



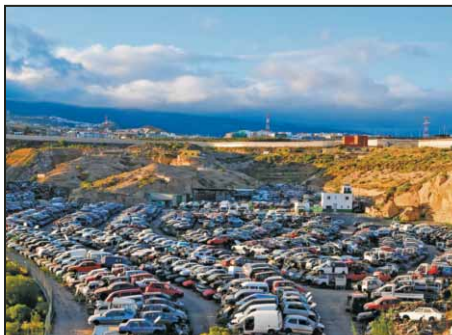
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FOCUS: Automotive

Tariffs a 'triple whammy' against auto recyclers



WHAT'S INSIDE

- CP Group builds refinery. Page A5
- Recycling contamination intervention necessary to save recycling in U.S. Page A7
- North Star Steel set to expand Delta, Ohio mill. Page A13
- Auto Windscreens recycles 9 whales worth of auto glass. Page B5
- Axion launches collaborative service for end-of-life batteries. Page B7

Events Calendar.....	4
Scrap Metals MarketWatch.....	13
Salvaging Millions.....	14
Classified Advertisements.....	18
Equipment Spotlight.....	B4
New Product Showcase.....	B6

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Growth potential: sheet metal market

by MAURA KELLER

mkeller@americanrecycler.com

It should come as no surprise that the growth of the sheet metal market can be both cyclical and regional depending on consumer market conditions, raw materials pricing, export/import conditions and project financing.

According to Tim Moore, senior underwriter at Atradius, the industry is seeing a potential boom for recyclers of scrap products. Atradius is a trade credit insurer that closely monitors the economic health of countries and individual businesses all around the world.

As Moore explained, many companies have depended on shipping scrap overseas, where typically it can be processed less expensively due to labor costs, then shipped back to the U.S. in an end product. However, the recent tariff increases on imported metal products from overseas is causing the U.S. end users of the product to source recycled product through U.S. companies.

"We see this as primarily due to pricing with a U.S. recycler, in spite of potential higher labor and processing costs, to still be cheaper than purchasing the same product at a 25 percent premium from overseas," Moore said. "A potential problem, but still a good one to have, is the ability of U.S. recyclers to meet the increase in demand for U.S. recycled product since the number of plants and locations available for this process may not be sufficient to meet the needs of purchasers of recycled products."

The sheet metal market has evolved considerably during the last decade. Ryan Lutz, senior project manager at Great American Group explained that over the past decade, applications for sheet metal, namely steel, aluminum and even stainless steel have grown considerably. Great American Group is a provider of asset appraisal, valuation advisory and disposition services. The firm assists companies, lenders, capital providers, private equity investors and professional service firms in maximizing the value of their assets. This includes such things as light weighting initiatives from the automotive and aerospace sectors resulting in increased R&D for lightweight but high strength steels, or increased adoption of aluminum as a viable automotive material, or the new/varying aluminum and stainless super alloys being produced for the aero sector to just the simple expansion of consumer tastes for stainless steel appliances. "Auto is probably the most publicly noticed sector of this advancement in materials," Lutz said.

In fact, based on a study conducted by Ducker Worldwide, projections show that in the 10 year period from 2015 to



Currently the sheet metal market is strong – whether it is in construction, auto, or aerospace – there is good demand around sheet metal products. PHOTO BY NEACSU RAZVAN CHIRNOAGA | DREAMSTIME

2025 traditional steel sheet will go from representing around 40 percent of the average vehicles weight down to 28 percent with much of that weight being reduced via the application of aluminum or advanced high strength steels.

"Sheet metal has so many applications, particularly in industrial manufacturing, that as the economy goes the sheet metal market goes," Lutz said. "The growth in the U.S. after the recession – for the past 10 years – has driven the growth in the consumption and demand of the sheet metal market."

As Lutz further explained, looking at the U.S. purchasing managers' index, it's been over 50 percent for more than the last 9 years running. This means there has been expansion in the economy for nine consecutive years, which has driven the demand and consumption of sheet metals.

Overall, the improvement in the economy means that metals as a whole are being consumed and the demand to produce them has increased. "Raw materials such as scrap metal have seen a significant demand increase over the past 10 years. We also need to keep in mind that 10 years ago we were just entering the recession with 2008 and 2009 demand falling off the cliff," Lutz said.

Of course, the growth in sheet metals may result in decreased scrap metal yields when looking at car recycling. As

more auto components consist of more electronics and composite materials, the metal yield will be decreased when they are put through the shredder.

"Additionally, it may mean recyclers, in the not so distant future, will have to make capital investments in more robust and efficient separator systems that will be able to handle the increased nonferrous content of vehicles and capitalize on the high dollar nonferrous content," Lutz said.

Growing Segments

Founder and chief executive officer of IndustryStar Solutions, William Crane, said that demand for metal stampings, especially larger tonnage pieces, are at an all-time high. "There is currently limited capacity among stamping companies, globally, and stretched supply bases have left Tier I, II and III metal suppliers with strained supply chains that pose unique challenges to profitable expansion in a growing market," Crane said.

There are a number of micro and macro trends that influence metal stamping suppliers' current and future supply chain operations, but customer-buying habits are currently demanding more flexibility.

For instance, Crane said that vehicle platform components will continue to be designed utilizing lighter weight, nonfer-

See SHEET METAL, Page 4

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NWRA accepts applications for scholarships

The National Waste and Recycling Association (NWRA) Women's Council will award \$35,000 in scholarships for 2019-2020 academic year, as a result of donations from NWRA member companies in 2018. Since 2007, \$190,000 has been awarded to 43 students.

Women's Council Scholarships are offered to NWRA member company employees and their dependents who wish to use their education for a career in the waste and recycling industry. Eligible candidates may be male or female, new or returning/continuing students, and may be attending a college or university or a trade or community college, full-time or part-time. Scholarship awards will be scaled in proportion to course load.

"At a time when we are trying to attract more workers to our industry including young men and women, the work of the Women's Council and its scholarships are important resources," said NWRA president and chief executive officer, Darrell Smith.

"The Women's Council Board and members continue their efforts to give back to NWRA and the industry," said Carmen Smothers, Environmental Solutions Group and 2018 Women's Council president.

For a direct link to the online application for eligible candidates, view this article on www.AmericanRecycler.com.

Trade organizations join together in major campaign against tariffs

Over 80 of the nation's leading trade associations representing thousands of businesses and workers announced the formation of Americans for Free Trade, a multi-industry coalition aimed at opposing tariffs and highlighting the benefits of international trade to the U.S. economy. This new coalition will immediately join Farmers for Free Trade, the coalition backed by the nation's largest agriculture commodity groups, in a multi-million dollar national campaign called Tariffs Hurt the Heartland. The campaign will focus on telling the stories of the American businesses, farmers, workers and families harmed by tariffs through town-hall style events, grassroots outreach to Congress and the administration, social media, rapid response and digital advertising.

The campaign includes a geographically searchable map (TariffsHurt.com) that allows users to find stories of job losses, deferred investments, higher prices and other negative consequences for farmers and businesses in communities across the country impacted by tariffs.

"Every sector of the U.S. economy stands to lose in a trade war," National Retail Federation president and chief executive officer Matthew Shay said. "The stakes couldn't be higher for American families, businesses, farmers and workers threatened by job losses and higher prices as a result of tit-for-tat tar-

iffs. That's why a diverse coalition of industries is banding together to amplify the voices of hardworking Americans and ensure Washington understands the real world consequences of a trade war. We are here to stand up for communities across the country, large and small, that are counting on the administration to develop a real strategy, get back to the negotiating table and ease trade tensions."

"The administration's 'tariffs-only' trade strategy is failing with China," Information Technology Industry Council president and chief executive officer Dean Garfield said. "Tariffs have had little impact on the Chinese, but are already harming American consumers, workers and communities. By making it more expensive to sell American products at home and abroad, the administration is eroding this country's leadership across major industries. This broad coalition is banding together to speak for all of those affected and will work earnestly to ensure that this irresponsible trade war ends before more economic harm is inflicted."

"The continuous use of tariffs erodes market access for U.S. manufacturers and threatens millions of good-paying jobs – including the 1.3 million equipment manufacturing jobs our industry supports," Association of Equipment Manufacturers (AEM) president Dennis Slater said. "This broad coalition represents a significant cross-section of our nation's economy and

speaks volumes to the sort of negative impact these misguided tariffs are making. By joining together we hope to send a message to Washington that we need trade not taxes."

The campaign will highlight the heartland's opposition to current and new tariffs through:

- Events in congressional districts across the country that bring together farmers, business owners and factory workers to discuss how tariffs are directly hurting them;

- Paid TV, radio and online advertisements highlighting how tariffs are affecting families, farmers, factory workers and businesses of all sizes;

- A digital media campaign explaining the economic harm of tariffs to a wide online audience; and

- Direct outreach to key members of Congress on behalf of grassroots voices from across the nation.

The campaign kicked off with events in Chicago, Nashville, Pennsylvania and Ohio during September. Additional events will take place in October in key communities throughout the heartland.

Tariffs Hurt the Heartland is the largest bipartisan campaign solely focused on amplifying the diverse and powerful voices of the families, farmers, factory workers, manufacturers, retailers, energy and technology companies, importers, exporters and other supply-chain stakeholders hurt by tariffs.



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Sheet metal

Continued from Page 1

rous metals to address fuel economy, safety, and environmental issues.

“Innovative process capabilities to stamp difficult-to-form materials such as high strength steels and aluminum alloys will be a price to pay for both suppliers and their supply bases,” said Crane.

As he further explained, the economy is currently firing on all cylinders, which is creating an environment where suppliers are essentially able to sell everything they can produce.

“However, more and more foreword thinking manufacturers are rolling out ‘closed loop’ or ‘cradle to cradle’ supply chains where metal is recycled – used in the manufacturing of products – and then recycled and repeated,” Crane said.

Ford and Alcoa’s aluminum closed-loop system is a leading example of where more and more manufacturers will transition.

“This transition will be buyer driven and costly for early adopters, but it will be fueled by risk, cost and sustainability,” Crane said. “Those manufacturers that make the leap to cradle-to-cradle supply chains will stand to create sustainable competitive advantages in the years ahead.”

Sights Unseen

Currently the sheet metal market is strong – whether in construction, auto, or aerospace – there is good demand for sheet metal products. Lutz stressed that the future may lie in further R&D around making materials lighter and stronger and also substituting tradi-

tional materials such as sheet metal for composites.

“Additionally, the tariff situation has increased domestic demand for steels and thus boosted demand for recycled materials to service the U.S.’s mills,” Lutz said. “Another area to watch will be the further adoption of automation and robotics in sheet steel processing as this, in theory, will increase the yield use at the manufacturing location and result in declining industrial grade sheet scrap.

“Looking further down the line, less industrial scrap will need to be replenished,” Lutz said.

“Unfortunately, the U.S. is so immense that what happens in, say, the Northeast, may not be happening in the Southwest,” Moore said. “Building trends, home buyer trends and consumer product trends tend to differ across the country due to demographic differences in population and working environment. This can be affected by higher interest rates on such items as housing, auto and commercial CAPEX projects. Instead of buying new homes, cars or building new production facilities, trends show that people and companies will remodel rather than buy. In these cases, the need for sheet metal in large quantities will lessen and so will recycle opportunities.”

Moore said it is imperative that any sheet metal recycler or manufacturer pay attention not just to overall national trends, but focus on finding the areas where demographics are solid and additional business can be obtained. As Moore explained, “The big picture isn’t always the best picture as gems can be found in the most unlikely spots.”

Market Trends

Great American Group just released its quarterly Metals Monitor, which provides pricing and market value trends in both ferrous and non-ferrous metals. The report offers commentary on trends to reflect significant developments in the metals markets, including how Section 232 steel and aluminum tariffs, the in-flux nature of country exemptions and project exclusions from these tariffs, and the resulting trade wars have added a measure of uncertainty to the market.

