first anaerobic digester installed

Both installation and commissioning are complete on a DVO, Inc. anaerobic digester at Austasia Modern Dairy Farm in Xianhe, located in Shandong Province, China. This is DVO's first installation in China, and the country's first modern, operational anaerobic digester.

The digester currently processes the manure from approximately 5,600 milking cows at Austasia Farms. Biogas, one of the many valuable byproducts of the anaerobic digestion process, powers a boiler which creates hot water. The hot water is utilized to heat the digester and various on-site facilities at Austasia Farms. Future plans for the biogas include creating renewable natural gas (RNG) or producing renewable electricity.

"This project is truly revolutionary in China," said Steve Dvorak, owner and founder of DVO, Inc. "As dairy operations are built, the Chinese government is stressing the importance of including

anaerobic digesters in the dairy operations' design. Not only do digesters help China meet its greenhouse gas emissions reduction target, they complement the country's commitment to reduce agricultural pollution."

Anaerobic digestion (AD), is a collection of processes by which naturally occurring microorganisms transform waste into valuable byproducts in a controlled, oxygen-free environment. DVO's patented Two-Stage Mixed Plug Flow™ anaerobic digester is unlike any other technology. Traditional AD technologies featuring above-ground tanks are inefficient and costly to operate.

DVO digesters reduce the environmental impact from farm waste greenhouse gas emissions by over 90 percent. In addition, pathogens in the digested waste are greatly reduced, often to the point of non-detection, and up to 97 percent odor reduction is achieved as biogas is burned.

Borealis to acquire plastics recycler

Borealis, a provider of innovative solutions in the fields of polyolefins, base chemicals and fertilizers, it has an agreement to fully acquire the German plastics recycler mtm plastics GmbH and mtm compact GmbH. This transaction is subject to regulatory approvals.

Based in Niedergebra, Germany, mtm plastics GmbH is regarded as a technology leader in the recycling of mixed post-consumer plastic waste and as one of Europe's largest producers of post-consumer polyolefin recyclates.

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PLASTICS

Expanding polystyrene recycling to curbside level

In 2014, a dozen members of the Foodservice Packaging Institute (FPI) came together to establish the Foam Recycling Coalition (FRC) to provide direct support for the increased recycling of foodservice packaging made from expanded polystyrene (EPS) foam.

The FRC, in association with the EPS Industry Alliance (EPS-IA), disclosed a new grant program to help businesses in the recycling industry increase their capacity to accept post-consumer EPS foam products. The FRC grants will target supporting entities that manage residential curbside and drop-off recycling programs to extend foam recycling to the individual consumer level.

“The idea behind the grant program is to help material recovery facilities recycle EPS cost effectively,” remarks Lynn Dyer, president of the FPI. “Essentially it’s all about what can we do to make diverting consumer-level EPS foam products from the waste stream more economical.”

The obstacle has always been the volume of space required to transport the recycled foam content to a processor to be recomposed into a reusable form for the next stage of a continued lifecycle. The grant program provides funding for material recovery facilities to purchase a specialized compactor known as a densifier that compresses the foam. Since foam products are more than 90 percent

air, the densifier greatly reduces the volume of space required to store or transport it. As an example, a 48-foot truckload of baled EPS foam weighs approximately 16,000 pounds. After the foam is densified, the same truck can be packed with approximately 40,000 pounds of foam, greatly increasing cost-effectiveness.

“We’re very interested in helping to inform the public that these products can and should be recycled,” comments Mary Burk, corporate marketing with ACH Foam Technologies. “Increasing the volume of reusable foam on the consumer level is good for the environment, good for the public, and good for the many different industries that use new and recycled EPS foam for everything from commercial insulation for construction to protective packaging for wine, medicine, and refrigerated foods.”

When asked what is on the horizon for the FRC and their efforts to support EPS foam recycling, Dyer suggests that the answer is hopefully more of the same. More grant applicants, more detailed investigations into applicants’ reach and effectiveness, and more grant awards followed by a public information process to make consumers aware of the opportunity to recycle products that are every bit as common and reusable as those made of other materials.

Marine litter up by more than 165 percent draws attention



Leaders from plastics organizations across the globe announced that there were approximately 260 projects planned, underway or completed as part of the Declaration of the Global Plastics Associations for Solutions on Marine Litter (Global Declaration), a public commitment by the global plastics industry to tackle plastic in the marine environment. The announcement came with the release of the plastics industry’s annual progress report, which documents the various efforts underway around the world.

The Global Declaration was launched in March 2011 at the 5th International Marine Debris Conference by 47 plastics associations from regions across the globe. Recognizing their important role in fighting marine litter, these plastics associations have launched and are supporting projects in six key areas aimed at contributing to sustainable solutions. The six focus areas of the Global Declaration are education, research, public policy, sharing best practices, plastics recycling/recovery, and plastic pellet containment.

“We’re very pleased with the continued growth in the work we’re doing on marine litter,” said Steve Russell, vice president of plastics for the American Chemistry Council. “Since our last report, we’ve increased the number of industry associations participating as part of the Global Declaration and demonstrated that, united, we can help make a difference.”

Since initiating the Global Declaration, signatories have identified numerous specific actions designed to fulfill these commitments across six focus areas and have agreed to track and report progress. In 2013 the Global Declaration also became part of the United Nations Environment Programme’s Global Partnership on Marine Litter.

Today, 65 associations in 34 countries have signed on to the Global Declaration, and the 260 projects underway, planned or completed (as of December 2015), represent a nearly 165 percent increase in the number of projects since the Global Declaration’s announcement.

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AUTOMOTIVE

Study shows impacts of material decisions in vehicle GHG emissions

The Steel Market Development Institute (SMDI), a business unit of the American Iron and Steel Institute (AISI), shared results of a study, "The Importance of the Production Phase in Vehicle Life Cycle GHG Emissions." The study shows the material production phase accounts for a significant portion of overall vehicle life cycle emissions; therefore, it must be considered as part of any overall regulatory program to reduce vehicle emissions.

The study compared greenhouse gas (GHG) emissions of advanced high-strength steel (AHSS) and aluminum sedans, trucks, SUVs and alternate-fuel vehicles. This study showed AHSS-intensive vehicles to have lowest total GHG emissions. Results also showed materials production accounts for nearly 20 percent of total GHG emissions for internal combustion engine vehicles, and as much as 47 percent for battery electric vehicles.

"Many studies on vehicle life cycle emissions have been completed in the auto sector, with varying results," said Lawrence W. Kavanagh, president of SMDI. "We elected to test the sensitivity of input parameters, and when we applied credible, transparent and independently verifiable parameters, the

AHSS vehicles had lower life cycle emissions in all vehicle classes. When we opened up the parameters to conditions more favorable to aluminum, the steel-intensive vehicles had lower life cycle emissions in approximately 70 percent of the cases."

"Our study shows the difference in life cycle emissions is a few percentage points when comparing single vehicles," Kavanagh continued. "The more significant point is the difference in production emissions for steel and aluminum - production of aluminum is four to five times more emissions intensive than production of steel in North America."

The study also concluded that, in the future, as fuel economy increases driving emissions will decrease making production emissions even more significant.

"Production emissions from competing materials can be up to 20 times higher than steel, and therefore should be accounted for," said Hall. "When we scaled the single vehicle results to an entire annual fleet, the results showed a net increase of GHG emissions of about 4 to 40 million metric tons depending on vehicle segment and overall volume."

To download a copy of the study, visit www.autosteel.org.

■ For more AUTOMOTIVE news, see page B1

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METALS

Steel imports decrease 6 percent in April 2016

Import market share YTD at 25 percent

U.S. IMPORTS OF FINISHED STEEL MILL PRODUCTS BY COUNTRY OF ORIGIN (Thousands of Net Tons)					
	APR 2016	MAR 2016	2016 Annualized	2015 Full Year	% Change 2016 Annual vs. 2015
SOUTH KOREA	337	280	3,703	4,854	-23.7%
TURKEY	123	276	2,554	2,823	-9.5%
JAPAN	140	148	1,773	2,259	-21.5%
GERMANY	88	72	1,086	1,515	-28.3%
BRAZIL	47	73	995	1,437	-30.8%
CHINA	68	70	931	2,374	-60.8%
VIETNAM	46	50	706	222	217.8%
All Others	1,167	1,131	13,577	16,009	-15.2%
TOTAL	2,014	2,100	25,326	31,493	-19.6%

Based on preliminary Census Bureau data, the American Iron and Steel Institute (AISI) reported that the U.S. imported a total of 2,456,000 net tons (NT) of steel in April 2016, including 2,014,000 NT of finished steel (down 5.6 percent and 4.1 percent, respectively, vs. March final data). Year-to-date (YTD) through four months of 2016 total and finished steel imports are 9,982,000 and 8,442,000 NT, down 34 percent and 33 percent respectively, vs. the same period in 2015.

