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NewsVoice of Salvage, Waste and Recycling

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The downfall of glass recycling

by MAURA KELLER

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Here's one thing we know: The traditional market for recycling glass back into bottles is difficult and often not a profitable option. According to Cynthia Andela, president, Andela Products, the glass being recycled with curbside single stream programs is broken, mixed color glass, and contaminated with a lot of non-glass residue.

"The value of this material is very low since it needs to be cleaned and color sorted," Andela said. "After the larger color sorted glass cullet is separated, there are still a lot of glass fines that ends up in the landfill with the residue."

There are a number of developing markets for using pulverized glass as an industrial mineral. The technologies to process the glass to meet these industry standards are starting to be commercially available, and will be the new normal for glass recycling in the future.

In summary, glass recycling needs to expand from just bottle to bottle recycling into a more comprehensive processing and market approach results in more than merely furnace ready cullet. With local processing into an aggregate, along with centralized processing into the industrial minerals markets, all types of glass will be recycled economically.



According to Lynn Bragg, of the Glass Recycling Coalition and president of Glass Packaging Institute, 81 percent of U.S. recycling programs include glass options for residents. Solutions to improve glass recycling are locally based.

"While many recyclables, namely paper and plastic, rely on export markets, the end market for recycled glass is primarily domestic, usually within 300 miles of its end markets," Bragg said.

Bragg pointed to a 2017 study by the Glass Recycling Coalition (GRC) finding that 96 percent of consumers and residents want and expect to be able to recycle their glass. As Bragg explained, GRC offers a variety of tools, resources, webinars and case studies on its website



The end market for recycled glass is primarily domestic, usually within 300 miles.

PHOTOS COURTESY OF ANDELA PRODUCTS

to assist communities, MRFs and glass recycling champions in strengthening and meeting this demand for their glass recycling programs.

The Glass Recycling Coalition, founded in April 2016, aims to promote glass recycling best practices, strengthen glass markets, provide results-oriented resources for communities and collaborate to build a strong foundation for successful glass recycling. GRC's 40

member companies and organizations represent the entire glass recycling value chain and work collaboratively to positively affect change in glass recycling.

Unfortunately some municipalities are reducing their glass recycling efforts because they think it is cost

prohibitive.

"In some places, glass has been a casualty of significantly lower prices paid for exported recyclables," Bragg said. "Unprecedented poor market conditions brought on by the China ban have forced some local recycling programs and MRF operators to reevaluate which commodities they will recycle. Commodity revenues have historically offset most MRF costs; this is not true today."

In addition, a small number of municipalities and MRFs are eliminating glass recycling as an option for their residents.

According to Andela, the glass in the single stream programs is broken and contaminated during the process of handling and separating it from the other

paper, plastic and metal products. The recycling companies are often not motivated to clean up this glass. Either SMI, or some other glass processor, will not pay for the product due to the mixed color and contamination, or the municipalities/private MRFs sorting the recyclables do not want to develop a market for local use as an aggregate.

"Also, MRFs are often operated by the same company that owns the landfill and they would rather get the income by putting glass into the landfill, as opposed to leaving it in the recycling stream and having to do local glass pulverizing and processing," Andela said. "The cost of cleaning the residue out of the mixed broken glass at the MRF, the cost of transport to the glass processing company, and the low or negative number paid by the glass processors, adds up to a negative cost per ton of glass processed."

As Bragg explained, when there is a market downturn and MRFs and municipalities have relied on commodities to pay for part of their recycling programs, glass is sometimes targeted, even though recycling glass costs less than landfill tip fees and has positive environmental value.

"Volatility is over 50 percent per year on recycled commodities like paper, plastic and metal," Bragg said. With such large market swings, programs that have large commodity risk in their current budget are subject to painful periods of higher cost and lower profit for MRFs and higher cost for municipalities.

Though costs of single stream glass recycling have risen due to lowered quality, clean single-stream glass pricing has been very stable. Today, clean single-stream glass has approximately the same value as mixed paper in North America.

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CalRecycle disapproves plan to recycle carpet

CalRecycle disapproved the proposed Carpet Stewardship Plan submitted by the industry-led Carpet America Recovery Effort (CARE) after a public hearing held in May because it did not meet core requirements of California's Carpet Recycling Act (AB 1158- Chu). CalRecycle staff and stakeholders in attendance provided public comments on the state of carpet recycling.

Thomas Helme, an environmental justice advocate from Valley Improvement Project in Stanislaus County supported CalRecycle's decision, pointing out that as a rural jurisdiction with zero carpet recycling locations, residents are paying into – and not benefiting from – this program.

Sections of the plan that did not hold up to statutory requirements included: grants/subsidies/incentives and the funding mechanism. In addition, the CalRecycle staff found insufficiencies with performance goals, adherence to the State Waste Hierarchy and program transparency with California fee money for effective oversight. Details are on the CalRecycle site.

"We believe that CARE has demonstrated it is not a good steward of California fee money," said Heidi Sanborn, executive director of the National Action Stewardship Council, "We had a failure of Carpet Collectors in Sacramento who left two acres [of carpet] stacked two stories

tall and left Sacramento County with a million dollar bill to clean it up." After the collapse of Carpet Collectors in Sacramento, the CARE grant and subsidy programs should have included an audit system to be more careful with CA fee-payer money, ensuring carpet being collected is actually being recycled.

In 2010, California became the only state to require carpet manufacturers to implement and manage a stewardship program for carpet recycling. Since passage of the first bill, the carpet industry has failed to achieve the goals set forth by the legislation and CalRecycle has upheld fines for non-compliance. A new carpet recycling law, AB 1158, sponsored by the National Stewardship Action Council (NSAC), went into effect January 1, 2018, changing carpet recycling requirements in California. As a result, two large companies, Aquafil and Interface, communicated interest in opening facilities and creating green jobs in California.

Architects, designers, and procurement specialists play a critical role in driving a greener market by purchasing recyclable carpet. New carpet procurement standards increasingly call for easily recyclable products to align their construction practices with the circular economy, including San Francisco standards for carpet installed in city-funded projects like public schools, libraries, and government buildings.

Over 900 recycling bins awarded through grants by partnership

In 2018, the Dr Pepper Snapple Group/Keep America Beautiful Park Recycling Bin Grant Program is funding 34 grants with a total distribution of 936 new recycling bins in public parks across the country, making recycling more accessible for Americans enjoying the outdoors.

"Our broad portfolio provides consumers the beverage choices and options they want for any occasion – at home, at work or at play," said Vicki Draughn, vice president of corporate affairs for Dr Pepper Snapple Group.

"Our bottles and cans are 100 percent recyclable, so after you've enjoyed that last sip, we want to be sure you have the opportunity to recycle the container. We're proud our partnership with Keep America Beautiful is making on-the-go recycling more accessible each year."

Now in its sixth year, the recycling program from Dr Pepper Snapple Group and Keep America Beautiful has provided more than 5,200 recycling bins to local governments and community organizations across 44 states.

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Through the Burt's Bees Recycle On Us™ program, their consumers can recycle any and all Burt's Bees packaging, nationwide. In partnership with TerraCycle®, a leader in the collection and repurposing of complex waste streams, the program allows anyone to recycle their product packaging through a free mail-in program, regardless of any regional recycling limitations. In addition to preventing recyclables from entering the waste stream, signing up for the program through TerraCycle rewards people for their good deeds: for every shipment over one pound, collectors earn \$1 per pound to donate to the non-profit, school or charitable organization of their choice.

"Sustainability is one of Burt's Bees' core values," said Paula Alexander, director of sustainable business and innovation. "Burt's Bees strives to formulate with natural ingredients and design our packaging with mindful materials, such as post-consumer recycled content, but we don't stop there. Now, through our partnership with TerraCycle, we can not only minimize the material used to create our packaging, but minimize or even eliminate used



packaging entering the waste stream, through nationwide recycling access."

Participation in the Recycle On Us program is simple: sign up online, through TerraCycle or Burt's Bees program websites and mail in your empty Burt's Bees packaging using a prepaid shipping label. Collected packaging is cleaned and melted into hard plastic that can be remolded to make new recycled products. Finally, every piece of Burt's Bees packaging is fit for processing, capable of a second life.

To learn more about the Recycle On Us Program, view this article on www.AmericanRecycler.com.

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Downfall

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“However, glass generally does have a net commodity cost associated with it,” Bragg said. Through GRC tracking, they’ve seen nearly two dozen communities either add glass back to their programs or start a glass recycling program because of new markets, public demand or a community’s commitment to divert glass from the landfill and meet sustainability goals.

“Many MRFs have also adapted to single stream by including additional glass cleaning equipment to remove glass early in the process and then working with beneficiaries to further clean the glass for available end markets. RMC in Chicago, Casella Waste and Recycling in the Northeast, Rumpke Recycling in Ohio and in the South, Balcones Resources, are a few examples of this,” Bragg said.

There is another option for glass recycling that includes processing the glass locally, at the recycling location, and using it in the community.

“Glass started out as sand, and if properly processed and pulverized, it can be returned to a sand and gravel material, without sharp edges, and free of the non-glass plastics, paper and metal residue,” Andela said. This is a good option to insure the glass does not end up in the landfill, and all types and colors of glass can be processed together. It does require the local recycler to develop a market with the local road departments, contractors, or landscapers for the use of pulverized glass in place of sand or gravel in a local project.”

In the communities that have removed glass, Bragg said there has been general disapproval from residents, who want to recycle their glass containers. Most

residents view glass as a core recyclable along with paper, plastic bottles and aluminum cans.

“When glass is removed from programs, it creates a lack of confidence in recycling overall, sends mixed messages to residents on what is and is not recyclable, and ultimately, risks difficulty reinstating glass recycling as part of future programs,” Bragg said. “Residents will likely continue placing glass in their recycling bins, which may result in rejected loads at the materials recovery facility.”

According to GRC, previously, Denver, Colorado had between 10 to 40 percent glass contamination or non-glass residue coming from MRFs. In 2016, Momentum Recycling partnered with Rocky Mountain Bottling, Owens-Illinois and MRFs to add a secondary glass processing plant outside of Denver with capacity to process 85,000 tons of MRF glass per year. Last year, Momentum increased recycled bottle-to-bottle glass from 6 percent cullet to 26 percent.

“It often takes some out of the box thinking when it comes to transport to beneficiaries and end-markets,” Bragg said. “For longer distances, rail transport is an effective option. Some communities that had removed glass from their curbside program have started drop-off programs or even converted from single-stream to dual-stream collection to continue to recycle glass in their programs.”

Additional glass cleaning equipment, modified collection systems, and communication throughout the value chain are advance and inform glass-recycling efforts. Bragg said that end markets need a consistent supply of clean, quality glass bottles and containers to make cullet or recycled glass. Most glass containers collected curbside or commercially require additional processing.

“For every 10 percent of recycled glass used to manufacture bottles and jars, energy costs can be reduced at the plant 2 to 3 percent,” Bragg said. “The lower furnace temperature required to melt glass, versus raw materials alone, is complimented with associated reductions in greenhouse gas emissions. Recycling just one glass bottle saves enough energy to run a hairdryer for ten minutes.”

So what does the future hold for glass recycling?

Andela said that processing glass into sand-blasting abrasives and other industrial aggregates or minerals is on the rise. As such, Andela Products has been providing glass pulverizing and crushing equipment and systems for over 25 years. These systems are operating across the U.S., and around the world, providing communities the opportunities to process their glass locally into a sand/gravel product.

“Our related companies, SIONEER, and Ruby Lake Glass, LLC, are building recycling plants that pulverize, sanitize and grade the glass into an industrial mineral to provide additional options for increased glass recycling,” Andela said.

Bragg points to a significant investment in glass recycling in the U.S. Glass container manufacturing companies are constantly seeking out clean, quality recycled glass to produce new bottles.

The recycling industry and supply chain are going through challenging economic times. Recycling revenues for commodities fluctuate, like gasoline prices. Glass separated from fines, dirt, shredded paper, bottle caps and other small items is more likely to find end markets, such as containers or fiberglass.

“We will continue to work cooperatively to find solutions to provide cleaner recycled glass for end markets,” Bragg said. “While we recognize that the highest use for recycled glass is new bottles, jars and fiberglass, there are other emerging, viable end markets for lower quality glass that may also be considered.”

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Events Calendar

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www.tennesseerecyclingcoalition.com

August 20th-23rd

SWANA's WASTECON. Gaylord Opryland, Nashville, Tennessee.

888-744-1449 | www.swana.org

September 11th-13th

Missouri Recycling Association Conference. Stoney Creek Hotel and Conference Center, Independence, Missouri.