According to the report, China, the chief consumer of base metals, reduced its consumption of most metals in the first quarter, except copper consumption, which increased 6.1 percent. However, an impending slowdown in Chinese construction could temper copper demand. In addition, a trade war with the U.S. could negatively impact Chinese demand for base metals.

Two minor metals, lithium and cobalt, are starting to grow in popularity given their value in battery production for electric vehicles (EV). As the EV market expands, lithium and cobalt may become more important players in the metals market.

Carbon Steel: *Some market participants believe more price increases could be in store, as supplies are expected to tighten further in the third quarter, although the fourth quarter remains a question mark.*

Aluminum: *While analysts forecast a global aluminum deficit of approximately 771,400 tons in 2018, this figure is likely to be reduced given the volatile trade environment and softer demand. LME pricing forecasts for the third quarter have been revised downward from an average of \$1.03 per pound to \$0.95 per pound.*

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Events Calendar

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Association of Energy Engineers 41st World Energy Engineering Congress 2018. Charlotte Convention Center, Charlotte, North Carolina.
770-447-5083 | www.energycongress.com

October 24th-25th

Canadian Waste & Recycling Expo. Enercare Centre, Toronto, Ontario, Canada.
416-263-3000 | www.messefrankfurt.ca

October 28th-30th

WV Educational Conference on Litter Control & Solid Waste Mgmt. Stonewall Resort, Roanoke, West Virginia.
304-573-5194 | www.awvswa.com

October 30th-31st

Northeast Recycling Council (NERC) Fall Conference. Sheraton Hartford South Hotel, Rocky Hill, Connecticut.
802-254-3636 | www.nerc.org

November 1st-3rd

Automotive Recyclers Association (ARA) Annual Convention and Expo. Walt Disney World Dolphin Resort, Lake Buena Vista, Florida.
571-208-0428 | www.araexpo.org

November 7th-8th

The Tire and Rubber Association of Canada - Rubber Recycling Symposium. Sheraton on the Falls Hotel, Niagara Falls, Ontario Canada.
519-249-0366 | www.tracanada.ca

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CP Group builds refinery



CP Group broke ground on the installation of the advanced material recovery facility (MRF) that will be the front end system for Fiberight's waste processing and refining facility. This site will feature Fiberight's first full scale operation of its biofuels and biogas processing systems.

The 144,000 sq.ft. Hampden, Maine facility will feature the latest technologies from CP Group to recover recyclable commodities and prepare residual waste for further processing on-site.

The recovery system features a CP Trommel Screen with bag opening knives, a steel disc CP OCCScreen™, the new non-wrapping CP Auger Screen™ used to size material in place of a traditional scalping screen, two CPScreens for 2D/3D separation, the abrasion-resistant CP Glass Breaker to remove glass and fines, and 4 optical sorters. Two MSS CIRRUS® PlasticMax™ optical sorters will recover PET and HDPE, one MSS CIRRUS FiberMax™ optical sorter will sort and clean fiber, and one MSS CIRRUS will be used as a scavenger optical sorter to recover any remaining commodities.

"The system is a blend of traditional and new equipment to provide Fiberight with flexibility for changing markets with extremely low-maintenance and durable machines," stated Terry Schneider, president and chief executive officer.

Fiberight's proprietary anaerobic digestion and biogas technology is the first commercial process to convert organic wastes to biofuel and refined bioproducts. Residual waste at the facility will be processed by Fiberight's technology, upgrading the MSW residue into industrial bio-energy products.

Fiberight anticipates landfill diversion of up to 80 percent. By designing the plant to be adaptable based on future market trends, this state-of-the-art facility will be well suited to handle changing market conditions, particularly because it is capable of upgrading mixed paper to pulp-based products.

CP's installation of the material recovery facility will take just over three months, with a forecasted system startup date in Q4 2018.



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Recycle Across America launches largest recycling campaign in U.S. history

Recycle Across America® (RAA) has launched the celebrity-led “Let’s recycle right!” (“Let’s®”) Campaign, which is the largest recycling education campaign in U.S. history. Many of the TV/billboard/print/social media ads feature simple tips for proper recycling and introduces the society-wide standardized labeling solution for recycling bins, which makes it possible for people everywhere to recycle right.

The “Let’s” Campaign features a cross-section of recognizable influencers and celebrities who have donated their time, likeness and influence to help recycling. The ads include: actress Kristen Bell, 2018 Olympic gold medal snowboarder Red Gerard, seven time Grammy Award winning

musician Alanis Morissette, Emmy Award-winning comedian/commentator Bill Maher, Kathy Loftus global sustainability executive for Whole Foods Market, chief executive officers, NFL players, and political officials, including U.S. Mayor Dyer of Orlando, Lt Governor McKee and secretary of State Gorbear from Rhode Island. Famed photographer Timothy White and award-winning filmmaker Candida Brady have donated their talents, as well.

RAA launched the campaign in response to the U.S. recycling crisis. In the state of California alone, 1,000 recycling centers and processing plants have recently shut down, and stories are frequently published about col-

lected recyclables being sent to landfills due to contamination. The chronic confusion at the bin has led people to throw millions of tons of garbage in recycling bins, and that contamination cripples the economics of recycling. China, which used to purchase a third of U.S. recycling, enacted the Green Fence Policy in 2013 warning the U.S. to clean up the recyclables. Without seeing improvements with the contamination levels, in January 2018 China announced the Green Sword Policy banning the purchase of most U.S. recyclables due to the contamination.

The public confusion and apathy about recycling, stems from a lack of national education about proper recycling and a lack of standardized labels on recycling bins, carts and dumpsters. Therefore, in addition to creating the most extensive recycling campaign in U.S. history, nonprofit RAA created the only standardized labels for society-wide use on recycling bins to make it easy for the public to begin recycling right wherever they might be. To date, there are nearly nine-million standardized labels displayed on bins throughout the U.S. that have proven to double or triple recycling levels and significantly reduce or eliminate contamination. In turn, the standardized labels help reduce the cost of processing recyclables and allow many manufacturers to have access to high-quality recycled commodities at competitive prices, thereby preventing the depletion of finite natural resources.

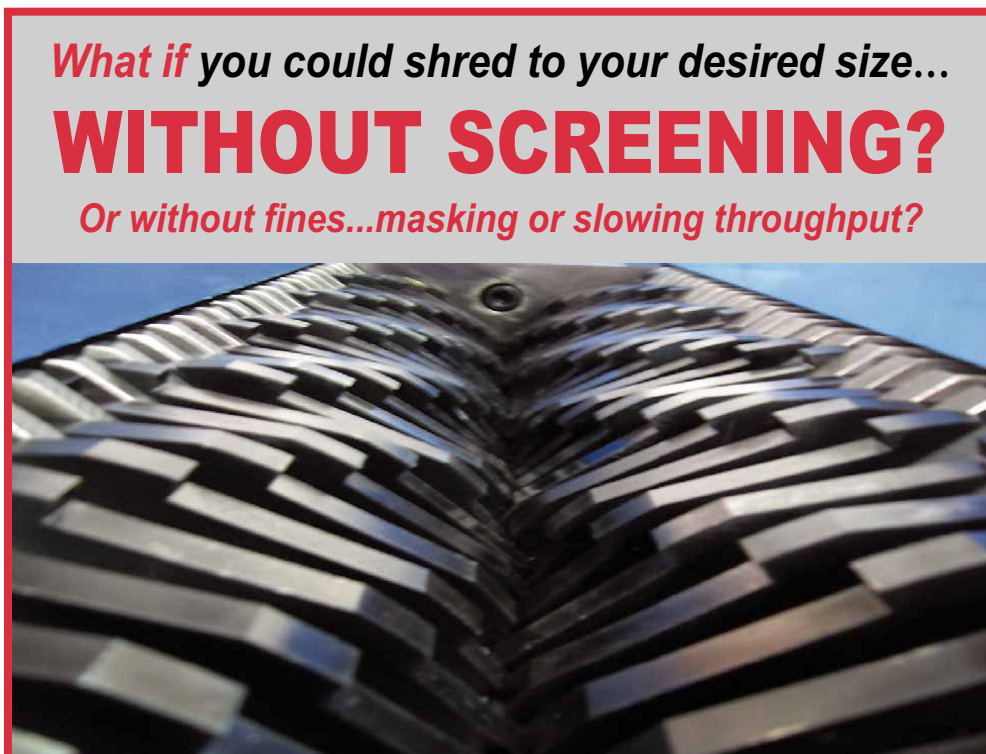
Keep America Beautiful kicks off eighth annual Recycle-Bowl

Keep America Beautiful, a community improvement nonprofit organization, launched the eighth annual Recycle-Bowl youth recycling competition. Registration for this incentive-based recycling competition is open to all public and private schools in the U.S.

Recycle-Bowl engages and educates students to reduce, reuse, re-purpose and recycle through a fun and friendly four-week competition, which begins on October 15 and culminates on America Recycles Day, November 15. Students from kindergarten through 12th grade get the opportunity to make a positive impact in their respective communities, while collaborating with their peers. Champions are crowned in five categories: school division, community division, district division, waste reduction and food scrap collection.

Last year more than 1,000 elementary, middle and high schools in 42 states around the country participated in this fun and exciting race to collect the most recyclable material and learn about waste reduction and environmental responsibility through in-school recycling. An impressive 2 million pounds of material were collected for recycling by the more than 550,000 participating students, teachers and administrators.

During the four week program, participating schools track and report how much recyclable material they collect.



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NY DEC offers grants to aid food donation and recycling

New York State Department of Environmental Conservation (DEC) Commissioner Basil Seggos announced \$2 million in grant funding for food pantries and other emergency food relief organizations of wholesome food to New Yorkers in need and to municipalities as part of a comprehensive effort to reduce food waste and increase food waste recycling. The application for grants is now available on the Grants Gateway.

Commissioner Seggos said, "New York continues to make great strides in increasing the amount of fresh food available to those in need and in reducing the amount of food waste that ends up in our landfills. These efforts emphasize our commitment to the citizens of the state and the environment that we live in. The grants announced today will also further bolster Governor Cuomo's efforts to reduce the greenhouse gas emissions contributing to climate change."

Not-for-profit emergency food relief organizations are eligible to receive funding to increase the availability of wholesome food to those in need, including the purchase of equipment such as refrigerators for fruits and vegetables and staff expenses that result in increased collection and distribution of food. Municipalities are eligible for funds to promote the reduction of wasted food, increase food donation efforts, and for increased food scraps recycling through the construction of composting facilities or other means.

An estimated 40 percent of the food produced in the U.S. goes uneaten while about 2.5 million New Yorkers are

currently food insecure. In addition to wasting natural resources, including water and nutrients, to produce food that will never be consumed, much of this organic waste is disposed of in solid waste landfills where its decomposition accounts for more than 15 percent of U.S. emissions of methane, a potent greenhouse gas that contributes to climate change.

Grant funding totaling \$800,000 is being made available for emergency food relief organizations, and \$1.2 million is being made available for municipalities through the NYS Grants Gateway website. The deadline to apply is February 1, 2019, for food rescue organizations, and March 1, 2019, for municipalities.

New York continues to place a high priority on reducing wasted food, donating excess food to food insecure people and recycling food scraps through composting or anaerobic digestion and this announcement complements the State's ongoing efforts to address food waste. In addition to the funding, \$800,000 is being provided to the Food Bank Association through Environmental Protection Fund (EPF) funding administered by DEC, \$1.2 million has already been committed to municipalities for food waste reduction and recycling, and \$4 million is available for food waste generators to implement reduction practices which is being administered by the New York State Pollution Prevention Institute.

For additional information about the grant program, view this article on www.AmericanRecycler.com.

Recycling contamination intervention necessary to save recycling in U.S.

In July 2017, China, the largest international importer of recyclable materials from the U.S., notified the World Trade Organization (WTO) that it would impose a ban on the import of 24 categories of solid waste, including plastic, mixed paper and textiles beginning January 2018. In addition, on March 1, 2018, the Chinese government implemented stricter technical standards for scrap imports, allowing only shipments that meet very strict thresholds for allowable contaminants to be imported.