Key finished steel products with a significant import increase in April compared to March are line pipe (up 38 percent), hot rolled bars (up 35 percent), structural pipe and tube (up 27 percent),

standard pipe (up 17 percent) and cold rolled sheets (up 15 percent).

In April, the largest volumes of finished steel imports from offshore were from South Korea (337,000 NT, up 20 percent from March Final), Japan (140,000 NT, down 6 percent), Turkey (123,000 NT, down 56 percent), Germany (88,000 NT, up 22 percent) and China (68,000 NT, down 2 percent). For four months of 2016, the largest offshore suppliers were South Korea (1,234,000 NT, down 48 percent), Turkey (851,000 NT, down 30 percent), Japan (591,000 NT, down 31 percent), Germany (362,000 NT, down 33 percent) and Brazil (332,000 NT, down 34 percent).

New Jersey metal recycling company cited for violations

The U.S. Environmental Protection Agency (EPA) and U.S. Department of Justice (DOJ) disclosed a settlement that requires Parkway Iron and Metal Co. to pay \$145,000 and spend approximately \$260,000 to install pollution controls for alleged Clean Air Act violations at its scrap metal recycling business in Clifton, New Jersey.

The company was fined for improperly shredding dozens of refrigerators, freezers and air conditioners without first removing refrigerants, including chlorofluorocarbons (CFCs) and hydrochlorofluorocarbons (HFCs). Appliances containing CFCs and HFCs can be recycled as long as the refrigerants are properly removed first.

HFCs are potent greenhouse gases that contribute to climate change and impact people's health in a number of ways, including by damaging air quality.

The EPA requested information from Parkway to ensure compliance with ozone-depletion regulations and inspected the company on multiple occasions. These

inspections revealed violations of Clean Air Act regulations, resulting in this settlement.

In addition to paying the penalty, Parkway has agreed to comply with the Clean Air Act. Before recycling appliances, Parkway will remove all refrigerants at no cost to the appliance seller. Parkway will properly dispose of the recovered refrigerants, ensuring that CFCs and HFCs are not released to the atmosphere.

As a final part of the settlement, Parkway will install a baghouse on its metal-sorting conveyor belts. This pollution control device will make the facility even cleaner than required by law by reducing the quantity of fine particles and metals released into the air during the shredding and metal sorting process. The EPA estimates that this new equipment will cost about \$260,000.

The proposed settlement was lodged with the United States District Court for the State of New Jersey.

Nucor expands division into Canada

Nucor Corporation's Vulcraft/Verco Group is expanding into Canada. The new production facility will operate as Vulcraft Canada, Inc., and will be located near Hamilton, Ontario to serve the Central and Eastern Canadian markets. The facility will produce steel joists, joist girders, and decking. Product fabrication is expected to begin later this year.

Vulcraft Canada, Inc. is a wholly-owned subsidiary of Nucor Corporation. Nucor's start in the steel business began when it purchased the Vulcraft Corporation, a South Carolina maker of steel joists and joist girders. Today, the Vulcraft/Verco Group has 10 facilities in the United States and is the nation's largest producer of steel joists and deck.

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METALS

Novelis reports increased net earnings for fourth quarter

Novelis reported net income of \$29 million for the fourth quarter of fiscal year 2016. Excluding tax effected special items, the company reported net income of \$50 million in the fourth quarter of fiscal 2016, a 35 percent increase over the prior year period. For fiscal year 2016, the company recorded a net loss of \$38 million. Excluding tax-effected special items, net income was \$131 million for the full year.

Shipments of rolled aluminum products grew four percent to 788 kilotonnes in the fourth quarter of fiscal 2016. Despite higher shipments, revenues decreased 14 percent to \$2.4 billion as a result of lower average aluminum prices and local market premiums.

Excluding the impact of metal price lag, Adjusted EBITDA was \$277 million in the fourth quarter of fiscal 2016, up 29 percent compared to \$214 million in the prior year. This increase was a result of record global shipments in a seasonally strong quarter, as well as positive product mix primarily driven by a 23 percent increase in automotive shipments over the prior year. The strong fourth quarter EBITDA improvement was also driven by excellent operational performance and favorable currency effects, resulting in the highest quarterly EBITDA since fiscal 2012. In addition, the company demonstrated operating leverage on record shipments achieving EBITDA per ton excluding metal price lag above \$350, a 25 percent increase over the prior year.

The company reported negative metal price lag of \$7 million in the fourth quarter of fiscal 2016 as compared to negative \$13 million in the prior year period. Volatility in average local market metal premiums has greatly reduced over the last several months, lessening the impact of metal price lag on current results as expected. Adjusted EBITDA including metal price lag was \$270 million, a 34 percent

increase over \$201 million in the prior year.

Higher shipments of beverage can and automotive sheet drove total flat rolled aluminum product shipments up two percent to 3,123 kilotonnes in fiscal 2016. For the full fiscal year, the percentage of the company's shipment portfolio stemming from automotive sheet grew to 15 percent, up from eleven percent in the prior year. By the end of fiscal 2016, all five of the company's recently constructed automotive finishing lines were producing and shipping automotive sheet products to customers. When all of these automotive finishing lines are fully utilized, automotive shipments will grow to approximately 25 percent of total shipments.

Revenues decreased eleven percent to \$9.9 billion in fiscal 2016, as higher shipments were more than offset by a 16 percent decrease in average base aluminum prices and a 58 percent decrease in local market premiums.

Excluding the impact of metal price lag in both years, Adjusted EBITDA was \$963 million in fiscal 2016, up seven percent compared to \$896 million in fiscal 2015. The increase was driven by strong operational performance, higher total shipments, product mix benefits mainly the result of a 47 percent increase in automotive shipments, and favorable foreign exchange in Brazil. Current year results were partially offset by less favorable recycling benefits due to significantly lower aluminum prices as compared to the prior year, as well as general inflation and higher fixed costs associated with new automotive and recycling operations.

The company more than doubled its free cash flow as compared to the prior year, generating \$160 million in fiscal 2016 after investing \$370 million in capital expenditures.

AISI reacts to G7 declaration of overcapacity

The American Iron and Steel Institute (AISI) said that the G7 Ise-Shima Leaders' Declaration released at the conclusion of the G7 Ise-Shima Summit in Japan is "an indication that the steel industry's concerns are clearly being heard and acted on by heads of governments around the world."

Thomas J. Gibson, AISI president and chief executive officer, said, "The number of U.S. jobs lost in the steel industry since January of 2015 has climbed to nearly 15,000 – primarily due to the high levels of unfairly traded imports fueled by the massive build-up in steel capacity in other countries. We are pleased that the leaders of the G7 governments recognize the severe impacts that global steel overcapacity and interventionist policies in the steel sector around the world are having in the U.S. and other countries, and applaud the commitment of these leaders to address these critical issues."

He said global overcapacity in steel is estimated by the OECD to be about 700 million metric tons. More than half of that overcapacity – 425 million metric tons – is located in China.

"There is a global problem that needs a global solution. Market-distorting government policies have prevented adequate industry adjustment in some markets in response to changes in global demand. The Chinese government in particular needs to accept responsibility and address its role in creating this massive steel glut. We especially appreciate the leadership and commitment of President Obama and his administration to address the surge of steel imports and the market-distorting policies and practices that have enabled it, and we are grateful for the efforts of all the governments involved in the G7 Summit, and in other fora, to make progress on these vitally important issues," Gibson concluded.

Republic unveils new ash metal recovery facility

Republic Services, Inc. and Lab USA unveiled a state-of-the-art ash metal recovery facility at the Roosevelt Regional Landfill in Washington. The advanced process allows for the reclamation of metals found in ash previously lost through traditional methods of resource recovery. The facility is set to process all newly delivered ash to the Roosevelt Landfill as well as systematically process all of the existing ash currently in the landfill. Once recovered, the metals are recycled, shipped to manufacturers and repurposed to make new metal products.

