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Mandatory municipal composting slowly grows



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Waste company mergers and acquisitions continue to thrive

by MAURA KELLER

mkeller@americanrecycler.com

Merger and acquisitions (M&A) professionals have enjoyed tremendous success these days within the waste industry. The catalyst – from low profit margins to generational transfers to low volume sales – have many waste management companies looking to sell and others are looking to expand their business portfolios.

So what are these experts seeing in terms of the M&A activity within the waste management and recycling arena?

Simply put, it's active. In fact, even in this unpredictable market, more and more companies are looking to expand their horizons while others are looking for a way out.

Aaron Witalec, managing director of UHY Corporate Finance, said the biggest trend that they have seen in the waste management industry tends to be great news for owners of privately-held middle-market waste management companies. UHY was the lead investment banker on the sale of Canton Waste to Rizzo Environmental Services that closed in 2015.

"Not only have the larger consolidators continued their roll-up strategy, but private equity has also entered the space and is now focusing on smaller deals compared to what they have focused on previously," Witalec said. "Competition for deals has driven private equity interest towards smaller waste management companies that may not even enter the field of visibility of the larger consolidators."

Michael Pfeffer, managing partner with Post Capital Partners said the waste industry has historically been a capital intensive industry due in large part to the Subtitle D requirements for landfills designed to protect the environment (*i.e.*, double liners, leachate and gas collection systems, financial assurance for closure and post closure, etc.).

"Limited growth in both waste volumes and pricing due to continual increase in recycling and reuse – in large part through regulations – and the slow growth economy have put pressure on waste companies to seek growth through M&A activities," Pfeffer said. "Acquisitions of waste collection businesses that feed landfills provide a captive source of volume growth and potential pricing power depending on market density. Additionally, the increased scale provides opportunities for operating efficiencies and lower capital costs."

One of the largest recent transactions in the industry was Waste Connections'



Limited growth in both waste volumes and pricing have put pressure on waste companies to seek growth through mergers and acquisitions.

PHOTO BY DMITRY KALINOVSKY | DREAMSTIME

acquisition of Progressive Waste Solutions earlier this year. "Although the deal was structured as a merger it was an acquisition," Pfeffer said. "There will be a transition period where the combined company streamlines the operations and divests of non-core operations. The impact on an independent company will depend on the specific regional market. It may create opportunity if the area is determined to be non-core or it may substantially increase competition."

Small independent companies need to assess their ability to compete long term in a consolidating industry. Pfeffer said, depending on the market dynamics, independents will have less access to debt at higher costs than larger companies and potentially higher operating costs.

Independents should be evaluating a variety of alternatives including selling to another waste company; partnering with a private equity firm to provide some liquidity to the business owner while providing capital and expertise to grow the business through acquisition; or do nothing.

"This is realistically only a short term option because the industry is changing," Pfeffer said.

Being Prepared

According to Witalec, waste management company owners and operators need to be aware of the M&A climate shifts within the industry. The reason being that many privately-owned companies are being approached by the larger consolidators.

"First, a business owner needs to truly understand what their long-term

plan for the business is," Witalec said. "If the timing might be right for the business owner to entertain a potential sale of their business, several important factors need to be considered." For instance, the key factors that UHY has seen in the marketplace that make an attractive acquisition target include secure contracts with favorable pricing terms and options to extend, multiple recurring revenue streams that are growing, and an up-to-date fleet with no deferred capital expenditures.

Witalec recommends that business owners put themselves in the buyer's shoes. A business owner should be able to effectively convey the strategic value of their business to potential acquirers. Will the potential acquisition open up new markets? Will it be complementary to existing markets? Will the acquired company enable the combined organization to deliver new or unique service offerings?

"The answers to each of these questions are likely to differ among varying acquirers," Witalec said. "Owners should also focus on taking the uncertainty out of their business. This is especially important in contract negotiations in the months leading up to a potential sale. And a management team is extremely important in making a company an attractive acquisition target. If a sale of the business is on the horizon, the owner should focus on getting a full management team in-place that is capable of running the company post-close. Waste management deals with the richest

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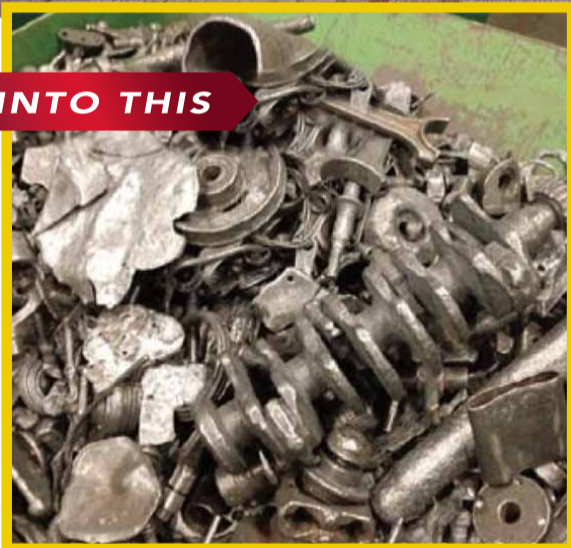
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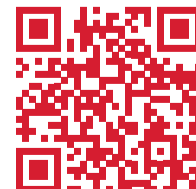
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Study finds 80 percent of trash is recyclable or compostable

Results from a comprehensive study found that more than 80 percent of materials in Austin, Texas community's trash could have been recycled or composted.

The 2015 Community Diversion Study was initiated by the city council as part of its vision for reaching Zero Waste in Austin. Austin Resource Recovery worked closely with a private firm to develop the study by broadly measuring recycling, composting and other diversion activities throughout the city. Data collection focused on Austin homes, businesses, apartments and commercial properties.

"To ensure this study was as comprehensive as possible, we looked at more than just recycling. City and contractor staff worked diligently to measure the results of reduction, reuse, donation and other activities in our community that result in fewer materials being sent to landfills or incinerators," said Aiden Cohen, environmental con-

servation program manager for Austin Resource Recovery.

Overall, the study concluded that Austin's community-wide diversion rate is about 42 percent. This zero waste initiative's goal for 2015 is 50 percent diversion. More specifically, the study revealed that businesses and apartments generated more than 85 percent of the discards in our community. City-collected materials from single family homes are less than 15 percent of the total trash and recycling generated in Austin. Additionally, about 37 percent of materials sent to area landfills could have been composted.

Staff contends that the methodology used could be replicated in future years to measure progress towards Zero Waste goals.

For a direct link to the results of the study, view this article on www.AmericanRecycler.com.

Veolia North America moving headquarters to Boston

Veolia is moving its North American zone headquarters to Boston, Massachusetts.

With approximately 7,900 North American employees – including 280 in the Boston/Cambridge area and a total of more than 700 in Massachusetts, Veolia North America provides water, energy, waste and resource recovery solutions to more than 530 cities and 30,000 businesses. The company's new corporate headquarters will be located at Veolia's downtown Boston offices.

Veolia North America chief executive officer William J. DiCroce was recently named the new president and chief executive officer of Veolia North America. He previously served as president and chief operating officer of Veolia North America's Municipal and Commercial business and has led Veolia's energy business since 2013.

Veolia has deep roots in Massachusetts and the Boston area in particular, providing thermal energy to the central business district of Boston, the Longwood Medical Area, and the biotechnology corridor of Cambridge.

The company also operates and maintains public water systems in partnership with many of the Commonwealth's municipalities, including Gloucester, Lynn and Leominster – servicing more than 650,000 residents. Protecting the environment and recovery valuable resources,

In addition to its downtown Boston offices, Veolia maintains operations in Cambridge, Charlestown, Marlborough and West Bridgewater.

During 2016, personnel currently based in Veolia's downtown Chicago headquarters who do not move to Boston will transition to the company's Lombard, Illinois offices.

A husband and wife were driving through Louisiana. As they approached Natchitoches, they started arguing about the pronunciation of the town. They argued back and forth, then they stopped for lunch. At the counter, the husband

asked the waitress, "Before we order, could you please settle an argument for us? Would you please pronounce where we are very slowly?"

She leaned over the counter and said, "Burr-r-gerrr Kiiing."

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California recycling levels fall below 50 percent

California's overall recycling rate fell to 47 percent in 2015, below the 50 percent or better rates achieved since 2010, and far short of the 75 percent goal set by the legislature for 2020.

The newly-released data from California Department of Resources Recycling and Recovery (CalRecycle) shows that disposal amounts increased by 2 million tons in 2015 compared to 2014, resulting in more waste, higher costs and an additional 200,000 tons of direct greenhouse gas emissions.

"At a time when Governor Brown and State Policy Makers are receiving deserved recognition for the adoption of many Nation-leading policies to reduce pollution and protect the environment, the downturn in the State's recycling efforts stands out as an embarrassing blemish," said Mark Murray, executive director of the environmental group Californians Against Waste.

Low commodity prices have resulted in the closure of more than 662 recycling centers in California over the last 12 months, with potentially hundreds more closing, unless urgency legislation is enacted to restore recycler reimbursements to 2015 levels.

In addition to low commodity prices, recyclers and composters must also compete with artificially low priced disposal options that fail to incorporate their true environmental and regulatory costs.

While new policies have been adopted in an effort to increase recycling (including requirements for busi-

nesses to recycle and compost), sporadic enforcement, under investment and slow implementation have undermined program effectiveness and failed to offset increased consumer consumption of disposables.

"It's been more than a quarter century since California policy makers committed to cutting waste disposal in half, and for most of that period consumer support, manufacturer responsibility, and targeted investment all contributed to achieve 50 percent or better recycling levels," said Murray.

"But increased fracking and continued taxpayer subsidies for non-renewables and cheap disposal have created an uneven playing field for market-based recycling and composting efforts," said Murray.

"California's recycling future is at a crossroads. Greater attention and investment, and updated regulatory scheme is needed to ensure that California does not backslide on the great environmental and economic strides that have been made to conserve and recycle finite resources.

"It is time for Governor Brown and the legislature to come together to develop a framework that puts California back on the path to sustainable materials management. We have over a quarter century of experience to help us identify which policies and programs have proven successful in the past and should be replicated or expanded," concluded Murray.

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EPA provides funds to clean up blight and contaminated sites

The U.S. Environmental Protection Agency is providing nearly \$2 million to Atlantic City, Jersey City, Asbury Park and Plainfield New Jersey to help those communities clean up abandoned and contaminated sites. The funding was awarded through EPA's Brownfields Program, which helps communities assess, clean up, redevelop and reuse contaminated properties. Brownfields are properties where moderate contamination threatens environmental quality and public health and can interfere with productive re-use of the sites.

The EPA's Brownfields funding will be awarded to communities in New Jersey as follows:

Atlantic City – \$763,000

A \$200,000 in community-wide hazardous substances grant will be used to inventory and prioritize brownfields, and conduct environmental site assessments. A \$200,000 community-wide petroleum grant will be used to assess sites with potential petroleum contamination. Additionally, \$363,658 in hazardous substances grant funds will be used to clean up the Bungalow Park site at 709 Mediterranean Avenue, and the

Delta Basin Homes site at North Maryland, Wabash, and Adriatic Avenues. The Bungalow Park site is vacant, undeveloped land and is contaminated with historic fill. The Delta Basin Homes site was formerly developed with a vehicle inspection station and automobile repair garages, and is contaminated with historic fill. Grant funds at both sites also will be used for community outreach and involvement activities. A few key sites have been identified where housing and the local workforce can be constructed. There are redevelopment plans in place in the inlet, downtown and other areas.

Asbury Park – \$400,000

A \$200,000 community-wide hazardous substances grant will be used to conduct eight environmental site assessments, and prepare two cleanup plans. Grant funds also will be used to support community outreach activities. A \$200,000 community-wide petroleum grant will be used to assess sites with potential petroleum contamination. This project will focus on the area just west of the train station and the core downtown, where the most of the area's brownfields are located. This project includes the targeted assessment, cleanup, and re-development of properties that will bridge the gap between the "east" and "west" sides, and revitalize the area.