"Does this mean that recycling, as we know it, is dead? Absolutely not," said Teresa Sweeney, chair of the Virginia Recycling Association (VRA). "The VRA sees this as a reality check for product manufacturers to improve their packaging, for the recycling industry to improve their sorting technology, for everyone who works with the public to improve recycling information and for consumers to reduce their waste and recycle responsibly."

"Recycling is not going away. Space in our landfills is limited and we must continue to reduce the amount of solid waste that is sent there. The average remaining capacity for landfills in Virginia is only 23 years, according to the Virginia Department of Environmental Quality. The idea of digging a bigger hole to resolve our recycling issues is a non-starter. Consider this: the length of time it takes for an aluminum can to decompose in a landfill is 200 years. A recycled alu-

minum can be back on the shelf in as little as 60 days. Recycling is a smarter option, in conjunction with actual waste reduction," said Sweeney.

"The main problem with recycling is contamination. We must work harder to provide clear direction and make recycling the right thing to do and easier for everyone," said Sweeney.


"The VRA's advice is to keep it simple. Generally, #1 and #2 plastic bottles, jugs and food containers, along with tin and aluminum cans and cardboard can be placed in recycling containers. However, check with your local jurisdiction for guidelines on what can be recycled where, in your community."

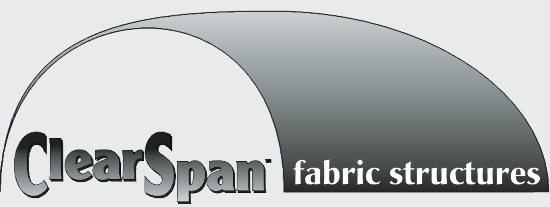
Figures obtained from the Institute of Scrap and Recycling Industries state that Virginia's recycling industry generates approximately \$2 billion in revenue and employs over 8,500 workers. Recycling creates up to seven times more jobs per ton than landfilling.

"One thing we all have to remember is that recycling is an industry," said Sweeney. "The current market conditions will force a change or possibly closure of some of these businesses, but there is something Virginians can do."

"On average, every person in the U.S. generates 4.5 pounds of trash and recycling every day. By recycling more responsibly, you contribute to the preservation of our environment, support local industry and preserve landfill space for future generations."


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ALTERNATIVE ENERGY

Neste uses waste as raw material for fuels and plastics

Neste, a producer of renewable diesel, is now exploring ways to introduce liquefied waste plastic as a future raw material for fossil refining. The aim of the development project is to proceed to industrial scale trial during 2019. The company's target is to process annually more than one million tons of waste plastic by 2030.

In Europe, 27 million tons of post-consumer plastic waste is generated annually. Only about one third of this amount is currently collected for recycling.

In January 2018, the European Union released its Strategy for Plastics in a Circular Economy. One of its objectives is to increase recycling of plastics and reuse of plastic packaging by 2030. In the EU Waste package, recycling target for plastic packaging was raised to 50 percent by 2025 and 55 percent by 2030.

Chemical recycling means using waste plastics as raw material for the refining and petrochemical industries to convert them into end products such as fuels, chemicals, and new plastics. Chem-

ical recycling can create new outlets for plastic waste by enabling high end product qualities, thereby complementing traditional mechanical recycling.

Reaching industrial scale production of products from plastic waste still requires development of technologies and value chains. To accelerate development, Neste is looking for partners across the value chain, for example, in waste management and upgrading technologies.

In addition to exploring ways to utilize plastic waste as raw material, Neste is helping the plastics industry and various plastics-consuming companies to reduce their crude oil dependency and climate emissions by producing durable and recyclable renewable plastics from bio-based raw materials, such as waste fats and oils. As an example, Neste and IKEA will produce polypropylene (PP) plastic from fossil-free, bio-based raw materials at commercial scale during fall 2018. This will mark the first time in the world that bio-based PP is produced at a commercial scale.

Proposed increases in cellulosic and advanced biofuels applauded

The Coalition for Renewable Natural Gas, Energy Vision, National Waste and Recycling Association, Natural Gas Vehicles for America, and Solid Waste Association of North America (SWANA) submitted joint comments to the U.S. Environmental Protection Agency (EPA) on proposed 2019 Renewable Fuel Volume Obligations under the federal Renewable Fuel Standard (RFS). The organizations represent the full value chain of biogas-derived cellulosic biofuel under the RFS.

"The Renewable Natural Gas (RNG) industry is leading the way in the delivery of cellulosic biofuel in the U.S., making up over 95 percent of our nation's cellulosic biofuel production and generation of D3 Renewable Identification Numbers under the RFS," said RNG Coalition chief executive officer Johannes Escudero. "Our comments are supportive of EPA's proposal to increase the 2019 minimum

applicable volume for both cellulosic and advanced biofuels from 2018 to reflect the continued growth and investments being made in the RNG industry."

The RFS program has successfully promoted production of renewable natural gas. Since 2011, the RNG industry has developed over 45 new facilities currently producing cellulosic biofuel, and there are currently more than 50 additional projects under construction or development. The industry's cellulosic biofuel production has increased from approximately 33 million gallons in 2014 to over 240 million gallons in 2017.

The comments urge EPA to continue RFS implementation using a predictable methodology for projecting available cellulosic biofuel by providing a consistent formula and consistent data to the RNG industry by which investment decisions can be made.

Environmental waste to energy plants energize Europe

Gussing Renewable Energy International is moving forward on its first green bond launch. This is being done through an Impact investment facilitation firm. Gussing Renewable Energy (GRE) also realizes the prominence of secured bonds and will offer its introduction green bond as a secured bond issue.

GRE is a company in Vienna, Austria that was founded in 2009. GRE is the owner and operator of the Gussing Gasification Plant and supplies this dual fluidized bed steam gasification technology in plant sizes from 4MW to 100 MW calorific outputs. In a process called carbon recycling® these plants turn biomass and debris of all kinds into energy: the feedstock for the plants can be sewage, waste wood, cardboard, agricultural waste, or plastics such as polyethylene and polypropylene etc. GRE has 15 years and 100,000 hours of experience in carbon recycling or waste to energy technology, and as the industry leader has already demonstrated a long-term commitment to sustainable green energy development internationally.

GRE is dedicated to becoming one of the world's leading suppliers of hydrogen bio-fuels, electricity and licensor for biomass gasification technology, biomass to hydrogen, biomass to methane, plus biomass to liquid equipment, and is an industry partner in several research projects related to these technologies. GRE and its affiliates also develop carbon recycling projects worldwide for communities, utilities and industries.

The core business model is based on engineering, supervision of manufacturing and procurement through selected vendors and licensees to supply an entire DFB plant as EPC package to customers. Targeted clients are to be found within the energy industry and municipalities for CHP (biomass combined heat and power plants) applications, other industries for firing/co-firing and/or CHP applications, refineries and chemical industries.

Currently there are some 2,900 biomass power plants running worldwide, with a total capacity of 47 gigawatts electricity. This number is said to increase to more than 4,200 plants by 2024 with a total capacity of 71 gigawatts el. Whereas Europe is seen as the most important market for biomass power plants, the fastest expanding markets for these plants are in Austria, the U.S., Brazil, China, India, the U.K. and France.

GRE is working in tandem with the Impact company, a firm that specializes in providing the security of hard assets to green projects related to renewables. As such, Impact has built up considerable experience in this sector, and endeavours to be one of the leaders in the securitization of green bond offerings.

The launch of this initial green bond issue intensifies GRE's commitment to fighting global warming by reducing the world's energy dependence on petroleum and providing jobs internationally in the green renewable industry.

NextEra Energy Resources breaks ground on the Sholes Wind Energy

State and local leaders and landowners joined executives from NextEra Energy Resources, a subsidiary of NextEra Energy, Inc., and Omaha Power Public District to break ground on Nebraska's newest renewable energy project – the Sholes Wind Energy Center.

The Sholes Wind Energy Center will feature 71 GE wind turbines designed to pivot to capture the prevailing wind and

convert it to clean, renewable electricity. Together, they have a generating capacity of nearly 160 megawatts.

The Sholes Wind Energy Center will provide a significant economic boost for Wayne and Stanton Counties, creating approximately 200 jobs during the construction phase this year, and up to 10 full-time jobs to support the project once it becomes operational in December 2018.

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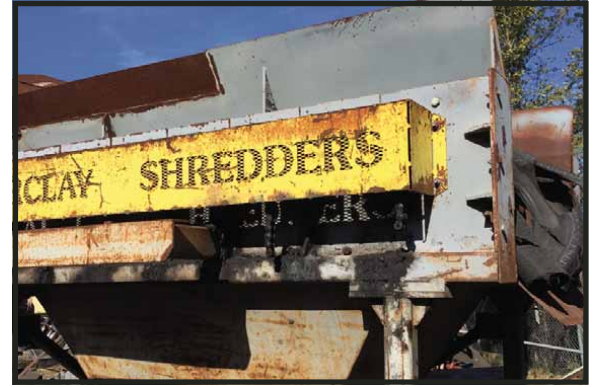
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2012 DOOSAN DX255 WITH SHEAR

With Genesis GXP 400 R shear. Runs every day.

\$105,000

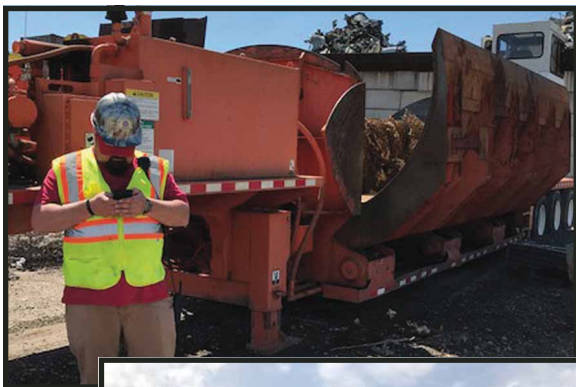


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Includes a Genesis 300R shear!

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METALS

Steel imports down 10 percent year to date

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

	JULY 2018	JUNE 2018	2017 Full Year	2018 Annualized	% Change 2018 Annual vs. 2017
SOUTH KOREA	189	211	3,753	3,312	-11.8%
JAPAN	132	129	1,504	1,496	-0.5%
GERMANY	98	111	1,405	1,300	-7.5%
TURKEY	74	80	2,191	1,236	-43.6%
TAIWAN	99	93	1,245	1,130	-9.2%
VIETNAM	118	122	749	1,074	43.4%
CHINA	48	50	813	736	-9.5%
ITALY	107	33	496	615	24.1%
All Others	1,314	1,025	17,405	16,856	-3.2%
TOTAL	2,179	1,855	29,561	27,755	-6.1%

Based on preliminary Census Bureau data, the American Iron and Steel Institute (AISI) reported that the U.S. imported a total of 2,978,000 net tons (NT) of steel in July 2018, including 2,179,000 NT of finished steel (up 19.4 percent and 17.5 percent, respectively, vs. June final data). Year-to-date (YTD) through 7 months of 2018, total and finished steel imports are 20,862,000 and 16,190,000 net tons (NT), down 10.1 percent and 10.0 percent, respectively, vs. the same period in 2017.

Key finished steel products with a significant import increase in July compared to June were reinforcing bars (up 214 percent), heavy structural shapes (up 123 percent), tin plate (up 55 percent), hot rolled sheets (up 44 percent), cut lengths plates (up 31 percent), plates in coils (up 24 percent), sheets and strip all other metallic coatings (up 23 percent), line pipe (up 17

percent) and cold rolled sheets (up 12 percent). Major products with significant year-to-date (YTD) increases vs. the same period in 2017 include plates in coils (up 20 percent) and hot rolled sheets (up 19 percent).