The facility is estimated to recover and recycle over 46,200 tons of ferrous metals and 42,900 tons of nonferrous metals. Ferrous metals are those which contain iron such as steel, stainless steel and cast iron. Nonferrous metals are those that do not contain iron and do not have a magnetic quality such as aluminum, copper, lead and tin.

Roosevelt Landfill utilizes the waste collected from municipalities across Washington and converts the methane gas (CH4) into a renewable energy source. Working with the Klickitat Public Utility District, the landfill currently provides enough energy to power up to 30,000 local households annually.

The volume of metals recovered and recycled through this facility will have measurable environmental impacts.



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Pollen nominated as AWMI Member of the Year

The Association of Women in the Metals Industry (AWMI) nominated Mary Pollen as 2015 Member of the Year.

Pollen has been a member of AWMI team for 22 years. In that time, she has held the position of Detroit Chapter membership chair, treasurer and president and currently serves as the international marketing chair. She is employed by Michigan Seamless Tube & Pipe as general manager of tube & pipe sales for MST – Seamless Tube & Pipe.

Pollen will receive her award November 10th, 2016 at AWMI's Annual Conference.

Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$180.00	\$185.00	\$205.00	\$250.00	\$275.00
#1 Bundles	per gross ton	175.00	189.00	195.00	260.00	269.00
Plate and Structural	per gross ton	191.00	185.00	195.00	259.00	250.00
#1 & 2 Mixed Steel	per gross ton	185.00	185.00	200.00	225.00	232.00
Shredder Bundles (tin)	per gross ton	142.00	170.00	176.00	170.00	240.00
Crushed Auto Bodies	per gross ton	140.00	170.00	175.00	170.00	240.00
Steel Turnings	per gross ton	90.00	94.00	124.00	140.00	165.00
#1 Copper	per pound	1.95	1.90	1.94	1.89	1.95
#2 Copper	per pound	1.77	1.79	1.85	1.79	1.80
Aluminum Cans	per pound	.55	.54	.51	.57	.54
Auto Radiators	per pound	1.35	1.39	1.38	1.38	1.37
Aluminum Core Radiators	per pound	.51	.42	.50	.49	.42
Heater Cores	per pound	.97	.97	.97	1.00	1.01
Stainless Steel	per pound	.45	.45	.44	.45	.46

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

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INDUSTRY PROFILE

A Closer Look

by Donna Currie

DeCarlo Demolition

Dan DeCarlo • 515-243-1151

DeCarlo Demolition might have one of the most humorous taglines in the industry: "Home Wrecking...A Family Tradition Since 1945." While the company has been in business since then, it wasn't always a demolition company – and it wasn't always a DeCarlo company, either.

According to Dan DeCarlo, the president and owner, the company was started by J.C. White, whose family was in the sod business. Since White had a pickup truck, he started hauling other materials, like sand and gravel. That led him to the concrete business and eventually he bought a concrete truck. Then he was hauling sand and gravel to his own concrete plant. But he needed a crane since he had started doing ironwork. That led to doing excavation work, so he bought a bulldozer. Eventually he found himself in the demolition business, where the bulldozer and crane came in handy.

DeCarlo's grandfather, Al, got a job at the J.C. White Company, working as a dispatcher, truck driver, and crane operator. "J.C. treated him like a son," DeCarlo said. It wasn't long before Al realized that he liked the demolition part of the business best, where "structures go toppling down."

In the 1970s and 80s, Al and J.C. were partners, until 1986, when Al bought his partner out. Al ran the business until 1998, when he had a stroke. That's when Dan DeCarlo became involved. Although he didn't know much about the demolition business, he stepped in to keep the company running. At that time, DeCarlo owned and operated a landscape business, but he felt that it could run without him for a short while since he had good employees. What he didn't realize was that he was eventually going to abandon landscaping for demolition.

DeCarlo said he's a third generation owner, but his father only worked for the company a year. "Dad was meticulous, methodical and clean," he said. "It wasn't for him." But it is right for other family members. DeCarlo's brothers Bob and James work for the company and his son shows up on an as-needed basis.

While he enjoyed working in the landscape business, he said that the downside to landscaping is that it's a seasonal business. On the other hand, demolition business is more stable – even in a bad economy, there are buildings that need to be torn down.

"I bought the company in 2000," DeCarlo said, "and implemented drug testing." When the dust cleared, DeCarlo had one employee left. He started hiring new staff, and now the company has about 30 employees.

DeCarlo said that he's particularly proud of the employees that the company has nurtured. They hire young people who might have had a less-than-stellar past and "now they are trained professionals who are proud of their craft," he said.

Before DeCarlo became involved in the business, all the demolition materials were being landfilled, but with his green background, he started looking into recycling. Now, the only materials that go to the landfills are the ones that can't be recycled or reused.

For a while, the company also sorted out usable materials for sale, but they no longer do so. However, useable cabinets or similar materials are often sent to Habitat for Humanity, Goodwill and other charities.

DeCarlo has been working to keep the company growing, mostly at a slow and steady pace. But in 2011, he bought his largest competitor, even though that company was larger than his own.

DeCarlo said that the best part of his job is watching "the takedown," but the cleanup afterward is a lot of work. A recent job took that cleaning to an extreme level when the interior demolition of a 115 year old 4 story building required "taking material out a window." Because of the way the building was shored up for reconstruction, there wasn't room for a conveyor or other equipment, so the only way to remove material was in buckets.

While jobs like that require a lot of manual labor, DeCarlo said that new demolition equipment has improved the employees' comfort, with air conditioning, comfortable seats, and sound systems.

Meanwhile, GPS allows him to track his trucks and help the drivers find the best routes. Other computer programs let him track how many tons of material were diverted from the landfill for each job.

"We're so close to The Jetsons, we're almost there," DeCarlo said. The next step will be trucks that can drive themselves to and from demolition sites. "Our jobs can be more fun," he said.

ELECTRONICS

E-waste survey results shared

The Pennsylvania Recycling Markets Center (RMC), in partnership with the Center for Survey Research at Penn State Harrisburg, recently completed a state-wide survey of Pennsylvanians to understand how much e-waste is likely destined for recycling programs. The survey was part of the Spring 2016 Penn State Poll. Results are summarized as follows:

- Less than half (44.4 percent) of Pennsylvanians know where to recycle electronics.

- 65 percent of Pennsylvanians are willing to travel 10 miles or less to recycle electronics.

- 50 percent of Pennsylvanians reported they do not want to pay anything to recycle their electronics.

With few "no charge" collection sites across the state that accept all electronics specified in Pennsylvania's recycling law, a local distance a recycler is willing to travel, and half of Pennsylvanians not willing to accept an electronics recycling charge, electronics recycling is challenging at best.

Using the state-wide survey data, the RMC estimates and summarizes as follows:

- Residentially, there are approximately 6.8 million tube televisions and tube computer monitors (CRTs) combined remaining in Pennsylvania, with an average weight of 58 pounds, down from an estimated 8.2 million units.

- Residentially, the combined, estimated weight of tube televisions and CRT tube computer monitors in Pennsylvania is 396 million pounds.

- The total Pennsylvania residential count of in use and out of use electronics equipment, including tube TVs, tube and flat computer monitors, flat screen TVs, desktop computers, laptops, tablets, pads, e-readers, printers, keyboards, mice/trackpads and routers is approximately 694 million Pennsylvania electronic devices.

- The total Pennsylvania residential weight of in use and out of use electronics equipment is approximately 1 billion pounds of Pennsylvania electronic devices.

It is important to know this survey does not define consumer intent – this does not account for when a Pennsylvania resident may choose to recycle their electronic devices.

According to Pennsylvania Recycling Markets Center 2016 findings, only 32 collection sites state-wide accept all covered electronic devices at no charge to the consumer as specified in the Act.

RMC offers a few ideas for a solution that provides relief in this economy:

- A consolidated, specific law, that is not deeply layered, that does not lead to interpretation.

- Fair, competitive, and balanced criteria for establishing and sustaining collection, transportation, and recovery of electronics.

- Expanded options for management of tube TV and computer monitor lead-containing glass.