866-667-2777 | www.moraconference.org

October 17th-19th

Association of Energy Engineers 41st World Energy Engineering Congress 2018. Charlotte Convention Center Charlotte, North Carolina.

770-447-5083 | www.energycongress.com

October 24th-25th

Canadian Waste & Recycling Expo. Enercare Centre, Toronto, Ontario, Canada.

416-263-3000 | www.messefrankfurt.ca

EPA to award \$600,000

The U.S. Environmental Protection Agency (EPA) announced that Los Angeles Conservation Corps (LACC), Hunters Point Family in San Francisco, and the City of Pittsburg, California, will receive grants to operate environmental job training programs.

Funded through the agency's Environmental Workforce Development and Job Training (EWDJT) Program, the organizations will each receive \$200,000 to support programs to help local residents learn the skills needed to secure employment in the environmental field. These grants help prepare people for green jobs that reduce environmental contamination and provide more sustainable futures for the communities most affected by solid and hazardous waste contamination.

Under this funding, LACC will train 60 low income, underemployed adults in environmental management skills. The core training program includes 40 hours of health and safety; CPR/first aid; asbestos abatement; lead renovation, repair, and painting; mold remediation; and solar panel installation. LACC will work with Canoga Park-South Valley WorkSource Center, Los Angeles Housing and Community Development Department, Heat & Frost Insulators Local 5 Joint Apprenticeship Trust, GRID Alternatives, Electrical Training Institute, Health Homes Collaborative and IQ Personnel to place program graduates in jobs. LACC's 18 years of experience in envi-

See EPA GRANTS, Page 6

Ford expands transit plug-in hybrid trial to include Valencia

Among the toughest working environments for vans, cities offer significant challenges to moving people and delivering goods and services. Ford, which is already investigating how plug-in hybrid electric vehicles (PHEVs) could help in London, will also begin testing in Valencia, Spain.

The collaboration between Ford Smart Mobility, the regional government of Valencia and the Valencia City leadership, is designed to see how Transit Custom PHEV fleets could contribute to cleaner air targets and enhanced productivity.

Ford's partnerships with the Generalitat Valenciana and the city of Valencia, not only complements testing in London, but reflects an investment of \$11 billion that Ford is making in its electrified portfolio to include 40 electrified vehicles globally, including 16 full battery electric vehicles by 2022.

The focus in the Spanish city will be more regarding the use of small and medium fleets of Transit Custom PHEVs that are driven solely by an electric motor with a zero emission target range of more than 31 miles. The award winning 1.0-litre EcoBoost petrol engine serves as a range extender, eliminating range anxiety by charging the on-board batteries when longer trips are required.



The Transit Custom vans, already on trial in London, feature an advanced electric powertrain and a 1.0-litre EcoBoost engine that extends battery range. PHOTO COURTESY OF FORD MOTOR COMPANY

Scheduled for volume production in 2019, the Transit PHEV project reaffirms Ford's commitment to Spain and Valencia as one of its most important manufacturing locations in Europe. Ford has invested over 2.9 billion in Valencia since 2011, and in November 2017 Ford announced investment of more than \$750 million to build the next generation Ford Kuga in Valencia.

Equipped with telematics and geofencing technology, 20 Transit Custom PHEV vans, are being used for the 12 month trial in London that Ford launched earlier this year, working with Transport for London and a variety of fleet customers, ranging from the Metropolitan Police to courier services and construction firms.

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Purina makes huge reductions in waste

Nestlé Purina, a leader in pet care, is investing in innovative ways to reduce its environmental impact, helping to ensure a healthy future for pets and the people who love them. Over the past decade, Purina has significantly reduced its environmental footprint in the U.S., particularly across manufacturing operations, by working to reduce water usage, greenhouse gas emissions and waste in support of Nestlé's 2020 sustainability commitments.

As of year-end 2017, 75 percent of Purina facilities achieved zero waste to landfill, and the company is on track to be fully zero waste to landfill by 2020. Since 2007, the company has also improved its water use efficiency by

nearly 25 percent and greenhouse gas emissions emitted per ton of production by 6.8 percent.

Additionally, Purina is increasing use of renewable electricity across the business. Today, 32 percent of electricity used at Purina comes from renewable sources, and in 2017, the company purchased enough green power to offset four of its factories. The company's ambition is to procure 100 percent of its electricity from renewable sources in support of its greenhouse gas reduction targets.

Recently Purina joined with other Nestlé companies to enter a partnership agreement with EDP Renewables to leverage wind power, representing a

major step forward in this area. The power purchase agreement will provide approximately 80 percent of the electricity load for 5 Nestlé facilities in southeastern Pennsylvania, including two Purina factories.

In addition to making significant progress toward operational commitments, Purina incorporates environmentally friendly practices in other areas of the product life cycle, such as packaging. Purina has been working toward more sustainable packaging for more than a decade and recently joined with Nestlé in announcing an ambition for 100 percent of the company's packaging to be reusable or recyclable by 2025.

EPA grants

■Continued from Page 5

ronmental job training will provide a reliable and skilled labor pool that will contribute to the revitalization of their communities.

With EPA's assistance, Hunters Point Family will enhance its Green Careers program to offer environmental training, certifications and job placement services to 60 low-income, unemployed and under-employed residents of three communities in San Francisco's southeast sector: Bayview Hunters Point, Potrero Hill, and Visitacion Valley. Hunters Point Family partners with other nonprofits, the City of San Francisco and employers to ensure graduates of their program are positioned to move into careers in environmental management throughout the Bay Area.

Future Build, a program of the City of Pittsburg, California, will train 80 low income, underemployed adults in environmental management skills. This environmental training will complement Future Build's 16 week pre-apprenticeship construction training. Pittsburg is a partner in the Northern Waterfront Economic Development Initiative, whose primary purpose is to revitalize the industrial waterfront along Contra Costa County's northern shoreline and create high wage jobs for a wide variety of skills. The City of Pittsburg will build on its existing EPA Brownfields grant to provide a reliable labor pool of residents skilled in industrial cleanup who can contribute to the revitalization of their industrial neighbors and to a healthier community.

Unilever brand joins The Recycling Partnership

Love Beauty and Planet, a new Unilever beauty brand, joined The Recycling Partnership to help transform a U.S. city's recycling system – making it easier for residents to recycle, and recycle well, while measurably reducing greenhouse gas emissions and landfill waste. Packed in 100 percent recycled

bottles, the vegan beauty brand's mission is to make people and the planet a little more beautiful by infusing small acts of love throughout the entire product cycle while being transparent about its environmental footprint. It has set a goal to reduce its carbon footprint by 20 percent by 2020 and for each carbon ton

of greenhouse gas emitted during the creation, manufacture and distribution of its current products, it will contribute \$40 to fund its support of The Recycling Partnership. Additionally, the carbon conscious brand is donating 100 percent of profits from its 2018 holiday gift sets to the organization.

Herbold Meckesheim vice president of sales retires

After a distinguished career that spanned nearly 30 years at Herbold Meckesheim, vice president of sales Siegfried Engel retired at the end of June 2018. Since his start in 1989 he has made countless trips to the U.S. and has visited hundreds of customers in support of Herbold's global sales efforts.

Although retiring, Engel has no immediate plans to slow down. In addition to spending more time with his wife Claudia, daughters Franziska and Frederika, and his grandson Nolan, he plans to travel for pleasure and continue working in support of Claudia's business.

Herbold Meckesheim USA, a subsidiary of Herbold Meckesheim Germany, designs, manufactures, and installs size-reduction equipment (shredders, granulators, etc.) and wash-line systems for the plastics industry, specializing in the recycling of industrial and post-consumer plastics.

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NWRA launches Federal Political Action Committee

The National Waste & Recycling Association filed paperwork with the Federal Election Commission establishing a political action committee. The committee, officially known as the National Waste & Recycling Association PAC, will also be referred to as NWRA PAC or Waste & Recycling PAC for short.

“NWRA PAC is the only political action committee solely dedicated to advancing the waste and recycling industry’s priorities,” said NWRA president and chief executive officer Darrell Smith. “The PAC will help in the association’s efforts to educate candidates and expand awareness of the modern waste and recycling industry.”

A board of directors comprised of waste and recycling industry leaders will guide the PAC. The PAC intends to engage in an intense strategic effort to identify and support candidates – regardless of their party affiliation – who back the industry’s positions on the issues by studying their voting records and stated views. Special consideration will be given to any member of the waste and

recycling industry who is seeking elected office.

“NWRA’s PAC will follow specific principles and criteria in determining recipients of political contributions,” said Jim Riley, vice president for Federal Affairs and Deputy General Counsel. “These will be reflected in a comprehensive strategic giving plan budget document created by NWRA’s Government Affairs team in consultation with the PAC Board at the start of every Congress and refined throughout the election cycle as circumstances warrant.”

Funds will be raised through voluntary contributions from individual NWRA members whom the association has been granted permission in writing by their companies to solicit. This requirement is in accordance with the federal prior approval law governing trade associations with corporate members.

The ultimate goal of NWRA’s PAC is to help elect a pro-business, pro-infrastructure Congress that will benefit the waste and recycling industry.

Nucor’s top raw materials exec retires

Longtime Nucor executive Jim Darsey retired on June 9, concluding a 39 year career with the company.

Nucor said Darsey, who served as executive vice president of raw materials, is succeeded by Craig A. Feldman, president of Nucor’s scrap business. As part of his new responsibilities, Feldman will be promoted as an executive vice

president. He has been with David Joseph Co. since 1986, when he began as a brokerage representative.

In 2008, Nucor acquired the business, and Feldman became a Nucor vice president and general manager. He was named president of David Joseph Co. in 2013, a role he will retain through his latest promotion.

EPA plans \$327,000 for environmental projects along the California border

The U.S. Environmental Protection Agency (EPA) awarded \$326,776 in grants to fund four environmental projects in California and Baja California, along the U.S.-Mexico border. The projects aim to increase understanding of binational airshed data, assess transboundary wastewater spill impacts, improve waste management and reduce plastic bag pollution. The funds will be matched by an additional \$318,813 from the recipient organizations.

“These grants will fund projects designed to help mitigate health and environmental risks, advance economic development, and provide clean water and air for families living in the region,” said EPA administrator Scott Pruitt.

The University of Washington will receive \$99,935 to assess and prioritize sources of particulate matter through the installation of six air quality monitors near the San Ysidro port of entry, the busiest land port of entry in the Western Hemisphere. The community air study project will increase knowledge of this binational airshed and provide information on emissions entering the U.S. from Mexico.

The Scripps Institution of Oceanography at the University of California San Diego will receive \$87,556 to study transboundary wastewater spill impacts along the Pacific coastline between Punta Bandera and Imperial Beach. The assessment will lead to more accurate and timely beach advisories and quantify the extent of the February 2017 wastewater spill in the San Diego/Tijuana region.

An additional \$139,285 will be awarded to two projects to prevent transboundary waste from entering the Pacific Ocean, Tijuana River Estuary and New River. These projects will increase the use of reusable bags, reduce plastic bag marine debris, promote recycling and improve waste management along the U.S. – Mexico border.

The funds were awarded in partnership with the North American Development Bank under the U.S.-Mexico Border 2020 environmental program. The projects selected address the goals of the Border 2020 Program, a binational effort to protect human health and the environment in the U.S.-Mexico border region.

NWRA establishes chapter in Colorado

The National Waste and Recycling Association (NWRA) has established a chapter in Colorado.

The chapter will be focusing on flow control, permitting, local ordinances and technologically enhanced

naturally occurring radiative materials legislation.

The chapter elected Scott Hutchings, Waste Management, Inc. as its chairman and Bryce Isaacson, Western Disposal Services, Inc. as its vice chairman.

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PLASTICS

Governor Cuomo introduces program bill banning single use plastic bags in New York

Governor Andrew M. Cuomo today introduced a program bill that would ban all single use, plastic carryout bags at any point of sale in New York State. This action follows the release of the New York State Plastic Bags Task Force report in January, which outlined the environmental impact of plastic bags, single-use bag reduction measures, and proposed actions that the state could take to reduce pollution and protect New York's natural resources, including a ban on single use plastic bags.

As communities and states across the country continue to struggle with the ecological and financial costs associated with the use of plastic bags, New York is taking action to implement legislation that will ban plastic bags statewide. The Governor launched the New York State Plastic Bag Task Force in March 2017 to conduct a study and develop a comprehensive solution to the use and disposal of plastic bags and how best to deter their environmental impact. The Task Force is led by State Department of Environmental Conservation Commissioner Basil Seggos along with co-chairs Senator Thomas O'Mara and Assemblyman Steve Englebright.