In July, the largest volumes of finished steel imports from offshore were from South Korea (189,000 NT, down 10 percent from June final), Japan (132,000 NT, up 3 percent), Vietnam (118,000 NT, down 4 percent), Italy (107,000 NT, up 225 percent) and Taiwan (99,000 NT, up 7 percent). For the first seven months of 2018, the largest offshore suppliers were South Korea (1,932,000 NT, down 15 percent vs. the same period in 2017), Japan (873,000 NT, down 7 percent), Germany (758,000 NT, up 1 percent), Turkey (721,000 NT, down 58 percent) and Taiwan (659,000 NT, down 16 percent).

Novelis reports strong results for first quarter fiscal 2019

Net sales up by 16 percent over prior year

Novelis Inc., a leader in aluminum rolling and recycling, reported net income attributable to its common shareholder of \$137 million for the first quarter of fiscal year 2019, compared to \$101 million in the first quarter of fiscal 2018. Excluding tax-affected special items, the company reported net income of \$113 million in the first quarter of fiscal 2019, up from \$103 million in the prior period.

The increase in net income, excluding special items, is mainly due to a 15 percent increase in adjusted EBITDA over the prior year to \$332 million in the first quarter of fiscal 2019. This increase is attributed to the continued optimization of the investments the company has made to increase global rolling, automotive finishing, and recycling capacity to drive higher shipments, strengthen its product portfolio, and manage costs. Adjusted EBITDA per ton reached \$417 in the quarter, as compared to \$368 in the prior year period.

Net sales increased 16 percent over the prior year to \$3.1 billion for the first quarter of fiscal 2019, driven by higher average aluminum prices, higher shipments, and more favorable product mix, partially offset by lower conversion premiums on some products. Shipments of flat rolled products increased two percent to 797 kilotonnes.

“Outstanding operational performance with increased asset optimization and favorable market conditions contributed to another strong quarter,” said Steve Fisher, president and chief executive officer of Novelis. “Our recent investment announcements in North America and Asia, along with the pending acquisition of Aleris, will diversify our product portfolio and increase our participation in high-demand, high-value markets to meet growing customer demand.”

The company reported negative \$4 million of free cash flow for the first quarter of fiscal 2019, a \$73 million improvement over the prior year. This increase is primarily a result of higher Adjusted EBITDA, lower cash interest due to the timing of payments in the prior year, and favorable metal price lag. These favorable items were partially offset by higher taxes and an increase in capital expenditures to \$54 million in fiscal 2019, as compared to \$39 million in the prior year period.

As of June 30, 2018, the company reported a strong liquidity position of \$1.9 billion.

In July, Standard & Poors rating agency upgraded the Novelis Corporate Family rating from B+ to BB-, and its senior unsecured rating from B to B+.

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METALS

AIST names 2018 T.C. Graham prize finalists

The Association for Iron & Steel Technology (AIST) disclosed the finalists for the third annual T.C. Graham Prize. This unique contest was established in 2014 through an endowment from one of the steel industry's most successful and innovative executives, Tom C. Graham Sr.

The T.C. Graham Prize recognizes innovative applications for steel that may lead to the development of new markets. The winning entry will receive \$20,000.

Entries for the 2018 T.C. Graham Prize competition represented a diverse group of individual applicants and teams. After the proposals were reviewed by steel industry professionals, four semi-finalists were chosen. The semi-finalists delivered their presentations to AIST in August, where three finalists were selected.

The 2018 T.C. Graham Prize finalists are:

1. "Stronger Than Titanium, Lighter Than Aluminum and Lower Cost Than High-Strength Steel" for Lighter, Safer, More Fuel Efficient Automobiles and Armored Vehicles – Gary Cola, Washington Twp., Michigan.

Flash Bainite processing is an evolutionary steel heat treating technology capable of producing 1,600 MPa sheet in just 5 seconds. Flash 1600 has been proven in automotive OEM test labs to reduce mass 20 to 58 percent while maintaining performance and reducing cost. Flash technology is an entirely new field of ferrous metallurgy that leverages the natural heterogeneity of steel to create a highly complex, nanorefined

microstructure with unparalleled mechanical properties.

2. Nanotexturing to Make Bactericidal Stainless Steel for Food/Beverage, Health Care and Consumer Products Industries – Julie Champion and Dennis Hess, Atlanta, Georgia.

Creation of nanotexture on stainless steel by electrochemical etching decreases attachment of bacteria and kills bacteria while simultaneously improving corrosion resistance. The goal is to scale up and establish the feasibility of translating electrochemical etching as a method of creating nanotexture on stainless steel food and beverage equipment, biomedical devices and a variety of surfaces to prevent bacterial infection.

3. An Introduction to the Next Breakthrough in Advanced Materials; Novel Steel Composite Metal Foam – Afsaneh Rabiei, Raleigh, North Carolina.

Steel-steel composite metal foam is a low weight, high-strength metal foam manufactured using hollow steel spheres embedded in a steel matrix. This material has shown superior mechanical properties under loading, fire, radiation and even blast and fragments impact. Such properties have made steel-steel composite metal foams strong candidates for applications in structural components.

The Contest Jury consists of John Ferriola, chairman, president and chief executive officer, Nucor Corp.; Mark Millett, president and chief executive officer, Steel Dynamics Inc.; Roger Newport, chief executive officer, AK Steel; and Barbara Smith, president and chief executive officer, Commercial Metals Company.

North Star Steel set to expand Delta, Ohio mill

Australia based BlueScope Steel Ltd. says it is considering expanding its North Star Steel mill, located in Delta, Ohio, thanks to what it labels a promising outlook for the North American steel sector. The steel mill is an electric arc furnace (EAF) operation with an annual capacity of 2.1 million tons per year of hot-rolled coil steel.

In an appendix to its most recent financial report, BlueScope said, "A comprehensive study has been initiated to evaluate adding between 600,000 to 900,000 metric tons per annum of steel-making capacity [in Ohio], through the addition of a third electric arc furnace and a second caster."

The steelmaker has given the project an initial estimated price tag of from \$500 million to \$700 million, and adds, "The project is expected to take two or three years to develop if we proceed." BlueScope adds it expects to provide an update on the project assessment in about one year.

In BlueScope's 2018 fiscal year, which ended June 30, the company says its North American mill generated 13 percent more sales revenue compared to the previous fiscal year and while the mill's "underlying EBITDA (earnings

before interest, tax, depreciation and amortization)" increased by 7.5 percent compared to the year before.

The steelmaker says it sells approximately 90 percent of its Ohio mill output in the Midwest, with its end customers consisting of "broadly 50 percent automotive, 35 percent construction, 5 percent agricultural and 10 percent manufacturing/industrial applications." The firm adds that the North Star mill "continues to benefit from strength in the automotive sector as well as in the construction sector."

In terms of its scrap feedstock, Waterloo, Indiana based MetalX Inc. has been investing in a large scrap yard in Delta, Ohio, across the road from the BlueScope mill.

At the November 2017 groundbreaking for that \$35 million facility, MetalX president and chief executive officer Danny Rifkin remarked of his company's investment, "We truly appreciate the encouragement of the North Star BlueScope team," as well as citing support from Ohio economic development officials. The new MetalX yard is scheduled to begin operations after October 1 of this year.

To give you an idea of the kind of season we've had, the person who handled our side of the scoreboard was sick for three weeks and nobody noticed!



Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$280.00	285.00	279.00	291.00	385.00
#1 Bundles	per gross ton	269.00	259.00	275.00	287.00	370.00
Plate and Structural	per gross ton	275.00	281.00	280.00	295.00	330.00
#1 & 2 Mixed Steel	per gross ton	215.00	262.00	225.00	280.00	301.00
Shredder Bundles (tin)	per gross ton	172.00	175.00	210.00	212.00	210.00
Crushed Auto Bodies	per gross ton	172.00	175.00	210.00	212.00	210.00
Steel Turnings	per gross ton	89.00	97.00	97.00	160.00	227.00
#1 Copper	per pound	2.74	2.63	2.80	2.39	2.37
#2 Copper	per pound	2.59	2.55	2.75	2.20	2.12
Aluminum Cans	per pound	0.70	0.77	0.74	0.73	0.72
Auto Radiators	per pound	1.82	1.75	1.86	1.60	1.65
Aluminum Core Radiators	per pound	0.70	0.84	0.65	0.54	0.51
Heater Cores	per pound	1.23	1.22	1.30	1.27	1.38
Stainless Steel	per pound	0.65	0.64	0.65	0.59	0.60

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

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METALS

New Day Aluminum closes refinancing for expansions

New Day Aluminum Holdings LLC has entered into a \$75 million, 5 year term loan facility with White Oak Global Advisors, LLC and a \$35 million asset based loan facility with BMO Harris Bank. A portion of the proceeds from the refinancing will be used to complete two major expansion projects at New Day's Noranda Alumina refinery in Gramercy, Louisiana.

In the second half of 2018, New Day will commission a second chemical grade alumina production line, including an additional filter and second dryer. The new line increased the company's chemical grade alumina production capacity by nearly 100 per-

cent, making Noranda Alumina the leading supplier of chemical grade alumina in the U.S.

Noranda Alumina is already the largest manufacturer of smelter grade alumina in the U.S. The second capital project in Gramercy, which centers around the installation of red mud filtration technology, will significantly expand the company's capacity for red mud storage and reduce the company's annual raw material input costs at the Gramercy facility. These two projects, totaling more than \$40 million, will increase productive capacity and significantly reduce Noranda Alumina's carbon footprint.

A proud and confident genius made a bet with an idiot.

The genius said, "Hey idiot, every question I ask you that you don't know the answer to, you have to give me \$5. If you ask me a question that I can't answer, I'll give you \$5,000!"

The idiot agreed but when the genius then asked, "How many continents are

there in the world?" he handed over \$5.

The idiot said, "Now let me ask: What animal stands with two legs but sleeps with three?" The genius tried and searched very hard for the answer but gave up and handed over the \$5,000.

The genius said, "Dang it, I lost. So what was the answer to your question?"

The idiot handed over another \$5.

SALVAGING Millions

by Ron Sturgeon
Autosalvageconsultant.com

The Pie Conspiracy

Get over it. Life isn't fair, and you can't change that. But you can make it better. I found in the early days that many didn't attend association meetings as they didn't want to share information. Of course, they also didn't learn anything.

At the time, everyone was worried about competition. I believe there was a time, long ago, when we owned the marketplace, but the constantly evolving nature of the auto salvage business is moving much faster and is more powerful than any of us can imagine. So what is the best mindset to take in trying to maximize your success in getting some of the pie?

My philosophy has always been that you are always going to be farther ahead when you share, participate and learn. Let's get real. There are very few, if any, secrets in our business.

It's mostly about execution. As an industry, whatever industry you are in, you are stronger working together than as an island. You are stronger because you contribute and share and you also take and learn. Consider how much faster yard owners who use peer benchmarking grow when compared to the yard owner that innovates in isolation.

Don't be too afraid of your competitors. Most simply don't care; they are always in a reactionary mode. I wrote the original article about the pie conspiracy in 1990, and it's still true today. A lot of people are afraid that they will lose out by sharing what they know.

As individual business owners trying to work with others, we spend a lot of time making requests like these:

- Help me get a bigger piece of the pie.

- Stop them from getting any piece of the pie.

- Their piece of pie is bigger than mine. (That's not fair. Make new rules.)

- The person cutting the pie is not being fair. (Make him cut it differently.)

- The new pie is not as good as the old pie. (Stop the new pie!)

Do what is right for you and your business. Don't be myopic about your competitors. Always have positive energy, with a positive dissatisfaction for results, while being honest, fair, and transparent whenever possible. Offer pie to everyone, and you will always be a winner.

AUTOMOTIVE

Study finds Americans prefer high strength steel for vehicles

A new national study, conducted by Lab42, and commissioned by the Steel Market Development Institute (SMDI), finds Americans in the market for a new vehicle continue to trust and prefer steel as the automotive material of choice. Additionally, a second study conducted by Ducker Worldwide shows the steel industry has made monumental strides in developing new, advanced grades of steel and making them commercially available. Current and potential consumers view steel as critical to key vehicle attributes such as safety, strength and durability and favor steel vehicles over brands relying on aluminum.