Jersey City Redevelopment Agency – \$400,000

A \$200,000 hazardous substances grant will be used to conduct eight envi-

ronmental site assessments, and prepare one cleanup plan. A \$200,000 community-wide petroleum grant will be used to conduct seven environmental site assessments, and prepare one cleanup plan. Grant funds of both types also will be used to support community outreach activities. Most of Jersey City's brownfields are located within 90 community-designated redevelopment areas. Jersey City's redevelopment areas can range in size from a handful of blocks to large swaths of land covering over 100 acres. It is in such redevelopment areas that the EPA Assessment Grant funds will be targeted, as redevelopment areas in Jersey City have the greatest concentration of brownfields.

Plainfield – \$400,000

A \$200,000 community-wide hazardous substances grant will be used to conduct eight environmental site assessments, and prepare one cleanup plan. Grant funds also will be used to support community outreach activities. A \$200,000 community-wide petroleum grant will be used to conduct the same tasks at sites with potential petroleum contamination. The focus area for this proposed assessment is the area immediately surrounding one of the closed train stations, the former Grant Avenue train stop, now known as the West End Station. While no longer serving as a rail station, the New Jersey government is planning a bus rapid transit line between Newark and Plainfield which would terminate at the West End station.

Events Calendar

August 15th-17th

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

August 17th-19th

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

August 22nd-25th

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

September 12th-14th

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

September 19th-21st

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

October 23rd-25th

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

October 26th-29th

ARA 73rd Annual Convention & Expo. Baltimore Convention Center, Baltimore, Maryland. 888-385-1005 • www.araexpo.org

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Frontline International wins award



Frontline International received a bronze award in the Kitchen Innovation Challenge at the Commercial Kitchen 2016 show. Frontline International designs, manufactures and distributes equipment to manage fresh and waste oil in restaurants and other foodservice establishments. Specifically, it was the company's hands free waste oil management system that was recognized by the judges.

At the show, the Innovation Challenge Gallery showcased the most innovative product and technology launched in the foodservice industry over the previous 12 months. The companies' products that received the most votes at the end of day one were invited to pitch a panel of judges who would then determine the award winners. Frontline International's waste oil management systems were invited to the challenge and won the bronze based on the increased safety and productivity they afford restaurant employees.

Frontline International's waste oil management systems are designed to dramatically minimize employee contact with oil. An optional electronic monitoring system measures oil usage, monitors filtration and tracks rebates for a single store or across all stores in a chain.

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Mayor's Global Leader Award presented to SSI Shredding Systems



SSI president Tom Garnier receiving the Mayor's Global Leader Award from Mayor Charlie Hales and Consular Corps Dean James Rudd. From left: Portland Mayor Charlie Hales, SSI president Tom Garnier, and Consular Corps Dean James Rudd.

SSI won the Mayor's Global Leader award during World Trade Week hosted by the Oregon Consular Corps. The annual event recognizes companies that make significant contributions to Oregon's economy through international trade.

The award recognizes SSI's growing international business, effective approach to building demand for their products globally, and innovative methods of working with overseas partners.

In an interview with the Port of Portland, SSI president Tom Garnier said, "We don't really plan for growth, growth is a

byproduct of a job well done. Our goal is to always do the job right, and if the money supports that and follows, then that means we have been successful in our task."

Garnier founded SSI in 1980, in Wilsonville, Oregon. A combination of factors early on in the company's development influenced Garnier to expand into global markets.

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INTERNATIONAL

Borealis acquires two German plastics recyclers

Borealis, a provider of innovative solutions in the fields of polyolefins, base chemicals and fertilizers, has fully acquired the German plastics recyclers mtm plastics GmbH and mtm compact GmbH. Based in Niedergebra, Germany, mtm plastics GmbH is regarded as a technology leader in the recycling of mixed post-consumer plastic waste and as one of Europe's largest producers of post-consumer polyolefin recyclates.

The sister companies mtm plastics GmbH and mtm compact GmbH will become members of the Borealis Group. The two managing directors will remain in their roles to ensure business continuity.

As an industry leader, Borealis is committed to the principles of a circular economy and embraces polyolefins recycling as a strategic part of the business. Over the last years, Borealis has been actively advancing its recycling and sustainability efforts, including:

- Daplen™ post-consumer recycling (PCR) solutions, innovative high-quality PCR compounds for automotive applications.

- Design for recycling efforts, such as the full polyethylene (PE) laminate to replace non-recyclable multilayer packaging and Daploy™ high-melt-strength polypropylene for improved recyclability.

A student at a management school came up to a pretty girl and hugged her without any warning.

The surprised girl said, "What was

that?" The guy smiled at her, "Direct marketing!"

The girl slapped him soundly.

"That's some customer feedback!"

Constellium partners with Nespresso to recycle used aluminum capsules

Constellium was chosen by Nespresso to participate in the recycling of used capsules as part of Second Life, an innovative project conducted in Switzerland where Nespresso is headquartered. The campaign aims at integrating sustainability across Nespresso's value chain by giving the colored coffee capsules a new life through aluminum recycling.

For Second Life, Constellium will lend its expertise in metal supply and

recycling using its aluminum casting and rolling plant in Singen, Germany.

The facility will be part of the transformation of the used capsules that were collected into new ones, as well as into iconic and quintessentially Swiss products that will be sold throughout the country for a limited period of time over the summer at Victorinox and Nespresso shops in Switzerland.

International Paper completes sale

International Paper has completed two previously disclosed transactions – the sale of its corrugated packaging business in China and Southeast Asia to Xiamen Bridge Hexing Equity Investment Partner-

ship Enterprise; and the acquisition of the Holmen Paper Madrid Mill in Spain. The company plans to convert the newsprint machine to produce recycled container-board during the second half of 2017.

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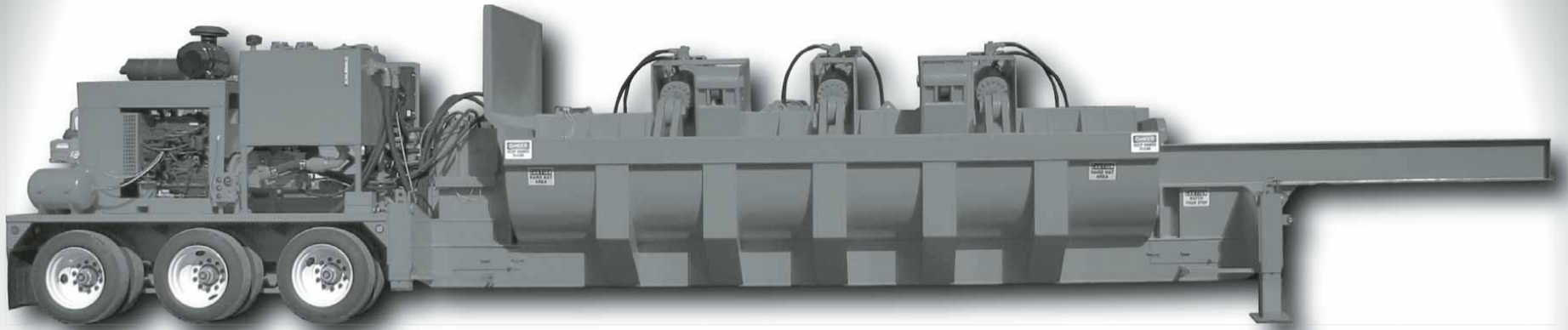
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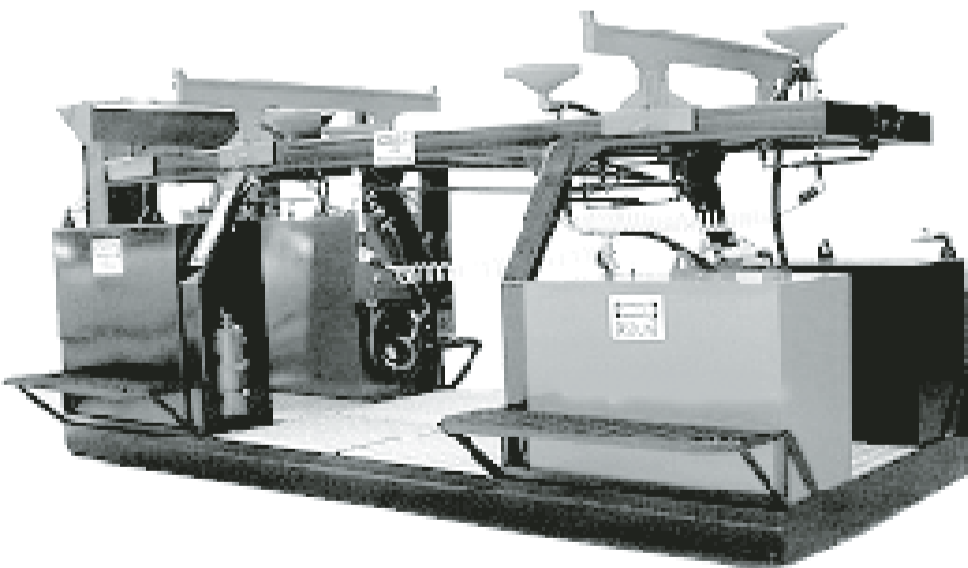
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ELECTRONICS

Organizations disapprove of electronics legislation and proposed amendment

In an unprecedented alliance of solidarity, five of Pennsylvania's recycling, litter and waste management organizations representing key stakeholder factions affected by the Covered Device Recycling Act (CDRA, or Act 108 of 2010) have united in disapproval of CDRA and its proposed amendment, (HB1900 - Ross).

The Electronics Recycling Association of Pennsylvania (ERAP), Keep Pennsylvania Beautiful (KPB), the Pennsylvania Recycling Markets Center (RMC), the Professional Recyclers of Pennsylvania (PROP), and the Keystone Chapter of the Solid Waste Association of North America (SWANA) are in consensus on the steps necessary to revamp and greatly improve access to electronic waste recycling opportunities for Pennsylvania citizens.

"CDRA inadvertently created an environment in which a once growing Pennsylvania electronics waste recycling industry nearly collapsed," stated Ned Eldridge, ERAP president. "This forced counties and recyclers across Pennsylvania to reduce or abandon their once productive programs." According to a recent survey conducted by RMC in conjunction with Penn State, many e-waste collection sites and services are now inadequate to handle all devices as covered by the law and in many counties have ultimately ceased.

"We all concur that HB1900 will not remedy the situation," said Jennifer Summers, PROP executive director. Shannon Reiter, KPB president agrees, "Strong similarities in member and stakeholder feedback independently experienced by each group reinforces that HB1900, like CDRA, fails to incentivize electronics manufacturers to fulfill their obligations and does not ensure a level playing field for collection programs; scrap recyclers; transporters; and most importantly, Pennsylvania consumers."

The alliance has asked the Pennsylvania Legislature to review and consider their technical concerns, and have offered concepts for a comprehensive sustainable solution. Keystone SWANA president Robert Zorbaugh stressed, "The recommendations were authored by industry and policy experts and supported by a broad coalition of stakeholders that includes county and local governments."

A few of the recommendations include:

- Clearly defined Extended Producer Responsibility (EPR) responsibilities including a timeline to ensure reasonable and uninterrupted financial continuity to support the operation along with monetary incentives linked with performance criteria to promote efficiency, and cost reduction;

- Comprehensive service coverage through a state organized system of services which assure that collection sites would operate in each county with or without the need for local government resources and responsibility.

- Minimum standards for collection sites to help control operational excesses and costs by site operators;

- Just compensation and fair pricing by establishing a competitive bidding process for the State Default Plan services. The bill should require Original Equipment Manufacturers (OEMs) to cover the cost of all covered materials physically collected, transported, and processed under the system throughout the entire year;

- Allowances for new technologies and options for cathode ray tube glass management, i.e., tube televisions and computer monitors; and

- Shared consumer responsibility for the program through inclusion of a reasonable point-of-purchase fee dedicated to fund administration, enforcement, education and research/development but not the cost of recovery and processing which would remain the responsibility of the OEMs. Retailers should retain a portion of the fee (suggested \$ 0.03) as compensation for their costs.