The Task Force conducted a survey of more than a dozen municipalities in New York State that currently have plas-

tic bag laws. The Task Force also encouraged public comment on the issue and received 558 responses between March and December 2017.

Based on recommendations included in the report, the Governor is introducing a program bill that would ban the provision of single use, plastic carryout bags at any point of sale, and would provide the Department of Environmental Conservation with exclusive jurisdiction over all matters related to plastic bags and film plastic recycling. The bill exempts garment bags, trash bags and any bags used to wrap or contain certain foods, such as fruits and sliced meats. The bill would go into effect on January 1, 2019.

In addition to the legislation, the state will undertake an education and outreach campaign to increase consumer awareness of single use bags and their harmful impact on the environment. Education efforts will also seek to educate consumers of the impact plastic bags have on the environment and the waste stream, and promote use of reusable bags.

A ban on single-use plastic carryout bags will significantly reduce waste and environmental impacts. New York City alone estimates a savings of \$12.5 million in disposal costs by reducing the

number of single-use plastic bags. These costs do not include the significant cleanup costs to remove plastic through litter collection programs and beach and ocean cleanup efforts. In addition, the ban will reduce the raw materials and natural resources used to make, transport, and recycle these bags. Fewer carryout bags given away at checkout could result in decreased recycling and disposal costs for municipalities and municipal recycling facilities.

Currently, 10 cities, towns, and villages in New York have enacted plastic bag bans. One municipality has a plastic bag ban with a fee on single-use paper bags and bags that qualify as reusable, including 2.25 mil flexible plastic bags. The City of Long Beach has a single use plastic bag fee in place and Suffolk County's single-use plastic bag fee took effect on January 1, 2018.

The U.S. Environmental Protection Agency estimates that 80 percent of plastic pollution in the ocean originated on land, which includes plastic bags, and in New York, residents use 23 billion plastic bags annually, which contributes to pollution both on and off land. These bags do not biodegrade and they persist for years.

Companies join in polystyrene recycling efforts

The Polymers Business Unit of Total S.A. and Polystyvert, a Montreal-based clean technology startup with an innovative method for polystyrene recycling, have signed an agreement to work together on the dissolution and purification of household post-consumer polystyrene.

The combination of Polystyvert's technology and Total's know-how in industrial-scale dissolution and polymerization technologies should generate high quality recyclates addressing a broad range of polystyrene market requirements.

Polystyvert has developed an innovative low-carbon-footprint method for recycling polystyrene that is based on a dissolution process. This process produces recyclates which can be used in a broader range of market applications than recyclates produced through mechanical recycling methods. Household post-consumer plastics such as polystyrene often contain contaminants that make mechanical recycling difficult or not practical.

There are two kinds of people in this world.

Some wash their dishes because they just ate; the others wash their dishes because they are just about to eat.

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PAPER

Boot camp shows converters how to make the most of paperboard

A group of newcomers to the paperboard packaging industry learned about the entire process of carton converting during the Paperboard Packaging Council's (PPC) Folding Carton Boot Camp. Among other insights, participants learned how waste paperboard is a valuable asset that needs to be managed and recycled. This process provides value to converters and the marketplace – and ultimately adds to paperboard's exciting sustainability story.

Quinn Garber, Southeast vice president of sales and marketing at River Valley Paper Co., explained that waste paperboard from carton converters' plants is called "pre-consumer paper." Although folding carton manufacturers optimize jobs to reduce paperboard waste, there is usually some excess board that is stripped away during the cutting process. Waste may also come from misprinted sheets or other errors.

The crucial aspect to remember, Garber explained, is that waste paperboard has value – and the industry should take advantage of that. Value depends on a number of variables. Board stock may be the most important: white SBS board has the highest market value while brown SUS is on the lower side. The type and amount of printing also affect value, with less ink coverage meaning more market value. Additionally, converters should consider the

dynamics of supply and demand. For example, with decreasing volumes of recycled magazines and books, the demand for recycled fiber from paperboard has increased over the past years.

Garber concluded the session by highlighting great news for the industry. Paper and paperboard have historically been, and will continue to be, highly visible in municipal recycling collection.

"Paper is easily the most recyclable substrate," Garber said. "And that sustainable quality is important to consumers and brand owners alike."

Paperboard recovery was just one of many topics presented at Folding Carton Boot Camp. The intensive two-day workshop covered the entire folding carton production process, from certified forest all the way to the store shelf. Industry experts explained the papermaking process and also described the properties and application of inks and coatings. Prepress processes like CAD, layout, and graphics were explained in simple terms, as were a variety of others including tooling, embossing, foil stamping, stripping, finishing, gluing, windowing, and rigid box manufacturing.

The next Folding Carton Boot Camp will take place on November 13-14, 2018 and is open to PPC members and non-members. For more information, visit paperbox.org/bootcamp.

Specialty Quality Packaging expands plant in New York

New York Governor Andrew M. Cuomo announced that Specialty Quality Packaging (SQP), a manufacturer of paper and packaging products for the food industry, will invest nearly \$8 million to expand its manufacturing plant in the Glenville Business and Technology Park in Schenectady County. The company will create 45 new positions as part of the expansion project. To help secure this investment for New York State, Empire State Development will provide up to \$900,000 in performance-based Excelsior Jobs Program tax credits, and Schenectady County Metroplex Development Authority is providing local assistance.

SQP will purchase a vacant 120,000 sq.ft. building adjacent to its current operation, and connect the buildings as a single 240,000 sq.ft. manufacturing facility. The company, which considered

locations in multiple states before selecting New York State for the expansion, will create 45 positions at this facility. Additionally, the Schenectady County Metroplex Development Authority is including a sales tax exemption on construction materials used to renovate the expanded complex and other additional local assistance.

SQP manufactures a range of paper products including bio-degradable food trays used by school districts and stadiums, as well as containers used by national restaurant chains. The company is a leader in producing materials that can be recycled and composted. SQP purchased the Glenville plant in 2006 after another owner announced the plant closure, rehiring 40 workers who were about to lose their jobs. They have since grown the Glenville operation to nearly 150 employees.

Man to his wife: "Do you know what our six year old son wants to be once he's big?"

Wife: "No."

Man: "A garbage man. And you know why?"

Wife: "No, why?"

Man: "Because he thinks they only work on Tuesdays."

AF&PA updates paper reports for April 2018

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

Containerboard

Containerboard production was up 0.7 percent compared to April 2017 and up 0.7 percent year-to-date. The month-over-month average daily production compared to March 2018 was 0.5 percent lower. The containerboard operating rate was 98.3 percent, 2.5 percentage points higher than the same month last year. Production for exports was 3.0 percent lower than April 2017 and 5.8 percent lower year-to-date.

Printing-Writing Paper Report

Total printing-writing paper shipments decreased four percent in April compared to April 2017. Total printing-writing paper inventory levels decreased less than one-half of one percent from March. Imports of printing-writing papers decreased less than one-half of one percent compared to March 2017 imports, while exports remained flat compared to March 2018.

•Uncoated free sheet (UFS) paper shipments in April 2018 increased year-over-year, the third increase in four months. Imports of UFS decreased 22 percent year-over-year in March – the tenth consecutive decrease of 12 percent or more. Exports of UFS papers increased 25 percent in March compared to March 2017.

•Shipments of uncoated mechanical (UM) papers decreased year-over-year in April 2018 by more than 20 percent. Imports of UM decreased one percent year over year in March.

•Shipments of coated free sheet (CFS) paper and coated mechanical (CM) papers in April both declined year-over-year for the eleventh consecutive month.

Boxboard Report

Total boxboard production increased 4.0 percent when compared to April 2017 and increased 2.6 percent from March. Unbleached Kraft Boxboard production increased over the same month a year ago and increased compared to March. Total Solid Bleached Boxboard & Liner production increased when compared to April 2017 and increased compared to March.

U.S. Packaging Papers & Specialty Packaging

Total Packaging Papers shipments were up 12.3 percent compared to April 2017, but down 1.0 percent year-to-date. Bag & Sack shipments were flat year-to-date. Multiwall shipments were down 6.7 percent, Converting shipments were down 0.4 percent and Food Wrapping shipments were up 3.1 percent. The operating rate for April increased slightly to 92.9 percent from 92.7 percent in March.

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WASTE

U.S. EPA requires Bay Area refinery to improve waste management, pay penalty

The U.S. Environmental Protection Agency (EPA) has reached a settlement with Shell Oil Products over hazardous waste and risk management plan compliance at its crude oil refinery in Martinez, Calif. Shell Oil Products, a subsidiary of Shell Oil Company, will pay a \$142,664 civil penalty and spend an estimated \$220,300 to make improvements to its oil processing facility.

This action will prevent an estimated 64 tons of hazardous waste from being released to the environment every year and reduce the risk of diesel fuel spills to San Francisco Bay.

Shell Oil has also agreed to spend about \$38,000 in support of emergency planning and preparedness in Contra Costa County. Shell Oil will provide the Contra Costa Health Services Hazardous Materials Programs with equipment to stop leaks from sulfur dioxide contain-

ers, personal protective equipment, and handheld particulate meters (including backup batteries and chargers), which are used to monitor air quality.

The Shell Martinez Refinery, located on Pacheco Boulevard about 2 miles east of downtown Martinez and south of the Carquinez Strait, processes about 165,000 barrels of crude oil per day. The refinery also makes asphalt, diesel, jet turbine fuel, petroleum coke, propane, residential fuel oils, and sulfur.

EPA inspected the refinery in November 2014, March 2015, and November 2016 and found:

- Failure to immediately notify the appropriate federal, state, and local emergency planning and response agencies immediately after an accidental release in December 2013;

- Failure to determine if waste generated at the refinery was hazardous;

- Failure to follow proper procedures for managing hazardous waste;

- Failure to comply with Spill Prevention, Control, and Countermeasure rule requirements, such as using proper containers for fuel storage;

- Failure to comply with Risk Management Plan Rule requirements, such as accurately reporting an accidental release worst-case scenario.

When properly implemented, risk management plans and their associated program elements help prevent and control chemical releases at facilities that store large amounts of hazardous substances or flammable chemicals. These plans are also used by EPA and other emergency responders to assess chemical risks to nearby communities and prepare for emergency responses.

Under the terms of the settlement, Shell Oil will upgrade the area where



heat exchanger equipment is cleaned to ensure that resulting hazardous materials are properly managed. Shell Oil will also develop and implement a plan for sampling stormwater to ensure the water is managed appropriately. Finally, Shell Oil will analyze materials generated from its laboratory activities to ensure that they are managed correctly.

SERVICE SPOTLIGHT



Auctioneers

by MARY M. COX

maryc@americanrecycler.com

Auction companies often provide a fiscally attractive alternative to other methods available to acquire the heavy equipment a business may need to conduct operations. Some companies offer the traditional auction experience and others, the convenience provided via the worldwide web. From marketing and listing equipment to selling and collecting payment, sellers may choose a full-service experience.

The Alex Lyon & Son Auctioneers company has the reputation of being the fastest paying auction company in the U.S. Headquartered in Syracuse, New York, company offices are also located throughout the country. The firm claims the largest cross section of buyers anywhere and offers a mailing list of 25,000 customers worldwide.

The auction day typically starts for Lyon at the crack of dawn when yard personnel make sure all equipment is running properly. Auctioneers and ring men are there, assisting potential buyers with queries they may have. Clerks and cashiers register all potential buyers and confirm that all customers are clear on the terms and conditions of a sale. Concession staff assures that no one goes hungry and security folks keep a watchful eye on the whole scene. Prior to the start of sale, all attendees have access to a catalog and once the sale commences, yard and mechanic staff make sure that all equipment and shop tools are properly loaded out.

The auction house began with Alex Lyon in 1950 and since then, many factors contributed to the growth of the company – for instance hard work, honesty, client trust, keeping commitments and most importantly, being liked by their clients.

Purple Wave, which claims to be the largest no-reserve internet auction firm in the country, is

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Purple Wave
Amy Shaneyfelt
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transforming the way sellers reach buyers to turn assets into cash. The company specializes in liquidating equipment and vehicles through no-reserve public internet auctions – providing the easiest and most straightforward way to buy and sell used equipment quickly and efficiently.

“The Purple Wave approach to auction maintains the traditional auction experience for buyers and sellers, but affords the convenience that comes with the internet. From marketing and listing your assets to selling and collecting payment, sellers benefit from a full-service experience. Also, we don’t require equipment be moved from the seller’s location – which saves the seller time

and money,” explained Amy Shaneyfelt, marketing manager.

