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## FOCUS: Electronics

Model bill hints at future of battery recycling



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## Recyclers face challenges with non-deployed OEM airbags

by MIKE BRESLIN

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No one disputes the fact that airbags are one of the most important safety innovations to protect passengers during a crash by instantaneously inflating when a serious accident occurs. Frontal airbags have been required in all new passenger vehicles since 1999. Side airbags aren't mandated, but nearly all manufacturers include them, in ever growing numbers, to meet federal protection requirements and to appeal to safety-conscious consumers.

But what happens when a car has been in an accident and airbags deploy? What replacement options are available for today's consumers? And why is it difficult to harvest and market undeployed original equipment manufacturer (OEM) airbags from vehicles being scrapped?

A scrap industry expert, who wished to remain anonymous, sees the issue from the perspective of how to safely deploy or remove undeployed airbags in vehicles headed to the shredder. He shared, "People are reluctant to talk about the subject of airbags because there is no national policy or widespread state approved practices guiding the removal of airbags from vehicles before they get recycled. Generally we ask dismantlers to remove airbags before they sell us the scrapped vehicles. Sometimes our customers take cars "as is" and the problem, especially with more and more recent models, is there are numerous undeployed airbags, up to 12 in some cases. They are very difficult to get to and very costly to remove from the vehicle before you shred it. What happens is most airbags go through the shredder, and most are deployed because of friction and pressure. We're still seeing both aluminum and steel airbag canisters.

"The airbag is primarily a safety issue if it's deployed in a place where people are around, such as when dismantling or in a picking line. Gen-



The frontal and side curtain airbags worked well together to keep the head from coming close to any stiff structure or outside objects that could cause injury.

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erally that's considered an environmental and safety issue because the explosive propellant in some older airbag units when detonated can cause injuries. Fortunately, most airbags are deployed in the shredder.

"Ideally, the scrap industry would like auto manufacturers to adopt the Institute of Scrap Recycling Industries (ISRI) Design for Recycling model in which the manufacturer plans for the recycling of the car during its development. I'm not aware of any significant market for reused OEM airbags," the scrap industry expert concluded.

*The use of salvaged airbags could encourage theft.*

Michael E. Wilson, chief executive officer of the Automotive Recyclers Association (ARA) disagrees. "Recycled OEM airbags continue to be used throughout the U.S. and around the globe. While many of the major U.S. automotive insurance companies have yet to sign onto their widespread reutilization, there continues to be a substantial market for these units. Rebuilders and consumers faced with non-

insurance covered claims, among others, are currently the top users of undeployed OEM airbags. ARA, an international trade association of professional automotive recyclers, strongly supports the reuse of undeployed OEM airbags which have met specific industry standards and that those evaluated recycled airbag components are a safe, economically-smart repair alternative to restore vehicles to their pre-accident condition."

The ARA believes that consumers benefit from competition, standards and safety, and the only alternative to a new, expensive OEM airbag is a recycled, undeployed OEM unit, which in some cases can save a motor vehicle owner up to 60 percent off the cost of a new one from a franchised dealer. According to Wilson, auto manufacturers seek a monopoly on OEM replacement airbags and consumers' safety and pocketbooks are paying the price.

Over the past few years, ARA has met on a number of occasions with National Highway Traffic Safety Administration (NHTSA) to secure greater recognition of the use of recycled, undeployed OEM airbags in automotive repairs.

ARA's objective is to have regulators and related industry sectors gain a greater appreciation of the proven role that undeployed OEM airbags have played in the motor vehicle repair process. ARA emphasizes the following facts:

- Studies have been conducted that illustrate the safety of the recycled, undeployed airbag.

- ARA has an established, recognized protocol designed to ensure best management practices are followed by those who handle undeployed, recycled airbags.

- To ARA's knowledge, there have been no reports of a malfunctioning recycled airbag installed as a repair part in a vehicle.

- Undeployed, recycled OEM airbags should never be confused with new, counterfeit airbags.

"ARA appreciates its role as an important resource on airbag use guidelines for the professional automotive recycling community," said Wilson. "ARA will continue to advocate to eBay and others that only qualified professional automotive recyclers who are qualified should be able to harvest and sell undeployed OEM airbags. ARA continues to educate NHTSA

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## WM sues city of Oakland over trash contract

Waste Management (WM), a large trash hauler business, has sued the city of Oakland, California. WM alleges that the city illegally awarded a \$1 billion contract to a local garbage company.

The suit, filed in Alameda County Superior Court, claims that the City Council was swayed by personal and political connections when it voted to award the 10 year contract to California Waste Solutions (CWS).

California Waste Solutions is a West Oakland, California, recycling and waste collection company. CWS operates recycling plants in Oakland and one in San José as well as support facilities for its truck fleet and collections operations.

The suit asks the court to overturn the decision and to award the contract to Waste Management.

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## SG Preston develops Ohio renewable diesel plant

SG Preston (SGP), a bioenergy company, has planned development of a 120 million gallon renewable diesel facility in Lawrence County, Ohio. The SGP South Point facility will have total investment of \$400 million, create 100 permanent jobs and be the world's largest purpose-built producer of renewable diesel upon completion, estimated to occur in 2017.

A key component of the facility's development is the licensing by SG Preston of advanced process technology which has been successfully proven at commercial scale at other locations. This technology efficiently converts waste feedstock into renewable diesel, which is chemically identical to petroleum-based diesel and can be used as a drop-in replacement in vehicles with no modifications. Moreover, this technology allows SG Preston to customize its biofuel offering by adjusting fuel characteristics to meet various operating environments (extreme cold or heat) of the end user without diluting energy content in the fuel blend. This technologically advanced

process also delivers lifecycle reduction in greenhouse gas emissions compared with diesel from petroleum.

Other partners in the project include the Lawrence County Economic Development Council, which is investing 62 acres in land and other incentives. The Appalachian Partnership for Economic Growth and JobsOhio were also instrumental in securing the investment and technology to play a role in the future of southern Ohio.

"For SG Preston, this is an important milestone and part of a larger vision of partnering with leading, global refining technology partners and local communities to develop a portfolio of renewable diesel and renewable jet fuel refineries targeting 1.2 billion gallons per year, or 20 percent of the federal RFS2 biomass-based mandate for biofuels," said R. Delbert LeTang, chief executive officer of SG Preston.

Pre-engineering studies for the facility are expected to begin in September 2014, with commercial operations targeted for 2017.

## Tucson pilots food scrap program

Tucson's Environmental Services Department (ES) began a pilot program to collect food scraps from local restaurants and grocery stores. Initially, this program will target commercial businesses currently being serviced by the University of Arizona Compost Cats. The food scraps will be delivered to a composting facility operated by Compost Cats on land owned by the Tohono O'odham Nation. The city entered into an Intergovernmental Agreement to divert food scraps and green waste. The compost produced is sold at farmer's markets and is used by the Tohono O'odham Nation and the city's Parks and Recreation Department.

For the pilot program, Environmental Services will collect food scraps from 16 Compost Cats customers in the city limits.

Initially, collections will be limited to two days per week. Additional collection days will be added as demand grows.

## National Waste & Recycling Association opposes new labor standards

The National Waste & Recycling Association (NW&RA) joined the National Association of Manufacturers and the National Restaurant Association in filing an amicus brief with the National Labor Relations Board (NLRB) in support of NW&RA member Republic Services, Inc., in a case involving the application of the Joint Employer Standard at its Newby Island facility in California.

The current Joint Employer Standard, established in 1985, is the legal requirement by which temporary employees are considered the employees of the staffing agency responsible for their hiring, supervision and pay, not the host facility where they are assigned to work.

The NW&RA amicus brief was one of many filed in the case supporting the current Joint Employer Standard. A

number of briefs were filed by unions urging the NLRB to modify the Joint Employer Standard.

NW&RA General Counsel David Biderman stated, "This case is very important to all employers, including waste and recycling companies. This is the first time we have filed with the NLRB in my 17 years at the Association."

"This is an important case for our industry, which necessitated our filing to

maintain the current standard," said Sharon H. Kneiss, president and chief executive officer of NW&RA. "Our companies have developed operational practices and procedures that are reliant on the present Joint Employer Standard. Changing this standard would disrupt operations, would likely increase costs and would impair our members' ability to respond to changing market conditions and demands."

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# Carpet America Recovery Effort reports 14 percent of discarded carpet diverted

## 534 million pounds of carpet kept from landfills last year

Carpet America Recovery Effort (CARE), the primary non-profit organization charged with advancing market-based solutions for carpet recycling and landfill diversion, has reported a more than 52 percent increase in U.S. gross post-consumer carpet collections from 2012 to 2013. As revealed in the organization's 2013 Annual Report, CARE partners have diverted 534 million lbs. of carpet, or 14 percent of the 3.7 billion lbs. of total discarded carpet, from landfills last year.

The environmental impact of the 2013 carpet diversion effort is calculated to be the equivalent of taking 40,822 cars off the road, or saving enough energy to power 17,692 homes for the year. Since its founding in 2002, CARE members have diverted more than 3.25 billion gross lbs. of post-consumer carpet from landfills in the U.S.

"CARE has once again experienced a dynamic year in terms of challenges and accomplishments," noted Bob Peo-

ples, executive director of CARE. "Our programs are growing more sophisticated, resulting in significant progress in accounting for the diversion of post-consumer carpet from landfills in 2013."

One of the most significant developments was an 87 percent increase in post-consumer carpet going back to carpet face fiber now at 28 percent of recycled pounds. In addition, post-consumer carpet going into carpet backing represented another 17 percent, a 25 percent increase over 2012 data. These are major accomplishments and come from significant investment in R&D and commercial implementation by CARE members.

In addition to carpet diversion figures, CARE also notes the following in its 2013 Annual Report:

- Nylon fiber types represented 52 percent of the collection stream, while PET collection grew to 34 percent;

- The amount of carpet reused saw a year-to-year increase of from 5 to 12

million lbs., while recycled carpet decreased slightly from 8 to 5 percent;

- CARE successfully managed California AB 2398 as the Carpet Stewardship Organization; and,

- The organization launched a blog in 2013 and a new website in May 2014.

"The challenge in front of us is to reach a viable business framework for CARE members to accomplish post-consumer carpet diversion and recovery in the face of challenges, most notably the rise of PET carpet in the collection stream," stated Brendan McSheehy, chairman of CARE's board of directors.

CARE's Twelfth Annual Report is the result of surveys conducted by the organization, and provides data on the various diversion management methods: reuse, recycling, cement kilns and waste-to-energy applications. The report also covers product and market development activities and industry products and programs.

## OEC praises dredging strategy for Toledo Harbor

The Ohio Environmental Council (OEC) is praising Ohio Governor John Kasich's administration for a pilot project to find beneficial new uses for sediments dredged from the Toledo harbor.

Underwritten by a \$10 million fund championed by State Senator Randy Gardner, the project aims to divert the dredgings from disposal in the open

waters of Lake Erie to safe reuse on shore.

Hundreds of thousands of cubic yards of dredged material, which is high in organic material and nutrients, may be recycled for reuse as a soil amendment for farm fields and gardens or as fill material at the site of blighted houses that have been razed.

The clean sediments the pilot project is targeting for reuse are separate from dredged harbor sediments that are contaminated with toxic materials. By law, toxic sediments must be disposed of in a confined disposal facility.

The drive to find a sustainable alternative to open-lake disposal of the clean dredgings got a jolt this spring when the Ohio EPA refused to give the U.S. Army Corps of Engineers permission to dispose of sediment dredged from the Cleveland harbor into the open waters of Lake Erie waters off that city's shores.

Harbors in Toledo and Cleveland and other Great Lakes ports must be dredged each year to allow the passage of cargo ships.

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## Events Calendar

### September 8th-10th

**Missouri Recycling Association  
Conference & Tradeshow.** Ramada Plaza Hotel & Oasis Convention Center, Springfield, Missouri.  
866-667-2777 • [www.moraconference.org](http://www.moraconference.org)

### September 17th

**Upper Peninsula Recycling Coalition  
Meeting.** Bay College West Campus, Iron Mountain, Michigan.  
906-786-9212 • [www.uprecycles.com](http://www.uprecycles.com)

### September 23rd-25th

**Waste Conversion Tech Conference &  
Tradeshow.** The Westin Downtown Denver, Denver, Colorado.  
800-441-7949 • [www.waste-to-fuels.org](http://www.waste-to-fuels.org)

### September 24th-26th

**19th International Congress for Battery  
Recycling ICBR 2014.** Hamburg, Germany.  
41 62 785 10 00 • [www.icm.ch](http://www.icm.ch)

### October 19th-21st

**WV Educational Conference on Litter  
Control & Solid Waste Management.** Huntington, West Virginia.  
304-573-5194 • [www.awvswa.com](http://www.awvswa.com)

### October 22nd-25th

**71st Annual ARA Convention & Expo.** Gaylord Opryland Resort & Convention Center, Nashville, Tennessee.  
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# Dust Control Technology co-sponsors robotics team



Dust Control Technology, a manufacturer of large-scale dust suppression equipment, is co-sponsoring a team of high school students to participate in the FIRST® (For Inspiration and Recognition of Science and Technology) Robotics Competitions. The series of events have been dubbed "Sport for the Mind™," modeled after athletic events to stimulate interest and participation. Dust Control Technology is providing its support to Icarus 2081, a team made up of 20 students from Notre Dame High School and Quest Charter Academy, both in Peoria, Illinois.

