



American Recycler

NewsVoice of Salvage, Waste and Recycling

AmericanRecycler.com

FOCUS: METALS

Online sales of auto parts expands

Steel industry mergers and acquisitions slow



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Industry experts believe consumers will continue to look for online experiences of purchasing used auto parts that are simple and easy.

PHOTO COURTESY OF CARDONE INDUSTRIES

by MAURA KELLER

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The automotive industry continues to see increased growth and demand for parts and accessories (P&A), especially online. According to Frost & Sullivan's *The Future of Parts and Service Retailing in Automotive Aftermarket* (May 2015), online B2C sales of automotive parts and accessories alone are expected to become a \$20 billion business by 2020 in North America and Europe – an estimated 9 to 10 percent penetration rate within overall aftermarket.

According to Sree Menon, head of parts and accessories at eBay Motors, the automotive e-commerce aftermarket industry continues to grow, especially as the average age of automobiles climbs beyond its current record of 11.4 years. Online purchasing continues to increase, particularly consumer demand for P&A and repairs and the DIY (Do-it-Yourself) and DIFM (Do-it-For-Me) segments, especially among younger buyers.

The way consumers shop for cars and parts continues to evolve," Menon said. "Consumers want automotive purchases online to be as easy as buying a pair of shoes: convenience, free shipping, warranties, easy returns, peace-of-mind, and the expectation a part will fit. eBay is one of the only destinations that offers consumers a wide spectrum of new and used vehicle inventory, as well as parts and accessories, at a great value."

In fact, parts and accessories have been a bright part in eBay's business,

thanks in part to its loyal motors enthusiasts and eBay's continued focus on selection and technology, specifically Fitment, also known as "Parts Compatibility."

"Our new Fitment capabilities have been a huge advantage for shoppers looking for P&A," Menon said. "With Fitment, shoppers can easily see which parts are compatible with their vehicles as they browse the eBay Motors marketplace. It also reduces returns or wrong part purchases."

For sellers, eBay's investment in structured data penetration, which enhances buyers' search and discoverability, has also enhanced the Motors experience on eBay.

Henry Scrampton, owner of Scrampton Family LTD, a used car parts company based in Pennsylvania, attributes the boom in online resale and retail of used car parts to the increase in trust levels about buying online.

"People are just plain more comfortable with the Internet and dealing with strangers," Scrampton said. "It's almost like Uber and those types of apps. Just like people are getting into cars and trusting strangers for rides, people are more comfortable buying parts from people they've never met online. It's almost like the trust in sales begets more trust. There are some highly reputable online resellers and these are guys I've never met, but I'd trust buying or trading parts with them purely because of the reputation they've built up with the volume of sales and happy customers."

Increasing Demand

All sorts of replacement parts and accessories are in demand on eBay Motors; some of their most popular parts and accessories sold in 2015 included everything from engines to wheels and tires to LED lights.

As Menon explained, shoppers usually look for the things they want or the things they need. Consumers typically want performance and accessory parts. Those normally sell to auto enthusiasts. The things consumers need are the parts that keep a vehicle running – brake pads, tires and so on. These are the basic, and traditionally unsexy parts and accessories.

"Enthusiast buyers often know the brand and part they want," Menon said. "They also want to find the best price, and they want to buy the specific part from a reputable dealer. If someone buys many parts from the same seller and they always get great delivery and service, this can lead their purchase a little away from price and more toward a trusted seller."

What's more, many purchasers of aftermarket parts online are DIYers, which can include a more novice DIYer or an advanced automotive enthusiast. DIYers purchase parts such as filters, glass and lighting products, and electrical parts that are generally less technical and easier to install. For DIFMers, purchases include more complex parts such as full engines and emissions components to exhaust systems. In fact, as of Q2 2016, a

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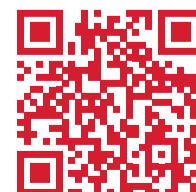
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Minnesota State Fair increases recycling

The Minnesota State Fair increased the capacity to recycle on the fairgrounds, expanding across the 320 acres.

The Minnesota Beverage Association and the American Beverage Foundation for a Healthy America joined in providing a substantial grant to fund the purchase of 260 additional recycling bins that were placed near waste bins.