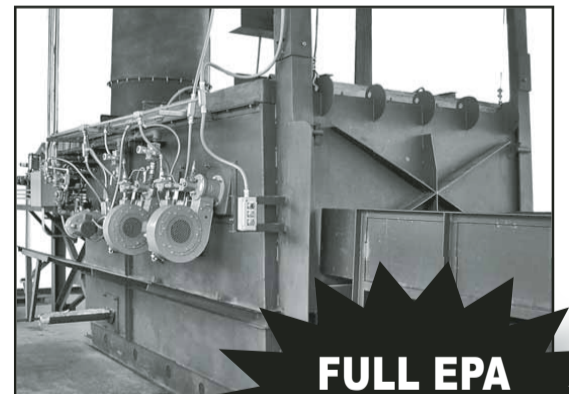
- Offer sound, organized, infrastructure such that a disposal ban of electronics waste is not a ban without a plan.

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BUSINESS BRIEFS

Novelis appoints Devinder Ahuja as senior VP, CFO

Novelis, Inc. has appointed Devinder Ahuja as senior vice president, chief financial officer. He will officially become Novelis' chief financial officer in August. Steve Pohl, currently interim chief financial officer, will be responsible for the function until that time.

As chief financial officer, Ahuja will be responsible for the accounting, treasury, global financial planning and analysis, global tax and finance excellence functions. He will be based at the company's world headquarters in Atlanta and will report directly to Fisher.

Over the last 29 years, Ahuja has worked in a variety of finance roles, across geographies and industries. Prior to joining Novelis, he served as chief financial officer of Alcon U.S.

Ahuja holds a bachelor's degree in commerce from R.A. Podar College of Commerce & Economics in Mumbai, India, and has completed general management training at Insead in Fontainebleau, France.

Ahuja's appointment coincides with the promotion of Steve Pohl, currently interim chief financial officer, to senior vice president, business performance and execution, effective immediately. In this newly created role, Pohl will be responsible for corporate development and strategy, the execution of strategic initiatives and monitoring performance, communications and government affairs, investor relations and the oversight of the company's annual enterprise risk management process. Pohl will remain based at the company's headquarters in Atlanta.

BekaWorld purchases assets of Beka-Max

Beka-Max of America Inc., the authorized sales and service provider for Beka-branded central lubrication systems, is now part of the international BekaWorld corporate group, the label of company Baier + Köppel in Germany.

The former managing director of Beka-Max of America Inc., Jacquie McDougall, will become chief operating officer of the new organization – effective immediately. Sven Pitman will be appointed as president, supervised by the new board.

Sven Pitman and Jacquie McDougall are looking forward to expanding on the success achieved by Beka-Max of America, Inc.

The assembly and distribution centers in Mississauga, Ontario, Buffalo, New York and Atlanta, Georgia, will be expanded in order to support sales and marketing throughout Canada and the United States. Creating independent value for North America is planned as well.

Advanced Disposal buys Pete's Economy Hauling

Advanced Disposal, an integrated environmental services company, has completed the acquisition of assets of Pete's Economy Hauling, based in Sheboygan, Wisconsin.

The acquisition includes commercial and industrial customers in Sheboygan County and will be operated out of their existing Sheboygan facility.

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BUSINESS BRIEFS

EREF honors Mack Trucks for 20 years of donations

■ The Environmental Research & Education Foundation (EREF) shared that this year's 22nd EREF Annual Charitable Auction will mark the 20th year that Mack Trucks has donated to the EREF Live Auction.

The EREF Annual Charitable Auction, the foundation's largest fundraiser, is held annually at WasteExpo to help EREF further its mission to fund and direct research and educational initiatives for waste management practices. The auction has raised more than \$16 million for the foundation and is made possible through the generous donations of waste industry members.

For 20 years Mack has maintained a long-standing commitment to supporting EREF and its mission to further research and education for the waste industry. "We at Mack are proud to help support EREF in any way we can because its research and scholars are making groundbreaking strides for this industry," said Curtis Dorwart, Mack refuse product manager and vice chairman of the EREF Auction Committee.

Dorwart has played an integral role in supporting EREF and will continue to do so by soon serving as chair of the 2017 EREF Auction Committee.

Leeward closes on acquisition of wind farm

■ Leeward Renewable Energy, LLC, an affiliate of ArcLight Capital Partners, LLC, disclosed that Cedar Creek Wind I Member LLC, a Leeward entity, has completed the purchase of BP Wind Energy North America Inc.'s 33 1/3 percent membership interest in CCWE Holdings, LLC. Leeward is the sole member of Cedar Creek I and will continue to manage the facility. The acquisition continues Leeward's strategy to expand its holdings of high quality wind assets throughout the U.S.

The Cedar Creek I Wind Farm is a 301 MW facility located near Grover, Colorado. In operation since 2007, it utilizes Mitsubishi and GE turbines, which deliver clean and reliable power to Public Service of Colorado under a long-term contract that expires in 2027.

The nearby Cedar Creek II Wind Farm will continue to be operated by BP Wind Energy and be jointly owned by affiliates of BP Wind Energy and Sempra U.S. Gas and Power.

Novolex acquires Heritage Bag Company

■ Novolex has acquired Heritage Bag Company (HBC). HBC is a manufacturer of plastic can liners and other packaging products based in Roanoke, Texas.

HBC is Novolex's fifth acquisition since Wind Point acquired Novolex (formerly Hilex Poly) in 2012 in partnership with chairman and chief executive officer Stan Bikulege. With the addition of HBC, Novolex is now a \$2.3 billion revenue company with 43 manufacturing locations in North America.

Bunting Magnetics adds Bowen to advisory board

■ Bunting Magnetics Co. has appointed Kevin Bowen to the company's advisory board.

Bowen brings corporate strategic development and manufacturing expertise to the nearly 60 year old company. The Bunting Magnetics Co. advisory board, which also includes technology advisor Dr. John Ormerod; sales and marketing consultant Steven Schnoll; and president of Newton (Kansas) Medical Center, Steve Kelly, meets quarterly to provide insight on the company's strategic growth plan and initiatives.

Bowen's manufacturing career spans over 40 years, most of which was at Coperion K-Tron, a provider of bulk material handling, feeding and pneumatic conveying equipment and systems for chemical, plastics, food and pharmaceutical industries.

Fuchs names Noah Devine to lead customer support

■ Fuchs announces a critical appointment to the North American after-sales support team for Fuchs® material handlers. Noah Devine will lead all aspects of service, parts and warranty efforts for the material handlers and will work closely with distributors and customers to develop training and support programs. He reports directly to Thomas Sandrock, the Global Director of Product Support & Quality at the Fuchs factory in Germany, to improve customer support response time throughout the U.S., Mexico and Canada.

Before joining Fuchs, Devine was the recycling maintenance manager for Republic Services in Lakeland, Florida. He also worked as the U.S. Asset manager/operations manager for OneSteel Recycling and as the asset manager, MRB for Schnitzer Steel.

Devine will work with Fuchs distributors and customers from the Fuchs North American headquarters in Louisville, Kentucky.

Waste Connections buys Red River Waste's assets

■ Waste Connections Inc. has purchased select non-core hauling assets of Red River Waste Solutions, based in Dripping Springs, Texas. Specific terms of the transaction were not disclosed.

Waste Connections purchased Red River's hauling operation in Rapid City, South Dakota, which provides solid waste collection, recycling and disposal services. The transaction combines the two largest waste management participants in the South Dakota market.

Founded in 1988, Red River is a solid waste management and recycling company specializing in residential and commercial solid waste collection, hauling and landfill management. The company provides services to residential and commercial customers, primarily in the southern U.S., including Kentucky, Tennessee, Mississippi and Louisiana, as well as Iowa and Texas.