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

Altoona medical facility gets EPA recognition

The U.S. Environmental Protection Agency (EPA) shared that the James E. Van Zandt Veterans Affairs Medical Center in Altoona, Pennsylvania has been selected for a national Federal Green Challenge Award for its electronics recycling efforts.

The Federal Green Challenge program challenges federal agencies throughout the country to lead by example in reducing the federal government's environmental impact.

The EPA recognized the Van Zandt Veterans Affairs Medical Center for sending 8.2 tons of end-of-life electronics to be recycled in 2015. This amount of recycled electronics represents the largest annual percentage increase among all Federal Green Challenge participants. In addition, the center also recycled over 61 percent of their wastewater which they report is one of the highest in the Veterans Affairs system.

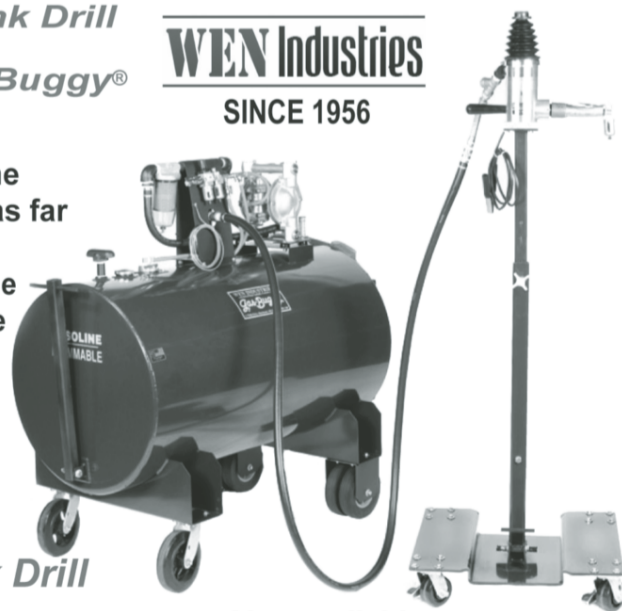
In 2015, more than 400 participating federal facilities reduced their environmental footprint, which in many cases also resulted in significant cost savings. These federal agencies have diverted thousands of tons of waste from landfills; saved millions of gallons of water; saved millions of cubic feet of natural gas; reduced fleet distance traveled; and sent tons of electronics to third-party certified recyclers.

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ELECTRONICS

Capitol Hill briefing highlights link between e-waste exports and security threats

A Congressional briefing hosted by Rep. Ted Poe (R-TX) highlighted the need for trade policies addressing export of electronic waste (e-waste) that provides feedstock for electronic component counterfeiters based primarily in China.

“Counterfeit microchips and other components are pervasive in military and civilian supply chains and are undermining the performance of technologies we rely upon every day to keep Americans safe,” said Tom Sharpe, vice president at SMT Corporation, an electronics distributor to the defense and aerospace industries. “These counterfeiters use e-waste exported from our own shores as a primary source of cheap raw materials.”

A Senate Armed Services Committee study found 1,800 cases of counterfeit parts in military technology, including helicopters, cargo planes, submarines, thermal weapons site, and missile control systems, Sharpe noted. The study traced most counterfeits to a city in southern China. Reflecting a threat to public safety, counterfeits have been found in intravenous drip machines, automated external defibrillators used to save heart attack victims, airport runway lighting systems, and braking systems for high-speed trains,

according to the Semiconductor Industry Association.

The Coalition for American Electronics Recycling (CAER) is proposing legislation to stop exports of untested, nonworking e-waste that provide an abundant supply of feedstock for counterfeiters. The Secure E-Waste Export and Recycling Act (SEERA), now in draft form, would include e-waste under the Export Administration Act of 1979 (EAA) that regulates exports for national security and foreign policy reasons.

“CAER includes more than 130 companies operating in the U.S. that are committed to secure responsible e-waste recycling,” said Paul Healey, manager of recycling at Glencore and a member of the CAER steering committee. “Unfortunately, a significant portion of U.S. e-waste ends up with sham recyclers and exporters willing to ship used electronics overseas where it is used by counterfeiters.”

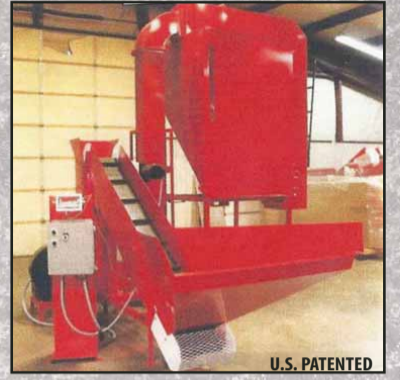
SEERA will enhance traceability of electronic products to discourage counterfeiting, Healey said. Customs and Border Protection would be authorized to inspect shipments of electronic products intended for export and to stop the shipment and hold the shipper accountable.

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METALS

Steel imports increase 12 percent in May

Based on preliminary Census Bureau data, the American Iron and Steel Institute (AISI) reported that the U.S. imported a total of 2,786,000 net tons (NT) of steel in May 2016, including 2,077,000 NT of finished steel (up 12.2 percent and 1.8 percent, respectively, vs. April final data).

Year-to-date (YTD) through 5 months of 2016 total and finished steel imports are 12,795,000 and 10,544,000 NT, both down 31 percent vs. the same period in 2015.

Annualized total and finished steel imports in 2016 would be 30.7 and 25.3 million NT, down 21 percent and 20 percent respectively vs. 2015. Finished steel import market share was an estimated 23 percent in May and is estimated at 24 percent YTD.

Key finished steel products with a significant import increase in May compared to April are tin plate (up 75 percent), reinforcing bars (up 41 percent), heavy structural shapes (up 32 percent),

U.S. IMPORTS OF FINISHED STEEL MILL PRODUCTS BY COUNTRY OF ORIGIN (Thousands of Net Tons)					
	MAY 2016	APR 2016	2016 Annualized	2015 Full Year	% Change 2016 Annual vs. 2015
SOUTH KOREA	352	340	3,814	4,854	-21.4%
TURKEY	147	123	2,397	2,823	-15.1%
JAPAN	118	140	1,703	2,259	-24.6%
GERMANY	125	88	1,169	1,515	-22.9%
BRAZIL	95	47	1,024	1,437	-28.8%
CHINA	73	68	921	2,374	-61.2%
VIETNAM	75	50	754	222	239.6%
All Others	1,092	1,184	13,525	16,009	-15.5%
TOTAL	2,077	2,040	25,306	31,493	19.6%

hot rolled sheets (up 18 percent) and oil country goods (up 16 percent).

In May, the largest volumes of finished steel imports from offshore were from South Korea (352,000 NT, up 4 percent from April final), Turkey (147,000 NT up 20 percent), Germany (125,000 NT, up 41 percent) and Japan (118,000 NT, down 15 percent).

For five months of 2016, the largest offshore suppliers were South Korea (1,589,000 NT, down 42 percent), Turkey (999,000 NT, down 31 percent), Japan (709,000 NT, down 32 percent), Germany (487,000 NT, down 28 percent) and Brazil (427,000 NT, down 30 percent).

Import permit applications decrease

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 June total 2,907,000 net tons (NT). This was a 1 percent decrease from the 2,946,000 permit tons recorded in May and a 4 percent increase from the May preliminary imports total of 2,786,000 NT. Import permit tonnage for finished steel in June was 2,255,000, up 9 percent from the preliminary imports total of 2,077,000 in May. For the first six months of 2016 (including June SIMA and May preliminary), total and finished steel imports were 15,702,000 NT and 12,799,000 NT, both down 28 percent from the same period in 2015. The estimated finished steel import market share in June was 25 percent and is 25 percent year-to-date (YTD).

Finished steel imports with large increases in June permits vs. the May preliminary included standard rails (up 200 percent), black plate (up 112 percent), plates in coils (up 50 percent), reinforcing bars (up 43 percent), sheets and strip all other metallic coatings (up 37 percent), line pipe (up 35 percent), cold rolled sheets (up 17 percent) and hot rolled bars (up 15 percent).

Nucor Corporation to acquire Texas plate mill

Nucor Corporation has agreed to acquire Joy Global's steel plate mill in Longview, Texas, for approximately \$29 million. The mill produces carbon and alloy plate products with heat-treating capabilities and has an annual capacity of 180,000 tons.

"This acquisition builds on our strategy to capture a growing share of higher value-added plate products and complements the capabilities of our two

existing plate mills," said John Ferriola, chairman, chief executive officer and president of Nucor.

The mill produces specialty plate products with the capability of producing plate that can range from 1 to 12 inches thick and up to 138 inches wide. Approximately 140 non-unionized teammates work at the Longview mill.

Nucor's existing plate mills are in North Carolina and Alabama and have a

combined capacity of 2.9 million tons per year. Nucor's existing mills produce plate for manufacturers of barges, bridges, heavy equipment, rail cars, refinery tanks, ships, wind towers, armor and other markets. Nucor plate products are also used in the pipe and tube, pressure vessel, transportation and construction industries.

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AUTOMOTIVE

Fuel economy standards for cars proposed

The U.S. Department of Transportation (DOT), the U.S. Environmental Protection Agency (EPA), and the California Air Resource Board (CARB) took the first step in the mid-term evaluation of the National Program for greenhouse gas emissions and fuel economy standards for light duty cars and trucks by releasing a draft Technical Assessment Report (TAR) for public comment. The release of the TAR delivers on a commitment that EPA made in 2012 as part of the rulemaking establishing a National Program for the 2017-2025 period. The draft TAR covers model years 2022-2025.

The draft TAR shows that automotive manufacturers are innovating and bringing new technology to market at a rapid pace, and that they will be able to meet the 2022 to 2025 standards established in the 2012 rulemaking with a wide range of cost-effective technologies. Moreover, it indicates that these standards can be achieved by relying primarily on advanced gasoline vehicles. The report also shows that manufacturers will be able to meet the stricter standards at similar or even a

lower cost than was anticipated in the 2012 rulemaking, with substantial savings on fuel costs for consumers.

"Today's draft report shows that automakers are developing far more technologies to improve fuel economy and reduce greenhouse gas emissions, at similar or lower costs, than we thought possible just a few years ago. And they are adopting these fuel-saving technologies into their fleets even faster than anticipated," said Janet McCabe, acting assistant administrator for EPA's Office of Air and Radiation.

The National Program is designed to enable consumers to choose the car or truck they want, while ensuring that the vehicles they select will reduce carbon emissions and save on fuel costs. The program was developed jointly by the EPA and DOT, in coordination with CARB, and it applies to passenger cars and light duty trucks through model year 2025. It requires manufacturers to improve average fuel efficiency and reduce average greenhouse gas emissions over time.

In recent years, and responding to the standards established in the

National Program, automakers have been rapidly adopting fuel-efficient technologies like turbo charging, engine downsizing, more sophisticated transmissions, vehicle weight reduction, aerodynamics, and idle stop-start, along with improved accessories and air conditioning systems. There are over 100 car, SUV, and pick-up truck versions on the market today that already meet 2020 or later standards, suggesting that automakers should be well-positioned to meet future average standards through additional application of those technologies.

The draft report is the first of several steps the agencies will take as part of assessing the standards for new vehicles in the 2022 to 2025 model years. The report does not change any of the existing requirements under the existing National Program.

The National Program does not set a single fuel economy target number for all vehicles, but instead it establishes separate footprint-based standards for passenger cars and light trucks. A manufacturer's compliance obligation depends on the mix of vehicles that it

produces for sale in each model year – if a manufacturer produces mostly larger vehicles, its average standard will be less stringent than if it produces mostly smaller vehicles, reflecting the reality that smaller vehicles often have better fuel economy and lower carbon emissions than larger vehicles. This approach ensures that consumers can continue to choose from the full range of fuel efficient vehicles on the market, and at the same time, it improves efficiency and emissions for all types of vehicles.

While the Draft TAR analysis focuses on the model years 2022 to 2025 standards, the report also shows that auto manufacturers over-complied with the standards for each of the first three years of the program, and in 2014 outperformed the standards by 1.4 miles per gallon. This occurred during a period during which the automotive industry has seen six consecutive years of sales increases and a new all-time sales record in 2015, reflecting positive consumer response to vehicles complying with the standards.