“Minnesota’s non-alcoholic beverage industry is proud to support efforts that positively impact the environmental health of our great state,” said Tim Wilkin, president of the Minnesota Beverage Association. “Our industry has a record of leading the way on environmental stewardship, as evidenced by our 100 percent recyclable containers and our support for recycling whether you’re at home or on the go.”

Based on past experience, the State Fair has to handle more than 1,000 tons of waste material over the course of the

12 day event, or a little more than 83 tons a day. Past analysis of the contents of waste bins that were not near a recycling bin found that the waste bins actually contained about 80 percent recyclable material. This number drops to between 5 and 10 percent when the waste bin is accompanied by a recycling bin. Dramatically increasing the number of recycling bins near waste containers can be expected to substantially increase the percentage of material diverted to the recycling stream.

Sustainability consultants for the fair will analyze the outcomes to determine the impact of this expansion of convenient recyclables receptacles.

As an added bonus, the recycling bins acquired for use at the State Fair will be made available to organizations and communities around the state for use during their own events, outside of the State Fair dates.



U.S. Bureau of Labor workplace injury data released

The United States Bureau of Labor Statistics (BLS) released its 2015 Workplace Injury and Illness Data. For the waste and remediation sector, the report highlighted a decrease in total recordable workplace injury and illness cases, a slight decrease in injuries that resulted in job transfers or job restrictions, and the rate of lost workday cases also declined. Nationally, the report indicates across all industries a downward trend of incidence rates, with the total recordable cases for private industry fell to 3.0 per 100 full time workers in 2015, down from 3.2 in 2014.

The BLS data shows:

- The total recordable cases of workplace injury and illness in the Waste Management and Remedial Services category was 4.5 per 100, a decrease from the 2014 rate of 5.1 per 100.

- The rate for cases with days away from work was 1.9 per 100, a decrease from 2.2 per 100 in 2014.

- The rate for cases that resulted in job transfer or restriction was 1.2 per 100, the same rate as in 2014.

In addition, the BLS data found that in the subcategory for solid waste collec-

tion employees within the waste and remediation category was lower in two of three measurements:

- The total rate of recordable cases for solid waste collection employees was 6.6 per 100, down from the 2014 rate of 7.1.

- The rate of cases with days away from work was 2.9 per 100, down from the 2014 rate of 3.3 per 100.

- The rate of cases with job transfer or restrictions was 1.7 per 100, slightly up from the 2014 rate of 1.5 per 100.

“NWRA is engaged in a comprehensive data collection effort as part of our

strategic initiatives to directly impact industry safety performance,” commented Bret Biggers, director of statistics and standards for NWRA. “We monitor both long-term trends and current performance data from our member companies to continuously evaluate the impact of our programs that are designed to prevent and reduce accidents and injuries.. What we see in the 2015 BLS data is favorable for the waste and recycling industry, reflecting the continuing safety efforts of industry companies.”



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Used parts

Continued from Page 1

wheel or tire part was sold every 7 seconds.

“We also see shoppers investing in new automotive-tech accessories, without having to buy a new car,” Menon said. “These purchases include accessories that can be incorporated into a more cost efficient upgrade and could be anything from infotainment technologies and heads-up display systems to keyless entry mechanisms.”

Certification Matters

When it comes to purchasing used auto parts, people want to know that they’re buying the item that they need.

For instance, eBay’s Fitment program ensures confidence and shopping ease for our consumers when it comes to searching for compatible auto parts and accessories.

According to Menon, Fitment allows a seller to identify their items so that buyers can shop based on a specific vehicle to find the parts they need. For sellers, this results in more satisfied buyers because it’s easier for sellers’ parts to be found, leading to increased sales. Sellers can add all the years, makes, models, trims, and engines that their part fits (up to 1,000 or 3,000 combinations, depending on the category), which makes it easy for buyers to discover the right parts for their vehicle.

“We’ve always had to answer to Certified Auto Parts Association (CAPA),” Scrampton said. “They’re the number one thing you’ve got to look for when shopping for used auto parts. I repeat to everyone I know what they say, ‘If it isn’t CAPA certified, it isn’t a genuine replacement part.’ They’ve been around the longest and they’re definitely the foremost certification to look for.”

Scrampton is interested to see what CAPA does for the burgeoning electric/hybrid car market.