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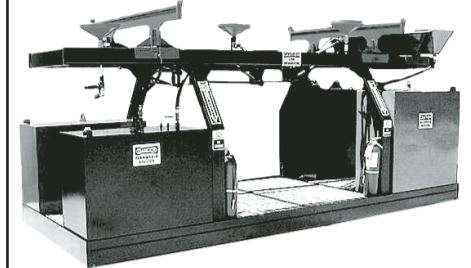
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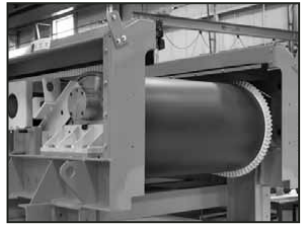
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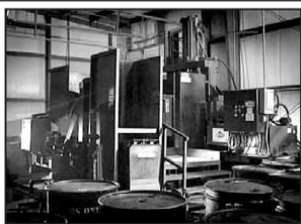
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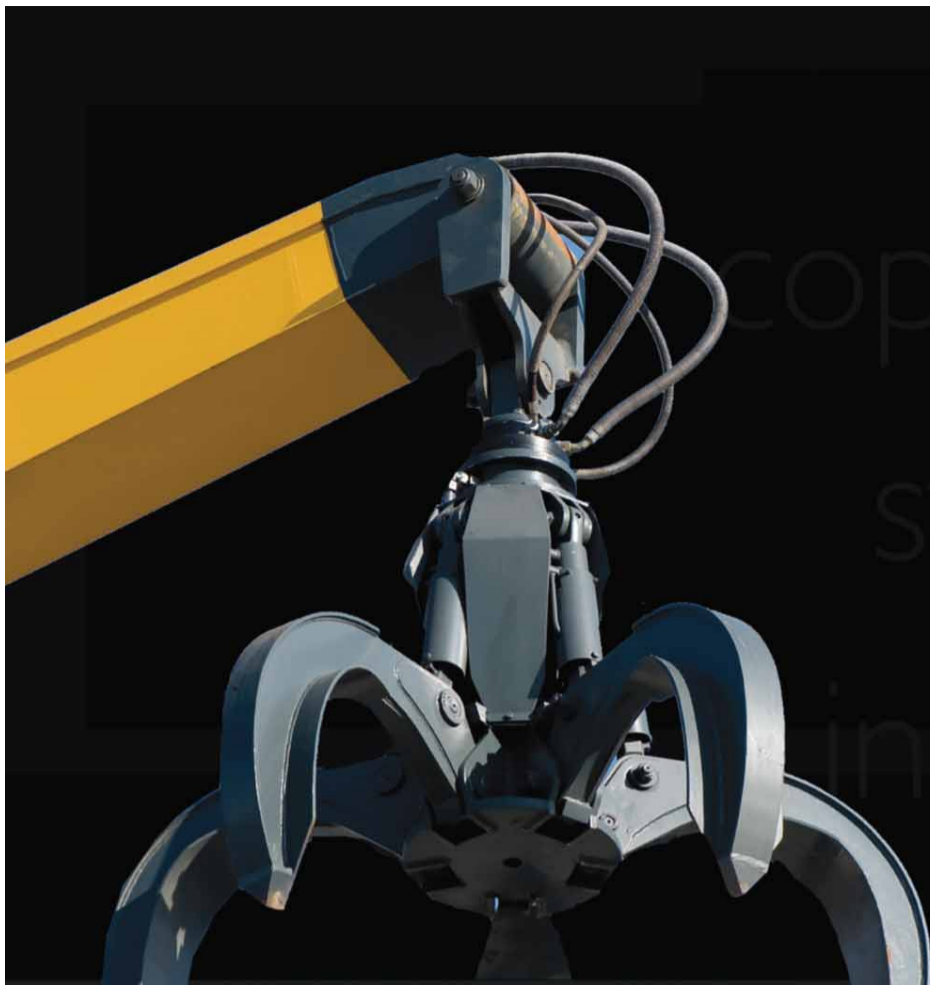


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Exporting ELVs impacts auto recycling in U.S.

by MAURA KELLER

mkeller@americanrecycler.com

Americans scrap 10 to 12 million vehicles per year, fueling a \$20 billion-plus industry in recycled automotive steel, copper, plastic, glass and rubber. As such, automotive recycling companies are an important source of salvaged car parts for consumers, providing them with a significantly more affordable alternative to new parts. Likewise, selling scrap metal from junk cars has historically been a big business. But today's lower scrap prices have spurred reduced scrap volume, slowing the junk car recycling business and forcing companies to hold onto their junk cars, waiting for a better deal. While the slowdown in junk car salvage continues, consumers are utilizing more innovative ways to sell or dispose of their junk cars than in years past.

According to Jordan Perch, researcher with DMV.com, an online information hub for all motor-vehicle-related topics, the main changes to the method of selling junk cars over the years have to do with the way consumers advertise their cars. In the past, consumers mostly used newspapers or magazines to advertise the cars they wanted to sell, so print media advertising used to be the prevailing method.

But how consumers sell their end-of-life vehicles (ELV) greatly impacts auto recyclers. Nowadays with the widespread adoption of the internet, most consumers sell their junk cars online. Notably, the advances in technology and the increased use of the internet to sell and buy used cars, has helped the auto recycling industry. Online avenues, including Craigslist and eBay are helping automotive recyclers locate and acquire junk cars more easily.

"The internet is being used because it only takes a couple of minutes to post an ad, and it's a great way to reach a lot of prospective buyers," Perch said. "There are plenty of companies buying and selling junk cars, and people who need to sell their car only have to do a little research online and find the websites of the companies located in their area." That's where auto recyclers come in. Utilizing an effective website that clearly states your company buys junk cars, your locations, etc. is paramount in getting consumers to recognize your company."

Today's recycling companies also are utilizing the internet to purchase junk vehicles in creative ways. For example, Sims Metal Management lists 270 locations on their website that will take junk vehicles and pay cash. Many websites allow consumers, insurance companies and others to request a quote for recycling their junk car.

At the same time, scrap yards and automobile recyclers compete for ELVs offered on Craigslist, eBay or directly



The future of the industry depends on lawmakers hearing auto recycler's appeals and to take action.

PHOTO BY ERIC GEVAERT | DREAMSTIME

from junk car owners. In doing so, recyclers need to ensure they are equipped with latest technologies in the industry and maintain standards of auto recycling practices specified by Automobile Recyclers Association (ARA).

According to the ARA, several challenges remain for professional automotive recyclers as consumers find alternative ways to sell their junk cars, including:

- Increased competition from unregulated and unlicensed buyers at salvage auctions, leading to inflated prices for vehicles and decreased stock;
- Lack of oversight and uniform standards for online internet auctions of salvage vehicles;
- Lack of uniform vehicle titling within the U.S.;
- Lack of consumer education on the value and usage of recycled auto parts; and an

•Increasing number of vehicles being exported out of the country by international buyers.

ARA supports the acquisition, sale and dismantling of salvage or ELVs and oversees these activities are performed and conducted by licensed businesses qualified and equipped to purchase ELVs in accordance with federal, state and local laws and regulations.

So how are the methods of selling junk cars affecting the auto recycling

industry? Perch says that whatever method junk car owners choose to get rid of their vehicles, they often end up at auto recycling companies.

"Even though many consumers choose to sell their junk cars to private buyers, the recycling car business is only going to get bigger in the following years, based on recent statistics that show constant increase of the number of vehicles recycled in the U.S.," Perch said.

Exportation and the Effect on the Industry

While many U.S. consumers sell their junk vehicles to U.S. entities, others are finding that selling junk vehicles abroad can earn them a higher price for their vehicle. In recent years, the exportation of junk cars has changed and is having a significant impact on the auto recycling industry in the U.S.

According to Dmitriy Shbarshin, marketing director at West Coast Shipping, in the past, consumers would either donate their cars to charity or sell them to local junkyards to be parted for pennies on the dollar. However, now that the market has gone global, buyers from developing nations scour the U.S. for junk cars, giving U.S. consumers an alternative option of disposal. Depending on the make and model, consumers can get better value by selling to overseas buyers.

As Perch explained, automotive recyclers do feel the impact of the

increased number of junk cars being sold overseas. "They face a lot of problems caused by the fact that more and more salvage vehicles are leaving the U.S., reducing the number of vehicles that recyclers can acquire," Perch said. "The fact that there are fewer salvage vehicles available for purchase by recyclers increases the price of the ones that are left in the U.S. market, which reduces recyclers' revenues greatly."

Shbarshin deals with the shipping of many cars to locales outside of the U.S. He said that cars from the states continue to be one of the most popular exports, despite restrictions on their import to certain countries.

"Generally, these cars are purchased at salvage car auctions by overseas buyers," Shbarshin said. "They are then either exported in containers overseas—up to five cars per container—or taken apart piece by piece in the states and exported as parts. The cars are then fixed up by shops overseas and the parts are sold."

Africa and the Middle East tend to be the most popular destinations. Previously, Kyrgyzstan was a big importer until they joined the Russian union and drastically increased their import taxes.

The internet has certainly made it easier to export junk cars to buyers

See END OF LIFE VEHICLES, Page B5

Gershow donates 30 cars for extrication tournament



Representatives of Gershow Recycling joined local elected officials and firefighters at the Ninth Annual Chuck Varese Vehicle Extrication Tournament at Steer's Pit in Northport, New York.