From its modest beginnings in 1992, with 28 teams in a New Hampshire high school gymnasium, the program now involves nearly half a million people world-

wide, with over 350,000 students on 32,600 teams competing at 54 regional events.

Team Icarus has already experienced its share of success, winning the 2012 Boilermaker Regional, then earning the Engineering Inspiration Award at the 2013 Crossroads Regional and the Engineering Excellence Award at the 2014 Wisconsin Regional.

The students have been working in collaboration with Dr. Deitra Kuester, a leading researcher at Bradley University, to explore the possibility that interactive robots may help autistic students learn the art of human interaction.

Dust Control Technology joins Martin Engineering and Advanced Technology Services with its support of Team Icarus.

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# DEP awards \$1.4 million for litter and dumping prevention

The Department of Environmental Protection (DEP) has awarded a \$1.4 million grant to PA Cleanways, also known as Keep Pennsylvania Beautiful (KPB), to increase community involvement with waste issues through illegal dumping abatement, public education and promotion of long-term stewardship.

"With this grant, Keep Pennsylvania Beautiful will be able continue their

efforts to educate Pennsylvanians on their vital role in keeping their communities clean and reducing illegal littering and dumping across the state," DEP secretary E. Christopher Abruzzo said.

The grant funds will enable KPB to implement a community-based illegal dump abatement program, provide assistance during the Great Pennsylvania Cleanup, support new and existing

KPB chapters across the state, revise and distribute educational program and environmental stewardship support materials, and enhance its volunteer recognition program.

The organization, which is based in Greensburg, Westmoreland County, has chapters in 36 counties throughout Pennsylvania and is responsible for the clean up of more than 48,000 tons of

waste from communities, parks, trails, streams and roadsides.

The grant is being provided by DEP's Solid Waste Abatement Fund which is supported by fines and penalties assessed by DEP for violations of waste regulations and will be disbursed over a three year period.

## Airbags

■Continued from Page 1

to be attentive in its actions to ensure that consumers continue to have access to affordable options when OEM replacement airbags are needed in the repair of a vehicle."

To ensure airbag safety standards are met, in 2006 ARA launched ARAPro. This protocol was developed as a national standard to ensure best practices are applied to the process of extracting, handling, inspecting, and storing recycled OEM undeployed airbags from salvaged vehicles. Using the vehicle identification number and other interchange reference sources, ARAPro enables the repairer to match the make, model, and year of the

replacement component to the vehicle under repair. ARAPro recycled OEM airbags complying with the airbag protocol, are supplied with a certificate that can be used by state motor vehicle agencies to verify that a protocol compliant OEM undeployed airbag has been used.

American Recycler News also asked the Insurance Institute for Highway Safety (IIHS) for its views on reusing OEM airbags. This U.S., non-profit organization is funded by auto insurance companies and works to reduce motor vehicle crashes, the rate of injuries, and amount of property damage.

Russ Rader, senior vice president of communications at IIHS commented, "A new replacement airbag module from the original manufacturer of the vehicle should be used for vehicles that require an airbag replacement. However, when it's not possible to buy a new airbag module, the Institute recommends that care be taken to identify a salvaged airbag module that has been inspected and certified. Certification documentation should include the VIN number of the vehicle from which the airbag was removed, the airbag salvage date, storage location and shipment details. Buyers should also check the

NHTSA recall database for any recalls that may apply to the salvaged airbag.

"Processing salvaged airbag modules can present a number of difficulties. The designs of the airbag systems in most cars have been improved in recent years, sometimes several times. Therefore, there's a significant possibility of a mismatch between the salvaged airbag module and the vehicle being repaired.

"Another issue involves the possibility of water damage. There is a risk that salvaged airbag modules will be from vehicles that have been in floods, or that the airbag module was exposed to precipitation while at the salvage facility. Water damage can adversely affect the way an airbag inflates. Unfortunately, there is no standard method to test the functionality of salvaged airbags.

"Using salvaged airbags could also encourage airbag theft, which is already a significant problem. In recent years thieves have developed a black market for airbags, which they sell at a low price to unethical repair-shop owners, who then charge customers the standard price for an OEM replacement airbag," Rader said.

Insurance industry statistics show that approximately 50,000 airbags are stolen

each year, resulting in an annual loss of more than \$50 million to vehicle owners and their insurers. According to The National Insurance Crime Bureau, airbags have become a primary accessory on the black market for stolen vehicle parts. A new OEM airbag, which retails for approximately \$1,000 from a car dealer, can cost anywhere from \$50 to \$200 for a stolen module.

Then there's the problem of counterfeit, aftermarket airbags, ones never certified by the original auto manufacturer to meet the same standards as the OEM airbag. These may look identical to airbags certified to federal standards, but Investigations conducted by NHTSA show that counterfeit airbags consistently malfunction.

Stolen and counterfeit airbags, and underhanded sales practices, may explain why many people do not want to talk about the legitimate harvesting and reuse of OEM airbags. American Recycler called several companies that advertised used OEM airbags on the Internet. Some posted price savings claims of up to 75 percent over new OEM airbags. None would discuss their operations. Even, large, reputable used auto parts reclaimers declined to comment on the subject.

Most automakers say that an airbag is designed for a specific model and it's not safe to take an airbag out of one vehicle and put it in another even if it appears to be identical. That's why manufacturers always recommend the use of an OEM replacement.

We asked David Waggoner, Ph.D. and director of environmental management at ISRI (Institute of Scrap Recycling Industries) about recycling airbags.

"ISRI's Designed for Recycling is a good program to help solve a large number of recycling issues and questions so that better designs can lead to benefits for both auto manufacturers and recyclers. Airbags certainly fall into that category. ISRI's position has been that any vehicle delivered for recycling should have airbags either deployed or removed. Then the issue is resolved prior to the vehicle arriving at a recycling facility and workers don't have to deal with potential hazards if one goes off during the recycling process."

Practically, it seems a waste not to reuse undeployed airbags from vehicles being scrapped. The metal value of the canisters is negligible while the saving of using a recovered OEM airbag is substantial. Perhaps ARA and responsible used parts dealers have a solution...a rigorous protocol for harvesting and storage, well-trained workers and meticulous documentation to the repair shop and the vehicle owner to assure that the correct OEM airbag replacement is installed.

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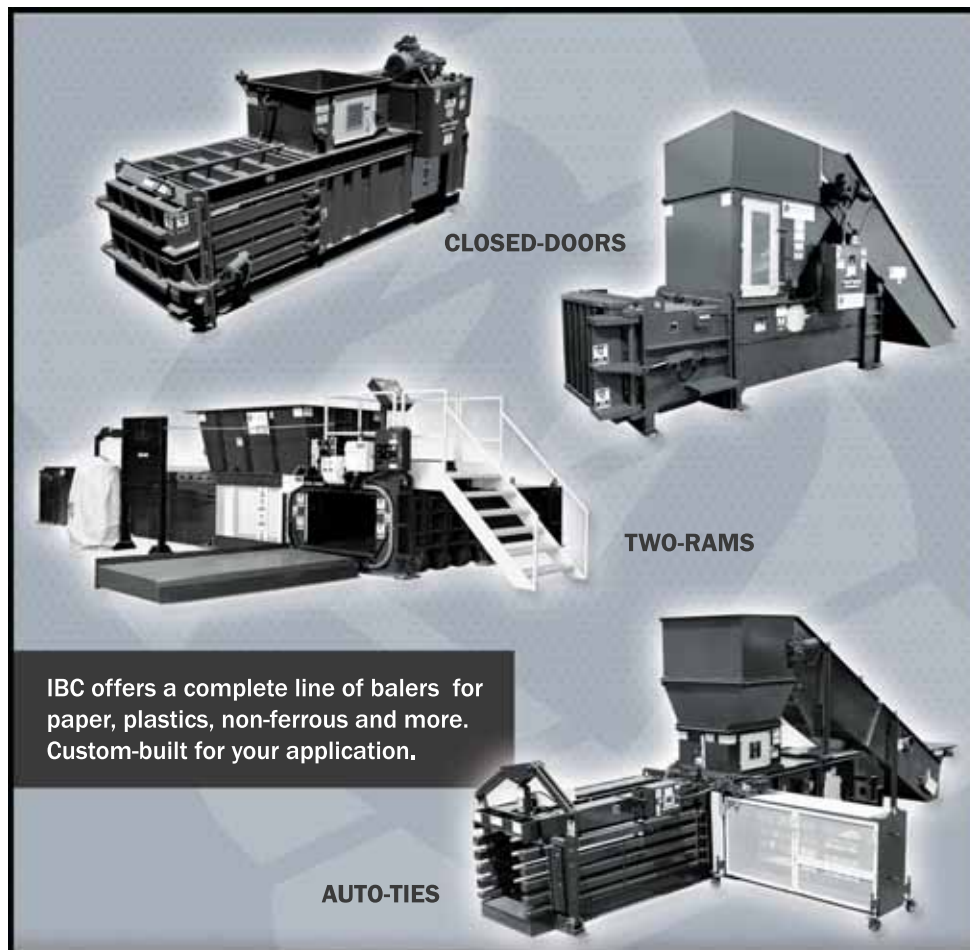
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## Transport standards for lithium batteries issued by DOT

The U.S. Department of Transportation (DOT) issued new standards to strengthen safety conditions for the shipment of lithium cells and batteries. These changes, some of which focus specifically on shipments by air, will better ensure that lithium cells and batteries are able to withstand normal transportation conditions and are packaged to reduce the possibility of damage that could lead to an unsafe situation.

The Department's Pipeline and Hazardous Materials Safety Administration developed this rule in close coordination with the Federal Aviation Administration. Voluntary compliance is encouraged upon publication of the final rule; however mandatory compliance is effective six months after publication.

The rule will also provide a greater level of consistency with international standards, including the International Civil Aviation Organization's (ICAO) Technical Instructions for the Safe Transport of Dangerous Goods by air.

The final rule will:

- Enhance packaging and hazard communication requirements for lithium batteries transported by air;
- Replace equivalent lithium content with Watt-hours for lithium ion cells and batteries;
- Adopt separate shipping descriptions for lithium metal batteries and lithium ion batteries;
- Revise provisions for the transport of small and medium lithium cells and batteries including cells and batteries packed with, or contained in, equipment;
- Revise the requirements for the transport of lithium batteries for disposal or recycling;
- Harmonize the provisions for the transport of low production and prototype lithium cells and batteries with the ICAO Technical Instructions and the International Maritime Dangerous Goods Code; and
- Adopt new provisions for the transport of damaged, defective, and recalled lithium batteries.

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## WASTE

### Waste industry employment in summer grows

Employment for the waste management and remediation services industry has reached a record high, according to new statistics from the Bureau of Labor Statistics (BLS).

BLS disclosed employment of 382,500 workers in the waste industry for July 2014, an increase of 1,200 employees (0.3 percent) from June's numbers.

Waste industry employment trends have mirrored national trends this year. Nationally, 209,000 jobs were added last month – the second consecutive month with an increase of 200,000 or more. The U.S. unemployment rate now hovers just above 6 percent; the waste industry's unemployment rate was 3.2 percent in July – near a 7 year low.

The waste management and remediation services category (NAICS 562) includes: solid waste collection; hazardous waste collection; other waste collection; hazardous waste treatment and disposal; solid waste landfill; solid waste combustors and incinerators; other nonhazardous waste treatment and disposal; remediation services; materials recovery facilities; and, all other waste management services.

### EPA finalizes plan to address closed landfills

The U.S. Environmental Protection Agency (EPA) has finalized its determination that no further action is needed to address the capping of two closed landfills at the Cinnaminson Groundwater Contamination Superfund site in the townships of Cinnaminson and Delran, New Jersey. The site, which covers approximately 400 acres, includes residential and industrial properties and the two landfills. As a result of historic operations throughout the site, the groundwater and soil were contaminated with volatile organic compounds and heavy metals, which can have serious health effects.

The EPA held a public meeting in Cinnaminson on May 12, 2014 to explain its plan. The EPA took public comment for 30 days and considered public input before finalizing its decision.

To date, the landfills have been covered with protective caps to prevent water from flowing through them and a system has been constructed to collect gas generated from the landfills. In addition, contaminated groundwater in the area had been pumped and then treated to prevent contaminants from spreading. An assessment regarding the continued operation of the groundwater extraction and treatment system is ongoing. The local drinking water supply is monitored regularly to

ensure that water meets drinking water standards and is safe to consume.

The EPA determined that no further actions with respect to the capping of the landfills are needed because the actions already taken are effective. The EPA reviewed conditions at the site and has determined that the threat of further release of contaminants from the landfills to the groundwater has been addressed.

The landfill property on the site was originally a sand and gravel mining operation. Later, solid waste, including hazardous substances, were dumped in the mining pits. Sanitary Landfill, Inc. operated the landfills from 1970 until they closed in the 1980s. The site was first addressed by the New Jersey Department of Environmental Protection, with the EPA taking over when the site was added to the federal Superfund list in 1986.

The EPA's remediation of the site has been conducted in phases to facilitate the long-term restoration of the area. In 1987, Sanitary Landfill, Inc. covered the landfills with a clay cap to keep water from mixing with the contaminants and spreading the groundwater contamination. A landfill gas management system to collect and control landfill gas was expanded in 1996.