Joint venture formed to supply automotive market in Mexico

Nucor Corporation announced is forming a 50/50 joint venture with JFE Steel Corporation of Japan to build and operate a plant in central Mexico to supply that country's automotive market. The plant is expected to have a cost of \$270 million and a capacity of 400,000 tons per year of galvanized sheet steel.

"JFE Steel is a natural partner for us. They are a premier supplier of high-quality products to the automotive industry and share our focus on long-term growth," said John Ferriola, chairman, chief executive officer and president of Nucor.

Automotive production in Mexico is projected to increase from 3.4 million vehicles to 5.3 million by 2020. The joint venture positions Nucor with improved geographic reach and expanded product offering to address this roughly 50 percent growth in automotive demand and builds on JFE's commitment to serve the NAFTA market. Nucor and JFE will each supply an equal amount of substrate to be further processed at the new facility.

The companies are currently working to secure required conditions to move to completion, including but not limited to regulatory approvals. Opera-

tions are expected to begin in the second half of 2019.

JFE Steel Corporation is one of the world's leading integrated steel producers. The company operates several steel mills in Japan, as well as technical research centers dedicated to the devel-

opment and application of the most advanced steelmaking technologies in the world. JFE has established business partnerships with many leading companies in order to expand its presence in markets around the world.





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Plate and Structural	per gross ton	225.00	200.00	200.00	257.00	255.00
#1 & 2 Mixed Steel	per gross ton	185.00	189.00	205.00	227.00	228.00
Shredder Bundles (tin)	per gross ton	145.00	172.00	180.00	189.00	250.00
Crushed Auto Bodies	per gross ton	145.00	172.00	181.00	190.00	250.00
Steel Turnings	per gross ton	90.00	92.00	120.00	145.00	160.00
#1 Copper	per pound	1.94	1.92	2.02	2.08	2.10
#2 Copper	per pound	1.80	1.79	1.94	1.95	1.98
Aluminum Cans	per pound	.57	.58	.57	.54	.55
Auto Radiators	per pound	1.39	1.40	1.40	1.48	1.45
Aluminum Core Radiators	per pound	.52	.50	.52	.54	.55
Heater Cores	per pound	1.02	1.00	1.00	1.00	1.30
Stainless Steel	per pound	.46	.45	.50	.54	.54

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Mergers and acquisitions

■Continued from Page 1

valuations are typically deals that have the most impressive management team.”

Anti-Trust Issues

Antitrust issues can have a significant impact on both the timing and outcome of M&A deals in the waste management industry. In fact, the waste management industry has a long history of antitrust enforcement of M&A transactions.

“Anti-trust issues can and do surface in M&A transactions of any size, and even where the geographic impact is limited to a single local area,” Daniel Hemli, partner at Bracewell, an international law firm in Houston. “This is especially relevant in the waste manage-

ment industry, in which many companies serve customers within a small geographic radius such as a metropolitan area or county.”

In 2015, for example, the U.S. Department of Justice Antitrust Division (DOJ) required Waste Management Inc. to divest small container commercial waste collection routes in 3 local geographic areas in Kansas and Arkansas as a condition to its \$405 million acquisition of Deffenbaugh Disposal Inc.

“The two federal antitrust agencies, the DOJ and the Federal Trade Commission, are being extremely aggressive in investigating and challenging M&A transactions that may be harmful to

competition, and recently have brought a string of lawsuits opposing M&A deals, large and small, in a variety of industries,” Hemli said. “Several of these challenges were resolved through settlements, some are still pending, and other transactions were blocked or abandoned. Even for transactions that are reviewed and ultimately cleared, merger investigations are taking longer to complete.”

Hemli stresses that waste management companies need to be cognizant of these trends and issues when contemplating M&A transactions.

“Companies can take a number of preventative measures to reduce the risk of an investigation or challenge and to avoid unnecessary delays,” Hemli said.

These include:

- Perform an antitrust risk assessment early and irrespective of deal size, especially in a strategic combination of competitors (even if the merging companies compete in only one local area, for example, in waste collection or disposal). Often, parties will be able to rule out any serious antitrust issues with minimal time and expense, but an upfront assessment will help avoid unpleasant surprises down the road.

- Determine if a filing is required under the Hart-Scott-Rodino Act (HSR Act), which requires many M&A deals valued above a specific dollar amount (currently \$78.2 million, adjusted annually) to be reported to the DOJ and FTC prior to closing.

- Exercise care when creating internal business documents, including emails, since the content and phrasing of such documents can carry substantial weight in an antitrust review.

- Do not assume that just because a deal is too small to be reportable under the HSR Act that it is automatically immune from investigation or challenge, because that is not the case. The DOJ

and FTC can challenge any M&A transaction that affects U.S. commerce, even years after closing, and they have actively pursued non HSR-reportable deals in recent years.

“Have a plan for keeping customers informed about a transaction and educating them on its benefits, in order to avoid or minimize customer complaints to an antitrust agency,” Hemli said.

On the Horizon

Witalec said the deal environment for middle-market privately-held companies will continue to flourish throughout the foreseeable future.

“As mentioned previously, competition for deals combined with baby boomers needing to monetize what is likely to be their most significant asset will be the two main drivers,” Witalec said. “However, much larger deals are more likely to be impacted by fluctuations in both the equity and the debt markets, which can have a significant impact on EBITDA multiples, enterprise value, and financing availability and alternatives. The key metrics that may drive these fluctuations are interest rates and the value of the U.S. dollar compared to foreign currencies.”

Pfeffer anticipates that the M&A activity in the industry will continue given the high amounts of contracted revenue, strong operating cash flow dynamics, the recession resistant nature of the sector, the ability to easily integrate tuck-in acquisitions, a highly fragmented landscape of businesses, and strong ROI on capital investments.

“Independents will need to either sell or grow through acquisition to survive,” Pfeffer said. “They should make sure they have a clear understanding of their specific market dynamics and be realistic about their own personal situation to determine which path to pursue.”

SALVAGING Millions

by Ron Sturgeon
Autosalvageconsultant.com

Tools for success – Be the 80 percent person

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

After Ford purchased my auto salvage business, I worked for them for 18 months. My peers at Ford used to marvel at the way that I could get tasks done in a fraction of the time others needed. I was decisive, relentless, passionate and results-oriented with a fierce sense of urgency.

But my real secret to super productivity was knowing something that eludes some people for their entire career.

I knew that in most cases 50 percent of the effort produces 80 percent of the results. Especially at large companies, before an initiative can start, teams devote hours to analyzing, noodling, thinking, discussing, meeting and building models. You get the idea.

I would gather the relevant metrics and DO IT because I knew that I could always cycle back and make adjustments.

You're never going to get 100 percent of the results on the first shot. I am not saying you shouldn't give 100 percent effort. I am saying that usually speeding to completion is more important than perfect accuracy.

In the real world, the competitor that does something imperfectly and adjusts gets far ahead of the person who procrastinates, noodles, models and discusses an initiative to death.

In the real world, perfection isn't worth what it costs.

I like to use a drag racer as the example. You know that you can go fast enough to drop your elapsed time

by two seconds for \$10,000 in hot rod ads. But after you make that initial spend, to drop the speed by a tenth of a second will cost you another \$10,000. After \$50,000 spent, to drop another half second, it will cost you \$10,000 for every 5/100th of a second. Eventually, it will cost you \$10,000 for every 100th of a second. After a while, the return no longer justifies the investment.

Most drag racers and business people know the Pareto principle. Eighty percent of your success comes from 20 percent of your efforts. Conversely, 20 percent of your customers cause 80 percent of your heartache.

Think Pareto when you design your next new initiative. Get some quick help from others. Use your gut. GO FOR IT. You will get 80 percent of the results you could have ever gotten had you agonized and discussed and modeled and delayed.

Spend 1 week instead of 5 weeks designing it, and get 80 percent of the results. Now do that 52 times per year.

Or spend 5 weeks designing it, get more than 80 percent (but never 100 percent), and you will only get through 10 initiatives per year.

Yes, it can be exasperating, but also very satisfying. Yes, it will keep your staff hopping, but what's wrong with that? Not everything you try will work, but how much more opportunity will you have to strike gold with 52 shots instead of 10?

By the way, no matter how much time you spend on design, you will always need to cycle back and make improvements. As you make the adjustments, you will be working with something the planners and procrastinators don't get very often: data from the real world.

Remember, only you can make BUSINESS GREAT!

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PAPER

Cascades' sustainable development pledge renewed

Cascades, a leader in recovery and in the manufacturing of green packaging and tissue paper products, has launched its third sustainable development plan, which covers the 2016–2020 period.

Building on the experience gained in producing the two previous plans, the company is confident that it will continue to improve its business practices and act as a leader while generating positive impacts for the planet, prosperity and its partners.

The past six years have shown Cascades that a sustainable development plan can be profitable on a number of fronts. "It is a strategic tool that mobilizes our teams toward achieving clearly defined objectives. Thanks to our efforts, we finished 2015 with strong results: we

used 2.7 times less energy and 6.5 times less water than the Canadian industry average, and we achieved the lowest accident rate in our history," said Mario Plourde, president and chief executive officer of Cascades.

The 2016–2020 plan focuses on 10 action priorities subdivided into three pillars. The "Planet" pillar is composed of four action priorities: energy, greenhouse gas, residual materials and water. The "Prosperity" pillar includes three priorities: sustainable procurement, innovation and financial performance. Lastly, the "Partners" pillar also comprises three priorities: health and safety, employee engagement and community involvement.

AF&PA releases paper report

The American Forest & Paper Association released its June U.S. boxboard paper report.

Boxboard Report

Total boxboard production decreased 2.0 percent when compared to June 2015 and decreased 2.4 percent from May.

Unbleached Kraft Boxboard production decreased over the same month

as last year but increased compared to May.

Total Solid Bleached Boxboard & Liner production decreased when compared to June 2015 and decreased compared to May.

The production of Recycled Boxboard decreased compared to June 2015 and decreased when compared to May.

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PLASTIC

Connecticut joins effort to boost plastic film recycling

Connecticut's Department of Energy and Environmental Protection (DEEP) and the American Chemistry Council's (ACC) Flexible Film Recycling Group (FFRG) disclosed a public-private partnership that will increase opportunities for residents and businesses to recycle flexible film packaging. Flexible plastic film, which includes consumer and commercial product wraps; bags for groceries, produce and bread; and common items, such as sealable food storage bags and shipping pillows, is one of the fastest growing areas of recycling today.

"Recapturing and recycling more plastic bags and flexible film packaging material will reduce solid waste disposal costs, reduce the contamination of other materials contained in single-stream recycling bins, and create jobs right here in Connecticut," said DEEP commissioner Robert Klee. "This strategy is also one of many action-oriented steps we can take to meet the goal outlined in our draft Comprehensive Materials Management Strategy of increasing the state's diversion rate to 60 percent by 2024."

A major focus of the new partnership will be to increase voluntary participation in the recycling of plastic bags, wraps and other film packaging at supermarkets, grocery stores and other retail locations. Encouraging Connecticut's retailers to offer this opportunity will reduce the volume of plastic bags and film inappropriately deposited in curbside recycling containers.

Recycled PE film can be used to manufacture products such as durable outdoor lumber for decks and fences, and new packaging materials.

Connecticut follows Wisconsin and North Carolina in becoming the third state partner of WRAP.

Successful WRAP initiatives can be seen in the states of Washington and Wisconsin, which have demonstrated that greater awareness of store drop-off programs helps reduce film contamination in curbside bins and at local materials recovery facilities (MRFs).

In Vancouver, Washington, the WRAP campaign helped to more than double collection of plastic film packaging through return-to-retail recycling programs, according to a new case study conducted with the City of Vancouver's Environmental Resources Division. The study also found a 75 percent decrease in plastic bag contamination at a local MRF.