In support of local fire departments, Gershow Recycling donated the use of 30 cars for the Ninth Annual Chuck Varese Vehicle Extrication Tournament, which was held at the Northport Fire Department's Training Grounds at Steer's Pit in Northport, New York. Gershow also donated the use of its Huntington facility to enable teams to practice in the week leading up to the tournament.

The tournament involved 21 teams of 4 to 6 firefighters working to extricate a "victim" from a "crash" using the Jaws of Life. Each team was judged on the amount of time it took to perform the extrication, the handling of

equipment and the safety procedures they followed. After the tournament, the vehicles were brought back to Gershow's facility, where they were shredded and recycled.

"This is a wonderful event," said Henry Tobin, deputy mayor, Village of Northport. "It's prestigious for Northport, but it's also great training for our guys and other fire departments. Most importantly, it helps them determine where they need to improve to continue saving lives. We're very lucky in Northport and we deeply admire and value the men and women who devote their lives to this important line of work."

Automotive recycling report released by SPI

At its first summit and expo dedicated to recycling and sustainability in manufacturing, Refocus, SPI: The Plastics Industry Trade Association today released a new report, Automotive Recycling: Devalued is now Revalued.

The report highlights innovative use of recycled content, achievements in zero waste in manufacturing and promotes increased recycling of plastic automobile parts. Automotive recycling is leading other industries, with 95 percent of automobiles recycled at the end of their practical life. The recycling of plastic materials in automobiles, however, is in its infancy. This new report from SPI aims to increase communications and cross-collaboration to identify hurdles and solutions to achieving increased recycling by working with the full supply chain – from resin suppliers and equipment manufacturers to processors, brand owners and recyclers.

The opportunities for recycled plastics in cars are abundant. Each year in the U.S., approximately 12 to 15 million vehicles are scrapped with an increasing amount of those vehicles comprised of more and more plastic components and parts. Recycling of post-industrial plastics from cars is already happening at automotive plants, as manufacturers have become leaders in managing their scrap to reduce waste. Increasingly, automotive companies are using post-industrial, and post-consumer recycled material throughout their vehicles.

"There is an opportunity for recycled plastics in the automotive sector, and we are hoping to merge key learnings from all members of the supply chain together to learn how we can best promote and grow plastics recycling in the automotive industry," said Kim Holmes, SPI's senior director of recycling and diversion.

SPI and its members believe more can be achieved within the automotive sector in recycling automotive plastics at the end of their life. SPI has two projects underway to help close the loop on auto plastics. First, the Zero Net Waste (ZNW) recognition program assists the plastics industry in managing waste in manufacturing by offering specific tools to evaluate waste reduction opportunities and maximize land-fill diversion.

Second, in a separate recovery effort, SPI members have begun a collaborative research project to explore the viability of collecting and recycling auto plastics from end-of-life vehicles and build a basic recovery model for whole parts before shredding. The review will help determine the feasibility of recovery today pored against material performance and demand for recycled thermoplastic olefins (TPO) and polypropylene (PP). If successful, this project will serve as a launching point to explore the opportunity to recover additional plastics, both through whole-parts recovery and eventually auto shredder residue (ASR).

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Restitution from D&M Auto ordered

The Department of Banking and Securities has issued an order against Dean M. Lake and D&M Auto Sales of York, Pennsylvania, for unlicensed activity, charging of excess fees totaling \$113,198.65, failure to accurately represent consumer down payments, and alteration of signatures and amounts, in violation of the Consumer Credit Code.

The department has ordered Lake to refund 194 consumers the overcharges and pay a fine of \$430,000. Further, Lake is prohibited from engaging in the business in Pennsylvania for a minimum of five years.

To see the full order, view this article on www.AmericanRecycler.com.

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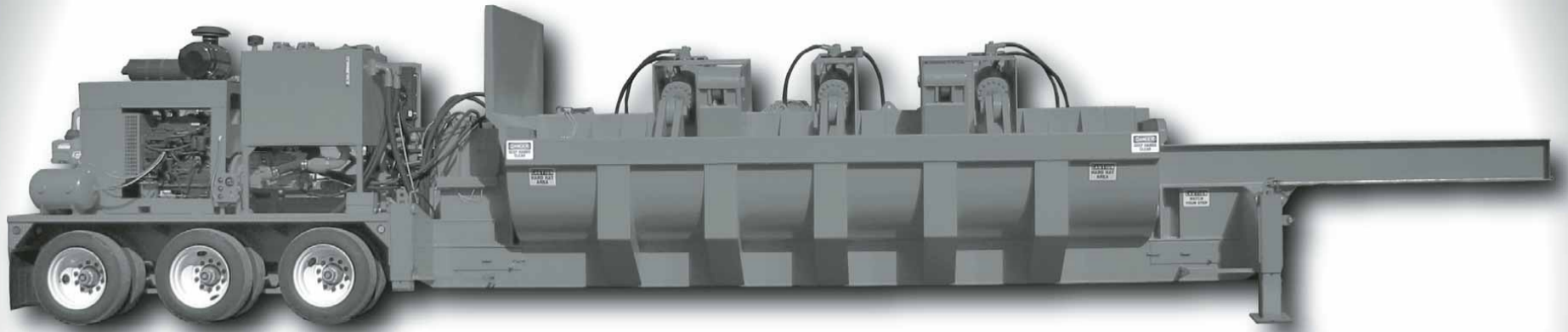
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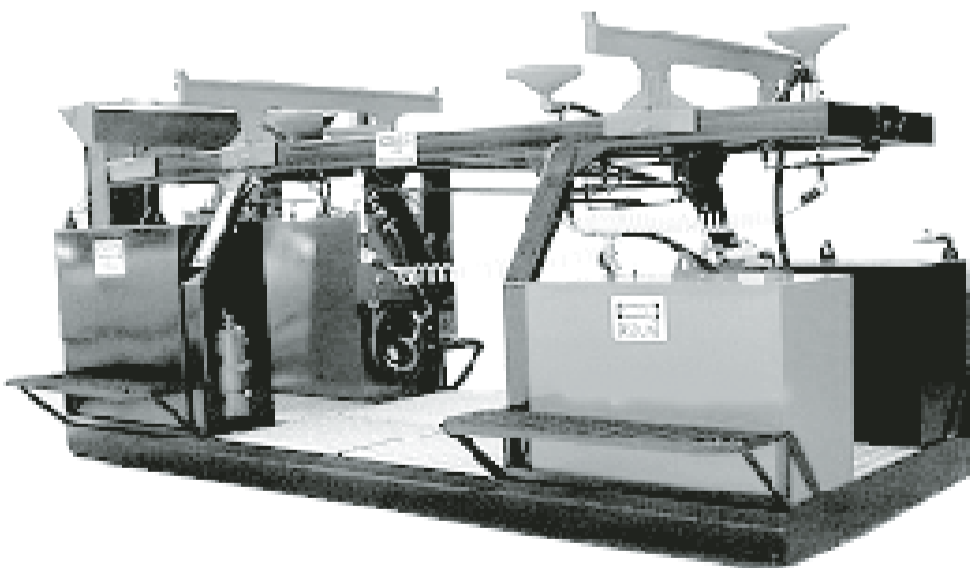
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EQUIPMENT SPOTLIGHT

Safety Equipment

by MARY M. COX

maryc@americanrecycler.com

Among the dozens of occupations analyzed by the Bureau of Labor Statistics (BLS), the 2014 fatality rate of those working in scrap yards was 20.8 deaths per 100,000 full time workers, which is more than 9 times higher than manufacturing workers overall.

Scrap yards, one of the largest segments in the recycling industry, typically report high fatality and injury rates. The BLS also reported in 2014 that garbage and recycling collectors had the fifth-highest fatality rate among the dozens of occupations that were analyzed.

There is no annual record kept of how many workers die across all recycling sectors. At scrap yards and sorting facilities, at least 313 recycling workers were killed on the job from 2003 to 2014, according to the BLS.

FairWarning is a nonprofit investigative news organization that focuses on public health. A FairWarning analysis of Occupational Safety and Health Administration (OSHA) records found that inspections performed from 2005 to 2014 resulted in scrap yards and sorting facilities receiving about 80 percent more citations per inspection than the average inspected worksite. There are many products and services available that can aid employers who must adhere to OSHA standards and who aim to stem the incidence of illness and injury to workers, costly loss of manpower and perhaps even litigation.