In the first phase of the EPA clean up in 2000, SC Holdings, Inc., successor

to Sanitary Landfill, Inc., constructed a groundwater extraction and treatment system to clean the polluted groundwater and installed wells to measure and monitor groundwater contamination. The groundwater monitoring for volatile organic compounds and metals is ongoing and performed twice a year.

In September 2010, the EPA investigated whether vapors from the groundwater contamination in the area were getting into nearby homes. Approximately 60 properties were sampled and 2 required mitigation systems to vent the contaminated vapors. These systems have been installed.

In the second phase of the project, SC Holdings, Inc. will continue to monitor the groundwater and the landfill caps to ensure that people's health and the environment are protected. The landfill caps are working well and the EPA will continue to monitor the site and can require more actions if site conditions should change. The EPA is currently assessing the need for continued operation of the groundwater extraction and treatment system.

The third and fourth phases of the cleanup will address soil and groundwater contamination in other areas of the site.

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## WASTE

# Casella Waste settles with New York on charges

New York Attorney General Eric T. Schneiderman disclosed a settlement with a waste hauling firm, Casella Waste Systems, Inc., resolving concerns that Casella's restrictive contracting practices, combined with its market dominance and pattern of acquisitions of smaller competitors, unlawfully restrained competition in the North Country and Southern Tier. The settlement requires Casella to change its contracts to reduce the legal and financial obstacles faced by customers that wish to switch to competing providers. These changes are expected to rejuvenate competition. The settlement also requires Casella to report certain future acquisitions of competitors to the Attorney General's office, and to make a monetary payments.

The Casella contracts in question involved the collection and disposal of solid waste from dumpsters. The Attorney General's office found that Casella's contracts with its customers required that Casella serve as the exclusive provider of all customers' waste hauling services for as long as five years. Customers faced severe consequences for early cancellation of their contracts, due to provisions requiring that they pay Casella an amount equal to six times their monthly bill upon early termination.

In the waste hauling business, fixed costs are sufficiently high that a would-be competitor must achieve a minimum efficient scale and route density in order to offer competitive service and pricing to customers. When most potential customers

are locked up in long-term contracts, it is very difficult for another firm to find sufficient business in the short-to-medium term to achieve levels of scale and route density that will allow it to compete effectively with a dominant incumbent. As a result, long term, restrictive contracts can raise the costs and risks associated with new entry or expansion in a market, and tend to entrench the market position of the dominant firm. In this case, Casella's market position was also strengthened by its pattern of acquiring smaller competitors in its key markets.

Under the settlement, Casella has agreed not to enroll customers in contracts with an initial term of more than two years. Casella also agreed to reduce its penalty for early termination to three months' service for the first year of a contract, and to only one month's service after the first year. In addition, Casella agreed to notify the Attorney General if it acquires a competitor of a minimum size in certain key upstate counties. The settlement applies to the counties where Casella has the strongest market presence: St. Lawrence, Franklin, Clinton, Chautauqua, Cattaraugus, Allegany, Steuben, Schuyler, Chemung and Tompkins. Casella also agreed to make a monetary payment to New York State in the amount of \$100,000.

Casella entered into similar settlements with the Vermont Attorney General's office in 2002 and 2011.

## PLASTICS

# Plastic Recycling opens new Indiana EPS recycling facility

Plastic Recycling, Inc. (PRI) opened a new recycling facility in Indianapolis, Indiana dedicated specifically to the recycling of post-consumer foam cups, foam take-out containers and other used polystyrene materials collected through curbside pick-up programs across the country.

This new facility, slated to be fully operational by the end of the first quarter in 2015, will greatly enhance the ability for local governments to launch recycling efforts to remove rigid polystyrene as well as expanded polystyrene from the waste stream and generate revenue. Currently, there are a number of cities in California that are aggressively recycling polystyrene, while other communities are actively investigating expanding recycling efforts to include foam. In addition, NYC is expected to test foam recycling methods this year, as required by local law.

The facility will initially employ 25 people and have a name plate capacity of 25 million pounds per year. It has been designed to allow for growth. The plant

will focus on recycling dirty post-consumer EPS foam and rigid PS from material recovery facilities (MRFs) that draw their material from residential recycling programs and it will also have access to rail which will reduce the environmental impacts of shipping.

"We currently recycle about 60 million pounds of foam and rigid polystyrene materials annually but we have the capacity to do so much more," said PRI's owner, Alan Shaw. "The residential recycling stream has been largely untapped by our competitors and we view it as a tremendous source for more of this valuable material."

The new collection program is the result of a partnership between PRI and Dart Container Corporation. Through PRI's exceptional recycling facility management and Dart's experience with washing technology, the new program will greatly increase the volume of polystyrene materials being recycled each year.

# Vermont college bans bottled water

Green Mountain College has banned the sale of bottled water on its Poultnery campus. Like many campus sustainability initiatives, the ban comes largely as a result of a student-led project.

Students were led by Andrea Roebuck, who met with campus stakeholders and planned an event last November to raise awareness about the negative impacts

of bottled water. She managed to garner over 150 student signatures in support.

The school's food service provider agreed to stop selling bottled water in the dining hall. PepsiCo, which has an existing beverage contract, agreed to remove bottled water from its machines on campus and replace the product with healthier alternatives to regular soda.

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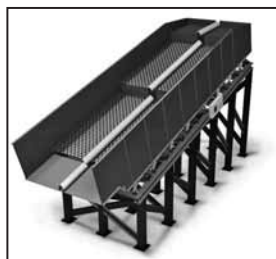
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Rockster Recycler North America introduces its mobile, patented Duplex System, a track-mounted crushing plant that allows the contractor to interchange an impact crusher with a jaw crusher, and vice-versa, on the same chassis. This capability creates a dual-purpose machine for a wider range of recycle, demolition and aggregate crushing applications. The Duplex System allows one crusher unit to exchange with the other crusher unit in approximately four to five hours using an excavator. The R1100/1200 processes 280 to 350 tons per hour; the R900/800 processes 120 to 240 tons per hour.

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## PAPER

### AF&PA releases paper reports

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

#### Containerboard

Containerboard production was essentially flat compared to both May of this year and June of last year. The month-over-month average daily production increased 2.5 percent. Shipments for June were 2,968.4 thousand tons, representing 167.8 billions of square feet. The containerboard operating rate for June rose slightly by 0.1 points compared to May, from 97 percent to 97.1 percent.

#### Printing-Writing Paper Report

According to the report, total printing-writing paper shipments decreased 5 percent in June compared to June 2013, with total paper inventories flat compared to May.

•Uncoated free sheet (UFS) paper shipments in June decreased 8 percent compared to June 2013. YTD shipments are down 8 percent in 2014. Imports of UFS increased year-over-year for the seventh consecutive month, and were up

19 percent in 2014 relative to the same five month period in 2013.

•June coated free sheet (CFS) paper shipments decreased one percent compared to 2013. YTD shipments of coated freesheet grades are also down one percent and imports through May are down three percent.

•Uncoated mechanical (UM) paper shipments increased seven percent in June, the fifth consecutive month of year-over-year increases. Year-to-date shipments of UM are up four percent compared to 2013.

•Coated mechanical (CM) shipments in June decreased eight percent relative to June 2013 and are down five percent for the year. Imports of CM through May were down 12 percent compared to the same period in 2013 and CM exports increased 25 percent in May, the first year-over-year increase in the past 7 months.

Total boxboard production increased 1.2 percent when compared to June 2013 and decreased 0.6 percent from last month.

### Atlas Paper Mills acquires Accurate Paper Recycling

Atlas Paper Mills, LLC, a portfolio company of Peak Rock Capital, an Austin, Texas based private equity firm, has acquired Accurate Paper Recycling, Inc. a supplier of paper recycling services based in Tampa, Florida.

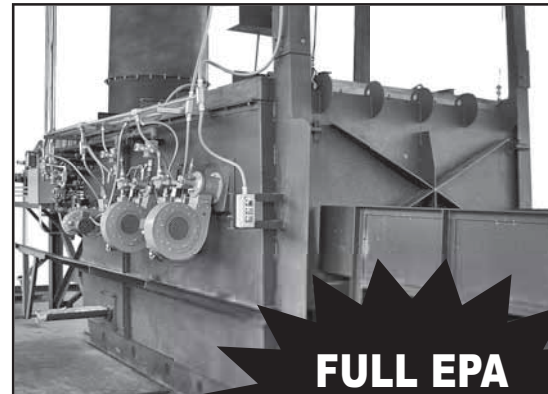
Accurate Paper is an independent commercial recycling facility in central Florida, providing bales of assorted recovered paper grades to blue-chip paper making facilities located throughout the Southeast.

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**1996 AL-JON 400 METAL BALER**  
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METALS

June steel imports decrease by 11 percent from May

Based on preliminary Census Bureau data, the American Iron and Steel Institute (AISI) reported that the U.S. imported a total of 3,586,000 net tons (NT) of steel in June, including 2,706,000 NT of finished steel (down 11.1 percent and 8.0 percent, respectively, versus May final data). Year-to-date (YTD) total and finished steel imports are 21,082,000 and 15,552,000 NT, respectively, up 34 percent and 26 percent respectively, versus 2013.

Key finished steel products with a significant import increase in June compared to May are cold rolled sheets (up 26 percent), cut lengths plates (up 26 percent) and tin plate (up 14 percent). Major products with significant YTD import increases versus the same period last year include wire rods (up 100 percent), plates in coils (up 69 percent), cold rolled sheets (up 67 percent), sheets and strip galvanized hot dipped (up 51 percent), sheets and strip all other metallic coatings (up 48 percent), hot rolled sheets (42 percent), cut lengths plates up 37 percent), mechanical tubing (34 percent), oil country goods (up 28 percent), heavy structural shapes (up 25 percent), reinforcing bars (up 15 percent) and tin plate (up 15 percent).

In June, the largest volumes of finished steel imports from offshore were all from Asia and Europe. They were from South Korea (457,000 NT, down 22 percent versus May final), China (230,000 NT, down 25 percent), Turkey (138,000 NT, down 5 percent) and Germany (102,000 NT, down 3 percent).

U.S. IMPORTS OF FINISHED STEEL MILL PRODUCTS BY COUNTRY OF ORIGIN (Thousands of Net Tons)					
	JUN 2014	MAY 2014	2014 Annual (est)	2013 Annual	% Change 2014 Annual vs. 2013
SOUTH KOREA	457	584	5,165	3,651	43.0%
CHINA	230	305	3,088	1,652	83.8%
JAPAN	138	145	2,045	1,931	2.6%
TURKEY	189	151	1,825	1,347	41.3%
RUSSIA	96	103	1,202	595	100.4%
GERMANY	102	105	1,158	1,279	-8.5%
TAIWAN	85	106	1,077	833	28.2%
All Others	1,408	1,443	15,231	13,543	14.7%
TOTAL	2,706	2,942	30,790	24,829	25.3%

Novelis increases prices for sheet products

Novelis disclosed price increases on its North American automotive and specialty aluminum sheet products for all new orders effective immediately. All existing orders and firm agreements confirmed prior to August 7, 2014 will be honored throughout the contract period.

The automotive price increase is in addition to the previously announced pricing adjustment made on January 1, 2014 of \$0.11 per pound for 6000-series, 5182-series and 5000-series coated automotive alloys.

"In North America, we've commissioned two new auto finishing lines in Oswego, New York that are in full production and are completing construction of a third auto finishing line increasing our regional capacity by up to 360,000 tons per year. That's seven times our current production capacity and an important milestone to remain the industry leader as North American automotive market demand is expected to increase twenty-fold in the next 10 years," said Marco Palmieri, senior vice president, Novelis and president, Novelis North America.

In addition to the Oswego expansion, the automotive finishing line in Changzhou, China, is on track to be in production in the next 90 days and will have a capacity of 120,000 tons. The company has also broken ground on a new automotive finishing line in Nachterstedt, Germany. When all of the new lines are commissioned by late 2015, Novelis' global automotive sheet capacity will reach about 900,000 tons per year, a three-fold increase from just a year ago.

ISRI updates scrap specifications circular

The Institute of Scrap Recycling Industries (ISRI) disclosed a new nonferrous specification published in the Scrap Specifications Circular 2014.

Approved by the ISRI nonferrous division and board of directors, the new specification states that, "Thorn-Aluminum Breakage shall consist of aluminum with miscellaneous contaminants like iron, dirt, plastic and other types of contaminants. Material can either be sold based on aluminum recovery or content as agreed upon by buyer and seller. It must also contain a minimum of 33 percent aluminum unless otherwise agreed upon by buyer and seller."

The Scrap Specifications Circular contains standard specifications that are intended to assist market participants in the buying and selling of their materials and products.

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METALS

Columbus Scrap awarded Scrap Company of the Year

The American Metal Market awards for steel excellence honor best-in-class companies in or in support of the steel industry. Columbus Scrap Material was selected as the winner in the small to medium Scrap Company of the Year category.

Columbus Scrap Material Inc. (CSM) is one of the fastest growing regional providers of ferrous and nonferrous metal recycling services with five facilities in Mississippi and Tennessee. Its customers are primarily industrial manufacturers ranging in size from Fortune 500 accounts to regional and local businesses, as well as daily peddler customers, while its consumers include multibillion-dollar foundries, and metal manufacturing facilities.