Plastic film is one of the fastest growing areas of recycling with collection growing 79 percent since 2005. At least 1.17 billion pounds of postconsumer film was recovered in 2014, and the recycling rate grew to 17 percent.

The FFRG, a collaboration working to double the recycling of post-use polyethylene film by 2020, represents materials suppliers, brand owners, manufacturers, and recyclers. In Connecticut, the partners include municipalities, waste authorities, recycling processors, haulers and retailers.

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BUSINESS BRIEFS

Newton Trailers new dealer for Titan Thinwall trailers

■ Titan Trailers, the originator of the heavy duty Thinwall® line of extruded aluminum bulk trailers, has disclosed that Newton Trailers of Milton Keynes will be the manufacturer's official dealer for the UK and Eire.

Based in Canada, Titan Trailers has been delivering trailers to UK haulers since 2004. In 2009, Titan opened its facility in Middlesbrough to assemble Thinwall tippers, moving floors, rear-dump and hopper trailers for the UK and EU market.

Formed in 1964, Newton Trailers operated in its early years as a bulk transport company. The firm later turned to supplying tipper trailers for hire and still maintains more than 100 hire trailers. Newton is now considered among the largest dealers of both new and used trailers in the UK.

Enevo appoints Ric Hobby as president and manager

■ Enevo disclosed that waste industry veteran Ric Hobby has been appointed president and general manager for Enevo North America.

In his new capacity, Hobby will oversee Enevo's rapidly growing sales and operations efforts in North America.

With over 16 years of successful waste industry leadership, Hobby's previous roles have been with such organizations as The Miner Corporation, HAVI Global Solutions, SMS Assist, Waste Management/Oakleaf Waste, Republic Waste Services and Wastequip.

Wastequip partners to offer roll-off monitoring solution

■ Wastequip has reached a partnership agreement with Compology, a San Francisco-based waste technology company that provides waste container tracking and monitoring solutions.

Under the agreement, Wastequip has exclusive rights to Compology sensors sold on new roll-off containers purchased through Wastequip. The agreement allows Wastequip customers to schedule installation of the monitoring device at their yard or facility directly with Compology. These container monitoring devices contain GPS-enabled sensors and cameras to allow container location tracking and real-time fullness monitoring through Compology's web-based dashboard.

With Compology roll-off container monitoring, waste haulers know exactly where their containers are located, how full each container is and how long it has been since the container was last emptied. This information allows haulers to better manage their costs and to improve customer service.

Silverstar renamed to Creative Waste Solutions

■ Creative Waste Solutions, a diversified resource and recycle management company, has changed their name from Silverstar Resources, Inc. to reflect their current business model.

The company has recently acquired privately held Creative Waste Solutions, LLC and Integrated Waste Transportation Services, Inc. through cash and stock purchases.

Plexus Recycling signs contract with WTT

■ Plexus Recycling Technologies and Waste Treatment Technologies (WTT) have agreed to collaborate on systems in North America. This partnership adds a unique technology to the already growing line of Plexus companies; which includes Andritz MeWa, Komptech, Matthiessen & Zen-Robotics.

Marcel Vallen chief executive officer of Plexus Recycling Technologies said, "The alliance just makes sense as WTT has been a long standing partner. This allows Plexus to be a complete solution provider."

Plexus Recycling Technologies was recently launched as a full line recycling solution provider. The company was formed by a team of industry leaders with one massive goal-to bring advanced recycling technologies from around the world together in systems that solve entrenched problems.

Waste Treatment Technologies (WTT) is an experienced supplier of high-tech waste treatment solutions. Founded in 1996, WTT has been designing, constructing, building and maintaining facilities all over the world and has completed over 120 facilities in a variety of waste applications.

The mechanical and biological facilities build by WTT vary from composting & bio-drying, anaerobic digestion, odor treatment to mechanical pre- and post-treatment of organic waste streams.

Jeco Plastic Products names president

■ Jeco Plastic Products, a manufacturer of plastic pallets and containers for the printing and automotive industries since 1973, has named Kent Anderson as president, effective June 27.

Prior to joining Jeco, Anderson was vice president of business development at the Indiana Economic Development Corporation, and executive director of the Columbus (Indiana) Area Metropolitan Planning Organization. He has held manufacturing executive positions at Georg Utz and Audi. An engineering graduate of the United States Naval Academy, he also holds a Master of International Business Studies from the University of South Carolina. Anderson has four combat tours, most recently Iraqi Freedom in 2008 with the 76th Infantry Brigade Combat Team, Indiana National Guard.

JWC Environmental names Jesus Rodriguez manager

■ JWC Environmental has named Jesus Rodriguez business development manager for the Monster Screening Systems (MSS) products.

Rodriguez brings a mechanical engineering background coupled with 20 years of experience in the water and wastewater industries.

Prior to joining JWC Environmental, Rodriguez held positions with ITT Industries, Andritz, Parkson and Enviro-Care.

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BUSINESS BRIEFS

Bandit Industries welcomes John Mocny as CEO

■ Bandit Industries has hired John Mocny to serve as the company's chief executive officer.

Mocny joined the Bandit team in February 2016, bringing decades of engineering and management experience from previous leadership roles with General Motors and Caterpillar. Mocny holds a Bachelor of Science degree in mechanical engineering from Michigan State University, and a Master of Engineering Science and Management degree from the prestigious Rensselaer Polytechnic Institute in New York.

Bandit owners Mike Morey Sr., Dianne Morey and Jerry Morey remain involved with the operations and management of the company. Jerry Morey continues to serve as president of Bandit Industries.

After numerous relocations for work over the past 23 years, Mocny said he and his wife decided to return to Michigan to be closer to family.

Leeward Renewable Energy appoints new CEO

■ Leeward Renewable Energy, LLC, an affiliate of ArcLight Capital Partners, LLC, disclosed the appointment of Gregory C. Wolf as its chief executive officer effective immediately.

Wolf has over 20 years of leadership experience in renewables and most recently served as president of Duke Energy Renewables.

At Duke Energy, Wolf led the integrated renewable energy business, delivering high growth results and a strong operational track record. Prior to assuming the president role, Wolf was senior vice president of development for Duke Energy's commercial unit, where he created Duke Energy's solar and biomass business and managed a national development pipeline.

Wolf's strong energy industry experience also includes serving as vice president of General Electric's Power Systems business as well as GE Capital Group.

COO of Leigh Fibers and ICE Recycling named

■ Harlow Frederick Dodge has been named chief operating officer of Leigh Fibers and ICE Recycling.

Dodge joins the Leigh family of companies after working with numerous Fortune 500 companies in the Building products, paper, chemical, mining and textile industries as well as small private equity groups driving aggressive EBITDA growth through performance improvement.

Over the last two decades, Dodge has been employed by Georgia Pacific Corporation starting out on the shop floor and rising to executive vice president over the gypsum division. Dodge will utilize his extensive experience of Lean Six Sigma practices, strategy deployment, operational restructuring, risk management, and operations excellence to improve and grow the already successful Leigh and ICE operations and product lines.

Dodge has a Bachelor's of Science Degree in Human Organizational Development/Business Administration and Economics from Vanderbilt University and is a certified Six Sigma Green Belt.

A recent worldwide survey showed that out of 4,241,702,404 people, 94% were too lazy to actually read that number.

Hyundai construction equipment hires Rainwater

■ Hyundai Construction Equipment Americas has appointed Scott Rainwater as national service manager. In his new role, Rainwater will lead Hyundai's district service manager team that supports the company's North American authorized dealer network for its construction equipment product lines. He also will manage Hyundai's technical training teams for both construction equipment and forklift.

Prior to his promotion, Rainwater worked for three years on the Hyundai service team. Before joining Hyundai, Rainwater gained extensive experience as a dealer field service technician for a variety of construction equipment OEMs. He also worked as a dealer service manager in the Atlanta market for 10 years, which provided him with great insight into dealership operations and challenges.

Bunting Magnetics lowers prices on its Maglift

■ Bunting® Magnetics Co., the leader in moving, removing and holding metal, announced lower prices on its line of MagLift™ Magnetic Lifters. Prices have been reduced by an average of 30 percent, depending on the model. Most prices on these magnetic products are now the lowest in the industry.

Korkos joins Vecoplan as national sales manager

■ Robert (Bob) Korkos has been named national sales manager – mobile division at Vecoplan, LLC.

Responsible for managing sales of Vecoplan's full line of Shred Trucks, Korkos begins his tenure by overseeing the launch of Vecoplan's new MST Series which employ AXO dual shaft, pierce & tear shredders on both full sized and non-CDL truck chassis. Other responsibilities of his new position include working with Vecoplan R&D in the development of technologies.

Korkos brings over 30 years of industrial equipment and fleet management experience to his new position, with the last 14 years in the secure document & data destruction industry.

In 2002 Korkos established his first start up, Guardian Document Shredding Inc., in Milwaukee, Wisconsin. Over the years, he grew the mobile shredding service company, then negotiated its sale to a Fortune 500 Company in 2006. After the acquisition he worked a six month stint as a consultant during the transition. Moving south, in 2007 Korkos founded Automated Shredding, Inc. in Charlotte, North Carolina. Also a shred truck based secure destruction provider, the success of Automated Shredding drew the attention of another Fortune 500 Company, which acquired it in 2015.

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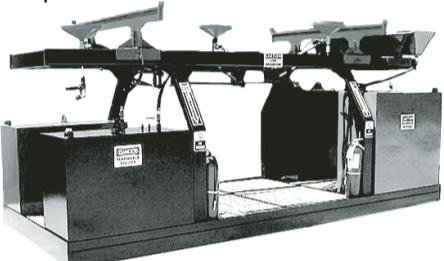
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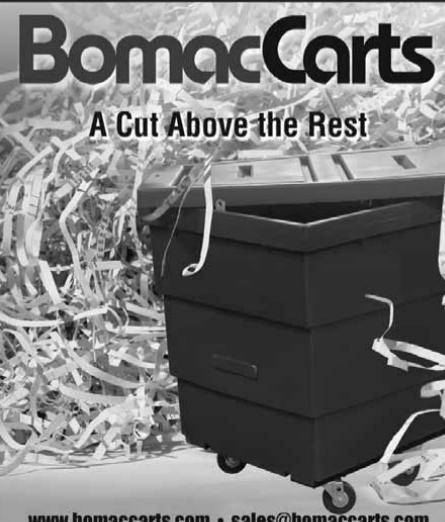
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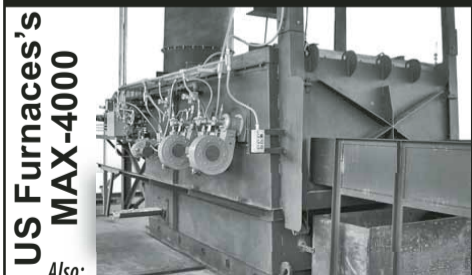
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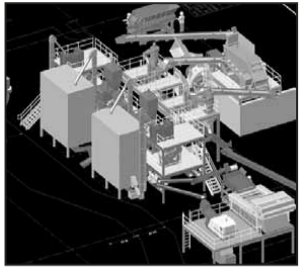
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Mandatory municipal composting slowly grows

by MAURA KELLER

mkeller@americanrecycler.com

Glance down the streets of San Francisco on “garbage day” and you will see a common theme – green, blue and black bins grace the sidewalks, driveways and alleyways of one of the country’s largest metro areas. San Francisco’s Mandatory Recycling and Composting Ordinance requires San Francisco residents and businesses to properly separate recyclables and compostables and keep them out of the landfill. San Francisco currently diverts 80 percent of what it throws away from the landfill. Recycling and composting will help San Francisco achieve its goal of zero waste by 2020. San Francisco is not alone. More and more municipalities are turning their attention to mandatory (or in some cases, purely voluntary) composting initiatives on the part of residents and businesses throughout their cities.

As Don Bessler, public works director at the City of Tempe, in Tempe, Arizona explains, studies and audits have repeatedly shown that municipalities, businesses and other entities that are working to dramatically reduce their overall waste streams often need a food composting element to achieve their goals.