Buffalo Turbine manufactures dust and odor control machines which are used worldwide in a variety of settings: Recycling facilities, demoli-

tion and construction sites, landfills, aggregate processing and waste transfer stations. "At indoor facilities in particular, visibility and breathing conditions are top priorities for employers who work to keep employees safe from both short and long term harm," stated Brian Singer, sales and marketing. The turbine units are made using high precision machined components, resulting in long lasting dependable products. Diesel, gas, electric, PTO driven and hydraulic models are available.

The diesel and gas machines are the most popular because they are self-contained and maneuver more easily around a site. "This capability is essential, especially regarding open facilities that are typically affected by the wind. The models also oscillate, which provides a larger coverage area than models that don't offer that feature.

These machines are convenient due to minimal set up time and this aspect along with simple daily maintenance help aid in smooth production flow. The machines function by introducing water to the gyratory atomizing nozzle (GAN) which uses the power of the turbine air to push the atomized water into the air. This creates droplet sizes of 50 to 200 microns, which matches with the dust particle size and brings the fugitive dust to the ground. Dust control is no longer a trend. It is a necessity for the safety of employees and for adhering to government regulations meant to ensure that those in or near a worksite won't be impacted by the fugitive dust created there. Facilities can incur large fines if they produce too much dust which also moves beyond their property and a lack of dust control can also significantly slow production," Singer said.

According to Dave Brentz, Vice President, "Car-Go-Net® provides easy, inexpensive compliance with the Federal Motor Carrier Safety Administration's (FMCSA) regulations for the securement of flattened or crushed cars." Cargo Containment Regulation FMCSR §393.132 requires that vehicles used to transport flattened or crushed cars must be equipped to prevent loose parts from falling from all four sides of a vehicle, extending to the full height of the cargo.

"When that rule was first adopted, Industrial Netting worked closely with the Institute of Scrap Recycling Industries (ISRI) to create a safe and inexpensive solution. The result was Car-Go-Net – an extruded plastic netting designed for one-time use. The bright orange color of the netting makes it easily visible to law



Industrial Netting, Inc.



Buffalo Turbine LLC

See SAFETY, Page B7

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HexArmor
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Industrial Netting Inc.
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End of life vehicles ■Continued from Page B1

across the globe. "Consumers can now reach a worldwide audience when selling their junk cars. They typically post them on sites such as eBay and Craigslist, which tend to attract end buyers and re-sellers overseas," Shibarshin said. Some utilize licensed auto dealers to help them sell their cars at salvage car auctions. And there are also a growing number of U.S. dealers who buy junk cars and fix them to a drivable condition and market them to overseas buyers.

"It hurts the recycling industry because it extends the life of cars," Shibarshin said. "Instead of being recycled, they continue to drive in developing countries around the world."

Down the Road

As far as the future of junk car acquisitions is concerned, based on recent developments in this industry, auto recyclers are expected to fight against regulations allowing buyers from other countries to acquire junk cars so easily, requiring stricter rules as to who and how one can buy a salvage car at auctions in the U.S.

According to the American Recyclers Association, one of the largest salvage auction companies in the U.S. now sells their junk cars to buyers in more than 100 different countries. As a result, one of the most serious challenges facing the professional automotive recycling industry is the threat of unlicensed and unregulated buyers participating in salvage vehicle auctions. And many of these unregulated buyers may have ties to the international market.

"The future of the industry will largely depend on how lawmakers

respond to appeals by auto recycling companies to do something to prevent such a large number of American junk cars from being sold to international buyers," Perch said.

Professional auto recycling facilities are licensed businesses qualified and equipped to safely process salvage and end-of-life vehicles, as well as hazardous materials and other vehicle fluids, in accordance with federal, state and local oversight and regulation. Opening salvage auctions to unlicensed and unregulated international buyers not only has dangerous environmental implications, but may help perpetuate fraud, tax evasion, and other illicit activities that put automotive consumers and the general public at risk.

While the majority of used cars exported from the U.S. find new lives in Mexico, United Arab Emirates, and Nigeria, many also end up across Europe. In response to the concerns surrounding end-of-life vehicle disposal and the influx of used vehicles, the European Union passed the End-of-Life Vehicle Directive, which aims at making dismantling and recycling of ELVs more environmentally friendly. It sets clear quantified targets for reuse, recycling and recovery of the ELVs and their components. Following suit, the national Mexican government also released their National End of Life Vehicle Management Plan, which maps out future designs for processing ELVs in Mexico. Other countries, including India, Russia and Australia also recognize that, as professional automotive recycling activities become more global, similar regulations will be required on a global scale.

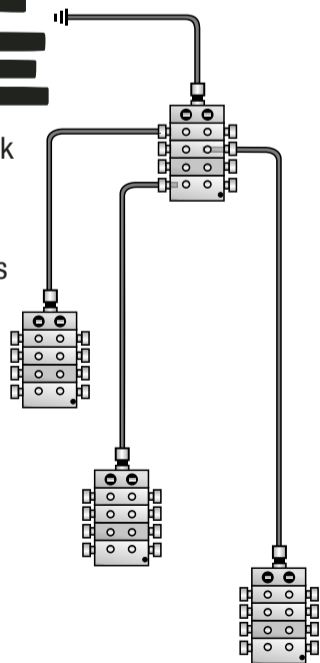
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SALVAGING Millions

by Ron Sturgeon
Autosalvageconsultant.com

Tools for success – Don't be afraid to be a rebel

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

Don't be afraid to be a rebel – push back, think out of the box, but be strategic and analytic about it.

You don't have to be combative to be a rebel. Think innovative. Think doubting and questioning the establishment. Think positive energy. Think unexpected. Think passionate. And yes, at times it can be lonely.

How was I was a rebel?

I was always trying new things. I attended the trade show for collision repairers to find innovative new ways they were working. New tools, new marketing methods. I knew they were ahead of us. And it couldn't hurt to understand their business better.

I was carrying an electronic organizer in 1990, and was the first to carry a brick phone in 1990. But you don't have to be bleeding edge in technology to stay ahead. We bought Apple II's to computerize our inventory, and there was no software to do that, but I knew it would save time.

I was reading a book of month, and learning things about business that just weren't normal in our industry, even though they were commonplace in other industries. I was the first to put salespersons on commissions, though other industries had been doing it for decades. At the time, in 1985, and decent counterperson wanted \$1,000 in cash per week, with no regard for how much they sold.

I was new in the industry and doubted almost everything I heard. I wasn't afraid to try something that worked in another industry in our industry.

I spoke at conventions, and many thought the information I was sharing was intended to mislead lead them. They suspected no one could possibly be willing to share that much info. I got what I gave, and many shared with me. Two benefits of speaking: you become a much better leader, and your communication skills improve.

I never fussed about things I couldn't control. Many were unhappy about new competitors at the auction, and were quick to tell newbies that they weren't allowed to bid on all cars. I thought that was crazy, and they tried to make me pay too much for cars, to "teach me a lesson". I just ignored them. Copart actually asked me to come to some of their out of town auctions to disrupt bid rigging, as they knew I would bid what the cars were worth to me. They gave me deals on storage since I was buying out of town, which was very unorthodox. I was working 20 auctions per week, and had gobs of desirable inventory, while others just worked locally and had to pay too much or not get the inventory they wanted.

I was advertising out of my area, and tracking results. I remember in 1986 I got a call from an angry recycler in Pennsylvania that said "don't be mailing things to my customers here, if they need a Mercedes engine they will call me and I can call you". WOW. This was old school, and I was the rebel for sure.

I was always positive, which is a bit different. My dad taught me that no one gives a crap if your feet hurt so don't bother telling them about it. Those that know me personally know how I answer when you ask me how I am doing, I always say "the best". Being positive can actually surprise people and makes you stand out, and is unexpected.

One cautionary note: There are many tried and true tasks that are likely the best practice for a given process to situation. Don't be so innovative that you overlook those practices, which I call Blocking and Tackling. Make sure you're doing all that blocking and tackling while you innovate. I often find folks looking for the latest gee-whiz stuff to make their business better, when they aren't doing the basics. A good example is a business owner that wants to start using Twitter, but he hasn't updated his web site in five years. Everyone tells him Twitter is the hottest new thing. Twitter is an incremental tool and unlikely to affect your business in a material way.