Columbus, Mississippi based CSM's model is built on providing value-added programs and services, including logistics management, materials sorting, cutting, baling, upgrading and sourcing of material. CSM markets and sells ferrous and nonferrous products directly to local foundries, steel mills, specialty mills and smelters.

Founded in 1956 by Henry Weiss, he was later joined by Gregg Rader in 1991 as vice president of operations. Rader became an owner in 1996 and currently is chief executive officer. CSM has a track record of retaining and growing its customers: It has retained 95 percent of its top 20 customers over the past five years while increasing its volume by 12 percent with those customers, during that same period.

CSM has built a business that is centered on best-in-class operating efficiency relative to its competitors. It has benchmarked itself against other major publicly traded companies and rank first overall as measured by sales per employee, tons per employee, ferrous price per ton, nonferrous price per ton, freight cost per ton (local logistics advantage) and inventory turns.

Sims Metal Management begins restructuring activities

Sims Metal Management Limited disclosed restructuring initiatives designed to reset and streamline the Sims Recycling Solutions (SRS) business as part of a group strategic review currently being undertaken.

The review has determined certain loss making assets to be outside of the strategic long-term interests of the company. These operations include a substantial portion of SRS in the UK and all of SRS in Canada. Legislation and market dynamics in the UK and Canada have resulted in these businesses being commercially unattractive to the company going forward. The company will redirect its capital and resources instead to other portions of the global businesses that are more attractive as it continues to develop its platform for SRS customer relationships worldwide.

The company's UK Metals operations, fridge recycling and IT asset management solutions are core and therefore not impacted by the restructuring activities. SRS operations outside of the UK and Canada are also core and therefore not impacted by the restructuring activities.

The company expects to recognize restructuring charges of circa \$80 to \$85 million of which the non-cash portion relates primarily to fixed asset impairment and is circa \$35 million. The restructuring charges will be recorded as significant items in the company's second half results of FY14.

In addition to the above impacts from restructuring activities, the company is currently engaged in its annual impairment measurement process, and expects to impair goodwill in regard to SRS in an amount ranging from \$20 to \$30 million.

These initiatives and charges are part of a broad review of the company's operations and strategy.

Scrap Monster presents new physical scrap exchange website

New technology, a growing industry, and a large audience demanding an online exchange platform dedicated to the scrap and recycling industry, without illegitimate traders, has been the reason for the introduction of a new online physical exchange, dedicated to the trading of recyclables and equipment.

Scrap Monster Inc. has been operating ScrapMonster.com for the past five years and with a growing membership and audience requesting to purchase or sell material in a secure environment, the solution was to develop a platform that is user-friendly and secure, where all members are fully verified for their legitimacy and good standing within the industry. The new exchange has been named Scrapex.com and was just launched after two years in development.

"With increasing fraud in online trading environments, companies are reluctant to trade with new found counterparts, which prevents growth. The goal with this new exchange is to eliminate this problem and offer companies a platform where all traders are fully verified and where there are no registration or monthly fees for

joining the exchange. Most of us are tired of paying \$50 to \$100 fees for different services every month," said ScrapMonster chief executive officer Paul Ploumis.

The exchange provides tools that allow verified trading members to post materials they are selling and/or their requirements instantly, with settings to accept bids or instant buys via purchase orders. Even though Scrapex is not an auc-

tion site, and focuses on direct purchases and negotiations, there are built-in tools for those interested in creating auctions for their listings.

The difference between Scrapex and previous physical trading platforms is that trading members have the advantage of trading only with fully verified companies.





Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$275.00	\$280.00	\$295.00	\$370.00	\$380.00
#1 Bundles	per gross ton	270.00	280.00	290.00	370.00	363.00
Plate and Structural	per gross ton	270.00	278.00	295.00	370.00	385.00
#1 & 2 Mixed Steel	per gross ton	268.00	285.00	295.00	330.00	345.00
Shredder Bundles (tin)	per gross ton	230.00	260.00	225.00	275.00	275.00
Crushed Auto Bodies	per gross ton	230.00	260.00	225.00	275.00	275.00
Steel Turnings	per gross ton	178.00	171.00	145.00	185.00	248.00
#1 Copper	per pound	2.83	2.84	2.98	2.97	2.98
#2 Copper	per pound	2.73	2.70	2.87	2.89	2.79
Aluminum Cans	per pound	.60	.68	.69	.70	.75
Auto Radiators	per pound	1.70	1.93	1.98	1.98	2.00
Aluminum Core Radiators	per pound	.70	.68	.73	.70	.66
Heater Cores	per pound	1.45	1.43	1.38	1.50	1.69
Stainless Steel	per pound	.70	.76	.79	.82	.80

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

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## AUTOMOTIVE

### Pull-A-Part to build used auto parts superstore in Pittsburgh

Pull-A-Part is planning to open its first Pennsylvania location in the Borough of West Mifflin in Pittsburgh. Atlanta-based Pull-A-Part has acquired a 72 acre site at 1451 Lebanon School Road, where it will build a retail facility and service areas related to the do-it-yourself used auto parts business. The new location also marks the company's expansion into the Northeast. When the new Pittsburgh used parts superstore opens, Pull-A-Part will operate a network of 29 DIY used auto parts superstores in 13 states.

The new Pull-A-Part retail location in West Mifflin, expected to be open for business by early 2015, is projected to create approximately 20 to 25 new jobs. The company currently is developing a site plan as part of the construction permit process.

At its new West Mifflin location, Pull-A-Part will have approximately 2,000 end-of-life, vehicles available to Pittsburgh area consumers who want to remove and buy high quality used auto parts while contributing to environmental sustainability.

## Salvaging Millions

by Ron Sturgeon  
Autosalvageconsultant.com

### Pay for performance – Getting the most from outside parts sales pros

**A continuing series of articles on increasing profits and cash flows.**

Many of the yards that hire me to help them become more profitable want to begin by working on increasing sales. That's not always the right way to go. Consider that it often takes months and requires the capital to buy more cars and pay for added marketing to give sales a boost.

Often, the right place to start is the expense side. For yards, a substantial expense is employee pay. Yards that pay hourly wages are far less productive than those on pay for performance in every category.

Pay for performance makes yards more profitable because employees complete more tasks that are the most profitable.

Once the extra money starts coming in, then you can start to buy more cars and get the used part inventory to drive higher sales.

You can get back to the level of profitability that you once enjoyed by making the move to pay for performance.

In previous installments in this series, I have talked about pay for performance for sales people, dismantlers, parts pullers, delivery drivers, and inventory people. This article will cover pay for performance for outside sales.

The first question: Should you have an outside sales force? Unless you have a very high percentage of wholesale sales, you shouldn't. In my decades in the business, I have never seen a highly effective outside sales force.

I'm not saying no one should have one. In some cases, an outside sales

force can help you penetrate a new service area and earn business from shops who are buying parts from another supplier. Calling on the shops may be the only way to get them to switch.

If you are going to have an outside sales force, how you compensate them is crucial. I suggest that you give them a list of accounts and pay them commission only on the increase in total dollar volume from their account list in aggregate.

If you pay on increases in individual accounts, you will be paying commissions for a normal ebb and flow of business because garages will order more parts some months than others based upon the repairs they are doing.

You should not offer a large base salary to an outside salesperson. I suggest a modest base and commission on the increase in business in aggregate. Do not just pay the salesperson a percentage of the total sales for the accounts because he can coast and still earn commissions on everything that is sold in his territory.

Make sure that your outside salespeople have the authority to fix issues and that you are accessible to get feedback about what issues they have in servicing accounts.

If labor is consuming more than 20 percent of total parts sales, your labor costs are too high. Switching to a pay-for-performance compensation plan is the fastest and most effective way to make your people more productive and your business more profitable.

Next month, I will discuss how to use pay for performance to milk the extended warranty cash cow.

### GM Renaissance Center now composts food scraps

General Motors' Global Headquarters, a multi-office tower complex that sends no waste to landfills, now composts food preparation scraps from its various Renaissance Center restaurant kitchens for use in urban farming initiatives throughout the city.

Local composting startup Detroit Dirt collects coffee grounds and fruit and vegetable pieces and mixes them with herbivore manure, some of which ends up in a rooftop garden at the complex.

According to GM global manager of Waste Reduction John Bradburn, "landfill-free" isn't a finish line. There are always ways – like composting – to improve a facility's environmental impact.

The composting initiative started with 280 seat Italian restaurant Andiamo Riverfront, which has generated 12,000 pounds of food scraps since April. The initiative expanded in July to include Joe Muer Seafood, Presto Gourmet Deli, Coach Insignia, Coffee Beanery and Potbelly Sandwich Works. Restaurants in

the building's main food court are expected to join the movement in the fall. Approximately 51,000 tons is expected to be collected by year's end.

"Our collection bin is on rollers, so our chefs can easily move it to our various prep stations," said Brad Schmidt, executive chef, Andiamo. "You don't realize how much waste you generate. We thought we'd fill one container a week, but we've been averaging two per day."

GM collaborated with CBRE, the building's property manager, to add 16 raised garden beds on the adjacent Beaubien parking garage rooftop. The beds – reused shipping crates from GM's Orion Assembly plant – will be tended by building staff. The compost will help filter pollutants, absorb water and provide essential nutrients for healthy herbs and vegetables.

Leftover food waste from diners is converted to energy at a facility a few blocks away, creating renewable energy that powers other Detroit businesses.

### Car-Part.com launches next generation marketplace

Car-Part.com has launched a new version of its Car-Part Pro Marketplace for repair industries.

EMS Pro, Car-Part.com's EMS-based integration with the three estimating systems, provides one-click access to Car-Part Pro's parts distribution network.

Online part ordering on Car-Part Pro is now available for repairers via the "Order Part" button, which provides one-click ordering from over 1,000 e-commerce-enabled part providers, a natural complement to Car-Part Pro's real-time delivery and part availability information.

Car-Part.com has also recently worked closely with OEConnection to integrate its services with Car-Part Pro.

This integration enhances the part choices available to repairers using Car-Part Pro by providing them with the ability to order parts from their favorite OEM dealerships while maintaining a streamlined workflow. Similarly, repairers using CollisionLink can maintain their workflow when pricing and sourcing recycled parts.

Car-Part Pro is now available in the palm of your hand. The Car-Part Pro mobile app simplifies locating and ordering parts for repairers and re-inspectors by using a VIN barcode scanner to identify the correct interchange part numbers. The Car-Part Pro native mobile app is compatible with Apple, Android, Amazon, and BlackBerry devices.

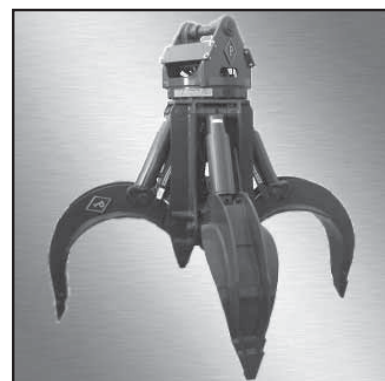
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*This article was provided by autosalvageconsultant.com, which was formed in 2001 by recyclers for recyclers, to help them improve their businesses.*



## INTERNATIONAL

## England set to miss recycling targets due to Government cuts, warns ECO Plastics

Jonathan Short, the founder of plastics recycling company ECO Plastics, who appeared in front of the House of Commons Environment, Food and Rural Affairs Select Committee inquiry, said that Government cuts have led to the Department for Environment, Food and Rural Affairs (DEFRA) to pull back from making urgently needed policy reforms, just at the point when they are needed the most.

England's progress towards the EU target of recycling 50 percent of household waste has slowed significantly, rising just 0.1 percent in the 12 months to June 2013 to reach 43.3 percent.

At the same time, figures from WRAP, the Government funded body set-up to reduce the amount of waste sent to landfill, show that only 19 percent of the 600 million tons of total products and materials entering the UK economy each year are recycled, creating a significant opportunity for higher recycling rates.

"At the end of last year, the Government announced it was no longer going to focus on reforming policy due to funding cuts, just at the point when the recycling sector needs it the most," said Jonathan Short, founder and deputy chairman of plastic bottle recycler ECO Plastics.

"That needs to change, if we are serious about hitting our recycling targets. We need fundamental changes to the regulatory system, a dedicated educational campaign for consumers and a mandate for manufacturers to use recycled products, if we are to maximize our recycling capability in the UK and establish a truly circular economy."

Short believes the Government should take action in three ways in order to drive successful change.

Firstly, he argues that the current system of incentives that encourage companies to recycle needs urgent reform. The Packaging Recycling Notes and Packaging Export Recycling Notes

system encourages the export of resource waste ahead of domestic recycling, placing UK reprocessing companies at a commercial disadvantage. As a result, diminished financial returns hinder much needed investment in reprocessing infrastructure. Furthermore, on-going uncertainty over crucial legislation, particularly export regulations, means that the finance community is highly unlikely to feel comfortable enough to provide the capital to fund further projects.

Secondly, Government needs to put recycling – and the creation of a sustainable, circular economy – at the center of economic policy. Growing the recycling sector to deliver a circular economy not only retains the economic value of resource waste in the UK – it also helps develop an economy that is self-sufficient and secure. However, departmental cuts have meant that the Government has pulled back on the recycling and waste resource policy agenda – just at the point when it needs to be doing more to create a sector that is sustainable economically as well as environmentally.

Finally, Short believes that the Government should do more to make it easier for households to recycle resource waste by using the controversial plastic bag tax to fund a nationwide public awareness campaign.