The company’s team, which consists of over 80 professionals, has widely expanded its sales volume and reputation by focusing on providing trustworthy auctions, building an extensive bidding community and providing technology and systems that make buying and selling easy. The company’s home office is in Kansas, but Purple Wave inventory sells all over the U.S.

Whether choosing a traditional auction service or an online avenue, companies have a variety of reputable auctioneers available to meet their needs when finding or moving heavy equipment.

WASTE

Republic reports increased earnings for first quarter

Republic Services, Inc. reported net income of \$237.7 million, or \$0.72 per diluted share, for the 3 months ended March 31, 2018, versus \$187.8 million, or \$0.55 per diluted share, for the comparable 2017 period. Excluding certain gains and expenses, on an adjusted basis, net income for the three months ended March 31, 2018, was \$246.3 million, or \$0.74 per diluted share, versus \$187.3 million, or \$0.55 per diluted share, for the comparable 2017 period.

First Quarter Highlights:

- EPS was \$0.72 per share. Adjusted EPS, a non-GAAP measure, was \$0.74 per share, an increase of 35 percent over the prior year.
- Cash provided by operating activities was \$581.4 million and adjusted free cash flow, a non-GAAP measure, was \$355.7 million, an increase of approximately 48 percent over the prior year. Adjusted free cash flow per share increased 52 percent over the prior year.
- Total cash returned to shareholders through dividends and share repurchases was \$350 million.
- Total revenue increased 5.6 percent over the prior year, excluding the impact of the new revenue standard.
- Core price increased revenues by 3.8 percent, which consisted of 4.6 percent in the open market and 2.5 percent in the restricted portion of the business.

•Adjusted EBITDA was \$699.4 million, an increase of approximately 7 percent over the prior year. Adjusted EBITDA margin was 28.8 percent of revenue, an increase of 140 basis points over the prior year. Excluding the impact of the new revenue standard, adjusted EBITDA margin increased 30 basis points over the prior year.

•SG&A expenses as a percentage of revenue decreased by 20 basis points over the prior year, excluding the impact of the new revenue standard.

•The company invested \$26 million in tuck-in acquisitions during the quarter ended March 31, 2018.

•Republic continued to convert CPI-based contracts to more favorable pricing mechanisms for the annual price adjustment. The company now has approximately \$570 million in annual revenue tied to either a waste-related index or a fixed-rate increase of 3 percent or greater.

•Republic was named to the elite 2018 World's Most Ethical Companies List by the Ethisphere Institute, a global leader in defining and advancing the standards of ethical business practices.

Republic's board of directors declared a regular quarterly dividend of \$0.345 per share for shareholders of record on July 2, 2018. The dividend will be paid on July 16, 2018.

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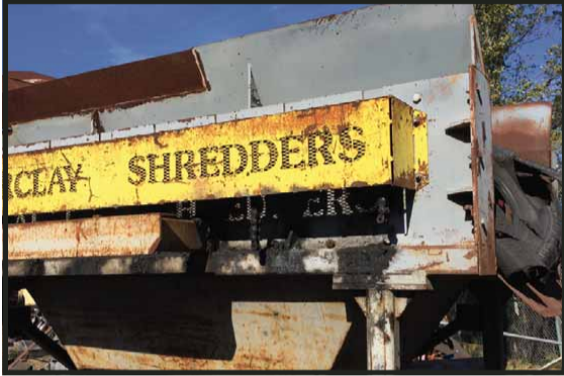
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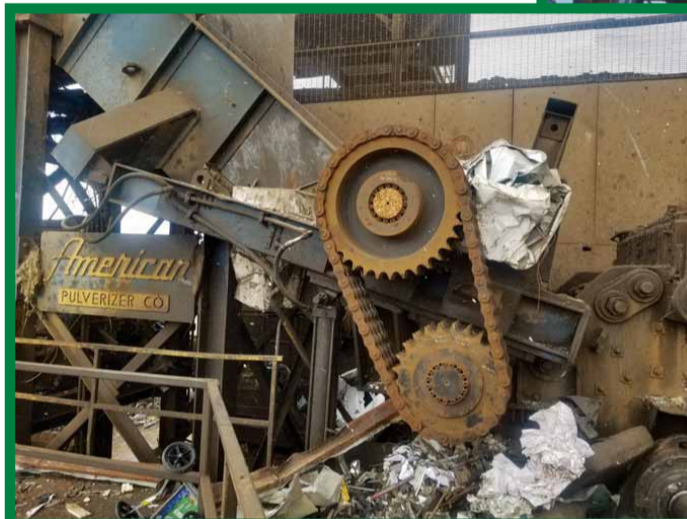
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United States Steel to restart second blast furnace

United States Steel Corporation will restart the second of two blast furnaces (“A” blast furnace) at its Granite City Works, an integrated steelmaking plant in Granite City, Illinois. The restart of the “A” blast furnace will support increased demand for steel manufactured in the U.S., while allowing the company to continue to support customers during planned asset revitalization efforts.

“We are excited to announce that after the restart of the “A” blast furnace on or around October 1, all of the steelmaking operations at Granite City will be back on line, helping us meet an increased demand for American-made steel that has only grown since our March announcement,” said U. S. Steel president and chief executive officer David B. Burritt. “After careful consideration of market conditions and customer demand, including the impact of

Section 232, the restart of the two blast furnaces at Granite City Works will allow us to serve our customers’ growing demand for high quality products melted and poured in the United States.”

The company will hire around 300 new employees for the restart of blast furnace “A” that will support increased shipments beginning in the fourth quarter. In March, U. S. Steel announced the restart of Granite City Works’ blast furnace “B” and steelmaking operations that brought back 500 positions, filled by new and returning employees. The restart of blast furnace “B” is in progress.

The company is now guiding full-year EBITDA to at or near the high end of the previously announced range of \$1.7 – \$1.8 billion and is reiterating second quarter EBITDA guidance of approximately \$400 million.

Nucor to build new galvanizing line

Nucor Corporation’s board of directors approved the construction of a galvanizing line at the company’s sheet mill in Arkansas.

The new galvanizing line is a \$240 million investment with an annual capacity of approximately 500,000 tons. It is expected to be operational in the first half of 2021.

The project complements the \$230 million investment currently underway to construct a specialty cold mill complex at Nucor Steel Arkansas. These projects are important components of Nucor’s long-term strategy for profitable growth and will accelerate the company’s goal of increasing its automotive market share.

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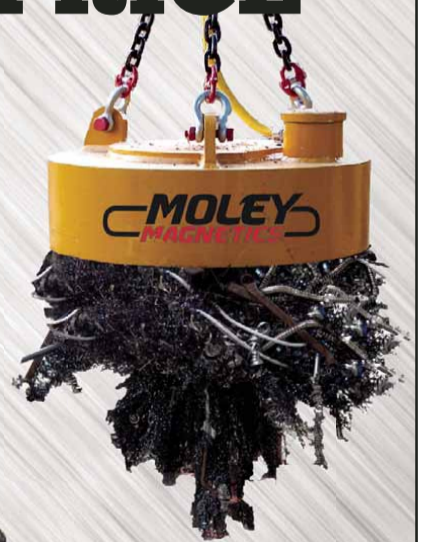
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METALS

Canty and Rake hired by Upstate Shredding

Upstate Shredding – Weitsman Recycling has hired two senior level executives to lead the operations and finance for the company. Company chief executive officer Adam Weitsman announced the hiring of seasoned professionals Jack Canty as chief operating officer (COO) and Timothy Rake as chief financial officer (CFO). Both executives bring many years of experience in their respective fields and will help position Upstate Shredding – Weitsman Recycling for additional growth and expansion in the latter half of 2018 and into 2019.

As COO, Canty will be responsible for all aspects of the company’s operations at all 17 locations. In this role, he will serve as a member of the corporate management team contributing to the development and implementation of organizational strategies, policies and practices to strengthen organizational excellence and ensure that industry standards are exceeded. He will also be directly involved in all aspects of the operation of all facilities providing oversight and leadership, ensuring that the highest levels of ethical conduct and professional standards are maintained by all company personnel at all times. Canty will also work hand-in-hand with all local and state law enforcement agencies to prevent the sale of stolen scrap metal and assist in the apprehension of those selling stolen goods.

Canty brings over 25 years of global experience in both finance and operations. He has extensive experience with business

turnarounds, the purchase and sale of major businesses, post-acquisition integrations, business systems implementations, and business process redesign projects. Canty previously held positions as director/consultant at JC Jones and Associates, CFO at Agway Energy Products, division controller at ITT Industries, and vice president of operations at Advanced Motors and Drives. Canty is a Certified Turnaround Professional (CTP) and a New York State CPA. He earned his Bachelor of Science in Accounting from Alfred University.

In his newly appointed position, Rake will be accountable for the administrative, financial and risk management operations of the company, to include the development of a financial and operational strategy, metrics tied to that strategy, and the ongoing development and monitoring of control systems designed to preserve company assets and report accurate financial results. Rake will also be responsible for controllership duties, which includes presenting and reporting accurate and timely historical financial information of the company as well as oversee the capital structure of the company, determining the best mix of debt, equity and internal financing.

Prior to joining the company, Rake served as tax manager for 12 years at Firley, Moran, Freer & Eassa and was at PricewaterhouseCoopers prior to that. He is a CPA and holds a Bachelor of Science in Business Administration with a concentration in accounting and finance from the University of Buffalo.

Study shows economic impact of American iron and steel industry

A just-released study shows that the American iron and steel industry supports nearly two million jobs and contributes more than \$520 billion to the economy, when considering the direct, indirect supplier and related impacts.

The study, conducted by the research firm of John Dunham & Associates and commissioned by the American Iron and Steel Institute (AISI), shows that the industry generated an estimated \$56 billion in federal, state and local taxes and that industry supported workers earned over \$130 billion in wages and benefits.

“The American iron and steel industry is a dynamic part of the U.S. economy. This comprehensive analysis provides detailed geographic breakdowns, including at the congressional district level, and is the most accurate snapshot of the full breadth of the economic impact of today’s American iron and steel industry,” said Thomas J. Gibson, president and chief executive officer of AISI. “The results illustrate why strong, pro-manufacturing policies are needed to ensure the sustainability of an industry with such an impactful employment base and robust economic footprint.”

Gibson said that the new study more accurately represents the breadth of the American iron and steel industry by including facilities active in iron ore mining, coke production, ferrous scrap processing, steel mill services, ferrous metal foundry production, steel processing and distribution, and other steel product manufacturing, in addition to iron and steel mills, as was the case in previous studies released more than five years ago. He added that AISI is launching an interactive tool on its website to share detailed data.

Highlights and breakdown of additional steel industry economic contributions include:

- 387,000 direct iron and steel industry jobs (iron and steelmaking, steel mill and other steel products, processing, ferrous metals foundries, distribution, materials and mill services)
- 716,000 supplier jobs
- 878,000 induced (re-spending) jobs
- \$207 billion in economic output directly from iron and steel production
- \$173 billion in economic output from suppliers to the iron and steel industry
- \$56 billion generated in federal, state and local taxes




Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$287.00	290.00	304.00	309.00	402.00
#1 Bundles	per gross ton	275.00	260.00	285.00	297.00	397.00
Plate and Structural	per gross ton	285.00	274.00	291.00	302.00	370.00
#1 & 2 Mixed Steel	per gross ton	220.00	261.00	223.00	292.00	341.00
Shredder Bundles (tin)	per gross ton	192.00	196.00	224.00	225.00	240.00
Crushed Auto Bodies	per gross ton	192.00	196.00	224.00	225.00	240.00
Steel Turnings	per gross ton	98.00	99.00	101.00	187.00	260.00
#1 Copper	per pound	2.82	2.974	2.88	2.84	2.93
#2 Copper	per pound	2.56	2.83	2.76	2.94	2.84
Aluminum Cans	per pound	0.72	0.80	0.73	0.73	0.75
Auto Radiators	per pound	1.91	1.97	1.95	1.89	1.89
Aluminum Core Radiators	per pound	0.73	0.71	0.64	0.58	0.63
Heater Cores	per pound	1.34	1.30	1.36	1.35	1.69
Stainless Steel	per pound	0.69	0.67	0.65	0.63	0.67

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

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METALS

Novelis reports record results for fiscal year 2018

Increased auto shipments, operational efficiencies drive record financial performance

Novelis Inc. a leader in aluminum rolling and recycling, reported record results for the fourth quarter and fiscal year 2018 with significant year-over-year increases in Adjusted EBITDA, net sales, net income, free cash flow and shipments. This performance was

driven by Novelis' focused strategy to improve operational efficiencies, increase shipments of premium products, and make key investments to grow automotive capacity. Fiscal 2018 net income attributable to its common shareholder was \$106 million for the

fourth quarter and \$635 million for the full year.