“They’ve done a good job on hybrids thus far with the Prius having been around since 1997,” Scrampton said. “But with regard to Tesla, CAPA might have some trouble with those parts since Tesla isn’t part of the traditional market and they’re constantly innovating. I’ve seen some government

agencies built to deal with autos falter in dealing with change. And I think the certification process will definitely change with 3D printing.”

It’s important to note that a certification program that aims to help buyers purchase remanufactured products with like-new quality and warranty coverage was announced by Motor & Equipment Manufacturers Association (MERA), a remanufacturing association. With the program, companies can now certify that their remanufacturing processes meet quality management standards more generally associated with new manufacturing. This certification also allows all buyers to confidently identify and purchase remanufactured products. Cardone Industries, Inc., a remanufacturer of automotive parts, will be among the first companies to use the Manufactured Again certification seal on their product packaging.

As John Chalifoux, the president of MERA explained, MERA represents vehicle suppliers that manufacture and remanufacture components, technologies, and systems for use in passenger cars and heavy trucks. The organization serves as a critical bridge between high-tech capabilities in new vehicles such as autonomous vehicles and vehicle connectivity and the “nuts and bolts” of vehicle manufacturing.

“Remanufacturing has gained bipartisan support and simply makes sense as buyers can save money on high-quality parts while also being green,” Chalifoux said. “With all these pieces falling into place over the last couple of years, the future of remanufacturing is bright, to say the least. With the new certification program, buyers can now buy certified remanufactured parts with confidence. This is a critical milestone in the ability for remanufacturers to grow their businesses.”

Future Status

Industry experts believe consumers will continue to look for online experiences of purchasing used auto parts that are simple and easy.

“As the P&A industry online continues to evolve, shoppers and sellers can expect an even more simplified, enhanced online automotive experience,” Menon said. “eBay will continue to have more choice and competitive

As of Q2 2016 on eBay Motors:

- Three car parts or accessories are sold every 1 second
- A car or truck is purchased every 5 minutes
- A wheel or tire part is sold every 7 seconds
- An exterior part is sold every 3 seconds.
- An engine or engine component is sold every 12 seconds

eBay Motors America’s Aging Car Force (Feb 2016) found that specific to P&A:

- More than half (52 percent) of aging vehicle DIYers purchase parts and accessories online
- More than one-fourth (27 percent) of respondents are exclusively purchasing P&As online

eBay Motors Future of Shopping Study (Feb 2015) found that for P&A:

- More automotive parts and accessories will be purchased online
- Nearly half (47 percent) of consumers have purchased automotive parts online
- 64 percent are DIYers (Do It Yourself) who installed the parts they bought online themselves
- 22 percent are DIFMers (Do It For Me) who brought the parts they purchased online to an auto shop and/or dealership to perform the installation
- 14 percent are both DIYers/DIFMers
- Among consumers who have never purchased automotive parts online, about a quarter (23 percent) are very likely or somewhat likely to purchase auto parts online in the future.
- Two in five women (41 percent) have purchased auto parts (i.e., brakes, wheels/tires, interior/exterior components, etc.), online, and more than half (56 percent) install the parts themselves.

pricing, as well as the integration of service aggregators, which is currently limited. For sellers, the available technology will continue to become more efficient with buyer discoverability at the forefront. Additionally, the incorporation of more relevant content, community feedback such as reviews, and services in one destination as the consumer is browsing, will also be crucial.

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Events Calendar

January 23rd-26th

COMPOST2017: 25 Years and Growing Conference & Tradeshow. Westin Bonaventure, Los Angeles, California. 301-897-2715 • www.compostingcouncil.org

March 6th-9th

Association of Postconsumer Plastic Recyclers Membership Meeting, 2016 Spring APR Membership Meeting. Hyatt Regency, New Orleans, Louisiana. 202-316-3046 • www.plasticsrecycling.org

March 7th-11th

CONEXPO-CON/AGG 2017. Las Vegas Convention Center, Las Vegas, Nevada. 800-867-6060 • www.conexpoconagg.com

March 12th-15th

Southeast Recycling Conference & Tradeshow. Hilton San Destin Golf Resort & Spa, Destin, Florida. 800-441-7949 www.southeastrecyclingtradeshow.com

March 14th-15th

Tennessee Environmental Conference. Meadowview Conference Resort & Convention Center, Kingsport Tennessee. 423-854-5485 • www.tnenvironment.com



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Republic Services awarded

The Virginia Recycling Association has named Republic's Northern Virginia Recycling Center the winner of the Outstanding Service Provider of the Year Award. The award was presented at the Virginia Recycling Association annual membership meeting and awards ceremony in Harrisonburg, Virginia.