Short said, "The Government could finance a campaign using the VAT revenue collected by central Government as part of the Single-Use Plastic Bag Charge. The Government will collect almost £20m per year from the VAT element of the charge. Even a fraction of that revenue would be sufficient for an effective campaign which ECO Plastics estimates would encourage a further £50m of plastic bottles collected per year and deliver a savings in landfill tax alone of £20m a year."

## Novelis casts first ingot at facility

Novelis successfully cast the first production-sized ingot – almost 10 meters long – at its new aluminum recycling and casting center in Nachterstedt, Germany.

Located adjacent to the company's existing aluminum rolling mill, the new plant will produce up to 400,000 metric tons of aluminum sheet ingot from recycled material annually, and is projected to be the world's largest aluminum recycling center. The new center will support the company's drive to significantly expand its recycling activity in Europe. The center will process cans as well as numerous other forms of aluminum scrap from across continental Europe.

## INTERNATIONAL

## Jacksonville builds compressed natural gas station in Florida

Champion Brands, a Florida beer distributor, broke ground on its public-private CNG station with partner Trillium CNG. Champion CEO Earl Benton turned to natural gas to avoid frequent and costly fluctuations in the price of diesel: "If there is war in the Middle East or a hurricane, we will not be impacted as dramatically," said Benton.

Benton also likes the environmental benefits of the cleaner burning fuel. He previously installed new energy efficient LED lights in his warehouse and hopes to someday install solar panels on the roof.

Florida recently implemented legislation, sponsored by Representative Lake Ray and Senator Wilton Simpson and signed into law by Governor Rick Scott, to encourage public and private fleet investment in natural gas vehicles. The law offers grants administered by the Office of

Energy at the Florida Department of Agriculture. After public hearings, Agriculture Commissioner Adam Putnam released new regulations and successfully implemented the program statewide.

According to the Florida Natural Gas Association, the number of CNG stations in Florida has doubled as a result – from approximately 30 stations to 60 – as companies like Champion Brands received help in defraying the cost of new CNG powered vehicles.

The natural gas vehicle program does not subsidize CNG fueling stations. Those are constructed at the expense of each individual entity or entities. Nevertheless, in many cases, as with Champion Brands, the station will be available for public use. The public appears in favor of the program, with one survey finding 72 percent of Floridians supported it.

## EPA finalizes greenhouse gas permit

The U.S. Environmental Protection Agency (EPA) has issued a final greenhouse gas (GHG) Prevention of Significant Deterioration (PSD) construction permit to the Tenaska Roan's Prairie power plant in Grimes County, Texas. The company plans to construct three gas-fired turbines for power generation.

Once completed, the facility will provide up to 694 nominal gross megawatts of power to supplement the Texas power grid during peak demand.

The facility will consist of three simple-cycle, gas-fired turbines, as well as a diesel-fired emergency generator and a diesel-fired fire pump engine. The project is expected to bring \$607 million in economic development, 150 construction jobs and 10 full time positions.

EPA has finalized 46 GHG permits in Texas, proposed an additional 5 permits and currently has 14 additional GHG permit applications under review and permit development in Texas.

## WHAT NEEDS SHREDDING?



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BUSINESS BRIEFS

3S International names John Van Fossen president

■ Mt. Pleasant, Michigan based 3S International, an electronics processor, has named John Van Fossen president and chief operating officer.

As president and chief operating officer, Van Fossen will be responsible for overseeing the management and day-to-day operations of 3S International, along with driving the company's growth and expansion strategy. With one facility already open and operational in Tinley Park, Illinois, 3S is actively seeking a second Midwest location. The company plans to open 6 to 10 facilities in the next 3 years.

Van Fossen comes from a role as the director of government affairs at Barnes and Thornburg, where he represented 3S International as a client and helped guide the organization through the start-up process. Van Fossen's background also includes serving as the director of government affairs for Clark Hill PLC, serving local governments in several regions throughout Michigan, and a role as chief of staff for Congressman Peter Hoekstra.

IROCK Crushers adds to equipment dealer network

■ IROCK Crushers, a mobile screening and crushing equipment manufacturer, has added Construction & Industrial Equipment Corp., Lodi, New Jersey, to its dealer network in the Northeast region.

In addition to its headquarters in Lodi, Construction & Industrial Equipment has two other locations in the state, one in Ramsey and another in Ringwood.

Ajita Rajendra elected CEO of A. O. Smith Corp.

■ The Timken Company's board of directors has elected Ajita G. Rajendra a director of the company for a term that expires at its May 2015 annual meeting. The election brings The Timken Company board to 10 directors.

Rajendra serves as the chairman, president and chief executive officer of A. O. Smith Corp., a \$2.2 billion global water technology company based in Milwaukee. The company is one of the world's leading manufacturers of residential and commercial water heating and hydronic heating equipment.

Rajendra has held a wide range of finance, operations, marketing and executive management positions throughout his 35 year career and has broad experience serving on corporate boards. He currently serves on the board of Donaldson Company, Inc., a manufacturer of filtration products based in Minneapolis. He previously was a director of Industrial Distribution Group, Inc., from 2007 until its acquisition by Eiger Holdco, LLC in 2008.

Rajendra was named A. O. Smith president and chief executive officer in January 2013, and was elected chairman of the board in April 2014. He has served on the A. O. Smith board since 2011.

Prior to joining A. O. Smith in 2005, he previously served as senior vice president at Kennametal Inc., a manufacturer of cutting tools, from 1998 to 2004. He began his career in 1978 with Corning Incorporated of Corning, New York.

Arlington Plastics enters the biomass reduction market

■ Arlington Plastics Machinery, a seller of plastic processing equipment, is branching out to sell the Crushmaster line of equipment for the size reduction and processing of biomass.

Crushmaster features a German engineered line of granulators, shredders and briquetting presses for biomass.

Pellets are the most common product on the international biomass market. The global production of wood pellets has shown an exponential growth – from 2 million tons of wood pellets in 2001 to 4 million tons in 2006, to 9 million in 2008 and 16 million in 2010.

Sargents Equipment named new Terex dealer

■ Terex Construction Americas named Sargents Equipment and Repair Service as an authorized distributor of Terex Fuchs material handlers for central and northern Illinois, including the entire Chicago market area, and the eastern, southern and northern portions of Wisconsin.

Sargents Equipment now provides its scrap, recycling, portside and logging customers with sales and after-the-sale support for the broad Terex Fuchs equipment line.

Specializing in the recycling industry, Sargents Equipment provides customers with local support from two Illinois locations – its South Chicago Heights headquarters and Gilberts branch.

Bridgestone's leadership in South Carolina changes

■ Bridgestone Americas made two appointments to the leadership team at the company's manufacturing operations in Aiken County, South Carolina.

Bridgestone appointed Ron Brooks to serve as plant manager at the company's new off-road radial (ORR) tire plant, which is scheduled to begin production later this year. Brooks spent much of his distinguished career working for Bridgestone, and brings experience managing several manufacturing facilities, including the company's tire operations in Warren County, Tennessee; LaVergne, Tennessee, and Bloomington, Illinois.

Bridgestone also disclosed that Fran Jones accepted the position of plant manager at its passenger (PSR) and light truck (LTR) manufacturing facility in Aiken County. Jones, previously vice president, administrative services, at the Aiken ORR plant, succeeds John Stewart, who was recently appointed plant manager for the company's operations in Warren County, Tennessee.

In April 2013, Bridgestone completed a two-phase expansion at its PSR/LTR operations in Aiken County, increasing the plant's footprint to 2.42 million sq.ft. and resulting in a rated production capacity of 37,350 tires per day, or 13.4 million tires annually.

*The first rule of holes: If you are in one, stop digging.*

National association hires new director of safety

■ National Waste & Recycling Association (NW&RA) president and chief executive officer Sharon H. Kneiss welcomed John Haudenshield, NW&RA's new director of safety. Haudenshield will work with industry stakeholders to address industry safety issues and to expand the association's safety program.

Haudenshield brings extensive corporate safety experience to NW&RA, having begun his career as a safety professional in waste and recycling industry operations and environmental, health and safety (EOSH) compliance. During 14 years of progressive experience leading EOSH compliance and management systems, he also held senior level safety and risk management positions for Diageo, Coca-Cola Bottling Company, Unique Industries and Cycle Systems. While with Coca-Cola Bottling Company and Diageo, John was able to further corporate safety initiatives within automated, high-speed manufacturing sites, as well as across a direct store delivery sales region.

Haudenshield has extensive experience with DOT Compliance, Driver Safety, Incident Management and Safety & Environmental Management Systems (OHSAS 18001 and ISO 14001).

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## BUSINESS BRIEFS

### Riddell joins MetalX in management role

■ MetalX LLC disclosed that industry veteran David Riddell has joined the company's management team, effective immediately. As a senior marketing executive, Riddell will be focused primarily on nonferrous commercial and marketing activities in support of the company's growing nonferrous business.

Riddell's background includes extensive experience in the aluminum and white metals sector, having been involved in scrap purchasing, brokerage, and commercial management roles for companies in secondary smelting, sheet mill operations, and international metal trading.

Riddell joins MetalX at a time when the company is expanding the scope of its nonferrous business to incorporate wire chopping, metal extraction technologies, and the production of customized melt products with its more traditional nonferrous scrap processing capabilities. The company began development of a state-of-the-art nonferrous facility in Auburn, Indiana, earlier this year.

### MBA Polymers appoints Crowley as new CFO

■ MBA Polymers has appointed Barry Crowley as chief financial officer. Crowley moved from Edwards Group where he has been group financial controller.

Before joining Edwards, Crowley had a 13 year career with GlaxoSmithKline as director, business development (UK Financial Services), corporate accounting manager and accounting development.

### ACS Group hires new vice president of marketing

■ ACS Group, a manufacturer of auxiliary equipment for the plastics industry, has hired Paul Grekowicz as vice president of marketing and product development to support the company's ongoing commitment to enhancing its product lines to meet customer's expanding needs through the AEC, Cumberland and Sterling brands.

In this new role, Grekowicz will focus on enhancing new product development processes and revitalizing marketing efforts to drive increased demand for the company's products.

Grekowicz brings more than 15 years of experience in process improvement and product management. After beginning his career at GE Power Systems and taking on roles of increasing responsibility in marketing and operations, he has led significant efforts at leading global companies.

### Spurgeon chosen as Eriez's product manager

■ Ray Spurgeon has assumed the role of product manager-metal detection at Eriez. Spurgeon will now oversee and handle metal detection inquiries, OEM and major account growth, orders, product development and improvements, marketing, training and sales forecasts as well as other functions.

Since joining Eriez in 1995, Spurgeon has served in various capacities within the company. In his most recent role, he assisted with the successful 2013 release of Eriez' new Xtreme® Metal Detector and was responsible for the development of new OEMs for this line.

### Nucor's executive vice president Grass to retire

■ Nucor Corporation's executive vice president of raw materials and chief executive officer of The David J. Joseph Company (DJJ), plans to retire effective September 12, 2014.

Grass joined DJJ in 1978. He began his career as a brokerage representative and then as district manager of several DJJ trading offices. He was appointed vice president of trading in 1992. From 1996 to 1998, Mr. Grass served as president of DJJ's International Division. He headed the Metals Recycling Division during 1999 and served as president of DJJ from 2000 until December 2012. Mr. Grass has served as CEO of DJJ since 2000 and was appointed executive vice president of Nucor Corporation when DJJ became part of Nucor in 2008.

Upon the retirement of Grass, Joe Stratman, who began his Nucor career in 1989 and has served as executive vice president since 2007, will assume responsibilities for the raw materials group, which, in addition to DJJ, includes Nucor's natural gas investments and logistics.

### MASABA adds Bob Brewer as regional sales manager

■ Masaba expanded its sales force with the addition of industry veteran, Bob Brewer, as the western region sales manager.

In his new role, Brewer will be responsible for sales activities and managing customer relationships in the western U.S.

### E-Pellets buys Georgia mill for wood pellet production

■ E-Pellets, LLC has acquired the formerly shuttered Louisiana Pacific OSB mill in Athens, Georgia. The company plans to convert the mill into a wood pellet production facility, producing approximately 450,000 metric tons annually. The wood pellets will be exported to the European Union to be used as an alternative to coal as fuel in power plants.

E-Pellets has a long-term port agreement with Georgia Kaolin Terminal, Inc., which provides E-Pellets sufficient port capacity to export up to 1.35 million metric tons per year of wood pellets through the port facility in Savannah, Georgia. E-Pellets previously purchased another underperforming production facility in Nahunta, Georgia and is expanding the production volume. All of the wood pellets are contracted to be sent to European power producers.

Newly appointed chief executive officer Doug Albrecht leads a seasoned management team. Albrecht is the owner and operator of a major pulp, paper and forestry products company in South America. He is supported on the ground by Chief Operating officer Ken Ciarletta, logistic manager Mark Newhart, development by Ben Easterlin and general administration by Keith Hulbert.