“Some cities and states have, or are considering, composting mandates to help push their initiatives,” Bessler said. At this time, Arizona has no mandates and the state restricts cities from creating their own.

Daniel Levine, director of the Avant-Guide Institute, a global trends consultancy says mandatory municipal composting is indeed a trend but one that is growing very slowly. The idea for composting on a major scale started in California several decades ago and to this date has only been embraced by a small handful of municipalities.

“In the U.S., mandatory composting is fraught with social, political and economic concerns that conspire to keep it from being embraced more widely,” Levine said. “Socially, composting has become something of a poster child for the green movement. Politically, however, there is quite a lot of resistance from a large segment of the population to making composting mandatory. To many Americans, requiring households to compost represents yet another unwelcome government intrusion on individual rights.”

Despite no mandates, the City of Tempe has successfully diverted more than 850 tons of green waste from the landfill since January through their voluntary Green Organics program. “The ability for residents to compost and redirect their food waste is rooted in our agricultural heritage as Arizonans



San Francisco requires residents and businesses to separate recyclables and compostables for curbside collection.

PHOTO BY SANDYPRINTS | DREAMSTIME.

and can be emotionally and practically supported at the household level, as long as municipalities can assist in making it easy and convenient,” Bessler said. “We’re conducting a study with Arizona State University to analyze our food waste stream and uncover viable options for collecting and recycling it in the future.”

Tempe has two ambitious diversion goals to reach by 2020 – 40 percent for residential homes and 25 percent for commercial properties. In 2008-09, Tempe city staff conducted audits of its bulk trash program to identify opportunities to streamline the service and reduce costs. Those audits showed that 70 percent of the bulk trash material consisted of green organics (yard trimmings, bushes, etc.). As a result, Tempe City Council asked the Solid Waste and Recycling Services team to explore the concept of collecting and composting the green organic material instead of sending it to the landfill.

“We had the material collection infrastructure in place through our bulk trash program,” Bessler said. “We added the green organics collection and worked with local contractors to learn the composting process and set it up in our solid waste yard. We conducted a two year pilot program that quickly evolved to the citywide service that exists today.”

Clinton Moloney, U.S. sustainable business solutions advisory leader at PwC, explained that mandatory municipal composting is an evolving space with lots of excitement and opportunity for innovation.

“Some call it the ‘final frontier’ of waste and recycling,” Moloney said. “Municipal composting is certainly more visible and popular than 10 years ago, and now there are some templates to follow. But it is still focused in a small minority of progressive cities. I think we would need a more substantial shift to bring the rest of the country that is either lower-density or differently politically oriented into the fold. Binding carbon targets, escalating landfill fees, innovative technological breakthrough, or other national laws might drive massive adoption.”

Tempe’s in-house composting program has been well received by the community. “We’ve held two free giveaways open to the public and gave away 400 yards of compost to hundreds of residents,” Bessler said. “Tempe residents can also get free compost at our yard anytime.”

And as a result of the quality of their compost and competitive price, the City of Tempe now services commercial accounts such as the Desert

Key Concerns About Mandatory Composting

Clinton Moloney, U.S. sustainable business solutions advisory leader at PwC, said some major concerns will need to be addressed about collection and processing technology before any kind of consolidation will occur about mandatory composting.

- Collection: Getting waste from residents is just difficult. It is diffuse and unpleasant. We have yet to identify the “killer app” to drive large-scale adoption and make it mainstream. This could come from technology or from regulation.

- Processing: There still isn’t consensus on how best to haul and process the compost:

- a) Anaerobic digesters offer the promise of short transits lowering fuel use, but may not be mature.

- b) Most waste is hauled far off-site to rural areas for traditional composting.

- c) Some cities are experimenting with existing wastewater treatment infrastructure as a collection and processing channel, with increased ease but decreased benefits.

- d) Determining whether and how to mix with yard waste is another issue.

- e) This could be offset by a major cultural and technological uptick in waste-to-energy.

See MANDATORY COMPOSTING, Page B7

Wisconsin county to recycle clean wood waste amid emerald ash borer infestation

Dane County to open new wood waste recycling center

Dane County executive Joe Parisi disclosed that the county will soon begin recycling clean wood waste at the Dane County landfill.

Currently, municipalities are overwhelmed with clean wood waste due to an Emerald Ash Borer infestation. The Emerald Ash Borer is a beetle that has killed millions of Ash trees in North America. Due to the Emerald Ash Borer local private and public facilities have become overwhelmed and have stopped taking wood waste.

“This is a common sense solution and we are uniquely able to recycle wood waste” said Dane County executive Joe Parisi. “Opening up the recycling facility to process clean wood will help local municipalities, businesses and residents in Dane County with a need no other entity is filling.”

Once the program starts in late July, the county will charge \$40/ton for wood waste. The county will work with the current operators of its recently opened construction and demolition recycling facility and expand the partnership to include wood recycling. Quality logs will be made into urban lumber, so it can be used for flooring, furniture, or art, and the rest will likely be recycled for mulch or biomass fuel.

There are an estimated 2,112,000 Ash Trees in Dane County that are going to die in the next 10 years as a result of the Emerald Ash Borer.

1,760,000 Ash trees are outside of the city of Madison and have no other option for recycling. Dane County was the first Wisconsin county to develop a comprehensive plan to battle the emer-

ald ash borer. It includes detailed recommendations for homeowners and communities to consider prior to the beetle’s arrival in Dane County and options for what to do when ash trees in the county become affected.

This February, Dane County executive Parisi opened the new Dane County Construction and Demolition Recycling facility.

This new recycling center separates waste from construction and demolition projects and recycles it. This new facility saves Dane County taxpayers over \$600,000 per year because previously these items were hauled out of the county to be recycled.

It is an innovative public/private partnership.

The County owns the facility and a private contractor operates it and markets the recycled products. This facility saves landfill airspace which extends the life of their existing landfill.

Protests over toxic landfills

Teamsters with the Solid Waste and Recycling Division, and Beth Roach, a community activist from Wayne County, Georgia, attended Republic Services Inc.’s annual shareholders’ meeting in Phoenix, decrying the company’s mismanagement of its landfills and the lack of care and respect for affected communities.

The company’s alleged indifference seems to extend to its board of directors who, other than the chief executive officer, failed to attend the annual shareholders’ meeting in person or by phone. Mismanagement at Republic’s landfills is stoking rising costs and the company is facing an intensified push for greater accountability, remediation and relocation of those communities directly impacted.

“The board’s lack of involvement is deeply troubling and unacceptable,” said Ken Hall, Teamsters general secretary-treasurer. “Shareholders demand our directors be present and accountable. How can we be confident that Republic’s board of directors is representing the shareholders’ interests and effectively overseeing management when they do not even show up for the annual meeting?”

The Teamsters Union represents thousands of sanitation workers at the company in many locations throughout the country.

An underground fire has been raging for five years at Republic’s West Lake complex in Bridgeton, Missouri. The complex contains thousands of tons of illegally-dumped radioactive nuclear wastes in an unlined landfill. The subsurface fire is moving closer to the nuclear waste and is releasing toxic chemicals.

Roach is from a community affected by a toxic spill arising from Republic’s landfilling of out of state coal ash, behind the backs of the local residents.

“They’ve already spilled beryllium and who knows whatever else into our water,” Roach said. “And now Republic wants to get a permit to massively expand toxic coal ash dumping in our community. They already have shown they can’t handle this waste in an appropriate manner.”

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Progressive Waste Solutions withdraws proposal to NYC

Progressive Waste Solutions Ltd. disclosed that its subsidiary, IESI NY Corporation, recently withdrew a proposal it submitted in response to a request for proposals issued by the City of New York for municipal solid waste management transportation and disposal services.

After a thorough evaluation of a number of factors, including local government opposition to the rail hauling of waste to the Seneca Meadows Landfill, the company and its pending merger partner, Waste Connections, Inc., believe it can no longer commit to meeting certain terms of the proposed New York City contract.

Notwithstanding this withdrawal, Progressive Waste Solutions remains committed to serving its current customer base and its existing operations in New York State.

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Grant awarded to Cornell Cooperative Extension of Jefferson County, New York

The U.S. Environmental Protection Agency has awarded a \$40,000 environmental education grant to the Cornell Cooperative Extension of Jefferson County. Cornell Cooperative Extension's project establishes composting and recycling programs at three rural youth camps that serve low income children in northern New York.

The program's camp counselors are trained to educate campers on how to reduce waste, compost and recycle. Each camp is developing an environmental stewardship plan, which includes recycling infrastructure and onsite composting systems. The program involves about 3,800 campers, most of whom are from low-income families, and 60 camp counselors.

The project will include outdoor, experiential, service learning and community focused stewardship activities as

the primary teaching tools at the following camps: 4-H Camp Wabasso; FFA Oswegatchie Education Center; and 4-H Camp Overlook. The campers who will participate in the project range in age from 8 to 15 years of age.

The Cornell Cooperative Extension of Jefferson County was one of three recipients to receive the 2015 round of environmental education grants from EPA Region 2, which is responsible for New York, New Jersey, Puerto Rico, the U.S. Virgin Islands and eight Indian Nations. A total of \$222,000 was awarded in EPA Region 2 for the three grants and funding nationwide for this round of grants totaled more than \$3.3 million. Nationally, EPA funded 35 grants from organizations in 26 states for the 2015 Environmental Education Grants.

HP pledges to sustain forests

As part of a widespread effort to reduce society's environmental footprint, slogans such as "Reduce, Reuse, Recycle," "Every Drop Counts," and "Print Responsibly," have become commonplace.

But as a technology leader and Fortune 500 innovator in the printing and computing markets, HP understands that it takes more than a slogan to make a difference. It takes a concentrated effort by companies like HP, which plays a critical role in the long-term goals of reducing the environmental impact of paper and packaging.

That's why HP has committed to a "zero deforestation" goal by 2020, striving for a day when all HP paper and paper-based product packaging (defined as the box that comes with the product and all in-the-box packaging and materials) will be derived from certified and recycled sources. The pledge is one of many goals outlined in HP's Sustainability Report.

The 2014 United Nations Climate Summit's Declaration on Forests estimates that forests support about 80 percent of the planet's biodiversity, playing a vital role in safeguarding the climate by naturally sequestering carbon.

Yet, an average of 32 million acres of forest disappear each year.

Forest 500, a think tank committed to the preservation of tropical forests,

found that only 8 percent of the top 250 companies in its rankings have made zero or net-zero deforestation commitments. With its pledge, HP joins a small roster of companies that have made similar pledges in recent years. Making such a commitment is no easy task, though. HP's goal was eight years in the making and is built on several notable benchmarks, including:

- In 2008, HP established the HP Environmentally Preferable Paper Policy, the first forestry policy published by an IT company.

- In 2014, HP met one of its goals, which was to have more than half its of branded paper worldwide to be certified by the Forest Stewardship Council and/or contain at least 30 percent post-consumer waste. Only 4 percent of world's forests are FSC-certified. The achievement was even completed a year earlier than expected

- In 2015, HP achieved its goal of 50 percent FSC-certified fiber in paper products.

To work toward its zero deforestation goal, HP will team up with World Wildlife Fund's (WWF) Global Forest & Trade Network-North America (GFTN-NA) to reduce fiber sourcing risks for products and packaging, source more environmentally responsible paper and packaging products, and engage suppliers as partners in this journey.

A husband and wife had been married for 60 years and had no secrets except for one: The woman kept in her closet a shoe box that she forbade her husband from ever opening.

When she was on her deathbed—and with her blessing—he opened the box and found a crocheted doll and \$95,000 in cash.

"My mother told me that the secret to a happy marriage was to never argue,"

she explained. "Instead, I should keep quiet and take out my anger by crocheting a doll."

Her husband was touched. Only one doll was in the box—that meant she'd been angry with him only once in 60 years.

"But what about all this money?" he asked.

"Oh," she said, "that's the money I made from selling the dolls."

GreenDrop Recycling Stations join the Pittsburgh Pirates in the "Let's Go Bucs. Let's Go Green" campaign

The Pittsburgh Pirates have added GreenDrop Stations to their "Let's Go Bucs. Let's Go Green." campaign. PNC Park and the Pittsburgh Pirates established an environmental sustainability program in 2008 that includes all daily operations.