The Northern Virginia Recycling Center has been recognized as one of the largest recycling centers in the state serving over 140,000 households and 5,000 commercial and industrial businesses each month. Republic has made numerous investments to improve the recycling center's processing capabilities as part of a large revitalization project. With more than 80 full time employees, the center has the ability to process between 11,000 and 14,000 tons of material per month. Recycling rates have increased by approximately nine percent with the implementation of single stream recycling.

"The Virginia Recycling Association is thrilled to celebrate Republic as one of 13 exemplary recyclers honored for our 2016 Recycling Awards," stated Debbie Spiliotopoulos, Virginia Recycling Association president. "The VRA awards program shines a spotlight on the importance of recycling to Virginia's economy, environmental protection, and sustainable management of over 12 million tons of waste generated annually in the state."

The Northern Virginia Recycling Center system features 29 quality control personnel per shift for production of marketable materials; 5 mechanical sorters including 3 optical sorters, 1 magnetic sort and 1 eddy current; 8 screens to include 1 old corrugated cardboard, 6 paper screens and 1 glass screen; 2 balers for preparing commodities for shipment; and 75 conveyor belts throughout the recycling center.

Known as the Blue Planet™ sustainability initiative, Republic is defining its approach to corporate social responsibility through reduced emissions from operations, materials management, safety, community engagement and employee growth opportunities.

Republic collects and processes approximately five million tons of recyclables per year at 67 recycling centers nationwide.

"Poor Old fool," thought the well-dressed gentleman as he watched an old man fish in a puddle outside a pub.

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The old man replied, "You're the eighth."

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New Jersey DEP recognizes efforts to promote recycling

A printing firm that employs green initiatives such as having a recycling program for waste paper and other materials, as well as having honeybee hives and using wind turbines; a partnership among a government, nonprofit groups and businesses to reduce waste; and the diligent efforts of a municipal employee to increase community recycling are among the honorees at New Jersey's recent Recycling Symposium and Awards Luncheon.

Cox Printers of Linden in Union County, the Learn Your ABCs BYOBAG Campaign of Princeton, in Mercer County; and Patricia Totaro, the recycling coordinator for Brick Township in Ocean County, were among seven businesses, organizations and people recognized during the annual Association of New Jersey Recyclers (ANJR) symposium and luncheon recently held at the Jumping Brook Country Club in Neptune, Monmouth County.

Also recognized were a group of grade school students from across New Jersey for their poems about recycling.

In 1987, New Jersey became the first state to require recycling, by passing the New Jersey Statewide Mandatory Source Separation and Recycling Act. Nearly 30 years later, the State is continuing to develop policies to further increase recycling rates, and to adapt recycling strategies to match current lifestyles. As part of that effort, DEP requires counties to meet recycling tonnage targets and, with help from local and county partners, promote public participation in recycling programs.

The annual symposium and luncheon was co-sponsored by the DEP and ANJR.

RECYCLING AWARDS - BUSINESS

Cox Printers

In addition to recycling numerous materials and offering customers recycled products as part of its print jobs, Cox Printers has installed a 36kW solar system and two wind turbines on the roof of its building. A partial roof garden, which reduces rainwater runoff, has also been installed on the roof, as well as a number of honeybee hives. The business also follows carbon neutral shipment of goods.

Earth Friendly Products

Earth Friendly Products manufactures "green" cleaning products at its five U.S. plants, including a facility in Parsippany. The company recycles a variety of materials, has established "zero waste" as a company-wide goal, and has integrated sustainability into all business operations. It welcomes employee suggestions for waste reduction, and has conducted waste audits that led to further cuts in waste generation at the company. Significant cuts to the company's trash stream resulted in recycling revenue totaling more than \$180,000. The company also uses solar power and has achieved carbon neutrality since 2013.