Excluding tax effected special items in both years, Novelis grew its fourth quarter fiscal 2018 net income 38 percent to \$101 million, and increased full year net income by 80 percent to \$420 million. This increase reflects a significant improvement in adjusted EBITDA, as well as lower interest expense, a result of the company's long-term debt refinancing actions during fiscal 2017.

Key achievements in fiscal 2018 include:

- Completed a joint venture to establish Ulsan Aluminum by selling approximately 50 percent of its ownership of the Ulsan, South Korea plant, to Kobe Steel for \$314 million;

- Announced plans to expand production in the US with an automotive finishing investment in Guthrie, Kentucky, adding approximately 200 kilotonnes of nameplate capacity;

- Agreed to acquire operating facilities and manufacturing assets in Sierre, Switzerland, that have been leased;

- Achieved record automotive sheet shipment levels to support new product launches including the Land Rover Velar, Jaguar I-PACE, Ford Expedition, Lincoln Navigator and Jeep Wrangler;

- Launched Novelis Advanz™ 6HF - e/s200 alloy in North America, a heat-treatable alloy that provides automakers greater design flexibility due to its superior formability, strength performance and weight savings;

- Increased recycled content from 55 percent to 57 percent for the full year.

By strengthening its automotive portfolio and making strategic investments to increase capacity, Novelis broadened its

leadership position within the industry and is committed to developing next-generation high-strength, highly-formable 6xxx and 7xxx series alloys for future vehicle design. As projections for aluminum adoption increase, Novelis will continue to partner with OEMs to develop more aluminum based vehicle architecture from hang-on parts to complete structural aluminum-intensive bodies. As a result, the company will pursue significant growth opportunities from incremental aluminum adoption in niche premium cars as well as higher mass production mix-material vehicles.

Full Year Fiscal 2018 Results

Net sales grew 20 percent to \$11.5 billion in fiscal 2018. The increase was driven by higher average aluminum prices, record shipments and increased shipments of higher conversion premium products. Total shipments of flat rolled products grew four percent to 3,188 kilotonnes. For fiscal 2018, the percentage of the company's shipment portfolio stemming from automotive sheet grew to 20 percent, up from 18 percent in the prior year.

Adjusted EBITDA grew 12 percent to \$1,215 million in fiscal 2018 compared to \$1,085 million in fiscal 2017. The increase was driven by higher shipments and strong operational efficiencies, as well as favorable product mix, metal costs and currency impacts, partially offset by lower can prices.

Full year free cash flow increased 12 percent to \$406 million in fiscal 2018 driven by stronger adjusted EBITDA and lower interest, despite significant working capital pressure from higher aluminum prices. Capital expenditures increased to \$226 million as compared to \$224 million in the prior year.

SALVAGING Millions

by Ron Sturgeon
Autosalvageconsultant.com

Tools for success: Inventory turns and purchasing

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.

There is likely nothing more critical today to an auto recycler's success than purchasing and inventory turns. I was around in the 1980s, when purchasing didn't really matter. Our cost of goods was 20 percent, meaning that for every dollar we spent we made \$5 in sales. We had no idea about turns, with an 80 percent margin, it didn't matter.

Today, most of us have gross margins of 40 to 60 percent. If your gross margin is 60 percent, your cost of goods is 40 percent, meaning that for every dollar you spend buying cars, you get \$2.50 in sales. It's important that you understand this math, and reconcile it with your situation. I find that most yards want more sales, but they aren't buying enough inventory to obtain the sales. If you don't buy enough, you just won't hit the sales goals you have. If you want to sell \$100,000, and your cost of goods is 40 percent, then you must buy \$40,000 in cars. It's that simple. If you buy \$30,000, you won't sell \$100,000.

How do you know your cost of goods? Simplistically, look at last year's purchases of cars and your sales of parts from your own stock. You do track parts sales from your stock, rather than including brokered parts, which you track separately. As to new parts and rebuilders – divide your car purchases by your parts sales from stock to get the percentage.

But now, let's talk about turns. To complicate things, turns are hard to model. But let me try to make it simple for you.

If you buy a car for \$1,000 and you sell \$1,000 in parts off of it in one month, how many turns do you have?

Twelve turns annually, because you got your money back in 1 month, and there are 12 months in a year. Now, if that same \$1,000 car has \$1,000 in parts in 6 months, you have 2 turns per year. It took you 6 months to get your money back, and there are 12 months per year. The best yards get 4+ turns annually; many middling yards get fewer than 2.

Make sure you pay attention to your days-to-break-even on your reports. Look at cars you bought from 360 to 720 days ago. They've been in stock at least one year, but not more than 2 years. What were the days-to-break-even on each car? It's easy to see which were the winners and losers.

Now, what does that mean for cash flow? That car that had 12 turns means that, if all your cars had had that turn rate, \$1,000 spent on cars would have produced more than \$12,000 annually in cash flow. The \$1,000 car with 6 turns will produce \$6,000 in annual sales. A 100 percent increase just from faster turn. Make sure that you are focused on days-to-break-even in addition to cost-of-goods percentage.

Most yards are still buying what they think will sell, without doing the work to know what to buy. It's simply not good enough in most markets. You have to understand which parts on which cars will sell, for how much, and how fast. Your computer or Bid-Buddy (an aftermarket product) will put that data at your fingertips. It's more work, but it's not an option to do it any other way.

After you get a handle on these functions and start meeting weekly or monthly with the buyer, you will see instant results. Teach them these factors to consider and then incent them with bonuses based on the decreased cost of goods and increased turns they can achieve. This is the single biggest cost you have, and really, perhaps the easiest path to improving your financial results and cash flow.

Import permit applications decreased from April

Based on the Commerce Department's most recent Steel Import Monitoring and Analysis (SIMA) data, the American Iron and Steel Institute (AISI) reported that steel import permit applications for the month of May totaled 2,943,000 net tons (NT).

This was a 26.3 percent decrease from the 3,993,000 permit tons recorded in April and a 21.3 percent decrease from the April preliminary imports total of 3,738,000 NT. Import permit tonnage for finished steel in May was 2,347,000, down 17.9 percent from the preliminary imports total of 2,860,000 in April. For the first 5 months of 2018 (including May SIMA permits and April preliminary data), total and finished steel imports were 15,379,000 NT and 12,044,000 NT, down 2.5 percent and 0.3 percent, respectively, from the same period in 2017. The estimated finished steel import market share in May was 25 percent and is 26 percent year-to-date (YTD).

Finished steel imports with large increases in May permits vs. the April preliminary included tin free steel (up 68 percent) and wire rods (up 64 percent). Products with significant year to date increases vs. the same period in 2017 include hot rolled sheets (up 36 percent), plates in coils (up 36 percent), mechanical tubing (up 22 percent) and line pipe (up 22 percent).

In May, the largest finished steel import permit applications for offshore countries were for Germany (138,000 NT, up 15 percent from April preliminary), Japan (123,000 NT, up 25 percent), South Korea (113,000 NT, down 76 percent), Italy (80,000 NT, up 34 percent) and Taiwan (76,000 NT, down 34 percent). Through the first five months of 2018, the largest offshore suppliers were South Korea (1,531,000 NT, down 1 percent from the same period last year), Japan (615,000 NT, down 7 percent) and Germany (547,000 NT, up 13 percent).

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

ALTERNATIVE ENERGY

Duke Energy's renewable energy portfolio grows

Duke Energy's renewable energy capacity grew by almost 20 percent in 2017, according to the company's newly posted Sustainability Report.

One of the company's sustainability goals is to own, or have under contract, 8,000 megawatts (MW) of wind, solar and biomass capacity by 2020. Over the past year, the company has made strong progress toward that goal, growing its renewable energy capacity from 5,400 MW to more than 6,400 MW, which can power more than 1 million homes at peak production.

Combining nuclear, renewables and hydroelectric power, about 40 percent of Duke Energy's electric generation puts out no greenhouse emissions.

Solar power currently makes up 52 percent of the company's 6,400 MW of renewable capacity, while wind represents 38 percent and biomass makes up 10 percent.

In addition to its growing renewable energy portfolio, the company continues to rely on two other zero greenhouse gas sources: more than 8,800 MW of nuclear

capacity and 3,500 MW of hydroelectric and pumped storage hydro.

In its 12th year, Duke Energy's Sustainability Report provides details of the company's performance in four key areas – customers, growth, operations and employees. The report also tracks the company's progress on other sustainability goals and programs, such as:

- Duke Energy continues to deliver value, with a price per kilowatt-hour of electricity remaining lower than the national average in all six states the company serves.

- The company has met its goal to recycle 80 percent of its solid waste a year early.

- Duke Energy remains an industry leader and at the top of its peer group in employee safety, with the company's safety metrics continuing to improve.

- In 2017, employees and retirees volunteered more than 115,000 hours in the community. May marked the start of Duke Energy In Action Month, an annual initiative to galvanize employees around community service.

State of California to require solar power on new homes

The California Energy Commission voted unanimously to approve new building codes requiring that solar panels be installed on all new homes, beginning in 2020. The new codes will apply to most single-family homes as well as apartments and condos of three stories or less. This historic decision makes California the first state in the country to mandate that all new home construction.

"California has long been home to pioneering solar policies, and we applaud today's decision to require solar power on all new homes," said Michelle Kinman, Clean Energy & Transportation program director for Environment Cali-

fornia Research & Policy Center. "At this point, any new home or building constructed without solar power is a missed opportunity to capture clean energy from the sun and move California to a 100 percent clean energy future."

More Americans are going solar every day. By 2017, our country had enough solar energy capacity installed to power the equivalent of 9 million homes.

California is leading the way with more solar power than any other state, thanks to nearly 800,000 solar projects on homes, schools, businesses, farms and more as of the end of 2017.



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BUSINESS BRIEFS

Linda Leone named new PSI board vice president

■ Linda Leone has been appointed as PSI's new board vice president. Leone, vice president of International Fiber Supply for WestRock Recycling is responsible for providing support for U.S. recycled fiber needs for WestRock's India and Brazil operations, as well as retaining responsibility for their Solvay mill fiber demand.

Leone is also responsible for developing the recovered fiber supply plan for the recently announced Grupo Gondi recycled containerboard mill in Mexico, in partnership with WestRock. In addition, Linda plays an active role in initiatives to continue to drive down recovered fiber costs for the internal WestRock mills including inventory optimization and fiber substitution opportunities.

Previously, she had been in various leadership roles at WestRock since starting at Solvay Paperboard in 1995. Leone has worked within the paper industry since 1989.

Gerdau names new president in North America

■ Gerdau S.A. disclosed that Chia Yuan Wang, currently the supply chain vice-president in North America, was appointed as the new president for its North American Long Steel Operation, effective immediately. Wang is succeeding the chief executive officer of Gerdau, Gustavo Werneck.

Sierra International welcomes Randy Gibson

■ Sierra International Machinery welcomed Randy Gibson as the company's director of sales Macpresse for the U.S. and Canada. Gibson will be responsible for evolving Sierra's relationship with current Sierra-Macpresse customers and building relationships with new and upcoming industries, such as RDF. Gibson will be assisting Sierra regional sales managers in communicating the advantages of Macpresse single-ram balers and reaching out to new markets and industries that can benefit from the use of a Macpresse.

Vortex releases FastTrack Program

■ Vortex® released its new FastTrack™ program, an order fulfillment program designed to deliver small quantity orders on select product designs and sizes in two weeks. This program accelerates the delivery of common Quantum Series™ products, including the Vortex Roller Gate™, Vortex Orifice Gate™, Vortex Maintenance Gate and Vortex Wye Line Diverter™.

Previously, Vortex utilized a first-in-first-out (FIFO) manufacturing process. Now, by dedicating manufacturing resources toward a stand-alone Fast-Track production process, Vortex is able to assemble select products in quicker cycle times without delaying the production of special-engineered product designs.