They have now added durable GreenDrop Recycling Stations to support their efforts. ADA-conforming GreenDrop Stations reduce landfill contributions by showing event attendees how to easily self-sort recyclable and/or compostable items out of the landfill waste stream. The Pirates are reducing their environmental footprint while minimizing staffing expenses and being fiscally responsible through sustainable operations.

Since the launch of "Let's Go Bucs. Let's Go Green." campaign, the Pirates and PNC Park have recycled more than 6 million pounds of material, and successfully diverted approximately 75 percent of waste away from the waste stream. The PNC Park has recycled 78 million plastic bottles, collected 644 tons of compostable materials in the 2014 season alone, and used environmentally friendly paper including toilet paper that is made of 100 percent recycled materials.

To further increase their sustainability efforts at PNC Park, the Pittsburgh Pirates have chosen to add GreenDrop Recycling Stations to their executive offices. GreenDrop Stations have worked in other venues of the Green Sports Alliance of which the Pirates are an active member.

"Using a composting waste stream option can remove tons of organic material normally going to landfills. That will help slow down the production of methane, a hazardous contributor to greenhouse gas, from entering our atmosphere," added Burkhart.

The GreenDrop Recycling Station was developed through the multi-year efforts of the Portland Trail Blazers head office and the Moda Center. The arena's landfill diversion rate increased from 38 percent in 2007 to over 90 percent in 2012, in part by replacing old-style garbage cans with GreenDrop Recycling Stations.

GreenDrop stations reduce landfill contributions by visually showing users how to properly dispose of recyclable and compostable items. GreenDrops are a key tool in reducing a venue's environmental footprint through fiscally responsible sustainable operations.

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EQUIPMENT SPOTLIGHT

Chippers/Grinders

by MARY M. COX

maryc@americanrecycler.com

In 2013, America composted about 87 million tons of material, equivalent to a 34.3 percent recycling rate. On average, 1.51 pounds of our individual waste generation of 4.40 pounds per person per day was recycled and composted, according to the Environmental Protection Agency (EPA).

Chippers and grinders are often used to reduce wood and green waste and CW Mill Equipment has been manufacturing grinders for over 40 years. CW Mill's HogZilla® grinders are configured with either tub or horizontal feed systems mounted on self-propelled tracks, trailers and stationary frames.

The company offers 20 standard HogZilla models. "Diesel engines are the most popular power source facilitating portability, but electric power is very popular even in high horsepower systems due to the simplified overall design. HogZilla's heavy construction, quality components, and proven performance have stood the test of time in a wide variety of applications such as land clearing, mulch production, and many other waste recycling efforts," Brian Bergman, operations manager, commented.

He added, "Hogzilla track options have become extremely popular with many land clearing contractors and those involved in the wood and green waste recycling industry. A HogZilla on tracks is unparalleled in production and mobility. Hydrostat pumps driven off the front of the engine allow grinding to continue while moving the HogZilla. Most other grinders require the operator to stop grinding before moving the grinder. The loader/exca-

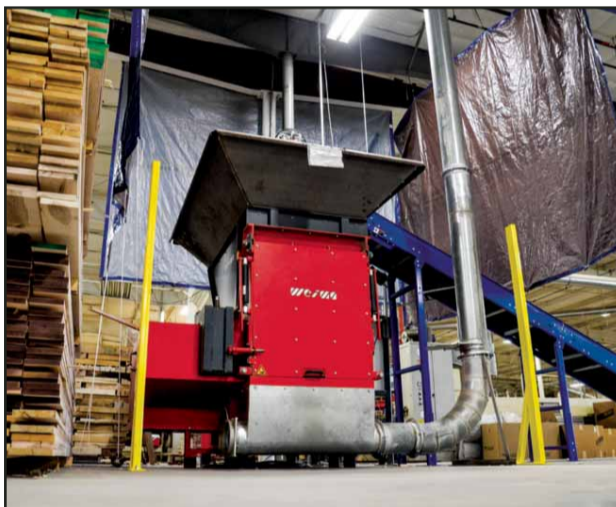
vator operator can stay in the cab while moving the track-mounted HogZilla to different locations using a remote control."

There are many variations in wood, green waste, end product preferences and job sites. Similarly, there are numerous HogZilla machines with many options available, including mounted grapple loaders. Bergman said, "Each of our grinders can be customized to suit individual customer needs, making HogZilla tub and horizontal feed grinders a very popular choice for grinding professionals."

DuraTech Industries, in business since 1966, offers the TC-12 and TC-



CW Mill Equipment Co., Inc.



Weima America, Inc.

15 tree chippers. The powerful chippers can grind logs up to 12" and 15" in diameter and both employ a 129 hp (96 kW) CAT C4.4 engine. The TC-12 also has a Kubota V3800 88 hp (74 kW) engine option.

"We offer a large tree chipper, TC-15, with the same advanced and powerful technology utilized in our grinders," said Bob Strahm of DuraTech Industries. "We entered the market with our TC-12 tree chipper and we've now expanded our product line even further."

Both chippers feature a spring-loaded feed wheel with adjustable down

pressure. Also, an optional height sensor automatically adjusts the feed roller to material size and an optional hydraulic gathering winch is also part of the machine. A hydraulic 2 feed roller system feeds the (4) 4.5" knives, designed to chip wood waste.

The high-powered units discharge debris 360° from the hydraulic rotating adjustable chip spout, allowing a user to alter chip disposal. They also include multiple safety features like the innovative hopper safety light bars, with easy and instant shut down. Two E-stop switches, a disc hood closed proximity switch and a breakaway brake switch to ensure the safety of the operator are included as well.

"Safety is a major concern when operating chippers," said Strahm. "The precautions installed on both of our tree chippers allow users to operate safely and benefit from full use of all the features." The tree chipper is available with a pintle or ball hitch and can easily be towed to a job-site.

Weima offers a line of shredding equipment specifically for the wood industry and products range in size, providing many options for various operations and budgets. "For example, small cabinet shops may only need our WLK4 single-shaft shredder, for handling end cuts or blocks. A larger operation may need our WLK15, which has a larger hopper and rotor and so it can handle much larger scrap. We also offer horizontal wood shredders in various sizes for skeletons,

See CHIPPERS/GRINDERS, Page B5



DuraTech Industries

Manufacturer List

Bandit Industries

Jason Morey

800-952-0178

www.banditchippers.com

Continental Biomass Industries

Art Murphy

603.382-0556

www.cbi-inc.com

CW Mill Equipment Co., Inc.

Tim Wenger

800-743-3491

www.hogzilla.com

Diamond Z

Pat Crawford

208-585-2929

www.diamondz.com

Doppstadt US LLC

Chris Pap

440-937-3225

www.doppstadt.com

DuraTech Industries

Bob Strahm

800-243-4601

www.duratechindustries.net

Morbark Inc.

Tim Adams

800-831-0042

www.morbark.com

Rayco Manufacturing, Inc.

JR Bowling

800-392-2686

www.raycomfg.com

Rotochopper

Andy Brick

320-548-3586

www.rotochopper.com

Sundance Grinders

Chris Michaels

757-273-6286

www.sundancechippers.com

Vecoplan, LLC

Kim James

336-861-6070

www.vecoplanllc.com

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641-628-3141

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Chippers/Grinders

■Continued from Page B4

rippings and other linear waste with infeed vibratory conveyors,” said Madison Burt, vice president of sales.

He stated that WEIMA shredders are unique because products can be customized to fit a client’s specific application – whether that involves size, RPM, and/or infeed/discharge methods. “Proper set-up of a shredder and location in the facility can eliminate the need to handle waste repeatedly. This increases efficiency in the overall operation. We also offer a variety of rotor types, knife types, and screen sizes to make sure the throughput is exactly what our customer requires. We’ve had 30 years in the industry to fine tune our shredding systems and we also manufacture shredders that process all kinds of manufacturing waste, including paper, plastic, fiber and more,” Burt explained.

He said his customers report an astronomical expenditure for waste removal. “When you shred leftover wood, you can maximize use of each dumpster and pay less for fewer loads hauled from the work site. WEIMA can offer a reduction ratio of 4:1 in some cases, which can be a very helpful savings. It might be possible to trim cost for personnel that handle the waste. We can meet with a warehouse foreman, for example, to ensure your handling process is as efficient as possible,” stated Burt.

In the rebound since the 2008 housing construction crisis, Audrey Brewer, marketing manager, has noticed an uptick in demand for shredders. “With new production comes the need to shred items such as molding, railing, decks, cabinets, and doors. Also, as the ‘green movement’ continues, more companies realize it can be lucrative, manufacturing in an environmentally sound manner. Integrating scrap wood into a production line is a great way to do so. Resources are finite. It is great when wood can be diverted from a landfill and instead, converted to a useful commodity like mulch, animal bedding, or boiler fuel,” Brewer said.

Agrilab Technologies installs compost heat recovery system at Vern-Mont Farm

System provides continuous hot water for milk house washing, reducing propane use.

Agrilab Technologies Inc. (AGT) a leader in compost heat-recovery technology, has recently installed a next-generation compost heat recovery system at Vern-Mont Farm in Vernon, Vermont. The Drum Dragon 200™ system generates continuous combustion-free hot water from the aeration exhaust of an aerobic rotary drum compost system, reducing propane use on the farm for milk-parlor washing.

“We installed the composting drum last year and I kept looking at all that hot exhaust steam coming out of the drum thinking there must be something we can do with that heat, and then we learned about Agrilab Technologies,” said Jeff Dunklee, co-owner of the farm.

The Drum Dragon 200 compost heat recovery system is designed specifically for the rotary drum compost systems that are becoming more common on farms and commercial compost sites. It can capture up to 120,000 Btu/hr continuously depending on the size of the drum it is connected to and the amount of hot water being used on the site.

A computerized web connected data system tracks real time water tem-

peratures and other operational data points making it easy to track performance or adjust aeration fan speeds to increase or decrease the hot water produced. Typical compost exhaust vapor temperatures range between 140°F and 160°F, with hot water temperatures up to 150°F.

The amount of heat recovered by the Drum Dragon varies depending on the hot water use patterns at the farm. At the Vern-Mont Farm the Drum Dragon preheats a 120 gallon tank of water to up to 150°F. The farm’s hot water demand cycle results in an average of 30,000 Btu/hr of continuous heat recovered.

The energy that can be captured by a Drum Dragon 200 can be worth more than \$15,000 per year compared to \$1.20 per gallon propane prices, depending on hot water use patterns of the site. With existing financing programs this technology can be immediately cash-flow positive for farms, saving money to help offset low milk prices and other financial pressures on dairy farms.

Menards wins sustainability award for wood recycling

Menards, Eau Claire, Wisconsin was awarded the Business Friend of the Environment Award from the Wisconsin Manufacturers and Commerce (WMC) for a major upgrade in its wood recycling plant.

WMC is Wisconsin’s chamber of commerce and the largest trade association representing more than 3,700 employers.

Menards invested \$3.5 million in buildings and equipment to improve its ability to recycle wood waste into recycled products.

“It takes millions of pallets to run our business. Last year we recycled over seven million usable pallets and more than 114 million pounds of wood scrap,” said J.R. Menard, the company’s executive vice president.

The highest-quality recycled wood is sent to another Menards plant in Eau Claire for use as fiber in products, like composite decking. Some scrap is used for mulch and some are turned into fuel for running wood-burning boilers during the winter months.

In 2015, Menards recycled 100 million pounds of cardboard, 10 million pounds of plastic, 8 million pounds of metal and 2.8 million pounds of paper.

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INDUSTRY PROFILE

A Closer Look

by Donna Currie

AccuShred LLC

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"We refer to what we do as information destruction," said Nick Segall, president of AccuShred LLC in Ohio. "While paper destruction is the lion's share, we certainly do more than that."

The "more" includes hard drive and other electronics destruction, as well as product destruction.