The study conducted by Lab42, a quantitative market research firm, found automakers substituting aluminum for steel face a skeptical audience when it comes to the three-quarters of respondents who consider safety the most important criteria when buying or leasing a vehicle. Overwhelming majorities of consumers do not believe aluminum is as durable (87 percent), strong (90 percent) or safe (91 percent) as steel.

As a result, consumers still strongly prefer key components of a vehicle, such as the frame, doors, bed, fender and bumpers, to be made of steel. More than 50 percent of all consumers perceive steel as the most important material in a vehicle's frame or body structure.

When it comes to brand equity and consumer preference, more than half of consumers surveyed say replacing steel with aluminum will negatively impact their opinion of an automotive brand. In total, 43 percent of those surveyed said they are less likely to purchase or lease from an automaker replacing steel with aluminum in its vehicles.

When consumers are made aware of advanced high strength steel (AHSS), it is strongly favored over aluminum for all vehicle parts. These preferences are most pronounced among current and potential truck owners. A steel frame and body are considered important by 43 percent of truck owners, ranking ahead of attributes such as accessory options and towing capacity. Among current and future truck, SUV and sedan owners, steel is considered extremely important to one-third and one-fourth respectively.

Ducker Worldwide, an industry market research firm, reports an increase of AHSS and ultrahigh-strength steel (UHSS) use in trucks and SUVs as part of an industry-wide trend projected to grow through at least the 2024 model year. By that time, UHSS use is expected to exceed AHSS use as automakers take broad advantage of its capabilities to meet both regulatory requirements and consumer demand.

Steel's lightweighting benefits have allowed automakers to invest in safety technologies, powertrain performance,

infotainment systems and other content desired by consumers while reducing overall vehicle weight. That trend is continuing to pay dividends for automakers balancing lightweighting with consumer preferences, with an additional 10 pounds per vehicle in steel weight savings from upgrades to AHSS/UHSS predicted by the 2020 model year.

"These findings confirm what most automakers already know, which is consumers continue to understand and value the role steel plays in making their vehicles safe, strong, durable and fuel-efficient," said Jody Hall, vice president, automotive market for SMDI. "This elevates opportunities for automakers to attract consumers by showing how they are setting themselves apart on key vehicle purchase decisions through innovative applications of advanced high-strength steel."

These opportunities exist because AHSS and UHSS are significant contributors to more than half of the top attributes factoring into consumers' automotive decisions, including safety, price, interior roominess, physical design, vehicle test results and fuel efficiency.

As the consumer study makes clear, steel's contribution to vehicle safety is widely valued. AHSS and UHSS give automakers exceptional high-strength grades to efficiently design strong, rigid passenger compartments not only to prevent intrusion, but also to contribute to avoiding accidents altogether by minimizing blind spots. Efficient passenger compartment designs based on AHSS and UHSS allow for roomier interiors, another key selling point for consumers. Steel's formability – especially when compared to aluminum alloys – allows designers more options for physical exterior design for increased curb appeal.

Steel also reduces vehicle costs, as steel intensive body structures and closures offer the most cost-effective solutions to automakers, creating savings consumers can see in the sticker price. Steel's high strength enhances lightweighting applications, leading to fuel economy improvements and saving consumers money at the pump over the lifetime of their vehicle.

"With approximately 258 pounds per vehicle in 2018, AHSS is surpassing growth estimates made in 2013 by approximately four pounds per vehicle. Automakers have found replacing flat-rolled steel with more advanced grades of high-strength steel helps them meet lightweighting targets without disappointing consumers with the compromises required by aluminum and other alternative materials," said Hall. "Advanced high-strength steel's role in new and future vehicles is growing faster than expected and next-generation ultrahigh-strength steels are following close behind."

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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.

■For more AUTOMOTIVE NEWS, see Page B1

RUBBER

California legislature overhauls tire recycling

Tire Recycling Incentive Program (TRIP) Act heads to Governor

The California State Assembly voted to pass AB 2908, by Assembly-member Marc Berman. The vote to “Concur in Assembly Amendments” comes on the heels of the bill’s passage in the State Senate and marks the final step before the bill heads to the Governor.

AB 2908 directs CalRecycle to develop an incentive payment system to fund recycling end uses for waste tires. AB 2908 also sets a 75 percent recycling target for waste tires, nearly double the current rate, and updates the state’s tire manifest system. While the new incentive program will be funded from the state’s existing tire fee (\$1.75), the legislation also allows CalRecycle to assess a charge on the sale of new tires (not to exceed \$1) in order to continue funding the regulatory activities of the department.

AB 2908 is the third attempt in four years to reform the State’s tire recycling system. This policy was previously introduced by Assembly Member Rich Gordon (AB 1239 in 2015) and Assembly Member Jim Frazier

(AB 509 in 2017), but both measures stalled in the legislative process.

“California’s tire recycling rate has been far too low, for far too long. Providing incentive payments to end-users of recycled materials is among the most cost-effective ways to increase recycling, and it has been proven to work across different material types,” said Nick Lapis, director of Advocacy for Californians Against Waste, the sponsor of the bill. “Furthermore, a complete overhaul of the State’s tire recycling program is certain to have an impact on all the stakeholders in the existing recycling infrastructure, so we especially commend Assembly Member Berman and his staff for their dedication to working with everyone along the supply chain, from the manufacturers who make tires, to the tire dealers that sell them, to the haulers that transport the waste tires, to the processors that shred and grind them, to those who make new products out of those materials, and, finally, to end purchasers of these products. That is no small feat.”

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WASTE

Miami-Dade County DSWM replaces 50 percent of its waste collection fleet

The Miami-Dade County Department of Solid Waste Management (DSWM) has begun receiving replacement vehicles for about 50 percent of its automated waste collection fleet, used for residential curbside garbage service.

Already DSWM has received 60 of the scheduled 77 vehicles, with 36 deployed and weekly arrivals scheduled to continue through early September. This first phase of the automated fleet replacement program is a \$22 million investment in equipment that will provide drivers with the latest equipment and service area customers with efficient service.

The trucks that are being retired have provided waste collection service to more than 330,000 households twice per week, 52 weeks each year for at least a decade. Additional replacement vehicles will come online over the next year.

“With over 330,000 households in our service area, our waste collection operation is one of the largest government-run programs in the southeastern United States. Our employees and our vehicles work hard, so reliable equipment is a must,” said DSWM director and deputy mayor Alina Hudak. “We’re pleased and proud to deploy these new trucks into our automated fleet which will reduce mechanical breakdowns and delays for our drivers and result in efficient and reliable services that our customers expect and deserve,” Hudak added.

In the coming weeks, service area residents will begin to notice the bright and shiny white waste collection trucks in neighborhoods throughout the DSWM 320-square-mile service area. The vehicles include a safety messages on the rear panel which remind motorists driving behind to

exercise caution and stay back 50’ from the truck, which makes frequent stops.

Three of the new trucks being deployed are painted pink as part of DSWM’s initiative to support and spread year-round breast cancer awareness. Branded with the message “Let’s Trash Cancer,” the first of the breast cancer awareness trucks was originally unveiled at Waste Expo 2018 in Las Vegas, Nevada in April 2018. An additional two trucks are branded with this important message. All three vehicles will be used throughout the service area.

In the coming months, the new trucks will be used for important messaging about the county’s integrated waste management system and to promote community awareness and participation in the “Let’s Clean Things Up” litter prevention and community pride campaign.

EPA proposes cleanup of landfill site

The U.S. Environmental Protection Agency (EPA) proposed a plan to address a newly identified contaminant and enhance treatment of contamination at the Combe Fill South Landfill site located in Chester Township in New Jersey, an inactive municipal landfill covering 65 acres.

EPA’s proposal includes expanding and enhancing the existing groundwater treatment system that is currently operating at the site in addition to excavating and removing soil and solid waste materials, which are a contributing source of contamination.

The plan targets the landfill’s impact on a deeper layer of groundwater that is contaminated with volatile organic compounds, including 1,4-dioxane. The current system extracts and treats mostly shallow groundwater directly under the landfill, along with a limited amount of deeper groundwater from the bedrock aquifer below the landfill.

EPA is proposing improvements to this treatment system, including, the addition of deeper groundwater extraction wells to capture more contamination. In addition, EPA will make improvements to the plant in order to handle the additional groundwater and effectively treat 1,4-dioxane, a contaminant that has recently been detected at the site but not treated by the current groundwater treatment system.

Further, EPA proposes to remove waste materials and soil from a small portion of the landfill that is contributing to the contamination of the deep groundwater. EPA’s cleanup proposal also includes, as an interim step, long-term monitoring of deep groundwater contamination in areas outside the Combe Fill South Landfill Superfund site. EPA will issue a final plan for groundwater contamination after further evaluation of whether the cleanup has been effective.

The Combe Fill South Landfill, in Morris County, New Jersey, served as a municipal landfill from the 1940s until 1981. Soil and groundwater at the site were contaminated by volatile organic compounds from the landfill. Combe Fill Corporation went bankrupt in 1981 and the landfill was not properly closed.

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NRRA receives grant from USDA

The Northeast Resource Recovery Association (NRRA) has been awarded a \$186,924 grant by the Rural Development Office of the U.S. Department of Agriculture (USDA) for the 2018/2019 fiscal year.

The main purpose of NRRA’s USDA funded program, “YIMBY! YES - in My Backyard!” is to improve the technical assistance to small and medium generators of organic waste with increased opportunities to divert more and more of that waste to composting operations, including residential backyards. This diversion will extend the life of the few remaining landfills in Massachusetts, New Hampshire and Vermont. It will also help reduce the ever increasing budget line item for municipal trash.

In the YIMBY grant, the USDA funds will be targeted to assist a total of 184 towns within the 9 counties and 3 states. The targeted towns will receive assistance from NRRA’s direct technical assistance and outreach program and will be encouraged to increase cooperation in waste reduction and pollution prevention programs that benefit the entire community including schools.

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WASTE

Republic Services reports increased revenues

Republic Services, Inc. reported net income of \$234.9 million, or \$0.71 per diluted share, for the 3 months ended June 30, 2018, versus \$202.9 million, or \$0.60 per diluted share, for the comparable 2017 period. Excluding certain gains and expenses, on an adjusted basis, net income for the three months ended June 30, 2018, was \$239.6 million, or \$0.73 per diluted share, versus \$205.9 million, or \$0.61 per diluted share, for the comparable 2017 period.

“We continued our strong start to the year in the second quarter, delivering double digit growth in earnings and free cash flow per share. We’ve invested over \$120 million in value enhancing acquisitions and returned approximately \$700 million of cash to our shareholders since the beginning of the year,” said Donald W. Slager, president and chief executive officer. “The strength of the solid waste business and the continued successful execution of our strategy enable us to offset recycling headwinds and reaffirm our full year EPS and free cash flow guidance.”

Second-Quarter Highlights:

- EPS was \$0.71 per share. Adjusted EPS, a non-GAAP measure, was \$0.73 per share, an increase of 20 percent over the prior year.
- Cash provided by operating activities was \$610 million and adjusted free

cash flow, a non-GAAP measure, was \$323 million, an increase of approximately 173 percent over the prior year. Adjusted free cash flow per share increased 180 percent over the prior year.

- Total cash returned to shareholders through dividends and share repurchases was \$328 million.

- Total revenue increased 3.9 percent over the prior year, excluding the impact of the new revenue standard.

- Revenue growth from average yield was 2.1 percent and volume increased 0.6 percent.

- Core price increased revenue by 3.6 percent, which consisted of 4.4 percent in the open market and 2.3 percent in the restricted portion of the business.

- Adjusted EBITDA was \$690 million and adjusted EBITDA margin was 27.4 percent of revenue. The solid waste business contributed 50 basis points of margin expansion, which was more than offset by headwinds from the recycling business and rising fuel costs.