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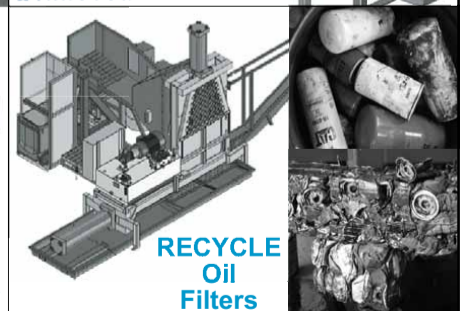


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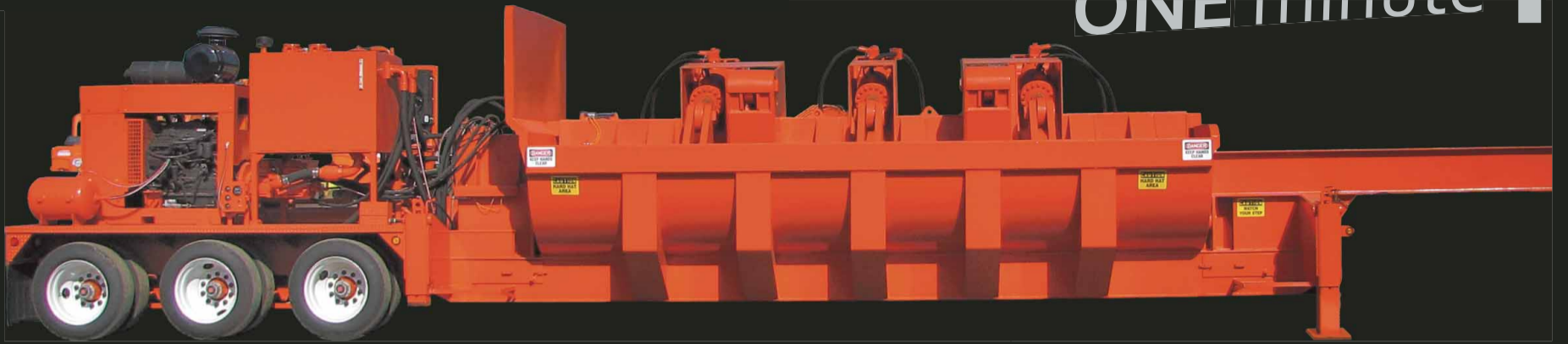
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BUSINESS BRIEFS

Hyde Industrial Blade appoints process engineer

Hyde Industrial Blade Solutions has appointed Justin Hence of Southbridge, Massachusetts, to the position of process engineer.

Hence will be responsible for improvements in the safety, quality, delivery and cost basis for Hyde products. He will support shop operations personnel and will also include working with the product development team.

Hence started as an engineering intern with Hyde's sister companies, D&S Engineering and PDK Design & Grinding in 2011. He graduated from Worcester Polytechnic Institute with a Bachelor of Science in Mechanical Engineering. He will report to Hyde's director of operations.

GreenMantra Technologies adds Toth in sales role

GreenMantra Technologies, a clean technology company that produces high-value polymer products from waste plastics, announced the following executive appointments:

•Carla Toth has joined the company in the newly created position of senior vice president, sales & marketing.

•Domenic Di Mondo has been promoted to the position of vice president, technology & business development.

Toth joins GreenMantra from Pinova, Inc., where she most recently served as vice president, business development and wood sourcing. She has 25 years of experience in the specialty chemicals industry and has served in various leadership roles at Pinova, DRT, Westlake Chemical and Eastman Chemical. She earned a bachelor's degree in chemical engineering from Virginia Tech and a master's degree in business administration from Duke University.

Di Mondo has been with GreenMantra since its inception and is an inorganic chemist with expertise in polymer chemistry, catalysis and conversion of waste materials to higher value products. He has led GreenMantra's technical efforts to develop and enhance its process, which converts polyolefin waste plastics into high-value specialty polymers and other specialty chemicals. He has also led the company's efforts in developing a new technology platform that converts waste polystyrene into specialty styrenic polymers. He and his technical teams have multiple patents, publications and industry awards in support of GreenMantra's innovative technology and specialty products.

Nucor declares 181st consecutive cash dividend

The board of directors of Nucor Corporation declared the regular quarterly cash dividend of \$0.38 per share on Nucor's common stock.

This cash dividend is payable on August 10, 2018 to stockholders of record on June 29, 2018, and is Nucor's 181st consecutive quarterly cash dividend.

Murray Plant is exclusive dealer for ALLU in UK

Murray Plant Ltd, a Blue Machinery Group company, has recently been appointed ALLU's exclusive distributor for the UK. This follows Blue Machinery's acquisition of Murray Plant Ltd, ALLU's existing dealer in Scotland.

Now UK customers will be able to benefit from even greater levels of support through its new distributor, Murray Plant Ltd. The appointment of such a renowned player in the UK materials handling and processing industry reinforces ALLU's commitment in providing even greater levels of customer focus.

As well as being the exclusive Rammer dealer for the UFK, Murray Plant Ltd is also the Scotland distributor for the ALLU range of transformers and processors.

Although only recently appointed as a distributor of ALLU equipment, training and product familiarization has already begun. Murray Plant Ltd sales, after market and service personnel have already undertaken application and service programs.

RTS chief executive officer named top entrepreneur

Recycle Track Systems, Inc. (RTS), based in New York, announced Gregory Lettieri has been selected as one of QuantumShift's Top Entrepreneurs in America for 2018 by KPMG LLP's Private Markets Group and the University of Michigan's Ross School of Business. QuantumShift assembles an impressive class of founders, owners and chief executive officers of private, high growth U.S.-based companies to boost their development through an intensive, five-day learning, networking and collaboration program featuring sessions with Ross School of Business faculty and talented industry professionals.

Lettieri and RTS were selected to be part of the QuantumShift 2018 class by the Michigan Ross QuantumShift Admissions Committee having demonstrated a strong track record for revenue growth and future growth potential. This collaborative project between KPMG LLP's Private Markets Group – the U.S. audit, tax and advisory firm – and the University of Michigan's Ross School of Business offers chief executive officers access to an exclusive peer-to-peer Fellows Network focused on ongoing problem solving, development and mentorship in addition to the intensive program.

AEM elects Harbert as new board director

The Association of Equipment Manufacturers (AEM) has elected Willie Harbert, vice president, sales, hydraulics group of Eaton, to the AEM CE sector board to fill an unexpired term.

As vice president sales for Eaton's hydraulics group, Harbert leads the OEM sales, customer service and sales support organizations in the Americas.



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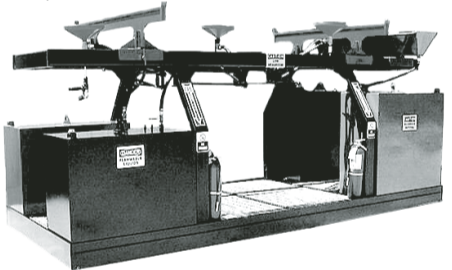
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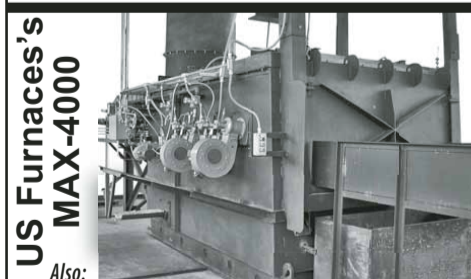
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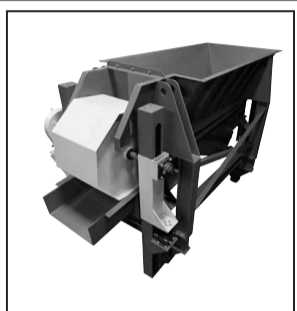
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BEA Industrial Lasers are used for alignment and positioning of products, components and machine parts. Other lasers can also be used for levelling, drilling, event detection, edge detection, security, cutting, vision systems, metrology, bar code readers and robotic control.

These modules each include a housing (with right angle options) and cable apparatus, many with a connector, to alleviate hard wiring for replacements. Most are available with 1mW, 3mW or 5mW output power.

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Best Process Solutions introduces metering batch feeders. Materials placed in a feeder with 5 to 20 cu.yd. capacity are evenly distributed on the conveyor. Variable speed control allows for the consistent flow to meet the user's bulk processing and conveying requirements.

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Stealing used cooking oil is a \$40 million dollar-per-year business. Frontline International's integrated anti-theft valve makes sure that no one drains oil storage tanks unless they are authorized to do so.

Why would anyone want to steal used grease? Because of its value to the production of biofuel and other byproducts like animal feed.

Frontline collection ports with the integrated anti-theft valve make it impossible for thieves to drain stored oil. The anti-theft valve can only be opened by entering a password on a control panel on the tank.

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PETTIBONE INTRODUCES EXTENDO 944X TELEHANDLER

The next generation Extendo 944X telehandler is powered by a 74 h.p. Cummins QSF 3.8 Tier 4 Final diesel engine that features a DOC muffler and requires no diesel exhaust fluid. Mounted on a side pod, the engine offers easy service access while allowing excellent curbside visibility and ground clearance of 18". A 117 h.p. option is also available.

With its newly designed boom, the 944X offers maximum lift capacity of 9,000 lbs., max forward reach of 30' and max lift height of 44'6". Featuring formed boom plates, the structure offers greater strength while reducing weight.

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www.gopettibone.com



SENNEBOGEN INTRODUCES 850 E SERIES MACHINES

The 850 E continues Sennebogen's focus on simplicity and dependability through intelligent hydraulic design without complex electronics.

The modular design concept allows customers to order the 850 E with a rubber-tired or tracked undercarriage, or adapted to any other required mounting. It can be fitted with one of several boom and stick configurations providing a maximum reach of up to 69'.

It is also among the first models to feature the latest version of the firm's popular Maxcab operator station. The updated Maxcab is longer and roomier, providing more space for the operator.

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BUSINESS BRIEFS

Bandit Industries to go 100 percent employee owned

Bandit Industries owners Mike Morey Sr., Dianne Morey and Jerry Morey announced they would sell 100 percent of the company to their employees in an employee stock ownership plan (ESOP). Under the ESOP, Bandit will retain its current leadership and key management personnel will remain in place. It will also allow Bandit to always remain Bandit.

The announcement comes after two previous attempts to sell Bandit Industries – once to another manufacturer and once to a private investment firm.

Bandit is growing rapidly with 20 percent growth per year with two plant expansions currently underway and several new products being introduced later this year.

Bandit also recently entered into an agreement with ARJES GmbH, a slow speed shredder manufacturer from Germany. Bandit will sell and distribute the ARJES products in the Americas, Australia, New Zealand, South Africa, Indonesia and other parts of the world. The product line is amazing and will shred almost anything, including cement with rebar, asphalt, steel belted tires and complete cars and trucks.

Bandit will celebrate its 35th anniversary this September with a dealer meeting and a field day open to the public. All Bandit products will be shown, including new products about to be released and the ARJES line of shredders.

U-Pull-&-Pay's Houston, Texas opens new location

U-Pull-And-Pay (UPAP) celebrated the grand opening sale for its newest retail self-service used auto parts store at 9445 Tavenor Lane, Houston, Texas. Located at the intersection of Clearwood Drive, the site spans 30 acres.

The Houston store has the capacity to stock over 2,200 used cars and trucks displayed on stands, arranged in rows, and separated by manufacturer. Customers bring their own tools to remove high quality used parts, which are sold at a fraction of retail prices.

UPAP's operations and website are designed around customers' needs. For each store, the UPAP website (www.UPullAndPay.com) includes a complete price list, an inventory search, a parts interchange cross-referencing system, a notification feature to inform customers when their vehicles come into the store, and a form to sell cars or trucks to UPAP.

The Houston site brings the UPAP operations to a total of 11 self-serve used auto part locations across 8 states: Albuquerque; Aurora, Cincinnati; Colorado Springs; Denver; Indianapolis; Orlando; Phoenix; Pittsburgh and West Palm Beach. U-Pull-&-Pay is wholly owned by The David J. Joseph Company, a subsidiary of Nucor Corporation.

IAA opens branch in Casper, Wyoming

Insurance Auto Auctions, Inc. (IAA), a business unit of global vehicle remarketing and technology solutions provider KAR Auction Services, opened its newest branch in Casper, Wyoming. With its Casper branch opening, IAA is the only salvage auto auction with locations in all 50 states.

IAA Casper branch is located at 2305 Salt Creek Highway in Casper, Wyoming and has eight acres with room for future growth. Auction sale days are Wednesdays and preview days are Tuesdays. Interested buyers can register at IAA-Auctions.com.

KAR Auction Services names leader for Autoniq

KAR Auction Services, Inc., a global vehicle remarketing and technology solutions provider announced that Joe Oliveri has been named vice president of the company's Autoniq business unit. Autoniq is a provider of mobile and digital vehicle pricing and evaluation reports – offering dealers advanced, real-time vehicle reports with more comprehensive data and information than vehicle reports available to consumers.

Oliveri will be responsible for leading Autoniq's operations and digital product development and advancing the company's market growth strategies. He will be based in KAR's technology and innovation hub in Chicago.