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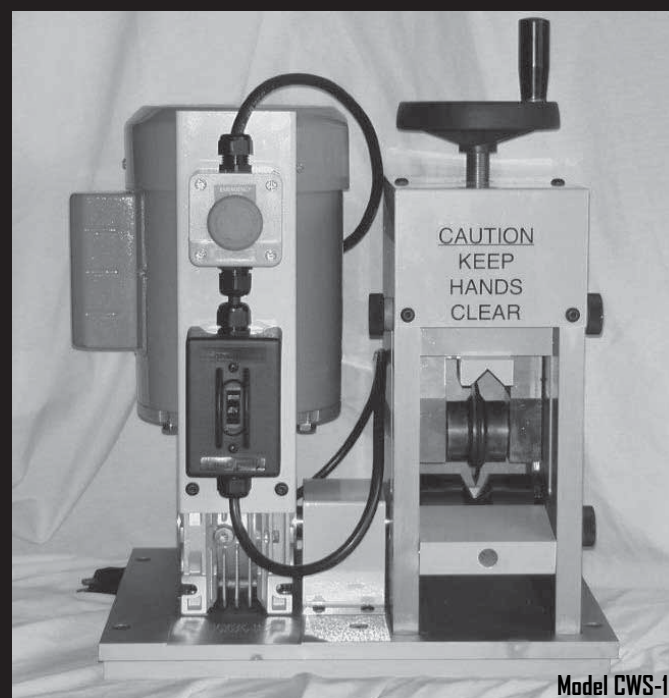
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## BUSINESS BRIEFS

### Timken declares 369th consecutive dividend

■ The Timken Company board of directors declared a quarterly cash dividend of \$.25 per share. The dividend is payable on September 3, 2014, to shareholders of record as of August 19, 2014.

This marks the 369th consecutive quarterly dividend paid on the common shares of the company since The Timken Company joined the New York Stock Exchange in 1922, one of the longest-running dividend records among NYSE-listed companies.

### Mauro Montanaro hired as general manager of APAC

■ eRecyclingCorps (eRC) has hired Mauro Montanaro as managing director of APAC (Asia Pacific). Montanaro's telecommunications experience in the Asia Pacific market will help guide eRC as the company continues to grow its global operations.

Montanaro began his career at Nokia and rose to vice president of sales, multimedia and customer and market operations for South East Asia Pacific, where he managed a 44 member distributor network and 70,000 retailer points of sales networks across 14 countries. Montanaro later became chief executive officer and president of Fox Mobile Group. Montanaro held leadership positions at Microsoft and Newkia prior to joining eRC.

Montanaro earned his law degree with honors from the Università di Bologna, Italy and completed his MBA at the Helsinki School of Economics & Manchester Business School.

### Bandit Industries sign letter of intent to recapitalize

■ Huron Capital Partners and Bandit Industries have entered into a letter of intent to recapitalize Bandit as a private company, and to provide resources and capital to reinforce Bandit's continued record growth while accelerating the company's global growth strategy. Jerry Morey will continue to run the business as president and chief executive officer. Upon closing, a chief executive officer succession plan will be initiated to recruit and train a top caliber executive to lead the business into its next phase of growth. Mike Morey Sr. and Dianne Morey will remain with the company in consulting roles. Bandit will be co-owned by Jerry Morey, Mike Morey, Dianne Morey and Huron Capital. The investment is expected to close in early fall 2014.

Bandit Industries will remain at its current 280,000 sq.ft. headquarters between Remus and Mount Pleasant, Michigan. All existing operations, including the workforce, management teams, distribution and dealer network will remain in place.

### Director resigns post on Guanwei recycling board

■ Guanwei Recycling Corp., a clean tech manufacturer of recycled low density polyethylene in China, disclosed that Howard S. Barth, CPA CA, has stepped down from the Guanwei board of directors.

Barth said his departure was for personal reasons.

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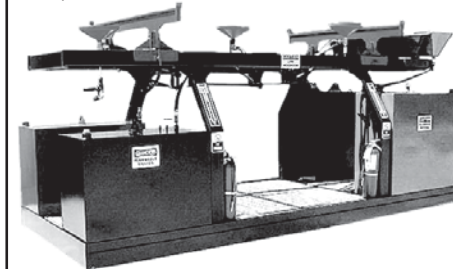
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## Model bill hints at future of battery recycling

by MARK HENRICKS

mhenricks@americanrecycler.com

Major battery makers and recycling groups have come together to craft a model for legislation that would require recycling of nearly all consumer batteries, and could greatly reshape battery recycling in the U.S. During a June meeting in Connecticut, a group including Panasonic, Energizer and Duracell drafted a model bill that would cover collection and recycling of used household single-use batteries, like those used in flashlights, as well as rechargeable batteries like those used in cellular phones.

The bill will require all battery producers in a state to come up with a plan to achieve a 10 percent collection rate within 2 years, and a 20 percent collection rate after 5 years. Plans must include a network of retail collection sites where consumers can drop off up to 100 batteries at a time. It also requires that dropped off batteries, "to the extent economically and technically feasible," be recycled. Producers will pay collecting and processing costs. The bill is expected to be introduced in selected state legislatures in 2015, starting with Connecticut.

"What we're looking for is a standardized approach to the handling, collection and processing of batteries," said Carl Smith, chief executive officer and president of Call2Recycle. Call2Recycle is a not-for-profit company set up by the rechargeable battery industry to facilitate recycling. They, along with PRBA – The Rechargeable Battery Association, another



A model bill drafted by major battery makers and recycling groups seeks to standardize the approach to the handling, collection and processing of single use and rechargeable consumer batteries. Currently, the majority of such batteries are simply landfilled.

PHOTO BY HROEPHOTO | DREAMSTIME

er industry group – played a key role in drafting the legislation. Bills based on the model generally won't discriminate between different types of batteries, such as alkaline and nickel metal-hydride, but will only classify batteries by weight. "[The bill] just said if it's under this amount of weight, we take it," Smith said.

The move came about after Vermont earlier this year enacted the nation's first bill covering recycling of single-use batteries. Recycling of many rechargeable batteries, including nickel-cadmium and lead-acid, is required by law in order to keep the hazardous metals they contain out of landfills. Call2Recycle has since

1996 collected 85 million lbs. of rechargeable batteries and cellphones through more than 34,000 collection sites in the U.S. and Canada.

Recycling of single-use batteries has been limited, however. In part, that's because single-use batteries are not seen

See BATTERY BILL, Page 7

## EPA and other agencies discuss sustainable electronics

Leaders from the White House Council on Environmental Quality, U.S. Environmental Protection Agency (EPA), General Services Administration, and U.S. Postal Service, along with electronics industry stakeholders, held a meeting last August to discuss progress on the National Strategy on Electronics Stewardship and participation in the U.S. Postal Service

(USPS) BlueEarth® Federal Recycling Program.

Following president Obama's 2010 call for a taskforce on electronics stewardship, Federal agencies, in collaboration with other country's governments, academia and the electronics industry, started a collaborative effort to establish a sustainable electronics stewardship strategy. Involved federal agencies have achieved

many of the goals set out in the 2011 National Strategy for Electronics Stewardship. These accomplishments are outlined in Moving Sustainable Electronics Forward: An Update to the National Strategy for Electronics Stewardship.

The U.S. Postal Service BlueEarth Federal Recycling Program is available to participating federal agencies and their employees to send used electronics

through the mail to a certified electronics recycler at no cost to the agencies. In 2013, approximately 973,000 federal employees and contractors were eligible to participate in the USPS BlueEarth Federal Recycling Program. With the recent participation of additional agencies, the program may now reach a potential of more than 1.7 million eligible federal employees and contractors.

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## A Letter from the Editor

Readers,

When I was little, my mother always used to tell me, "Two wrongs don't make a right." That's how I feel about the events that recently took place in Ferguson, Missouri.

You may have heard that there was a bit of unrest in Ferguson last month. If you haven't heard, on Saturday, August 9, a Ferguson police officer shot and killed 18 year old Michael Brown. On August 10, police revealed that Brown had been unarmed at the time he was killed, but alleged that Brown had assaulted the officer and attempted to take his firearm prior to the shooting. Other witnesses related a different version of events, and said that Brown's hands were up in surrender when he was shot. Later that night, a vigil in Brown's honor turned violent, with protestors looting and burning buildings. Unrest and allegations of systemic racism have fomented since.

What followed the shooting was wrong heaped upon wrong. Violent protests, and looting and burning the buildings of innocent storeowners was wrong, and a terrible way to draw sympathy for the protestors' cause. The failure of the authorities to release information about the shooting, especially in light of the already heightened tensions, probably didn't help either.

And perhaps most troubling was the presence of heavily armed police who brought dangerous less-than-lethal munitions – things like pepperballs, LRADs, tear gas and rubber bullets – to bear against protestors, violent and peaceful alike. The authorities exhibited other misbehaviors, such as detaining journalists from various mainstream media outlets.

All of this was precipitated by a shooting that may or may not prove to have been justified. I find it odd that so many are so quick to condemn the actions of a six-year veteran of the force with no prior disciplinary history, and assert with surety the innocence of the deceased, who had moments before committed a violent robbery.

For now, the only positive aspect of this incident is that it has caused people to take notice of the heavy militarization of our local police forces. The midnight no-knock drug raids for baggies of pot weren't enough to raise the public's ire, but apparently, the suppression of rioters got us there. Go figure.

It'll be interesting to watch events unfold in the coming months. Until next month,



Dave Fournier  
Focus Section Editor  
david@americanrecycler.com

## Sims awards Unisys for e-waste recycling

Sims Recycling Solutions presented an environmental award to Unisys to acknowledge their environmental efforts during the 2013 calendar year. During this time, Unisys recycled more than 1.1 million pounds of electronic waste, which is equivalent to conserving approximately 140,801 gallons of gasoline, removing 282 cars from the road or planting 32,665 trees.

Unisys is committed to complying with governmental legislative and regulatory requirements for providing environmentally sound recovery, recycling and disposal of customer end-of-life Unisys name-branded electrical and electronic equipment. All IT related items including laptops, monitors, hard drives, servers and telephones are recycled using Sims Recycling Solutions as their primary service provider.

Unisys' commitment of significant corporate resources to guarantee respon-



Through Sims, Unisys has recycled more than 1.1 million pounds of e-waste.

PHOTO COURTESY OF SIMS RECYCLING SOLUTIONS

sible recycling and e-waste disposition creates jobs, conserves natural resources and reduces carbon emissions.

## Johnson Controls reports higher revenues, operational improvements in 2014 Q3

For the third quarter of fiscal 2014, Johnson Controls, Inc., a global multi-industrial company, reported net income from continuing operations of \$238 million, or \$0.35 per share, on \$10.8 billion in revenues. Third quarter diluted earnings per share from continuing operations and excluding restructuring and non-recurring items was \$0.84, up 17 percent versus \$0.72 last year. As a result of the previously announced sale of its automotive electronics business, the company has classified electronics results as discontinued operations and prior year financial statements have been revised accordingly.

Excluding restructuring and non-recurring items in the third quarter, continuing operations highlights include:

- Net revenues of \$10.8 billion versus \$10.5 billion in Q3 2013, up 3 percent;

- Income from business segment operations of \$794 million compared with \$690 million a year ago, up 15 percent; and,

- Diluted earnings per share of \$0.84 versus \$0.72 in the same quarter last year, up 17 percent.

Non-recurring items that impacted reported third quarter earnings from continuing operations include:

**2014 third quarter** (primarily related to business portfolio changes)

- Pre-tax restructuring charges of \$162 million primarily related to the Automotive Interiors business (\$151 million after-tax); and,

- Pre-tax losses from divested businesses and other transaction-related costs of \$140 million (\$174 million after-tax).

**2013 third quarter**

- \$140 million in non-recurring tax benefits; and,

- Pre-tax restructuring charges of \$143 million (\$104 million after-tax).

Power Solutions sales in the fiscal third quarter of 2014 were \$1.5 billion, up 6 percent versus the 2013 quarter. Excluding the impact of lead, sales increased eight percent. Global unit shipments increased 5 percent, with global produc-

tion of AGM batteries for start-stop vehicles increasing 17 percent compared with the prior year. Power Solutions segment income was \$193 million, up 43 percent, versus \$135 million in the third quarter of 2013 due to improved product mix, higher volumes and operational efficiencies.

Johnson Controls said that in the 2014 third quarter, it was awarded new original equipment battery business in China for both traditional and AGM lead-acid batteries. Production is expected to launch in 2016. It also won new aftermarket business in the United States, Europe and Japan, totaling approximately 3 million units annually, with some of the incremental production to start later in the calendar year.

For the fourth quarter of 2014, the company provided earnings guidance from continuing operations of \$1.00 to \$1.02 per share, up approximately 11 percent versus the 2013 fourth quarter, excluding any transaction-related costs. The company also reaffirmed its full fiscal year guidance for free cash flow of \$1.6 billion and segment margin improvements in all three of its businesses. The updated guidance assumes that underlying earnings from the recently announced Air Distribution Technologies acquisition are not material in the fourth quarter.

## ISRI lauds permitting recyclers to unlock used cell phones for reuse

The Institute of Scrap Recycling Industries (ISRI) praised the passage of the Unlocking Consumer Choice and Wireless Competition Act that reinstates the exemption for recyclers and refurbishers to bulk unlock used cell phones for refurbishment and resale.

Previously, electronics manufacturers and telecommunication carriers wielded the power of copyright to control access to information necessary to unlock, refurbish and resell used technological devices, such as cell phones and tablets.

Last October, the ISRI board of directors approved a cellphone unlocking policy that called for allowing consumers, including recyclers and refurbishers, the right to lawfully unlock technological devices. By allowing bulk unlocking, recyclers and refurbishers are able to put valuable and working devices back into the domestic and global marketplace where there is a strong demand. This Act is consistent with ISRI's policy.