- SG&A expense as a percentage of revenue decreased by 80 basis points over the prior year, excluding the impact of the new revenue standard.

- The company invested \$56 million in tuck-in acquisitions and an additional \$42 million in early July, bringing the company’s total year-to-date investment to \$123 million.


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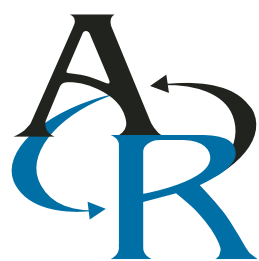


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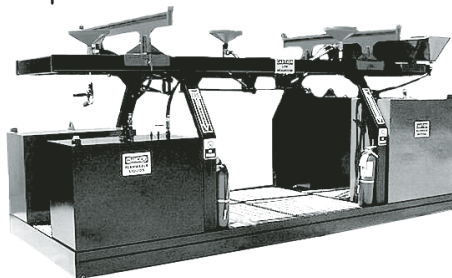
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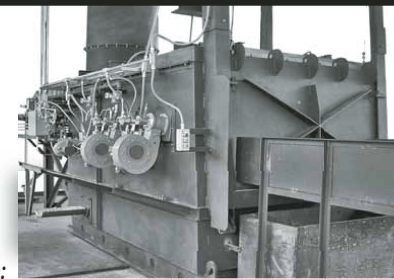
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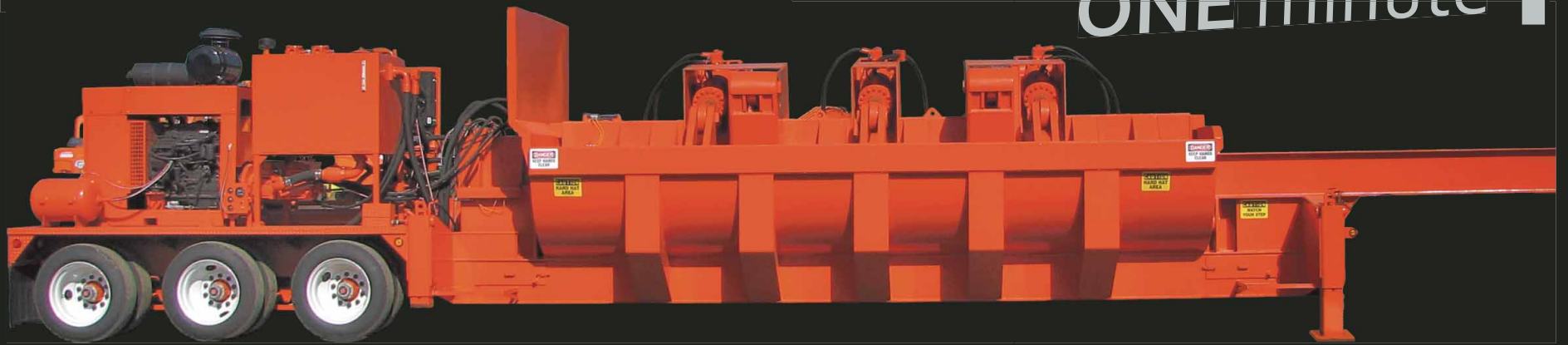
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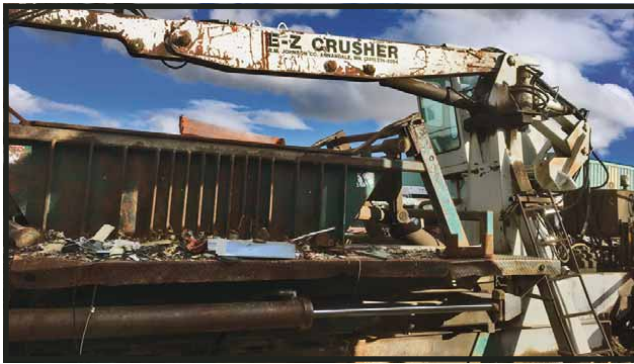
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Tariffs a 'triple whammy' against auto recyclers

by MAURA KELLER

mkeller@americanrecycler.com

Open any newspaper or listen to a newscast and you'd be hard pressed not to find information about the imposed tariffs recently set in place by President Trump. In May, the Trump administration announced the imposition of tariffs on metals imported from its closest allies – namely the EU, Mexico and Canada, each of which will face 10 percent tariffs on aluminum and 25 percent on steel.

As Ivan Bilaniuk, an international business partner at Dinsmore & Shohl LLP in Washington, DC, explained, the first tariffs were imposed on solar panels and heavy appliances in January. Shortly thereafter, the Trump administration used its authority under Section 232 of the Trade Expansion Act of 1962 to impose a broad 25 percent tariff on steel imports and 10 percent tariff on aluminum imports.

"From the auto recycling industry's perspective, the cost of your product increases, but your cost of business also increases," Bilaniuk said. For example, for a small recycler running at capacity looking to expand, the impact of the tariffs might be net neutral. That's because, though the value of their products has increased, so in turn has the cost of adding new steel-based infrastructure. Companies that have their operating costs under control and production under capacity are in a better position to reap the benefits. They should be asking, "how much of our day-to-day operations involve steel and aluminum?"

Mike Bassipour, president of GLR Advanced Recycling, said the impact for auto recyclers is going to be drastic and extremely negative.

"Leaving politics aside, the tariffs have been a triple whammy against our industry," Bassipour said. "Aluminum, copper and steel have all been impacted simultaneously, resulting in eroding markets which yields diminishing profits. At this rate, industry wide, thousands of jobs are potentially on the line until this gets resolved."

Not surprising, the response to the tariffs within the scrap recycling industry has been unfavorable.

"We are trying to catch a falling knife which makes daily operations difficult," Bassipour said. "The secondary aluminum markets specifically have struck us hard. I strongly believe the trade war/tariff dispute will be short lived. Both sides of the pond need it to be."

To prepare and cope with the tariffs, auto recycling companies are evaluating their businesses and their day-to-day activities to offset the tariffs' impact. While the degree of impact varies by company, GLR Advanced Recycling is taking a very streamlined approach to their processes, making them as efficient as possible.



Tariffs on aluminum, copper and steel have impacted the auto recycling industry resulting in eroding markets, diminishing profits and surplus scrap in the industry. Innovative solutions for the tariff troubles are on the horizon as the U.S. works with other countries in the efforts.

PHOTO BY UNDERWORLD | DREAMSTIME

"For us, per usual, we don't fall in love with our inventory and always try to keep it moving," Bassipour said. "If you sell for a profit, it's hard to lose. That may seem over simplified but it's our mentality. We also are focusing on running as efficient as possible and concentrating on margins."

Gordon Heidacker, managing director, automotive sector group head at Great American Group said that in automotive, the trickle-down effect takes time to clearly show its hand on pricing and profit opportunities as a result of the tariffs.

"Some savvy auto recyclers may decide to buy more and early to anticipate a run up of price, some may stand pat to see the actual effect," Heidacker says. "In plastics, there is more of an issue with finding ways to handle all the non-recyclable product. In many cases, the repair parts side continues to be robust regardless of the tariffs as vehicles are being retained longer and are driven more miles per year, thus driving a market for parts away from cars needing repair and cosmetic improvements. The repair parts market has always been driven by being lower cost than new parts and tariffs will only drive more customers to the junk yard to find a replacement part over a new and more expensive component."

According to Michael Jenny, managing director at Livingstone Partners, a middle-market M&A firm that specializes in sell-side M&A across a variety of

sectors, one of them being metals, tariffs are creating disruption and uncertainty in the market, although the steel mills are enjoying higher profits as a result. "Further downstream, metals users who cannot pass on price increases are being squeezed, however," Jenny said. "This is likely not sustainable."

Globally, the impact of import tariffs, reduced exports and a stronger dollar cannot be ignored. That's why Jenny said that where shredder operations are concerned, profitability is also being impacted by the relative lack of demand for nonferrous byproduct such as zorba.

"Recyclers need to buy right and turn quickly in order to stay ahead of the curve," Jenny said. "Longer term, the value of recycling companies has always been in their access to supply, and we do not expect this to change. Recyclers with good supply customer relationships and access consistent, high quality supply, such as scrap generated from manufacturing sheet steel into finished products, will always be of value in the markets."

On the Horizon

The U.S. is working with other countries to determine a solution to the imposed tariffs and trade concerns. Unfortunately while these discussions are happening, the scrap market continues to weaken and many industry players are unsure how long recycling

See **TARIFF TROUBLES** Page B2

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Volvo Cars sets ambitious goal of 25 percent recycled parts in every new automobile by 2025

Volvo Cars announced its ambition that from 2025, at least 25 percent of the plastics used in every newly launched Volvo car will be made from recycled material.

Volvo Cars also urged auto industry suppliers to work more closely with car makers to develop next generation components that are as sustainable as possible, especially with regards to containing more recycled plastics.

To demonstrate the viability of this ambition, the company has unveiled a specially built version of its XC60 T8 plug-in hybrid SUV that looks identical to the existing model, but has had several of its plastic components replaced with equivalents containing recycled materials.

The special XC60's interior has a tunnel console made from renewable fibers and plastics from discarded fishing nets and maritime ropes. On the floor, the carpet contains fibers made from PET plastic bottles and a recycled cotton mix from clothing manufacturers' offcuts. The seats also use PET fibers from plastic bottles. Used car seats from old Volvo cars were used to create the sound absorbing material under the car bonnet.

"We already work with some great, forward thinking suppliers when it comes to sustainability," said Martina Buchhauser, senior vice president of Global Procurement at Volvo Cars. "However, we do need increased availability of recycled plastics if we are to

make our ambition a reality. That is why we call on even more suppliers and new partners to join us in investing in recycled plastics and to help us realize our ambition."

The recycled plastics XC60 was revealed at the Ocean Summit during the Gothenburg Volvo Ocean Race stopover. The race's focus on sustainability centers on a partnership with the United Nations Environment Clean Seas campaign, focusing on the call to action, 'Turn the Tide on Plastic.'

The recycled plastics ambition is the most progressive statement around the use of recycled plastic by any premium automotive manufacturer. It represents another demonstration of Volvo Cars' commitment towards reducing its

impact on the environment across all operations and products. Earlier this year Volvo Cars committed to eradicate single-use plastics across all its premises and events by the end of 2019.

In 2017, the company announced an industry leading commitment to electrify all new Volvo cars launched after 2019. Volvo Cars reinforced this strategy recently by stating that it aims for fully electric cars to make up 50 percent of its global sales by 2025.

In terms of operations, Volvo Cars aims to have climate neutral manufacturing operations by 2025. In January this year, the engine plant in Skövde, Sweden, became its first climate neutral facility.

Honda sets monthly production records

Honda's production in Japan for the month of July 2018 experienced a year-on-year increase for the first time in two months (since May 2018). Production in regions outside of Japan experienced a year-on-year increase for the fourth consecutive month (since April 2018), setting record high production for the month of July. This includes record high production for the month of July in Asia and China.

Worldwide production experienced a year-on-year increase for the fourth consecutive month (since April 2018), also setting record high production for the month of July. Total domestic automobile sales in the Japanese market for

the month of July 2018 experienced a year-on-year increase for the sixth consecutive month (since February 2018).

New vehicle registrations experienced a year-on-year decrease for the first time in three months (since April 2018). Sales of mini-vehicles experienced a year-on-year increase for the sixth consecutive month (since February 2018). FIT was the industry's sixth best-selling car among new vehicle registrations for the month of July 2018 with sales of 9,144 units.

Total exports from Japan in July 2018 experienced a year-on-year increase for the seventh consecutive month (since January 2018).

ADESA Brasher's names Brenda Aden new general manager

ADESA, a business unit of KAR Auction Services, Inc., a technology and solutions company powering the world's most trusted vehicle marketplaces, has named Brenda Aden general manager of ADESA Brasher's located near Sacramento, California.