Benjamin Moore and Company

Benjamin Moore's Distribution Center in Clifton has recycled hundreds of tons of wooden pallets and unwanted paint, corrugated cardboard and shrink wrap. It now has a paint can crusher to recycle steel paint cans. Employees also

are educated about the key part environmental programs play in segregating the waste stream, labeling and handling materials safely.

LEADERSHIP: Learn Your ABCs BYOBAG

A collaborative effort by Princeton Borough, the Princeton Merchant's Association, McCaffrey's Grocery Store and Sustainable Princeton that follows the waste reduction cycle of Reduce, Reuse, Recycle is the focus of The Learn Your ABCs BYOBAG Campaign. The campaign demonstrates leadership because the program is a partnership between a municipality, a recycling coordinator, businesses and a nonprofit group. The effort also has expanded existing programs and provides a solution for recycling non-mandated materials including plastic packaging films, which are difficult to recycle.

RISING STAR: Patricia Totaro

Since becoming Brick Township's recycling coordinator in 2012, Totaro's efforts have resulted in many positive developments and improvements to the township's recycling program. Changing the culture of her department, township employees, residents and businesses has taken several years, and the township now recycles more than it ever has before. Totaro also was instrumental in convincing the governing body to invest in new recycling equipment to improve the program and marketability of materials collected.

INSTITUTION: The Valley Hospital

The Valley Hospital, in Ridgewood, Bergen County, continues adding new materials to an already extensive list of

materials for its recycling program. The hospital also uses eco-friendly building products whenever possible and has installed rooftop beehives.

INSTITUTION: Chairville Elementary School

Chairville Elementary School in Medford, Burlington County, recycles a variety of materials and has composting containers for food waste. Recycling is an important part of the curriculum, and the school's Green Team works to promote various environmental programs including waste reduction. The 400-student school is in the process of constructing an outdoor classroom, which will be used to support and extend the school's environmental curriculum.

2016 POETRY CONTEST WINNERS

Grade 4: Amare Grissett and Molly McDonald, Linden School #6, Linden; Sienna Dragone, Mount Tabor School, Mount Tabor; Gabriella Casamento, Rockaway Valley School, Boonton Township.

Grade 5: Jordan Hewitt, St. Peter School, Point Pleasant; Shannon Huang, Frank Delfino Central Elementary School, Marlboro; Hannah Repuyan, Manchester Township Elementary School, Manchester; Chris Stearns, Littleton Elementary School, Morris Plains.

Grade 6: Alivia King, Toms River Intermediate South School, Toms River; Alexis Mayer, Woodcliff Lake Middle School, Woodcliff Lake; Lauren Kozubal, Sampson B. Smith School, Somerset; Ami Balli, Central Middle School, Parsippany.

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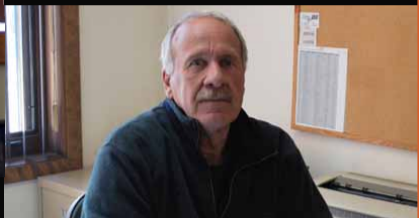
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Novelis China supplies aluminum for Jaguar XFL



Featuring 75 percent aluminum in the Body-in-White, the aluminum-intensive vehicle sets a new standard for automotive aluminum lightweighting solutions in China.

Novelis is supplying aluminum solutions for the all new Jaguar XFL, the first Jaguar model from Chery Jaguar Land Rover Automotive Co., Ltd. The XFL launched in China and features a body-in-white made of 75 percent aluminum, the highest aluminum content achieved by an automaker to date in the Chinese automotive marketplace.

Jaguar XFL's advanced design builds upon the successful launch of the Jaguar XE and XF models in Europe, which also featured Novelis aluminum and applies the same Novelis premium alloys, Novelis Advanz™, throughout the majority of the body-in-white. The application of Novelis' innovative aluminum solutions makes the mid-sized luxury sedan 28 percent stiffer than the first generation model 1. The light, stiff and strong aluminum-intensive body benefits the vehicle with greater flexibility to incorporate complex

technology, compared with conventional body platforms.