While AccuShred was founded in 2002, the company that spawned it is 75 years old. That parent company was founded by Segall's father-in-law, who was born in Romania and survived the holocaust before coming to America. Like many others, he started collecting rags, then paper and then steel. "It kind of evolved," Segall said.

Segall's brother-in-law, Barry Gudelman, became involved in the business, and over time customers began asking about document and product destruction to go along with scrap recycling. "You start to broaden your service offerings," Segall said, and that's when Segall joined the new branch of the company.

"I am a graphic designer by education," Segall said, but when his brother-in-law made him the offer to come into a new business, Segall decided to give it a try. "I came not knowing a whole lot," he said. "The business was brand new. It was a world different than what I was used to."

While he gave up graphic design as a career, he keeps it in mind. "I'm a firm believer in our trucks being rolling billboards," he said.

Now, Segall is president of AccuShred while Gudelman is vice president. Meanwhile, Gudelman is president of the recycling company and Segall is vice president.

AccuShred handles all grades of waste paper and nonferrous metals, but Segall said that government regulations sometimes makes the metals business difficult. "We're supposed to look at everyone with jaded eyes," Segall said, since the company must check IDs and hold onto valuable materials in order to thwart the sale of stolen metals. "I don't care for having to take that attitude with all our customers."

The document destruction business doesn't have that sort of problem. Instead, it's about destroying customer data. "There are a number of options," Segall said. The company will pick up materials within a 100 mile radius of Toledo, or they can send out a mobile shredding truck. Nearby customers sometimes prefer to bring in their own materials for destruction.

AccuShred is NAID certified, and Segall is a past president of the organization. "It helps a customer's concerns on how we handle the material," Segall said. Because of the certification, the company is subject to random unannounced audits, so customers can feel confident their material is always handled properly.

Paper is shredded to a small size and shreds are intermingled, making them impossible for anyone to piece together any documents. And, "it gets sent to a paper mill pretty quickly," Segall said.

When it comes to computer hard drives, Segall said he doesn't believe in data wiping and reselling hard drives even though that would earn them more profit. "We physically destroy hard drives that come into our facility. They are sent through a shredder."

Product destruction runs the gamut from display items to coupons to football helmets to solar panels. Sometimes the company receives prison guard uniforms to be destroyed. "You don't want them out on the street," Segall said. Some of the items are research and development samples, obsolete inventory or defective items.

One of the more unusual products the company destroyed was a shipment of toilets. Not only did they destroy them, but they also found a home for the material so it didn't end up in a landfill.

Segall credits much of the company's success to "wonderful security drivers" who aren't just truck drivers – they're in charge of the customers' data and have responsibility for solving problems on the spot, like when driver finds out that the paper to be destroyed comes along with metal file cabinets.

When hiring drivers, "it takes me a long time to find the right person," Segall said, but that care pays off. "I have my very first driver still working here."

Customer service also involves community service, like fundraising for Susan G. Komen. AccuShred provides special pink totes, customers play slightly more than the usual fee, and AccuShred matches the customers' donations to the charity. So far they've raised over \$80,000 and "we're starting our march towards \$100, 000," Segall said.

The company is very active on social media, including Twitter, Facebook, and the company blogs. In fact, they were named one of the most influential Twitter feeds in the industry.

"I love growing this business," Segall said. "I never wanted to be the cheap guy out there. We offer great service and great value for the money." From the customer's perspective, "It's all about the security."

Although Segall said he has received offers to buy the company, he said, "I'm having too much fun growing the business to let it go."

Ohio waste industry pioneer inducted into National Waste & Recycling Hall of Fame

The National Waste & Recycling Association (Nwra) honored Charles Walton, Founder of Wastequip. Walton, who passed away at age 83 last year, served as a distinguished leader and visionary in the industry growing his company to become the leading waste and recycling equipment manufacturer in North America.

Walton was a visionary in the waste industry because he recognized and capitalized on an opportunity to create a competitive advantage among waste equipment manufacturers. Walton's idea was to consolidate the fragmented waste equipment manufacturing sector of the waste industry.

As waste haulers began consolidating into large national firms, Walton realized a national manufacturer would have the best opportunity to serve these companies by providing standardized

equipment, manufacturing economies of scale, improved engineering, inventory availability, faster delivery and better service. To realize his vision, Walton knew he would need to create a company with manufacturing facilities coast to coast. Walton was convinced his idea would work and invested his life savings, combining it with \$10 million he raised from venture capital firms in Cleveland, to found Wastequip in 1989.

Throughout his waste industry career, Walton's focus was always on acquiring the best companies within their region and product category, brands like Toter, Galbreath, pioneer, Mountain Tarp, Cusco, and Accurate.

During his 20 years with Wastequip, Walton completed 24 acquisitions and started 4 businesses. At one point, Walton grew the company to 41 locations and over 2,500 employees.

EPA finalizes methane rules

The U.S. Environmental Protection Agency (EPA) sent its final rules on controlling methane from new and existing landfills to the White House Office of Management and Budget (OMB) for review.

The rules consist of a new source performance standards (NSPS) rule for new and modified landfills and also a rule revising emission guidelines for existing landfills.

The revisions are in response to a 2011 petition from the Environmental Defense Fund (EDF) demanding a lower threshold at which facilities must capture methane emissions.

EPA has a statutory duty to review and if necessary revise NSPS rules eight years after their issuance, but failed to do so for the landfill NSPS, which it issued in 1996.

EPA proposed changes to the NSPS in August 2015. EPA has no statutory duty to revise the emissions guidelines for existing sources but did so anyway. Under the proposed rules, landfills would be required to capture landfill gases emitted above a threshold of 34 metric tons of methane which is significantly lower than the existing 50 ton threshold.

A puny guy applied for a job as a lumberjack. "Sorry," said the head lumberjack, eyeing the man up and down, "You're just too small."

"Give me a chance to show you what I can do," the guy pled. "You won't regret it."

"Okay," said the boss. "See that giant

oak over there? Let's see if you can chop it down."

Half an hour later, the mighty oak was felled, amazing the boss. "Where'd you learn to cut trees like that?" he asked.

"The Sahara Forest."

"You mean the Sahara Desert?"

"Sure, if that's what they call it now."



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Quest Resource to expand food waste diversion

Quest Resource Holding Corporation is expanding food waste diversion services for Sprouts Farmers Market, an existing client.

Quest designed and deployed a comprehensive organics recycling program at all California stores, ahead of new mandatory commercial organics recycling regulations. The program reduces food waste by diverting pro-

duce, dairy, bakery, bulk, deli and juice bar items that cannot be sold or donated. The retailer now recycles food waste that cannot be donated at 125 stores.

California Assembly Bill 1826 (AB-1826 Solid waste: organic waste) requires businesses that generate organic waste to implement organic waste recycling programs in phases

depending on the amount of waste generated per week. Since Sprouts Farmers Market generates four cubic yards of organic waste per week at its stores in California, Quest is helping the retailer stay ahead of the regulation requiring the retailer to recycle food waste by January 1, 2017.

Quest's organics recycling program converts food waste into nutri-

tional animal feed additives or compost, helping to prevent greenhouse gas emissions and reduce waste in landfills. Quest developed custom online and in-store training to help educate and engage store associates to ensure the program is successful.

Additionally, Quest manages waste and recycling programs at all 229 Sprouts Farmers Market locations.

Mandatory Composting

■Continued from Page B1

Botanical Garden and Arizona State University's Athletics Department as well as ASU's compostable debris generated from storm damage. They also work with a local school district, allowing them to drop off green organics at their yard for a cheaper price than they pay to landfill it.

"Once we have enough staff to manage our facility, we hope to expand the program to allow residents and commercial landscapers to drop off green organics. The latter would be charged a fee but it would likely be cheaper than landfilling the material and to eventually sell the compost to commercial landscapers and other commercial account holders," Bessler said.

Future Outlook

As with any new program that requires substantial resident participation, the responses to mandatory composting are mixed. Many residents are enthusiastic because of the kinds of cities where composting is happening, but some complain of inconvenience.

"In general, compliance has been pretty good at keeping contamination low," Moloney said. With businesses, it is similar to many sustainability topics – some do the minimum to meet compliance and complain of intrusive regulation, others look at composting as a strategic opportunity for cost savings and branding building. One casino client more than paid for their composting effort just through the discarded silverware they recovered."

And composting in corporate facilities aligns with the responsible ethos many companies are using to attract millennials.

"There is a lot of opportunity to weave food waste in retail and restaurant sustainability narratives, but that space is largely unclaimed," Moloney said. "And a lot of waste management firms are a little tentative to engage because of the new logistics and risks. We are seeing some interesting models like value-added compost products and some engagement of water treatment as a potential channel for food waste. But a lot of the work is local or regional; we haven't seen a single company dominate the emerging market."

Experts agree that education is probably the biggest action interested municipalities can take.

"Helping to answer questions about what can and can't be recycled, where to store compost, how to manage pests and smells, and to remind residents of the benefits at stake," Moloney

said. "On the hardware side, New York provides bags to allow apartment dwellers to freeze compost to reduce odors. In cities with mandatory ordinances, there are enforcement actions as well. It is definitely a space to watch, and one ripe for innovation to bring this from a well-meaning minority to a majority of cities."

From a southwestern regional perspective, Bessler said Tempe probably would not see any state or local government legislation/mandates for composting in the near future.

"Without legislation such as landfill bans on this type of material, municipalities have favored a user fee or voluntary approach," Bessler said. "In general, the western states are unalarmed by the realities associated with landfill capacity; however, as landfills close, controversy surrounding the potential opening of new ones will ignite more serious conversations. Public health concerns with contamination of the water table, increased fuel costs, long distance hauling, carbon pricing and air quality will emerge.

Until that happens, Bessler envisions more cities working together to share ideas and possibly equipment (grinders, chippers, screeners, etc.) to mitigate costs and manage programs better. In fact, the City of Tempe has compiled a manual to assist other municipalities who wish to pursue large-scale composting.

"Trends have a lot of inertia, which means that they keep moving in the same direction unless another force changes their speed or direction. At the moment, the inertia behind mandatory composting is pushing for slow change, which means that, all things being equal, mandatory composting will be part of most of our futures," Levine said. "The only question is how quickly it will be embraced."

From a trends perspective green issues are growing in cultural importance. Younger people especially are moved to take positive steps to make the world a cleaner, healthier place. Levine said this trend is set to continue or even grow in importance.

"Because there are strong political counter-forces, however, the battle for mandatory composting will likely turn on economic arguments," If and when the industry can make a convincing economic case for mandatory composting, the measure will pick up steam and find a wider embrace by the American public."

Legislation introduced allows states to limit waste imports

U.S. Representative Matt Cartwright introduced bicameral Trash Reduction and Sensible Handling (TRASH) Act, H.R. 5656, legislation that would allow states to determine waste entering into its borders.

U.S. Senator Bob Casey (D-Penn.) has introduced companion legislation in the Senate.

"The importation of waste into Pennsylvania has posed significant problems for our communities," Rep. Cartwright stated. "Too many times, communities across the U.S. live in the shadow of trash, trash that often comes from hundreds of miles away. Our district has landfills reaching their holding capacity. This legislation gives states and communities a much needed voice. Also, we must strengthen and incentivize recycling, composting and environmental standards. This legislation helps communities do just that."

Additionally, the TRASH Act allows states to restrict out-of-state

waste coming into its state. Alternatively, the bill allows states to impose a community benefit fee, which a state can redirect toward communities affected by waste.

This legislation comes after the Keystone Sanitary Landfill has issued a proposal to remain open, increase the height of the site by 165 feet, and expand the size of the landfill overall. As many landfills and trash sites across the state and country are nearing capacity, the TRASH Act addresses an issue long overdue.

In the Pennsylvania 17th congressional district, six landfills have received out-of-state waste: Alliance Landfill in Taylor, Chrin Sanitary Landfill in Easton, Grand Central Sanitary Landfill in PenArgyl, Pine Grove Landfill in Pine Grove, Commonwealth Environmental Systems Landfill in Hegins, and the Keystone Sanitary Landfill in Dunmore.

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