Aden has been the general manager at ADESA Las Vegas since 2016, and during her tenure the auction was honored as a Best Auto Auction to Work For by Auto Remarketing and earned numerous company awards. In July 2018, Aden was recognized as one

of Auto Remarketing's Power 300 for the year.

Aden began her auto auction career as a block clerk in Denver and quickly took on responsibilities within the front office and floor planning departments. She transitioned into managerial roles at locations in Orlando and Las Vegas. She became an assistant general manager during the opening of Premier's Las Vegas Auction. Aden joined ADESA in 2010 and played a key role in opening the ADESA Las Vegas facility in 2011.

Tariff troubles

■Continued from Page B1

companies can hold out before changes to their infrastructure and overall businesses need to take place.

Metal processors in the U.S. may experience more domestic companies turning to them for their metal supply. While this increase in demand would result in an increase in production of materials, it may also cause scrap prices to increase as more U.S. companies will be in the market for scrap. The increased demand could also cause an overflow in scrap metal, resulting in reduced prices for scrap.

According to Heidacker, the future impact of the imposed tariffs is difficult to determine. However, he said the lower cost of recycled product over imports will shift volumes away from overseas product and make the market in the U.S. more competitive, which in turn will increase bids on lots of scrap vehicles.

"The larger scrap dealers and recyclers have the potential to do well," Heidacker said. "However it is still not fully known to what extent these tariffs will affect final prices from exporting

countries as some have done their best to absorb the tariffs – such as in the tire industry, China manufacturers have lowered margin expectations to accommodate a good portion of the tariff offset."

For base metals and other commodity recycled products, Heidacker said the future looks good as an alternative. "The trends for recycled metals will be on an upswing," Heidacker said. "On other products, the market will remain strong and tariffs may have less of an impact over time. It will be more likely affected by annual miles driven and average age of vehicle in market."

If nothing changes and the trade war/tariff battle continues, Bassipour strongly believes many businesses will have no choice but to shut their doors.

"It's not sustainable. Sellers won't want to sell their scrap vehicles so cheap, which of course will make it problematic to buy inventory trickling down to loss of revenue," Bassipour said. "Bottom line, with the deleterious impact on overseas consumption and oversupply domestically of material, it is going to continue to create a bumpy road for auto recyclers."

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Why can't cars play football? Because they only have one boot!

Scientists discovered a way to generate light using only scrap metal. It was an aluminating experience!

Honda N-BOX platform and engine uses high tensile steel

Revolutionary change of body and platform to drastically reduce weight – with that policy, Takayuki Takahashi, assistant chief engineer and the body and exterior project leader, supervised the vehicle body development for the second generation N-BOX by Honda.

“The first thing we did at the start of development was to create the ultimate in light body and chassis from scratch,” said Takahashi. “We ignored both collision safety and maneuvering stability and worked only on creating the ideal lightweight car, then added whatever was missing. We would not have been able to create something bold unless we start from scratch.”

The completed prototype car was not well-balanced but showed a lot of potential. Keeping this ideal form in mind, Takahashi and other design and research team members started devel-

oping the body of a car superior in every aspect, from fuel efficiency, acceleration and deceleration, to cornering.

The process for creating the ultimate light body was simple. Honda replaced traditionally used materials with tough and light ones. The frequent use of high tensile steel for the body panels will provide significant weight reduction, thought Takahashi.

“High tensile steel is strong in tension. If we use thinner panels with the same strength as regular ones, then we can reduce the weight by that amount,” he explained.

Steel sheets come in various types depending on tensile strength, from 270 MPa grade to 1,180 MPa grade; high tensile steel are from about 440 MPa grade or higher while ultra-high tensile steels are from 980 MPa grade or

higher. Since the previous N-BOX used high tensile steel 780 MPa grade or higher for around 15 percent of its body, Takahashi planned to raise this rate to nearly half all at once.

However, not all panels can be easily replaced with high tensile steel. It's strong but hard to bend and easily breaks, which means it's also difficult to process and limits the places where it can typically be used. Takahashi sought help from the materials research team, saying “To make the car so much lighter, we need to use high tensile steel here and there. We need a strong material that doesn't break.”

“Of course, I didn't just thrust this demand on them. The materials research team have been constantly studying materials evolution along with steel manufacturers, and have been testing which materials to make available

for use and when. Under these circumstances, I gave my request for the necessary materials,” said Takahashi.

The team wanted to produce a mini vehicle that overturns conventional wisdom. Inspired by the enthusiasm of Takahashi and the design team, the steel manufacturer, pressed steel fabricator, and factory actively collaborated in testing materials with various properties and their processing methods. They were able to use high tensile steel in many parts of the body, including the outer panel of the center pillar between the front and rear doors with 1,180 MPa steel – a world first.

Thus, the use of high tensile steel 780 MPa grade or higher rose to about 47 percent for the second generation N-BOX, which made the dramatic weight reduction possible.

Axion Polymers supports auto industry's recycled plastics vision



Keith Freegard, associate consultant at Axion Polymers, poses with the new Volvo XC60 T8 unveiled at the Ocean Summit conference last summer. This specially-built version of its XC60 T8 plug-in hybrid SUV model has over 170 plastic parts made out of recycled plastics in place of virgin polymers.

PHOTO COURTESY OF AXION POLYMERS

Axion Polymers has supplied its 100 percent recycled polymer from end-of-life vehicles to help a leading automotive manufacturer demonstrate the use of sustainable components in new cars.

Axpoly PP polymer was blended 50/50 with a polypropylene recycled from packaging waste to achieve a specification required by vehicle designers for reuse in new vehicle components.

An initial sample of this plastic blend has been used successfully to mold both internal and external body

parts for a new car in a collaborative demonstration project for Volvo Car Group involving more than 40 suppliers of vehicle components.

Axion's strong technical expertise and continual development of high-quality recycled polymer grades that can replace virgin plastics in new cars supports the automotive industry in its transition from a 'Linear' to a Circular Economy.

For more on the Axion Group's services for auto recycling, see Page B7

General Motors launches collision repair network

General Motors' Customer Care and Aftersales division has launched the GM Collision Repair Network.

The network is designed to help drive customer safety, customer satisfaction and strong results for dealers and independent collision repair facilities.

“We put the customer at the center when we designed the GM Collision Repair Network because for them, nothing is more important than knowing they can trust in the safety and integrity of their vehicle when it leaves the repair facility,” said John Eck, collision manager, GM Customer Care and Aftersales. “The collision repair industry will benefit too. The National Highway Traffic Safety Administration* reports more than six million police-reported car crashes occur every year, and as vehicle technology evolves, it's more important than ever to complete proper repairs and run an efficient enterprise.”

After a collision, GM's Collision Repair Network, combined with OnStar,

helps educate and empower GM vehicle owners by helping them locate repair facilities where qualified technicians follow proper repair procedures using original equipment replacement parts.

For dealerships and independent collision repair facilities, the new Collision Repair Network will build on GM's current training and tools-focused programs, while adding standards for pre- and post-repair scanning, repair procedures, calibration and overall repair. Repair facilities in the network should experience a more streamlined collision repair process, including reduced time spent on diagnosing and pulling repair procedures.

Dealers and independent collision repair facilities interested in the GM Collision Repair Network can e-mail GMCollisionRepairNetwork@GM.com or visit GenuineGMParts.com to enroll and learn more about the network requirements and fees.

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EQUIPMENT SPOTLIGHT

Magnets

by MARY M. COX

maryc@americanrecycler.com

Auto recycling facilities are a common setting for the use of magnets. They are used in various applications to cull metal from other materials, whether used in conjunction with another tool or as part of some other sorting process. Regardless, the overall goal is to increase efficiency and profitability in a material management situation.



Bunting Magnetics Co.

Bunting Magnetics has introduced patented technology to the ASR industry in the last two years that magnetically separates 300 series stainless steel from Zurik streams.

“We call this line of high intensity magnetic separation conveyors our SSSC: stainless steel separation conveyors. This unique, patented magnetic circuit is capable of pulling out and recovering most sizes of 5” minus shredded stainless steel materials. Different size units are available, depending on whether it is a small, mid or large fraction stream and flow rate,” explained Don Suderman, product manager for recycling equipment.

Units are built in sizes from 36 to 78” wide and handle flow rates from 3,000 to 12,000 lbs. per hour. Field separation recovery efficiencies vary between 84 to 98 percent – depending on various system factors.

System factors that affect the ability to attract, hold and separate 300 series stainless steel include: the degree of work hardening from the shredding process, the alloy of stainless steel, the gage or thickness of the stainless, the fraction size being processed and the amount of dirty debris mixed in the stream.

Suderman stated, “Certainly, a cleaner fraction stream of debris with some upstream air aspiration is very beneficial. Fortunately, the 302 and

304 stainless steel varieties are two of the easiest types to work harden and magnetically separate, and the highest volume types found in most Zurik streams. It is a challenge in the ASR industry to recover 300 series stainless steel in an economical way and in the purities required for domestic sales. Most of this dirty Zurik material was shipped to China for years, at very low prices, before that door closed this

past year. Now, auto recyclers are forced to search for economical, effective separating solutions for these stainless steels, at a purity level required for domestic sale. That in turn brings a much higher value to the product.”

This newly patented, high intensity, magnetic technology offers a way for auto recyclers to convert their “what do we do with this” Zurik fraction into profitable sales. “There has never been a better time to use one of our SSSCs. The products have been very effective in helping facilities recover stainless material while also achieving 98 percent purity, thereby capturing the highest domestic market prices available,” said Suderman.

The complete line of heavy industry equipment manufactured by Industrial Magnetics is designed for separation of ferrous and nonferrous metal for a variety of applications and industries.

“Our products are used in industries such as auto shredding, recycling, waste recovery, mining, MRFs, C&D, incineration, electronics recycling and bulk material processing. We offer a series of overhead magnets with a wide array of features to match application and budget requirements. Our SMS unit offers optimum operating efficiency with a continuous cleaning belt to keep the magnet face free of collected metal. The compact design of the SMS makes it ideal for use on portable, size reduction equipment.”

stated Dennis O’Leary, chief business development officer. He reports that the manual lean SPMC unit is a less costly alternative.

Suspended electromagnets are designed to deliver peak ferrous metal separation performance. The deep reaching magnetic field can be ideal for applications that require increased suspension heights due to product burden depth.

Powerful permanent separation pulleys are typically installed as head pulleys in conveyor system applications. They provide effective, automatic and continuous removal of tramp metal from a material flow. Continuously self-cleaning drum separators provide ferrous metal removal from dry, bulk products in free-flowing processing systems.

The company’s Javelin™ eddy current separator (ECS) provides high recovery rates (97 percent+) and low operating costs. The product has the strongest and deepest field available, providing a farther throw and higher and cleaner recovery rates.

“Our ECS is in use at major facilities around the world with excellent results. We guarantee the cleanest split of commingled materials and world-class return on investment, thanks to a cleaner end product,” O’Leary said.



Industrial Magnetics, Inc.

All Industrial Magnetics products are built in the USA and designed to: protect vital processing equipment from metal damage; improve product purity and quality; reclaim valuable ferrous and nonferrous metal; reduce product liability.

Moley Magnetics’ 2-in-1 Magnet Grapple is a grapple with a magnet in the center, ranging in sizes from 32 to 50” in diameter.

“While most auto recycling yards own a grapple and a magnet, their advantages differ. While a grapple can grasp a large amount of material

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Mark Volansky

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quicker than a magnet, the grapple picks up a lot of dirt and leaves plenty of small, recyclable material behind, resulting in less profit. Once a scrap pile has been driven over a handful of times, some metal may be pressed into

See MAGNETS, Page B5

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Magnets

Continued from Page B4



Moley Magnetics

the ground but a magnet can be used to collect the remaining ferrous metal. Switching between magnet and grapple use can be tedious, time consuming and impractical. This problem can be resolved by using our multi-purpose tool," said Ron Slaby, vice president, sales.