Novelis' Changzhou plant in China is the local supplier for the Chery Jaguar Land Rover Changshu Plant, China's first purpose built aluminum body shop. Most of the aluminum alloys featured in the Jaguar XFL come from Novelis' Changzhou Plant, with the remainder to be sourced from Novelis' Sierre plant in Switzerland. As China's first facility dedicated to manufacturing heat treated aluminum automotive sheets, Novelis' Changzhou plant supplies aluminum to global automakers in Asia and beyond.

Together with automakers, Novelis is working to design a new generation of lighter, more fuel efficient vehicles with reduced life cycle emissions where a 10 percent weight reduction can result in a 5 to 7 percent fuel savings.

Used parts

■Continued from Page 4

Mobile will also continue to be significant. This especially rings true with DIYers; as well as Millennial buyers."

Scrampton stressed that car parts and cars themselves are some of the most frequently recycled parts in any industry. "Some might even tell you this industry is recession proof, and I'm someone who supports that statement," Scrampton said. "If the economy is down and fewer people are buying new cars at dealerships, I'll be doing good business reselling parts for more contemporary cars. If the economy is up and discretionary spending is through the roof, I'll see a lot of sales for vintage autos and so on."

Scrampton's business has only ever grown, but Scrampton said it's all about being responsive to trends.

"I like to pay close attention to behavioral trends. You know how everybody is doing Uber and those type of taxi apps? What kind of cars do you think people will be buying more of and

getting more use out of? The Camrys, the Accords, those types of cars you see when using those apps," Scrampton said. "Now, I know they're very common cars, but I'll look at how those cars are used, the specific years and models in use, and hedge against those parts being needed at some point."

Scrampton says the used auto parts industry is always changing and will always adapt.

"People will always appreciate the design characteristics of a Jaguar E type, for instance, so there will always be a market for those parts," Scrampton said. "With 3D printers, I think there will be more quality replacement parts on the market. CAPA will have to account for 3D printed parts in the future. I don't know if they're totally ready to deal with it, but it's certainly something they have to consider. I know I'm looking into 3D printers and the capabilities they have for replicating auto parts. And remember, change is good. Look at the change that happened with online sales. Now I'm doing huge numbers online. Ten years ago, if you told me that would be the case, I would've called you crazy."

WASTE

EREF awards a dozen new scholarships

The Board of directors of the Environmental Research & Education Foundation (EREF) has awarded a record of 12 scholarships to Master's and Doctoral students across the U.S. and Canada.

Included in those 12 scholarships are recipients of 3 new named EREF scholarships: the Evergreen Surety Bond Scholarship, funded by Evergreen National Indemnity Company (Evergreen), the Garbage Man's Invitational Master's Scholarship, funded by Garbage Man's Invitational participants and the Ice River Springs Master's Scholarship, funded by the Ontario-based Ice River Springs.

Congratulations to the 2016 EREF Scholars:

Amirhossein Rezaei Adaryani, University of North Carolina at Charlotte, Ph.D.

Project: Biodegradation of Contaminants of Emerging Concern by White-rot Fungi in Municipal Leachate

Municipal landfill leachate is a significant source of a wide variety of contaminants of emerging concern (CECs) such as pharmaceutical compounds and plasticizers. Adaryani's research focuses on the utilization of white-rot fungi and lignin modifying enzymes of WRF in removal of CECs from leachate.

Vinny Anderson, The Ohio State University, MS

Project: An Integrated Forward Osmosis Membrane Distillation Membrane Process for Flue Gas Desulfurization Wastewater Treatment

The objective of this research is to evaluate the feasibility, and effectiveness of an integrated Forward osmosis – membrane distillation process to reclaim wastewater produced through the flue gas desulfurization (FGD) process of coal combustion power generation facilities. FGD wastewater contains both high suspended and dissolved solids, including mercury, arsenic, selenium, chloride and boron; requiring on-site treatment to reach acceptable regulatory levels before discharge to local waterways.

Riley Coulthard, Yale University, Ph.D.

Project: Carbon Nanotube Enabled Technology for Reclamation of Rare Earth Elements from Coal Combustion Residues

Coal combustion residuals are one of the largest industrial solid waste streams in the country, with approximately 100 million metric tons generated annually. The goal of Coulthard's project is to develop a nanomaterial-enabled technology to extract rare earth elements from large volume solid wastes, specifically targeting coal combustion residuals.