### A&R EQUIPMENT SPOTLIGHT

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

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

#### UPCOMING TOPICS

10/14	Auto Balers
11/14	Truck Scales
12/14	Metal Shredders
01/15	MRF Technology

American Recycler is not responsible for non-inclusion of manufacturers and their equipment. Manufacturers are to contact American Recycler to ensure their company is listed in the Equipment Spotlight.



# 3S International opens e-recycling facility in Illinois

Mt. Pleasant, Michigan based 3S International has opened its first end-of-life electronics processing facility in Tinley Park, Illinois.

The 8,000 sq.ft. 3S facility houses the only Blubox unit in the country. Blubox is a proprietary technology that can reduce electronics into recyclable fragments and safely extract rare earth elements, including mercury – at a rate of 2,200 lbs. per hour, and 15 million lbs. of electronics each year. 3S is the only company in the United States with the rights to the technology.

“Each year in the U.S., millions of tons of electronics are thrown away, and up to 80 percent of the electronics given to recyclers end up either being re-sold, shipped overseas or sent to a landfill,” Gina Yob, vice president of sales and marketing for 3S International, said. “This practice seriously and adversely affects communities and the environment, and also poses security risks to the data that electronic equipment contains. Our process shreds the electronics into their component materials. We do not landfill or resell.”

3S is already collecting and receiving end-of-life electronics throughout Illinois, Michigan and Indiana. The company boasts a 150 mile trade area and notes that one Blubox unit has the



3S estimates that just one of the Blubox units used in their facilities is capable of meeting the electronics recycling needs of 6 million people each year. The latest unit was installed in 3S's new Tinley Park, Illinois location.

PHOTO COURTESY OF 3S INTERNATIONAL

capability of meeting the e-recycling needs of 6 million people annually.

Individuals wishing to drop off their end-of-life electronics can do so at any

Land of Lincoln Goodwill Store. 3S regularly picks up from those locations. With the first facility fully operational, 3S is already seeking its next location.

The company's goal is to open between 6 and 10 facilities in the U.S. in the next 3 years.

## Flexible electronics market may reach \$13.23 billion

According to a new market research report the flexible electronics market is expected to reach \$13.23 billion by 2020.

The development of flexible electronics has spanned the past few years, ranging from the development of flexible solar cell arrays to flexible OLED electronics on plastic substrates. The rapid development of this field has been spurred by consistent technological development in large-area electronics, thereby developing the areas like flat-panel electronics, medical image sensors and electronic paper. Many factors contribute to the rise of flexible electronics – they are more rugged, lightweight, portable, and less costly with respect to production as compared to rigid substrate electronics.

Basic electronic structure is composed of a substrate, back plane electronics, a front plane, and encapsulation. To make the structure flexible, all the components must bend up to some degree without losing their function. Two basic approaches have been adopted to make flexible electronics – that is, transfer and bonding of completed circuits to a flexible substrate and fabrication of the circuits directly on the flexible substrate.

*An 8 year old was sitting on a swing, eating jelly beans in a playground in South Philly. A man walked by and said, “Hey kid, you shouldn’t eat candy. It’s not good for you.” The kid looked up and said, “You know my grandfather lived to be 95?”*

*“Yeah, and? He ate a lot of candy?”*

*The kid smiled and said, “No. But he knew how to mind his own business.”*

The report segments the flexible electronics market on the basis of the different types of components, circuit structures, applications and geographies. Further, it contains revenue forecast and analyzes the trends in the market. The geographical analysis contains

*Flexible electronics are typically more rugged, lightweight and portable than their rigid counterparts.*

the in-depth classification of Americas, Europe and APAC, which contains the major countries covering the market. Further, the Middle-East and Africa have been classified under the RoW region. Each of these geographies has been further split by the major countries existing in this market. The sec-

tions and the sub-segments in the report would contain the drivers, restraints, opportunities and current market trends; and the technologies expected to revolutionize the flexible electronics domain.

Flexible electronics market report covers all the aspects of flexible or bendable electronics in terms of structure, target applications, components used and geographic analysis. Flexible electronics market has been segmented based on applications, component and geography. It covers flexible electronics, flexible batteries, memories, sensors and photovoltaic. It also covers consumer electronics, automotive, healthcare, defense and aerospace, and energy and power sector.

The key revenue pocket for the industry will be the consumer electronics market. This is mainly because of

the use of technologies in smart phones, televisions, wearable devices and other consumer electronics products. The major players in this segment are Samsung Electronics Co. Ltd. (South Korea), LG Corporation (South Korea), SONY Corporation (Japan) and Apple Inc. (U.S.).

The global flexible electronics market is expected to reach \$13.23 billion by 2020, at an estimated compound annual growth rate (CAGR) of 21.73 percent. The emerging consumer electronics market is expected to grow at a CAGR of 44.30 percent. North America is the biggest flexible electronics market, followed by Europe and APAC.

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# EQUIPMENT SPOTLIGHT

## Separation Systems

by MARY M. COX

maryc@americanrecycler.com

As the electronics market expands exponentially, more and more efforts are made to prevent discarded electronics from ending up in landfills. Culling those items from the main waste stream can be a daunting task, but equipment designed to facilitate that process is available.

"Anyone who has worked with e-waste understands the inherent difficulties in metering this waste stream. Typically this material is reduced in size in a shredder and gets transferred into a storage hopper prior to metals recovery. Getting the e-waste out of the hopper becomes the challenge. Electronic waste entangles intensely inside the

ery of metals through our e-waste processing system," Reeves concluded.

Hamos is a leader in the area of electrostatic separation technology. Hariolf Jung, managing director, stated, "Black plastic is in many pieces of technical equipment – such as telephones and laptops. This makes production and storage easier – but makes recycling more difficult. This plastic material is not detectable with conventional separation processes, but we've developed a process which sorts black plastic from other materials. When recycling electrical and electronic equipment, large amounts of high grade engineering plastics such as ABS, PS, etc. are involved. Approximately 50 to 70 percent of those items are black plastic."

Jung further explained, "Various processes are commonly used to sort colored plastics. Mixtures of plastics from domestic refuse are mostly separated into single fractions in sorting plants, mostly with the aid of fully automatic sorting equipment. The camera systems utilized are near infrared technology. The system detects and evaluates the near infrared spectrum reflected by the plastics. Black plastics do not reflect the radiation, however, so no spectrum can be recognized – and black plastics then, cannot be sorted this way."

Cody Gonzales is a sales associate at Hustler Conveyor Company. The firm designs, manufactures and provides complete solutions for sorting and separating recyclables. "We provide a wide variety of heavy duty separation equipment that includes eddy current separators, trommel screens, magnets and sensor sorters. Our eddy current separators are available in eccentric or concentric models depending on



Hamos, GmbH

the application. Our separators provide comprehensive performance with high grade rare earth magnets, adjustable belt speed, splitter chute and access doors for cleaning and are useful to our customers who must process electronics for recycling.

"Our trommel screens are designed to size and classify materials such as nonferrous and ferrous scrap. Each unit can be sized according to specific applications and requirements. There are many challenges in our industry such as increasing the purity of the product, and making systems safer. By engineering our separating equipment to have the flexibility to adjust and accommodate each customer's material mix, our equipment provides a more pure end product. Safety is always a top priority and Hustler Conveyor Company meets or exceeds all OSHA safety standards," he concluded.

MSS offers optical sorting equipment for the recycling and waste management industry. The company recently introduced three new sensor-based technologies for electronic scrap appli-

See SPOTLIGHT, Page 5



Hustler Conveyor Company

### Manufacturer List

#### A&A Magnetics Inc.

Chris Klute  
888-605-6054  
www.aamag.com

#### Andritz Ltd. (MeWa)

Gisele Jobin  
514-631-7700  
www.andritz.com/mewa

#### Eldan Recycling A/S

Flemming Hansen  
45 63 61 25 45  
www.eldan-recycling.com

#### General Kinematics

Dick Reeves  
815-444-3519  
www.generalkinematics.com

#### Green Machine Sales

John Green  
877-448-4443  
www.greenmachinesales.com

#### Hamos, GmbH

Hariolf Jung  
49 8856 9261-0  
www.hamos.com

#### Hustler Conveyor Company

Cody Gonzales  
636-441-8600  
www.hustler-conveyor.com

#### Magnetic Products Inc.

Kyle Rhodes  
800-544-5930  
www.mpimagnet.com

#### MSS, Inc.

Felix Hottenstein  
615-781-2669  
www.magsep.com

#### MTB

Scott Edwards  
716-930-7511  
www.mtb-recycling.fr

#### Sherbrooke OEM, Ltd.

Jeremie Bourgeois  
819-563-7374  
www.sherbrooke-oem.com

#### SiCon GmbH

Heiner Guschall  
49 2733 811 7617  
www.sicontechnology.com

#### SGM Magnetics Corporation

Robert Melenick  
866-693-4815  
www.sgmmagnetics.com

#### Steinert US

Colleen Hines  
800-595-4014  
www.steinertglobal.com

#### Walker Magnetics

Kristian Knights  
800-962-4638  
www.walkermagnet.com



General Kinematics

hopper, the angular pieces do not convey uniformly – they interlock – and wires link together forming large clumps, making the entire process difficult to accomplish effectively," stated Dick Reeves, resource recovery industry manager, General Kinematics (GK).

These inherent difficulties inspired engineers at GK to design equipment with unique vibratory techniques for use in e-waste streams. "Lab results show that GK vibratory feeders break up clumps and single out pieces to provide a metered feed. The amount of energy that is transmitted into the e-waste via GK technology eliminates hang ups and rat holes in the hopper. Also, GK vibratory feeders evenly spread out the material for an enhanced transition to the metals recovery device. The result is maximum recovery

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## EU States to use TCO Certification when making IT purchases

Earlier this year the EU Parliament adopted a new public procurement directive. The directive makes it easier for purchasing contracts – including those for information technology (IT) products – to include requirements for social and environmental responsibility from electronics manufacturers. Member countries have until 2016 to implement the new directive.

The EU Parliament has signaled that social and environmental factors are now a priority in public purchasing. The use of relevant labels and certifications, such as TCO Certified, is encouraged, along with verification of product compliance. Buyers can now more easily take a sustainable, life cycle approach to the purchase of computers, smartphones and other electronics.

Gabriella Blomgren, marketing director at TCO Development, stated, “[This directive] provides needed support for EU buyers wanting to make sustainable choices, with the help of labels and certifications.”

Public purchasing in the EU is valued at 2000 billion Euros annually – approximately 20 percent of GDP. With the new directive, the public sector is now poised to make a significant contribution to sustainable development.

IT products such as notebook computers, tablets and smartphones are linked to several sustainability challenges, including environmental hazards and poor working conditions in electronics manufacturing facilities.

Blomgren concluded, “It’s important that buyers make their demands known to industry. When brands see there is a demand for sustainably, responsibly designed and made products, change for the better is more likely. TCO Certified offers manufacturers a way of making products that meet these new buyer demands and offers buyers a way of choosing the best products from a lifecycle cost perspective.”

## Spotlight

■Continued from Page 4

cations. The L-VIS™ utilizes a high-resolution color camera technology and is designed for color and shape sorting applications to extract high-value commodities (printed circuit boards, copper, etc.).

“It provides excellent separation accuracy (up to 98 percent) and is available with a proprietary shape identification software algorithm specifically designed for sorting different types of wires. Even the smallest particles can be accurately identified and sorted. A corresponding high-resolution air jet array provides the fastest, most accurate ejection possible,” said Felix Hottenstein, sales director. The Cirrus™ features a new high-resolution near-infrared sensor array providing accurate sorting of different engineering plastic resins such as ABS, HIPS, PC, PC-ABS, etc.

Hottenstein stated, “Like all other MSS technologies, the Cirrus accurately sorts targeted commodities using advanced identification algorithms and corresponding precise high-pressure air jets. Our Metalsort™ product is based on induction sensor coils and the all-metal detector for ferrous, nonferrous



MSS, Inc.

and stainless steel can be integrated into a processing line as a stand-alone module or as an upgrade to the L-VIS or Cirrus. All three new sensor technologies allow MSS to be on the forefront of general industry trends such as sorting of smaller particles.”

The exact sensor configuration is tailored to each specific processing application and a user-friendly touch-screen user interface allows the operator to change sort recipes on the fly with the touch of a button. All of MSS’ units are offered in various sizes between 32” and 96”.

MSS, a division of the CP Group, offers equipment for single-commodity facilities processing plastics, paper, glass, e-scrap, metals, beverage cartons, etc. or commingled recyclables and mixed waste plants for single-stream, dual-stream, MSW, RDF, C&I, C&D, etc. The CP Group designs and manufactures material recovery facilities and recycling equipment for single stream recycling, construction and demolition waste, commercial and industrial waste, waste to energy, municipal solid waste, electronic waste and more.

*The stewardess on my flight asked me what snack I would like. I told her, “The plain chips would be fine.” She replied, “They are all plane chips, sir.”*

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# A Closer Look

by Donna Currie

## SGT's Recycling

Jim Smith • 906-280-6225

Jim Smith, founder and owner of SGT's Recycling was in the army going through training when he had an accident that changed the course of his life. While doing a parachute jump from a helicopter, he landed successfully, but then someone landed on top of him, severing a nerve to his legs.