He claims the Moley 2-in-1 Magnet Grapple is paramount in maximizing efficiency as a time saver and money maker, as well as its contribution to a more sustainable environment by removing material from the ground that shouldn't be there. Moley manufactures magnets, grapples, wheel removers, shears, shredders, granulators and generators for auto recycling and scrap use.

"We've been delivering high quality products for the past 10 years, and will continue to evolve and innovate as the industry progresses," Slaby added.

Auto Windscreens recycles 9 whales worth of auto glass

Focused on limiting its environmental impact, Auto Windscreens has announced that in the last 12 months it has recycled a staggering 1,246 tons of vehicle glass – the equivalent weight to around nine blue whales*!

This is up from the previous year, according to the company's waste removal partner, Berryman. It recorded a whopping 850 tons of damaged windshields and door glass collected for processing and reuse, usually to make drinking glasses and bottles.

Bruce Bahlaj, Auto Windscreens' health and safety manager, said, "Every single bit of glass we remove from our customers' vehicles is recycled. It is vital to prevent unnecessary landfill contributions and is something we feel passionately about. As a business we're mindful of our corporate social responsibility and it's one of a number of 'green' initiatives we have in place."

Keen to do its part for the environment, Auto Windscreens' policy is to repair rather than replace windshields where possible to reduce wastage and nearly all glass it fits contains some recycled glass.

The company also recently became a carbon neutral business, establishing a carbon reduction plan and offsetting remaining emissions to support CO2 minimizing projects around the world.

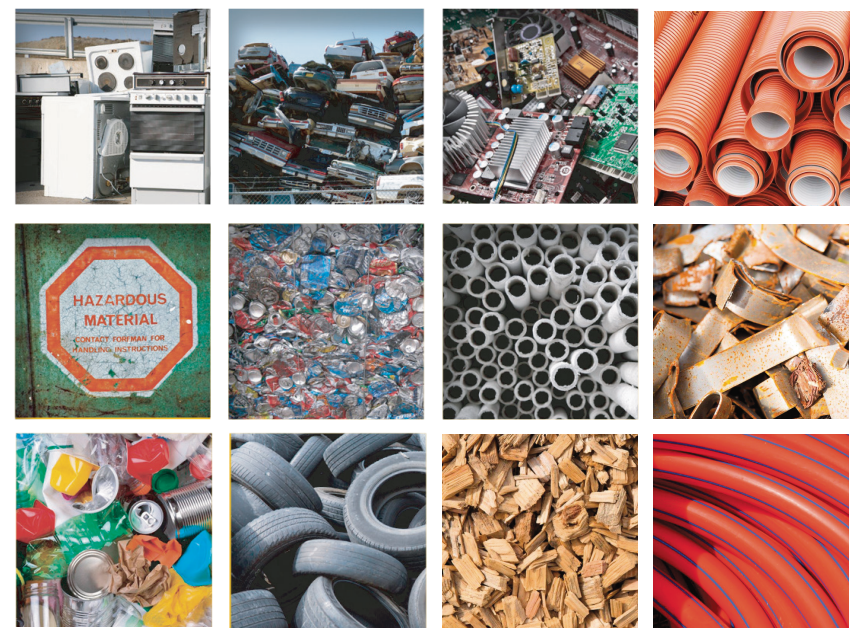
*Based on the average blue whale weighing 130 tons.

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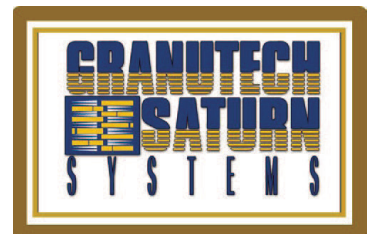
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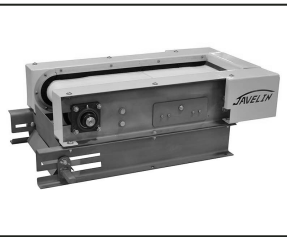
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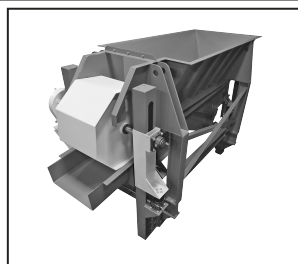


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Mercedes-Benz to offer electric SUV



In early September Mercedes-Benz launched the EQC, a fully electric SUV which will be competitive with other fully electric luxury cars such as the Tesla Model X, Jaguar I-Pace, BMW iX3 and Audi e-Tron.

PHOTO COURTESY OF MERCEDES

Mercedes-Benz celebrated the world premiere of the new, fully electric EQC (combined power consumption: 22.2 kWh/100 km; combined CO2 emissions: 0 g/km, provisional figures)

Dieter Zetsche presented the first Mercedes-Benz model under the product and technology brand EQ to over 600 invited guests. As a purely battery electrically powered vehicle, the EQC stands for an impressive combination of comfort, quality and day-to-day suitability. In visual terms the crossover SUV is the front-runner for an avant-garde electric look. Not only the protagonist itself, but also the location for the world premiere was a statement for sustainability.

"The EQC brings design, functionality and service together in a unique way. It offers day-to-day suitable e-mobility in a very special package. The EQC is an electric car, and at the same time 100 percent a Mercedes," said Dieter Zetsche, chairman of Daimler AG and chief executive officer of Mercedes-Benz Cars.

With its seamless, clear design and color highlights typical of the brand,

the EQC is the front-runner for an avant-garde electric look while embodying progressive luxury with its design idiom. With respect to quality, safety and comfort, the EQC is the Mercedes-Benz among electric vehicles and immediately impresses with the sum of its attributes. These are accompanied by dynamic performance, thanks to two electric motors at the front and rear axles with a combined output of 300 kW (provisional figure). Thanks to a sophisticated operating strategy, an electric driving range of more than 450 km according to NEDC (provisional figure) is possible. EQ also offers comprehensive services with Mercedes me, and makes electromobility convenient and suitable for day-to-day motoring.

(Provisional Figures) Figures for electrical consumption and CO2 emissions are provisional and were determined by the technical service. The range figures are also provisional. EC type approval and conformity certification with official figures are not yet available. There may be differences between the stated figures and the official figures.

American Recycler EQUIPMENT SPOTLIGHT

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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.

Axion launches collaborative service for end-of-life batteries

Axion has joined forces with two other partners in a major initiative aimed at reusing and recycling the growing volume of batteries used in electric vehicles and light automotive applications.

The joint initiative with Aspire Engineering Ltd, a specialist in sustainable circular economy remanufacturing, reuse, recycle engineering and manufacturing solutions provider, and Aceleron, a lithium-ion battery reuse specialist, will tackle the growing market of electric vehicle battery systems at the end of initial life.

The initiative will also address the large number of cells from end-of-life portable electronic equipment. In the UK alone, it is estimated that there could be more than 100,000 end-of-life batteries from electric vehicles that will need recycling or re-using over the next decade.

Together the three companies are offering full service for end-of-life

lithium-ion batteries that will address the previously complex, expensive and energy-intensive issues associated with recycling these types of materials.

This service brings together the expertise in 'three Rs': batteries will be processed for remanufacturing, reuse and recycling by Aspire; tested and repurposed for second-life applications by Aceleron; and recycled by Axion. The service is aimed at cell suppliers, battery pack manufacturers, as well as manufacturers of electric vehicles and power storage units.

A joint facility based at Axion's recycling sites in Manchester will receive batteries collected from customers. Here they will be assessed for reuse potential using Aceleron's innovative testing methods, and Aspire's engineering and process operating model for disassembly and rebuild. Batteries that have usable life remaining will be remanufactured or reused in a variety of applications by Aspire or

Aceleron, with the remainder being recycled through Axion.

Axion's head of engineering and research, Sam Haig said, "Combining the skills of all three companies opens up a more cost-effective end-of-life route by recovering batteries that still have a useful life and extracts more value that can be passed onto clients."

The service has been developed from Axion's earlier work with the Innovate UK-funded AMPLiFII (Automated Module-to-pack Pilot Line for Industrial Innovation) project. This \$18.2 million research consortium, led by WMG at the University of Warwick, explored novel separation techniques to recover high-value metal compounds from automotive battery packs. The service has also developed through Aspire's earlier work in research and development of different major OEMs' battery systems and other BEV powertrain products and being a partner in the H1perbat consortium, an APC-funded

programme led by Williams Advanced Engineering and Aston Martin.

Axion is now a partner in the Calibre project, a collaboration between Johnson Matthey, Autocraft Drivetrain Solutions, Benchmark Mineral Intelligence, Nissan, and WMG at the University of Warwick to demonstrate a UK-based supply chain for end-of-life batteries. Meanwhile Aspire and Aceleron are members of the Valuable project, in collaboration with Env-Aqua Solutions, HSSMI (High Speed Sustainable Manufacturing Institute), NPL (National Physical Laboratory), Tevva and UCL (University College London).

The Valuable project looks at a battery remanufacturing business solution, technical processing methods and capital investment cost requirements for setting up a battery system remanufacturing facility. Both projects have benefited from Innovate UK funding through the Faraday Battery Challenge.

GM to build ACDelco and parts processing facility in Michigan

General Motors Customer Care and Aftersales broke ground on an all new \$65 million ACDelco and Genuine GM Parts processing center on a vacant 141 acre lot in Burton, Michigan. It is the company's largest single investment in a warehousing and logistics facility in the U.S. in nearly 40 years.

When the facility opens in early 2019, it will be the company's main induction point in the U.S. for ACDelco and Genuine GM service parts that need to be unitized and packaged for sale. Ultimately, these parts are used to maintain every Chevrolet, Buick, GMC and Cadillac sold in the U.S., and hundreds of competitive vehicles as well.

With 1.1 million square feet of floor space, the facility will be more than twice the size of the company's existing parts processing center, which

is located about five miles away. It will have 84 shipping and receiving docks, up from 35 today. Close to 700 hourly and salaried employees will staff the facility.

The current Davison Road facility is landfill free – one of more than 140 in GM's global network – and GM will work toward the same status for the new facility. It will be built with energy-efficient LED light, and a sophisticated energy management system to reduce power consumption and improve comfort.

After the new facility opens, GM will close its existing processing center on Davison Road in Burton, and those employees will transfer to the new site. NorthPoint Development will build the new facility and lease it to GM for an initial term of 12.5 years.

ADESA Assurance program launches with 21 day guarantee

ADESA, a business unit of KAR Auction Services, Inc., has launched a new return guarantee product called ADESA Assurance. The new service allows participating dealers to return eligible vehicles within 21 days for a full refund of the purchase price and associated buy fee. The program is available to dealers at all 60 ADESA physical auction locations in the U.S. as well as DealerBlock and LiveBlock, ADESA's online and simulcast auction platforms.

Across ADESA, there are thousands of vehicles up for auction at any given time, the duration of which can vary from a few days to just seconds. To capture the inventory they want, dealers often make purchasing decisions with incomplete or deficient information regarding market condi-

tions, a vehicle's condition or potential reconditioning needs. The ability to return a vehicle through ADESA Assurance is aimed at alleviating the uncertainty of these transactions and helping dealers deploy their capital and shift their inventory more quickly.

For customers who enroll in the subscription service, ADESA Assurance will be automatically applied at the time of purchase to all eligible vehicles purchased at ADESA physical auctions, LiveBlock, ADESA UVA and ADESA mobile auctions. Buyers who only purchase DealerBlock vehicles on ADESA.com can add protection on a vehicle-by-vehicle basis at the time of check-out. ADESA Assurance applies to vehicles 21 years or newer with a maximum sale price below \$100,000 and fewer than 250,000 miles.



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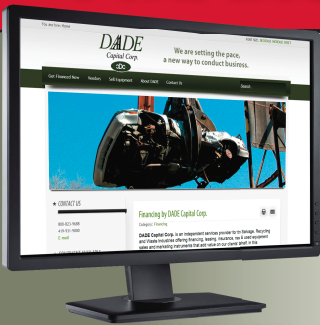
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