Oliveri has more than 20 years of automotive industry experience. He comes to KAR from Cars.com where he held various leadership roles including oversight of multimillion dollar initiatives such as OEM certified programs. His strong dealer relationships and understanding of their challenges led him to create solutions that enhanced their buying and selling experience. He most recently served as leader of mobile product for Cars.com – generating approximately eight million visits to the site per month.

Oliveri replaces Nicole Archer who was recently named vice president of International Business Development for KAR. In the newly developed role, Archer will help design and develop KAR Auction Services' digital and physical presence in Europe.

Constellium to expand in Czech Republic

Constellium N.V. is expanding its operations in Decin, Czech Republic, to support increased demand for aluminum profiles by its customers. Expected to be completed by October 2019, the expansion will include a new casthouse and extrusion press, and will increase the plant's recycling capacity.

Europe's largest integrated manufacturer and processor of hard and soft alloys profiles, Constellium Decin employs more than 800 people in Decin and expects to create approximately 90 new jobs by the end of 2019.

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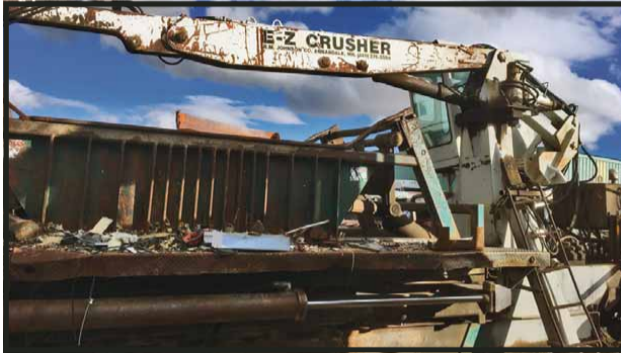
Granutech Saturn 7246 Tire Shredder.
Portable, 300 HP. Includes infeed, return conveyors. \$150,000



1997 Volvo L50C.
Includes forks and a bucket. \$27,5000



2015 Wolverine Tire Debeader.
Half price of new! \$110,000



1997 E-Z Metal Baler.
New pump, bearing, gears and hoses. \$67,000



Guidetti Sincro 530C Copper Granulator.
Includes Guidetti pre-chopper. Extremely low hours! \$105,000



SGM Magnetics Fines ECS.
60/40 Combo System. \$250,000



2006 MAC 5200 Baler.
16" x 16" x variable bale size. \$160,000



1997 Magnatech 66x60 Shredder.
Includes conveyance & ECS. \$295,000



Huron Valley Eddy Current System.
This ECS is in great condition! \$145,000



1999 Liebherr A924 Material Handler.
Fixed cab. Runs Great! \$69,000



2005 Sierra RB6000 Baler.
Good condition. Can be seen operating. \$199,000



Williams 60x90 Hammermill Shredder.
New grates, good liners. \$250,000



2015 OverBuilt Auto Logger.
Extremely well-maintained. \$295,000



2007 Al-jon 400 Metal Baler.
Good working condition. \$175,000

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The treatment of auto shredder residue today

by MAURA KELLER

mkeller@americanrecycler.com

The auto recycling industry has become highly regulated in the U.S. by government environmental regulatory agencies, on the federal, state, county and municipal levels.

When end-of-life vehicles are recycled by shredding via shredder plants, there is a large amount of residue left over. Referred to as automotive shredder residue or ASR, it contains mostly non-metallic materials like plastics, rubber, wood, paper, textile, leather or glass. The primary organic and inorganic chemical constituents of concern found in ASR include: polychlorinated biphenyl (PCBs), metals such as lead and cadmium and total petroleum hydrocarbons (TPH). In addition, lower levels of volatile organic compounds (VOCs) and semi-volatile organic compounds (SVOCs) may also be found.

Dan Flynn, litigation partner at Dinsmore and Shohl LLP, who focuses on OSHA matters, said there are a number of key issues and challenges pertaining to auto shredder residue faced by recyclers. The exact composition of ASR will vary based by vehicle, as well as the dismantling and recovery procedures of the salvage facility where the vehicle was shredded. If not properly stored and disposed of, toxic substances within the ASR may leach into surrounding soil and groundwater. And depending upon its composition, ASR may also be flammable.

“ASR can pose safety and environmental hazards that recyclers need to manage,” Flynn said. The biggest debate often associated with managing ASR is whether to dispose of the non-metallic ASR generated in recycling operations or whether the non-



While approximately 75 percent (by weight) of a vehicle is recyclable, the EPA stated that an estimated 1 million tons of auto shredder residue could be recovered for fuel, saving \$20 million annually.

PHOTO BY ERIC GEVAERT | DREAMSTIME

metallic ASR can be economically recycled for another use.

“OSHA standards play a role in how ASR is managed because the ASR often contains a number of contaminants regulated under OSHA’s general air contaminant standard – the z-listed contaminants – and chemical-specific standards, such as lead,” Flynn said. Recyclers that have robust safety and industrial hygiene programs, however, are generally able to ensure that all of their employees can manage ASR in a safe and healthful manner.

Over the years, recyclers have been able to move forward with plastic recycling operations with increasing certainty that the feedstock and operations will comply with EPA’s regulations.

“Recyclers are now coming up with various innovative ways to capture more of the ferrous and non-ferrous metal from the recycling operations and ways to recycle the plastics found in ASR,” Flynn said.

Environmentally Speaking

ASR, also called auto fluff, has long been deposited into landfills, resulting in millions of tons of waste each year. According to the EPA, approximately 75 percent (by weight) of a vehicle is composed of metals that are recycled. The remainder – auto shredder fluff is disposed of primarily in landfills.

In fact, the U.S. EPA stated that approximately one million tons of ASR could be recovered for fuel,

which would reduce carbon dioxide emissions and conserve around one million tons of coal each year, as well as avoid landfilling, resulting in an annual savings of \$20 million.

Of course, many hazardous chemicals are used in the manufacturing and maintenance of automobiles. According to the Blue Ridge Environmental Defense League in North Carolina, a review of ASR auto fluff by the Ecology Center in Michigan found several toxic contaminants in fluff. Studies completed by the German EPA and the U.S. EPA report that auto fluff contains mercury, lead, cadmium, chromium, arsenic, polyvinyl chloride and PCBs. The state of California considers auto fluff a hazardous waste requiring special disposal.

An EPA study of emissions from fires at ASR landfills and stockpiles, stated, “A number of these stockpiles have caught fire, resulting in the emission of numerous air pollutants.” This study concluded that, “substantial quantities of air pollutants are emitted.” and “cadmium, copper, lead and zinc were found in significant quantities.”

That’s why, the EPA is pushing vehicle manufacturers to design vehicles with recovery in mind and to reduce toxic and hazardous constituents in vehicle shredding.

The top environmental concerns are whether polychlorinated biphenyls (PCBs) potentially contained in the plastics found in ASR are excluded from

See SHREDDER RESIDUE Page B6



Bassam Jody, previous group leader of the energy systems division at the Argonne National Laboratory, displays plastics recovered from shredder residue by the Argonne Separation process and successfully tested for making auto parts.

PHOTO COURTESY OF ARGONNE NATIONAL LABORATORY



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Novelis to double automotive aluminum capacity in China

Novelis Inc. will invest approximately \$180 million to double its automotive aluminum body sheet capacity at its Changzhou facility in China. The investment will be a continuous annealing solution heat (CASH) treatment line that will add approximately 100 kilotonnes of capacity and will include a high-speed slitter as well as a fully automated packaging line.

These assets along with a proven operational expertise and first-mover advantage in China will enhance Novelis' ability to supply innovative aluminum solutions to its global automotive customer base as well as Chinese domestic producers. Novelis expects to begin expanding its existing facility in 2018 in order to be operational by 2020. Upon completion, Novelis expects to create approximately 160 full time jobs.

Since commissioning its initial automotive finishing line in Changzhou in 2014, Novelis has fully contracted its capacity. The timing of this investment is closely aligned with key customer product launches slated for 2020 to

2021 from both traditional automakers as well as electric vehicle startups.

"By adding another strategic asset to expand its operations in China, Novelis continues to leverage the strength of the Aditya Birla Group as the global leader in aluminum rolling," said Kumar Mangalam Birla, chairman of the board of directors of Novelis Inc. and chairman of the board of directors of Hindalco Industries Limited.

Worldwide, automotive aluminum demand is projected to nearly triple over the next eight years with the largest growth potential to be in China, as both domestic and global automakers increase aluminum penetration and production in the market.

According to IHS Markit, total passenger vehicle demand in China is expected to reach 34 million units by 2025, with strong market growth coming from battery electric vehicles.

Novelis' investment in China is its second automotive investment this year, having recently announced a \$300 million greenfield manufacturing facility in Guthrie, Kentucky.

Anand Sen named 2018 AIST Steelmaker of the Year

Anand Sen, president, Total Quality Management and Steel Business, Tata Steel, was named Steelmaker of the Year at AISTech 2018 — The Iron & Steel Technology Conference and Exposition. The Steelmaker of the Year Award is presented annually by AIST to recognize notable leaders for their impact on the steel industry.

Sen is being recognized for his visionary leadership and strategic planning which is driving decisive changes within Tata Steel to achieve technological leadership, operational excellence and a culture of innovation. Sen has pioneered the regionalization of advanced automotive steel grades for the Indian automobile industry, has driven Total Quality Management philosophy across industry sectors, and has evolved the application of branding concepts focused on de-commoditizing steel. His sincere commitment to advancing the AIST mission of service and vision has created value for members throughout the world.

Anand Sen is responsible for the Steel Business, including marketing, sales, technology and promotion of Total Quality Management across Tata Steel India. Sen has worked in marketing, sales, strategy, business leadership, operations, maintenance, supply chain and projects, in his more-than-three-decade-long career. Sen is on the board of Tata Steel Processing and Distribution Ltd. (chairman); NatSteel Holdings Pvt. Ltd. (chairman); Tata BlueScope Ltd.; The Tinsplate Company of India Ltd.; and JCAPCPL, a joint venture with Nippon Steel and Sumitomo Metals Corp.

He is also board member of Xavier Institute of Management, Bhubaneswar, chair of the AIST India Member Chapter, and vice president of the Indian Institute of Metals (IIM), chairing its Ferrous division. He is a member of the advisory committees of the Centre of Excellence in Steel Technology at IIT Bombay and IIT Madras.

Hendrickson acquires business from Frauenthal Automotive Sales in Europe

Hendrickson acquired the U-bolt, pin and screw business segment from the Austrian Frauenthal Group. Final title transfer took place in June 2018. The acquisition includes the manufacturing facility in Torun, Poland, along with 200 employees who will join Hendrickson Commercial Vehicle Systems Europe. "This acquisition will widen our product portfolio and provide components that can complement our existing product lines. We look forward to working with our new colleagues and strengthening our business across

Europe in the coming year," stated Gary Gerstenslager, president and chief executive officer at Hendrickson.

Hendrickson, a Boler company, is a manufacturer and supplier of medium and heavy duty mechanical, elastomeric and air suspensions; integrated and non-integrated axle and brakes systems; tire pressure control systems; auxiliary lift axles systems; parabolic and multi-leaf springs; stabilizers; and bumper and trim components to the global commercial transportation industry.

ADESA Dallas honored for performance

ADESA, a business unit of global vehicle remarketing and technology solutions provider KAR Auction Services, Inc., announced that its ADESA Dallas location was honored by U.S. Bank as 2017 Lease Return Segment Auction of the Year.

This is the latest award earned by ADESA Dallas. Other honors include Toyota Financial Services 2017 Premier Auction, Merchants Fleet Management 2017 Auction of the Year South Central Region and GM Financial 2017 Regional Auction of the Year.

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Novelis doubles capacity at China facility

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Gershow donates the use of 30 cars

In support of local fire departments, Gershow Recycling donated the use of 30 cars for the Eleventh 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.

Using the Jaws of Life, 19 teams from 11 fire departments participated in the tournament, working to extricate a victim from a crash site.

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.



Representatives from Gershow Recycling joined members of the Northport Fire Department and local elected officials at the Eleventh Annual Chuck Varese Vehicle Extrication Tournament at Steer's Pit in Northport, New York.

Honda awarded for advanced innovations

The Steel Market Development Institute (SMDI), a business unit of the American Iron and Steel Institute (AISI), awarded the "Automotive Excellence Award" to Honda Motor Company for their advanced high-strength steel (AHSS) innovations in the 2018 Honda Odyssey. The award was presented by David Anderson, senior director, automotive market, SMDI at the recent 17th annual Great Designs in Steel (GDIS) seminar in Livonia, Michigan.

Nic Goldsberry, senior body design engineer at Honda, received the award for his GDIS 2017 presentation, titled, "The All-New 2018 Honda Odyssey."