At first, he thought he might lose his legs, but fortunately doctors were able to save them. However, the accident ended his army career. Because of his medical discharge from the army, he began receiving his military pension. "It doesn't seem like I earned it," Smith said, "but I can take care of the vets when they get home."

That was his thought, which took focus when he was watching the television show *Dirty Jobs*. He started thinking about all the products that were going to landfills that could be reclaimed.

His first trial was when he found someone who wanted to get rid of six mattresses. He and his brother picked them up, took them apart, and found ways to use or recycle all of the materials.

With those ideas in mind, he founded SGT's Recycling and began hiring vets who needed jobs. "Some of them were homeless," Smith said. Now he has 22 employees in a 100,000 sq.ft. facility who dismantle, sort and re-purpose the discarded items that come in. "It's not manufacturing," he said, "it's de-manufacturing."

In the first 6 month of business, they processed 500 tons of material, and out of all of that, only about a ton of it was actual waste. "In my next system, I want to take everything that landfills are taking," Smith said. "Nobody will be out of a job, we're just going to stop burying it."

Smith said that it wasn't long after the business opened its doors that furniture stores started calling, looking for ways to recycle used or damaged products, and that included mattresses. Smith decided to make good use of the foam and stuffing materials and began designing safety barrier bales for race tracks.

He said that before he was in the service, he sometimes raced, and he hit the walls a few times, "and they're hard." The tracks were using hay bales as barriers, which were better than concrete – but the bales Smith was designing were even softer. They're also completely sealed, so they don't absorb water, and they can be painted with sponsors' names for events. Smith said they're also a good replacement for highway barriers – typically 55-gallon drums filled with water. "But they freeze in the winter," he said. Smith is thinking about starting a Kickstarter campaign to fund the equipment necessary to make the bales. "The phones are ringing now for safe barrier walls," he said.

The company takes in just about anything and everything, except, "I haven't gotten into light bulbs," Smith said. Besides mattresses and furniture, they take in appliances, electronics, televisions and all sorts of household goods. The oddest thing was a human head, previously used in a classroom. Now it has a new home in a medical school in Texas.

Smith is always thinking of new ways to use old materials. He's working on turning plastic into oil without heating it. "We're trying to keep the air clean," he said. He built a generator that uses landfill gasses. "We have a fab shop in our building," he said. "I don't see a problem; I want to fix it," Smith said.

Smith said they don't charge anyone for taking the materials. "To get the good things that we can re-sell, you have to take everything," he said. "From A to Z, we do it all."

While Smith is passionate about keeping materials out of landfills – and he even goes to landfills to pick up appliances for recycling – he's most proud of the fact that he's given jobs to local vets, and he's seen their lives improved. When the business was founded three years ago, some of the new employees were homeless, but now none of them are.

Some of the employees see their jobs as permanent careers, while others use it as a stepping stone to other jobs, or a first place to land after leaving the service. Some of them suffer from disabilities that would make it harder for them to find work in an environment that isn't as aware of vet's concerns. "I have psychiatrists on hand because some of them have PTSD," Smith said.

"Some people don't understand the things that go through our guys heads with PTSD," Smith said, so it's great for them to work next to other vets who do understand. But he also has hired "civilians" to work side-by-side with the vets, because "we want the vets to get used to civilian life."

He has adapted the work environment to accommodate his workers' physical limitations, making it easier for them to do their jobs, and has hired a cook "so these guys get one good meal."

After three years in business, Smith still hasn't taken a paycheck. He said that if the business becomes very profitable, he will pay himself. But for now, it's not his priority. "I want it to make a difference," he said. "I'm going to make it work. This is a company that can just keep giving. The bigger it gets, the more people we can help."

## Staples Advantage partners with ERI for e-recycling service

Staples Advantage, the business to business division of Staples, has launched a technology recycling service, making it easy for businesses to recycle old electronics. The first of its kind in the industry, the program, offered in partnership with Electronic Recyclers International, Inc. (ERI) allows businesses of all sizes to recycle large volumes of electronics conveniently, responsibly and in a secure manner.

Many electronic devices become unwanted, non-working or obsolete within a few years of use, compounding the global volume of e-waste, which is expected to more than double by 2016 – reaching 93.5 million tons compared to 41.5 million tons in 2011 – according to the Environmental Protection Agency.

Staples Advantage's new program allows businesses to recycle equipment – from cell phones and keyboards to telecom equipment and multi-function devices – via three simple steps:

1. Order recycling boxes online at [www.StaplesAdvantage.com](http://www.StaplesAdvantage.com).
2. Fill boxes with electronics and ship back to Staples using a provided return label.
3. Receive a Certificate of Recycling from Staples that their electronics have been properly recycled and data safely

removed. The certificate is accredited by the e-Stewards Initiative, a project of the Basel Action Network, which is a non-profit organization dedicated to the responsible recycling of e-waste.

Benefits include:

- Guaranteed data destruction by ERI.
- Environmental compliance and certifications.
- Responsible recycling of all types of electronic equipment.
- Compliance with state e-waste programs by ERI.
- Certificate of recycling.

"Staples Advantage is filling a void desperately needed in our industry – a way for companies to easily and securely recycle the mass amounts of e-waste being created annually," said John Shegerian, chairman and chief executive officer of ERI.

Staples Advantage will also integrate this offering into its future managed print services contracts, providing a seamless way for companies to recycle devices no longer needed after a consolidation effort.

The cost for this service will range from \$15 to \$500 depending on the size of the box ordered, with options ranging from a 9" x 5" x 3" box to full pallets. Customized solutions are also available.

## Maryland company certified to remove data from hard drives

"The days of smashing hard drives with a hammer are gone," said Arleen Chafitz, chief executive officer of e-End, a Frederick, Maryland based firm specializing in secure data destruction and electronics recycling. "Companies are beginning to understand that they have to rely on more than just a staff member saying they've destroyed sensitive data."

Improperly sanitized hard drives or unsecured hard drives create the potential for massive amounts of personal information, e-mails and other sensitive information to be stolen by data thieves.

Unfortunately, numerous federal agencies and companies of all sizes have been learning that improper erasure or attempted destruction of data using poor techniques raises the risk of breaches that can result in hefty fines and other serious consequences.

To assure clients the data on their electronic media has been destroyed and cannot be recovered, e-End has been awarded the NAID AAA Certification from the National Association for Information Destruction.

"Considering how often the phrase 'data breach' now appears in the news, businesses and organizations are rethinking how they're securing the information they've been entrusted with," added Chafitz. "The re-certification of our NAID AAA Certification tells our customers we will destroy the data on their hard drives, cell phones and other electronic media, and the data will be 100 percent unrecoverable by any means."

The NAID Certification Program was developed to create standards for a secure destruction process. Areas of focus include facility security, employee hiring and screening, and extensive training on the proper procedures for data destruction. All employees are required to pass a background check and drug screening before being hired, with random screenings throughout the year. NAID AAA Certified organizations are audited yearly, and subject to unannounced audits, by accredited security professionals to ensure compliance.

## Donation helps bridge digital divide

Bojan Paduh, founder and president of the Electronic Recycling Association (ERA), said that ERA has donated 50 computers to United Way Toronto.

The donated computers will be used to support vital programs and services at eight community agencies across Toronto. Programs include mentorship and skills development for young children, support for single parents and assistance to newcomers.

As a not-for-profit organization with deep community roots, it is the ERA's "reuse" focus and donation activities that set the organization apart from others in this sector. ERA believes that "reuse" wherever possible is the most ecological approach to this growing stream, and an excellent way to compel real community good will at the same time.



# My Battery Recyclers to help New Yorkers recycle

To help New Yorkers responsibly dispose of batteries and electronic waste, and ensure compliance with new laws in effect, My Battery Recyclers (MYBRS) has formally launched in Brooklyn. Recycling with a conscience, MYBRS makes it easy to dispose of everything from smartphones to computers, watch batteries and single use alkaline batteries. New Yorkers can call for a pickup, mail batteries in or drop e-waste off themselves. The process is easy, responsible and environmentally friendly.

Ari Kesler, chief executive officer of MYBRS said, "To some it seems like a minor detail, but recycling batteries and electronic waste will make an impact on future generations. We support U.S. based processors only, we give payouts for certain valued battery types and e-waste products in bulk and offer the marketplace recycled material for use in new products."

MYBRS provides a myriad of closed loop products and services for all battery types and electronic waste.

Providing a pick-up service called On-Site Green Glove, MYBRS offers convenience and compliance. They also offer a mail back program for single use and rechargeable batteries both nationally and locally. MYBRS offers data destruction as well as IT asset recovery to encourage the reuse of IT equipment. Bulk battery purchasing, recycling programs and drop off services are also available. Abiding by their zero landfill policy, the waste management company uses green collection containers for varied electronics recycling.

My Battery Recyclers is an environmental waste management company that serves the New York tri-state region. The e-waste facility is fully insured and registered with the New York State Department of Environmental Conservation. In the effort to reduce carbon emissions from day to day transport operations the company utilizes electric cars for small pickups and hybrid box trucks for larger needs.

## Battery bill

■Continued from Page 1

as similarly hazardous. It's also because the manufacturing and distribution system for small household single-used batteries is not well-suited to broad recycling efforts.

The lead contained in lead-acid batteries used in automobiles is almost 100 percent recycled, noted David Weinberg, an attorney for Call2Recycle, PRBA and The Battery Council International, which includes makers of lead-acid batteries like those used in autos and other transportation applications. Weinberg said model lead-acid battery recycling legislation supported by BCI and passed over the last 25 years was instrumental in promoting that level of recycling.

However, recycling of lead-acid transportation batteries is easier thanks to the fact that they are sold by a fairly limited network of automotive dealers and, for the most part, manufactured in North America, he said. That makes it relatively simple to manage the recycling system compared to the many different types of places people buy household batteries, from convenience stores to computer retailers. "Any stewardship system has to reflect the product distribution system," Weinberg said. "What works for lead batteries is not readily transferable to consumer batteries."

A central feature of the lead-acid recycling system is the deposit or core fee charged to a consumer who buys a new automobile battery without returning a used battery for recycling. Weinberg said it is not likely that similar fees will be imposed for household batteries. "I don't know that it wouldn't work," he

said. "But it's not a politically attractive mechanism." None of the parties in the battery manufacturing and recycling industry is promoting that approach, he said.

Another factor complicating household battery recycling is that the steel and other contents of small household batteries is not as valuable as the lead in lead-acid car batteries. As a result, recyclers generally will have to be paid to take them, instead of making a profit by selling the recycled contents.

In Europe, many of these obstacles have been overcome, and recycling rates for both single-use and rechargeable batteries are much higher than in the United States. Smith said recycling rates in some European countries are up to 65 percent. And by 2016, the European Union will require member states to recycle 45 percent of all types of batteries, he said.

Over the next decade or so, Smith sees American battery recycling coming to resemble the more-active European industry. However, household battery recycling probably won't ever equal the recycling rate of lead in auto batteries, Weinberg said.

In addition to the Vermont bill covering single-use battery recycling, legislation based on the model bill covering single-use and rechargeable battery recycling is expected to be approved in Connecticut next year. California is also said to be considering a comparable bill.

Rayovac, the only one of the four top battery makers that did not participate in drafting the model bill, has decided to back broad battery recycling in the United States, according to an environmental group that has been lobbying the company. Currently Rayovac's website advises U.S. consumers to place

# Data Vista awarded R2 and ISO recycling certifications

Data Vista disclosed that it has obtained Responsible Recycling (R2) certification. R2:2013 is the most current recycling standard, comprised of a set of processes recognized by the Environmental Protection Agency (EPA) as a means to promote and ensure environmentally responsible practices for electronics recyclers. Concurrent with the R2 certification, Data Vista was also approved for ISO 14001 and OHSAS 18001 certifications. Collectively, the certifications address environmental, worker health, safety and security issues.

The EPA encourages all electronics recyclers to become certified by demonstrating to an accredited, independent third-party auditor that they meet specific standards to safely recycle and manage electronics. Responsible electronics recycling provides these benefits:

- Reducing environmental and human health impacts from improper recycling;

- Increasing access to quality reusable and refurbished equipment to those in need; and,

- Reducing energy use and other environmental impacts associated with mining and processing of virgin materials – conserving our limited natural resources.

These programs advance best management practices and offer a way to assess the environmental, worker health and security practices of entities managing used electronics. The certifications utilize strong environmental standards to maximize reuse and recycling to safeguard human and environment health, institute no landfill practices, ensure downstream safe management of materials, and require secure destruction of data on used electronics. Once certified, the R2:2013 certified recycler is held to the particular standard by continual oversight by the independent accredited certifying body. A certification accreditation board accredits certifying bodies and oversees certifying bodies to ensure that they meet specific responsibilities and are competent to audit and provide certification.

used single-use batteries in the trash, although it has supported recycling in Europe.

While the forces appear to be lining up to encourage more battery recycling, the industry needs more players when it comes to collecting, sorting and processing used batteries. "We'd love to see more entrants into the North American market," Smith said. "It's been a relatively sparse marketplace."

The first test of the legislation will come in Connecticut next year, when the model bill will be put up for passage with the help of a supportive state environmental agency. After that, Smith said they'll move to other jurisdictions, but probably not before 2016. "Ultimately we expect and want other states to adopt similar legislation," he said. "We just don't know that we want to take on more than one state in 2015."

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