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.

GM sets goal of 150 landfill free facilities by 2020

The rules of vehicle use and ownership are changing rapidly, according to GM's latest Sustainability Report. Connectivity, car-sharing, alternative propulsion and autonomous vehicles are key elements toward a future of safer, cleaner and more efficient mobility options for customers.

"We see tremendous potential in these technologies and the long-term benefits for our customers and communities around the world," said GM chairman and chief executive officer Mary Barra. "The GM team is looking to lead this transformation of personal mobility and will continue to deliver on our commitment to responsible manufacturing."

GM is using its 20 years of OnStar connectivity expertise to enable advanced safety technologies and car-sharing. GM is paving the way for autonomous vehicles and vehicle-to-infrastructure technology. These efforts will help reduce congestion, crashes and pollution. The company is working with stakeholders to create the largest V-to-I enabled corridor in the U.S. on 120 miles of Metro Detroit freeways. It also will bring SuperCruise, the industry's first semi-autonomous driver-assist technology, to market next year on the Cadillac CT6.

Earlier this year, GM launched its Maven car-sharing brand and invested \$500 million in a strategic alliance with rideshare provider Lyft. Chevrolet also is building the affordable, all-electric Bolt EV, which will offer a more than GM-estimated 200 miles per charge.

GM is addressing climate change, in part, by continuing to provide

customers with fuel efficient models across each vehicle segment given that 77 percent of the company's carbon footprint comes from driving. Nine models get an EPA-estimated 40 mpg on the highway or better, up from six last year. GM's electrified vehicles on the road increased 9 percent to 196,861 vehicles.

GM is also aggressively pursuing ways to use more renewable energy. Two wind deals in Mexico and Texas will add 64 megawatts to its 106 megawatt global portfolio, enabling GM to achieve its renewable energy target four years early.

GM's progress provides topline growth through new revenue streams such as \$1 billion from recycling and reuse in recent years, to bottom-line savings through greater efficiencies, such as \$237 million in energy savings since 2010. GM was the only automaker to appear on the Dow Jones Sustainability Index in North America in 2015, and it earned perfect scores on climate change disclosure from CDP, a group serving more than 800 investors.

GM is on track to meet all of its 2020 global manufacturing commitments. Since 2010, the baseline year, GM has accomplished the following:

- Achieved 131 landfill-free facilities toward a goal of 150.
- Reduced total waste by 22 percent toward a goal of 40 percent.
- Reduced water intensity by 10 percent toward a goal of 15 percent.
- Reduced energy and carbon intensity by 14 percent and 15 percent, respectively, toward a goal of 20 percent.

KAR Auction acquires GRS

KAR Auction Services, a provider of end-to-end vehicle remarketing services, has acquired GRS Remarketing Limited, a subsidiary of Greenhouse Group Limited.

"During the past 20 years, GRS has established a successful online vehicle remarketing business in the UK through robust technology, effective sales and operations, a healthy buyer network and strong relationships with commercial customers," said Jim

Hallett, KAR chief executive officer and chairman.

GRS will be renamed ADESA UK following the completion of the sale. Jonathan Holland, vice president of business development for ADESA UK, will assume the position of managing director.

This is KAR's second acquisition in the United Kingdom, following the purchase of salvage company HBC Vehicle Services in June 2015.

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Novelis commissions \$120 million automotive finishing line

Novelis celebrated the commissioning of its third automotive finishing line in Oswego, New York.

Installed to support the production of stronger, lighter and safer vehicles, the line represents Novelis' latest investment of \$120 million to expand high-strength aluminum alloy supply for Ford F-Series trucks, America's best-selling truck for 39 years and best-selling vehicle for 34 years. As a result

of this expansion, Novelis has furthered its position as the leading automotive aluminum sheet supplier in North America.

"As a result of our investments across the globe, Novelis is able to offer our automotive customers unique advantages and benefits through automotive lines such as this one in Oswego," said Steve Fisher, president and chief executive officer, Novelis.

Novelis is a key supplier for the Ford F-150 supplied from Novelis' plant in Oswego.

The third and newest automotive finishing line in Oswego will produce aluminum sheet for the body and cargo box of the all-new 2017 F-Series Super Duty lineup, helping to reduce the overall vehicle weight by up to 350 pounds so the all-new Super Duty can tow and haul more than ever.

During the past five years, Novelis has expanded its ability to serve the North American automotive market by installing and commissioning three automotive finishing lines in Oswego, creating more than 460 jobs. This \$400 million investment also includes the world's largest closed-loop recycling program, which processes roughly 25 million pounds of automotive aluminum scrap per month.

Safety

■Continued from Page B4

enforcement so haulers are less likely to be stopped for noncompliance. Our product is lightweight but very strong and the uniform grid pattern of the net won't stretch or unravel if a strand is cut. In contrast, knitted hay bale-style netting will shred if pulled in a cross direction. The strength of our product allows haulers to wrap material just once to secure their load," Brentz said.

He claims Car-Go-Net is the most widely used disposable tarp in the scrap recycling industry. In the past 5 years, more than 1,000 scrap processors, auto crushers, metal shredders, salvage yards, towing services and auto recyclers throughout North America, Australia and New Zealand have used Car-Go-Net to prevent loose parts from falling onto roadways during transit. A variety of roll sizes (from 4' to 17' wide and from 500' to 2,500' long) is available. Also, same or next day shipping is offered on most orders.

Industrial shredders used in recycling and waste markets are run by operators who often rely on vibration, speed, and electrical gauges to determine if the shredder is about to jam, which can then result in worker injury, loss of productivity and other costs. The Lumistar™ high-tech, infeed shredder camera sees through steam, smoke, darkness and past obstacles. This allows operators to see the material approaching the shredder and catch unshreddables and prevent jams when the chute is full, or when there is an autopilot malfunction.

"In deaths per year, the recycling industry is the fourth most dangerous

profession in the United States. To protect employees and reduce insurance costs, safety is paramount in shredder operations. When using our Lumistar thermal infrared shredder camera, workplace safety is improved, pollution is reduced and savings improve for electricity and even maintenance. Operators report less wear and tear on their shredders because material is fed properly, so production increases. A specific example of this involves the Corporate Average Fuel Economy standard. It mandates that cars be more fuel efficient, so vehicles are increasingly made with more plastic and less metal. This translates to less profitable hulk value. Our system helps businesses to improve upstream cost per ton," Paul Angel, President, stated.

He added, "Each camera is temperature-calibrated to the specific environment in which it is placed and our proprietary Steamvision™ technology delivers up to 100 times the resolution of other infrared cameras, through steam. Unlike off-the-shelf infrared cameras made for delicate environments, our shockproof system includes a military-grade enclosure, is completely waterproof and is made from non-corroding, bullet-resistant steel armor. Lumistar cameras have been in use since 2006. Our clients around the globe know that Lumistar cameras are a game changer, giving them a competitive edge."

RadComm manufactures a product that helps maintain safety throughout the entire metals industry supply chain. Jeff Adams, marketing and sales manager, commented, "Since 1992 we've developed the most innovative, highly sensitive radiation detection equipment for small scrap metal recycling facilities to foundries, to some of



RadComm Systems

the world's largest steel producers. Our products help mitigate risk for our customers and our new NeuSpec and Cricket Magnet systems were designed with that objective in mind."

The spectroscopic analysis performed by the NeuSpec vehicle monitor automatically rejects or accepts specific isotopes according to customer requirements. For example, a customer can set the monitor to accept all NORMs (naturally occurring radioactive material) such as Thorium and Radium, without alarm. This aid in quickly sorting material

helps to increase productivity. RadComm's Cricket is the only magnet-mounted radiation detection system in the world. It allows scrap metal magnet operators to find radioactive sources from the safety of a material handler cab. Using the Cricket, a potentially deadly, sealed source in a material can be quickly detected and then handled appropriately.

Adams said the company product line includes large scale vehicle monitors to handhelds to laboratory use versions. Custom applications are also available. "The performance of our RC4000 series of products is the metal industry's benchmark for detecting low level radioactive sources buried in densely packed scrap metal. We're known for designing and manufacturing sensitive, high quality products that also score the fewest false alarms compared to other products that are similar. In today's challenging market conditions, our customers often express that revenue lost to rejected loads and/or downtime simply cannot be absorbed. We can provide a solution for any size yard or plant," he concluded.

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- | | |
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