Honda designed an all-new chassis for the 2018 Odyssey, based on the platform used in light duty trucks to maximize maneuverability and steering ease. They employed the Next-Gen Advanced Compatibility Engineering (ACE) body structure in combination with tailor welded hot stamped door rings and a new multi-connection bumper beam to enhance occupant protection. The Odyssey is comprised of 58 percent high-strength steel leading to high rigidity and a lightweight body.

"Automotive Excellence Award winners use advanced high-strength

steel in applications to provide the best value for consumers while also improving vehicle performance and sustainability," said Jody Hall, vice president of the automotive market at SMDI. "Steel is driving innovation and Nic and the Honda team are a great example of the capability of these next generation steel grades."

The SMDI Automotive Excellence Award is presented each year at Great Designs in Steel. Individuals or teams from automakers, suppliers or the academic community who embrace inno-

vation and make significant contributions to the advancement of steel in the automotive market are awarded for their innovation. Award winners are chosen from presenters at the previous year's GDIS seminar. Candidates are rated in several categories, including: challenges and benefits associated with cost, mass reduction and performance; overall contribution to the advancement of steel; and implementation in production.

* — Testimonial — *

I received your publication by mail. I can confirm I have never seen it before in its hard copy version. I like the layout and it is very informative, in a league of its own in terms of quality information. No wonder it is the only recycling publication quoted on Lumistar's blog. I look forward to upcoming issues.



I have read issues of your publication in the past by accessing digital archives at one of two libraries I am a member of. Your website is also fantastic.

—Paul Angel, LUMISTAR CORPORATION

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EQUIPMENT SPOTLIGHT

Loaders & Forks

by MARY M. COX

maryc@americanrecycler.com

Fork and loaders are vital equipment items in the scrap and auto recycling industries. Of course, the nature of the intended purpose for the equipment and the environment where both items will be used, weigh heavily in finding the products that best suit a buyer's need.

The Extreme Service Product Group is one of Attachments International's newest lines of attachments and they're designed for the very largest skid steers, compact wheel loaders, and the Defense Department. "We have increased the line of products to include 16 attachments for the scrap, demolition, logging and construction industries," said Gerry Henry, Manager.



Attachments International

The firm also offers custom and standard duty attachments for skid steer, TLB, and excavator applications. The extreme service construction forks feature 12,000 lb. capacity forks, stress proof 3" shaft slides with HSLA steel on a structural frame. The frames are designed to handle rough ground construction sites with all fork lengths available in 42"-70" and a carriage width of 72" making it ideal for pipe, logs, and more.

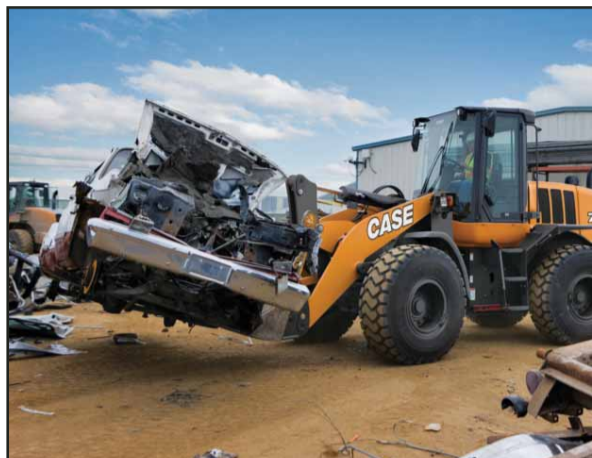
CASE Construction Equipment has been producing wheel loaders since 1968 — "so we're celebrating our 60th anniversary. Our wheel loaders are useful in a variety of material handling and construction applications—including scrap, waste, agriculture and road/commercial building construction. Our full-size product line features seven models ranging from 142 to 347 horsepower, and operating weights from 24,035 pounds up to 61,650 pounds. CASE wheel loaders were the first to evolve to selective cat-

alytic reduction (SCR) technology as engine emission regulations began earlier this decade. The emissions solution offered in these loaders, along with their engine, hydraulic and electrical systems provide the greatest combination of performance and fuel efficiency," said Andrew Dargatz, brand marketing manager.

He noted specific factors that potential buyers in the scrap and waste industry should consider when choosing loaders for their application and they are: heat, size and visibility:

Heat: For applications involving paper or other combustible materials, using a wheel loader that emits lower engine temperature and that has built in components that support greater cooling, is important. CASE G Series wheel loaders, for instance, produce lower operating temperatures from the engine because SCR technology runs cooler than engine emissions solutions that require regeneration. The loaders also feature powerful cooling packages with auto-reversing fans which further reduce temperatures and discourage material buildup around the engine compartment, which can lead to heat buildup.

Size: The scrap and waste industries employ wheel loaders of all sizes. Rugged applications like those in auto recycling yards where car forks are used require wheel loaders in the 255-347 horsepower range, to best manage both the weight of the fork and the weight of the cargo carried. Counterweights may be



Case Construction Equipment

required, depending on the size of the machine, to handle that specialized attachment. Similarly, consideration should be given to the type of linkage equipped on the loader. Many manufacturers, CASE included, offer a variety of linkages to match the application involved. Some scrap and waste applications may require extended reach (XR) to load trucks and bins of certain heights. Other situations may benefit from a Tool Carrier (XT) linkage, which focuses more on carrying loads on a level plane to improve reach and ability.

Visibility: When considering a loader, especially for a scrap application—when the operator must likely navigate various piles of materials and other equipment and vehicles, spend time in the cab and review the visibility of the machine to the rear, side, and toward the attachment. While most current models, CASE included, offer a variety of camera packages that feed



SAS Forks

into the operator's monitor, the direct visibility allowed by the design of both

See SPOTLIGHT, Page B7

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INDUSTRY PROFILE

A Closer Look

by Donna Currie

ANBO Attachments

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ANBO Attachments was founded in 1964 by two men who “found a need for things that weren’t on the market,” according to Chris Newman, the company’s president. Since they couldn’t find what they needed, they decided to make the equipment themselves.

Those two men needed equipment for farming, ranching and the timber work that came along with those industries, and they soon found out that other people wanted the same equipment they had made for themselves. So they started manufacturing and selling to others.

Newman joined the company about 12 years ago, after working in business development and custom electronic products. After working in these fields, he began to work with ANBO, a company with quality products but that lacked high market visibility.

He could apply his skills there and the company seemed to be the perfect fit for him. “I’ve always liked situations where you listen to what the customers say and you can do what they ask,” Newman said. “I’ve always loved product and made in the USA.”

The equipment that ANBO manufactures “are compatible with a wide range of machines.” The company has a product line specifically for scrap and recycling that meets the durability needs for steel waste and that provides the material handling capacity that increases the speed at which that work can be done. Most of the attachments fit on the front end of the machines, with the exception things like of backhoe attachments.

Newman described the attachments’ use as “moving things with the dirt, or moving things without the dirt.” In other words, there are a variety of attachments that transport both large and small materials, and there are other attachments that have designs that strain out the target materials while leaving dirt and small pieces behind. “Depending on material sizes, you can determine what won’t fall through, making it perfect for many types of waste recycling,” he said.

The attachments are made in a variety of sizes and widths to match the machine they will be used with “We focus on designs and use the kind of steel that is meant to tolerate long term aggressive use,” Newman said. Customers are interested in attachments that are reliable and will last to avoid expensive down time, but he said, “We design products that are known to outlast the machine they are used on.”

ANBO also makes industrial angle blades, specialty buckets for high capacity, grapples rakes, rock and root extractors. Root and rock rakes are designed to deal with “working above and below the ground.” Related obstacles may include rocks, stumps, roots, brush and trees. Newman explained that “speed is super-important” when a contractor needs to remove those items and get them off the site—a savings in time and money.

Newman said that their grapple rakes are probably one of their best-known products and lead the industry. A rake with a grapple on top, it is “like having fingers and hands. It provides an operator the dexterity to do a lot of little, and big things, with precision,” and can hold the material securely and move it quickly out of the way and place it exactly where it is supposed to go.

While ANBO has a very broad product line, “we can tailor our product line and make adjustments in the way the product is available for the job to be done.” This ability can suit different types of soil, vegetation, roots, sediment, rock, steel, trash and other materials.

To address that diversity, he said that ANBO has “a solution driven business model. We work with customers to give them exactly what they need. Sometimes there just isn’t anything out there,” he said, and that gives ANBO the opportunity to create the solution that will work for the customer’s specific situation – similar to the way the company’s founders built products they needed for themselves.

“I seriously enjoy seeing the company have such a loyal customer base,” Newman said. “A lot of referrals come from word-of-mouth.” Our customers “validate that ‘made in America’ is appreciated” —also our focus on innovation and strict quality design and manufacturing principles.

Meanwhile the company continues to work with heavy equipment manufacturers to innovate as the machines change and the users become more sophisticated.

Many new products have already been added to the line. When Newman first came onboard, the company was making attachments for machines in the middle range of power. Now, they make attachments that fit small machines from 10 to 300 horsepower.

Newman credited the “chain that starts with the suppliers” as well as employees, many of whom have worked in the industries that ANBO serves, for the “product quality and reliability.

Most equipment is sold through distributors, and Newman is expanding that network. He said that making long-lasting products means that “fortunately and unfortunately, our stuff doesn’t break.” ANBO may not sell a lot of replacements, but that pleases distributors because it brings customers back for more. And with the company’s emphasis on durability, that won’t change.

Shredder residue ■Continued from Page B1

the Toxic Substances Control Act (TSCA)’s regulations. The EPA banned the manufacture of PCBs in 1979 after research linked PCBs to cancer and other health threats to the immune, reproductive, nervous, and endocrine systems.

Section 6(e) of the Toxic Substances Control Act generally prohibits the manufacture, processing, distribution, and use of polychlorinated biphenyls (PCBs), but a list of “excluded PCB products” have been classified by EPA as suitable for use, processing, and distribution. Those products must typically have concentrations of PCBs less than 50 parts per million (40 C.F.R. pt. 761.20(a) and (c)).

“Recyclers can utilize the Voluntary Procedures for Recycling Plastics from Shredder Residue set forth by the Institute of Scrap Recycling Industries, Inc. and approved by the EPA,” Flynn said. “If recyclers choose to implement other procedures, they must be able to demonstrate that the feedstock and residue consists only of excluded polychlorinated biphenyls (PCB) products.”

Back in 2013, the EPA was approached by the Institute of Scrap Recycling Industries, Inc. regarding separation, recycling, use and distribution of recycled plastics from shredder residue recovered from metals recycling facilities. After finalizing an interpretation of regulations governing the management and recycling of polychlorinated biphenyls, the EPA provided interpretations that will allow for plastics to be recovered during the recycling process as long as the materials do not contain levels of PCBs exceeding 50 parts per million. This new interpretation may reduce the amount of ASR that is landfilled each year by more than one million tons and may also help improve the material recovery rate for end of life vehicles to more than 90 percent.

Specially, the EPA report stated, “EPA is adopting the generic 50 ppm exclusion for the processing, distribution in commerce, and use, based on

the Agency’s determination that the use, processing, and distribution in commerce of products with less than 50 ppm PCB concentration will not generally present an unreasonable risk of injury to health or the environment.”


And on the state level, more attention is being paid to ASR regulations and recycling of ASR components. Recyclers and scientists have been searching for ways to recycle and reuse ASR. Currently several states allow the use of ASR as an alternative daily landfill cover, which limits odors and prevents trash from blowing away.

In Carroll, County, Indiana, for example, a new facility is taking shape whereby plastic components within ASR will be converted into diesel fuel. GEP Fuel & Energy Indiana and its partner U.S. Energy Logistics recently broke ground on the \$350 million facility, which will house both a recycling center and a plastics-to-renewable diesel refinery. Local officials expect the facility to create more than 250 jobs by 2020.

At the Carroll County facility Camden Recycling, LLC will focus on recycling plastic car parts, making it the largest auto plastic recycling center in the country – and the first-ever in the U.S. to convert plastic into fuel.

Because ASR is full of plastics, which are made of petroleum, it also has the potential for use as a fuel supplement in cement kilns.

The California Department of Toxic Substances Control (DTSC) also has developed a method for processing ASR for use as fuel for cement kilns. According to the DTSC, the process results in a mix of ASR that has a heating value of about 13,240 Btu per pound, which is higher than most types of coal. The DTSC also found that processing and using all of California’s ASR for cement kilns would save automobile recyclers and shredders \$20 million per year by avoiding landfill costs and would save cement manufacturers \$50 million each year through reduced energy costs.


EQUIPMENT SPOTLIGHT

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