Shakira Hobbs, Clemson University, Ph.D.

Project: Strategic Sustainability Assessment of Enhanced Aerobic and Anaerobic Digestion of Food and Bioplastic Waste for Municipalities

This project assesses the sustainability of multiple waste management options for biopolymers and food waste through computational modeling, experiments and case studies.

Syed Md Iskander, Virginia Tech, Ph.D.

Project: An Integrated Leachate Treatment System for Removing Contaminants and Recovering Resources

This project focuses on the development of an integrated leachate treatment system for removing contaminants and recovering resources. It also investigates nitrogen removal and recovery using a microbial electrolysis cell, water production in a forward osmosis unit and study of the fouling of ion exchange membranes and forward osmosis membranes used in the system.

Gomathy Radhakrishna Iyer, University of Texas at Arlington, Ph.D.

Project: Development of Landfill Biocovers from Yardwaste to Oxidize Methane Escaping Landfill

Gomathy's research primarily focuses on developing landfill biocovers to oxidize surface methane emissions and developing a model based on California Landfill Methane Inventory Model (CALMIM) for methane oxidation potential.

Hongyue Jin, Purdue University, Ph.D.

Project: Value Recovery of Rare Earth Permanent Magnets: Economic and Environmental Impacts and Associated Pricing Strategy

Jin's research focuses on modeling, analysis, and control of closed-loop supply chains. Her recent research has been about assessing the economic and environmental impacts of rare earth metal recovery from end-of-life products, as well as developing

optimization strategies to increase the supply of critical materials.

Marija Krstic, The City College of New York, Ph.D.

Project: Recycled Glass as a Supplementary Cementitious Material in High Performance Concrete

The production of cement is energy intensive and has raised environmental concerns since one ton of cement produces an equal ton of CO₂. The added benefit of supplementary cementitious materials (SCMs) is the production of 'Green Concrete' by reducing CO₂. The two most used SCMs are fly-ash and slag. However, recently there were shortages in availability of both. Thus, in response to the urgent need for an effective and economical SCM to support concrete construction, this research is focused on a new glass pozzolan SCM from recycled post-consumer glass.

Caroline Larose, University of Michigan, MS

Project: Material Flows: Strategies to reduce Ann Arbor's municipal solid waste and improve diversion

Larose's research will consist of a comprehensive benchmarking analysis of urban waste programs and a review of city stakeholders to distill a set of MSW management, education, and awareness best practices.

Danni McPherron, Indiana University Bloomington, MS

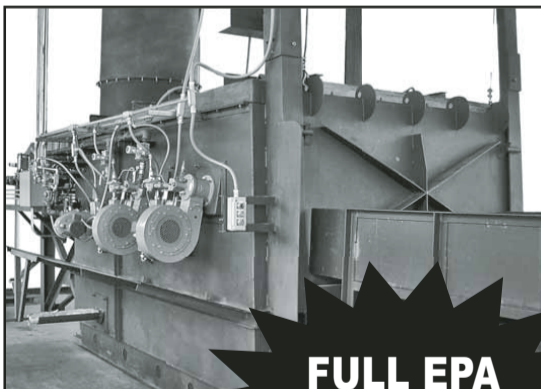
Project: A Growing Food Waste Problem: Bridging the gap between
See **SCHOLARSHIPS**, Page 10

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CONSTRUCTION & DEMOLITION

C&D debris routed for recycling in King County

As of November 1, 2016, large quantities of construction and demolition waste (C&D) will no longer be accepted for disposal at King County, Washington solid waste facilities. Instead, these materials should be taken to a C&D handling facility and put back into the economy as recycled or repurposed materials, or disposed.

This includes C&D waste in dump trucks or other mechanized dump vehicles, and also in mechanized (hydraulic and hand-cranked) dump trailers.

"More than 250,000 tons of construction and demolition debris generated in King County go to landfills as waste every year – and a significant portion of that can be recycled or reused," said Christie True, director of the King County Department of Natural Resources and Parks. "Diverting recyclable and reusable materials from landfills is in line with our region's strong stewardship ethic."

Small quantities of C&D waste brought in vehicles or trailers without mechanized dump beds, and C&D materials mixed with larger loads of garbage that don't exceed roughly 10 percent of the total load will still be accepted at King County-operated transfer stations.

C&D materials generated during the construction and demolition of buildings, roads, and other structures

that can be recycled includes clean wood, cardboard, metal, new gypsum scrap, asphalt paving, bricks and concrete. C&D waste includes materials such as roofing, painted wood, insulation and cement siding.

King County will continue to direct customers with C&D recyclable materials and C&D waste to privately-owned C&D handling facilities that are routinely monitored to ensure compliance with environmental standards.

A King County ordinance requiring increased recycling rates of C&D materials was passed in 2015. This ordinance is in line with the goals of King County's Strategic Climate Action Plan (SCAP) by reducing greenhouse gas emissions through recycling and reusing construction materials, rather than manufacturing new materials.

The SCAP also outlines King County's goal to recover and recycle 70 percent of waste materials by 2020.

Currently King County residents and businesses recycle 54 percent of all solid waste generated.

King County has created a list of facilities authorized to accept C&D materials for recycling or disposal.

For a direct link to King County's facility list, view this article on www.AmericanRecycler.com.

ALTERNATIVE ENERGY

New England Apple installs solar system



New England Apple Products, the largest cider mill in New England and an industry veteran for more than a hundred years, has partnered with Solect Energy of Hopkinton, Massachusetts to install a 300 kilowatt (kW) solar energy system on the roof of its Leominster facility. The solar array is expected to cover approximately 90 percent of their annual electricity use.

New England Apple has been grinding and squeezing apples in the area since before the advent of modern electricity, adapting over the years in a variety of ways. Aware of the environmental benefits, and with key partners successfully going solar, the company opted to invest in a system for their own operations.

"Partnering with Solect to install solar is an excellent opportunity to reduce the company's carbon footprint and generate a

long-term financial gain for the business," said Steve Rowse, president of New England Apple. "Our long-standing colleagues in the apple world, JP Sullivan Packing Services in Ayer, had recently installed an array of their own with Solect, and the quality of their experience helped ease many of our concerns."

New England Apple Products is projected to save \$40,000 annually on its electricity bill, and is able to take advantage of state and federal tax and financial incentives, including SRECs (Solar Renewable Energy Certificates), which are financial incentives based on the amount of solar energy the system generates.

NE Apple's new solar installation joins an array of other green efforts that the company has been dedicated to for some time.

Landmark subsidiary closes \$73 million solar land acquisition

Landmark Infrastructure Partners LP, a publicly traded partnership and controlled subsidiary of Landmark Dividend LLC (Landmark Dividend), has acquired (through a wholly owned subsidiary) approximately 4,000 acres of land in California underneath four utility-scale solar photovoltaic (PV) projects developed by Recurrent Energy, a subsidiary of Canadian Solar Inc., one of the world's largest solar power companies. Total consideration was approximately \$73 million.

Landmark Dividend works closely with its renewable energy lessees to provide custom-tailored real estate solutions. As a partner to renewable energy project developers, Landmark Dividend provides exceptional value to clients with its ground leasing expertise and operational discipline, resulting in transactions that close quickly and smoothly. Landmark Dividend and its subsidiaries have provided funding for more than 60 land assets underneath renewable energy projects.

Scholarships

■Continued from Page 9

wasted resources and wasted food. An in-depth exploration into the challenges, opportunities, infrastructure and policies needed to improve food waste recovery activities in the U.S.

The goal of this research is to quantify food waste sources, identify best management practices and model projects, map existing infrastructure and identify gaps, identify model regulatory policies, and make recommendations for addressing infrastructure gaps and identify economic development opportunities.

Serena Pozza, Yale University, MS

Project: How Closed-loop Production Systems Can Reduce Waste

Pozza's research aims to best understand what business and regulatory incen-

tives may drive companies to change, by design, their products, processes, and business models to bring about closed-loop systems.

Jillian Treadwell, McGill University, MS

Project: Driving Factors for Organic Waste and Phosphorus Recycling: A quantitative analysis and scenario based model

The primary goal of this research is to investigate the role of organic waste management in phosphorus cycling and explore the capacity to increase recycling within this system.

EREF scholarships recognize graduate students pursuing excellence in solid waste management research and education. Recipients are chosen based on credentials and potential contributions to the solid waste industry and its scientific community.



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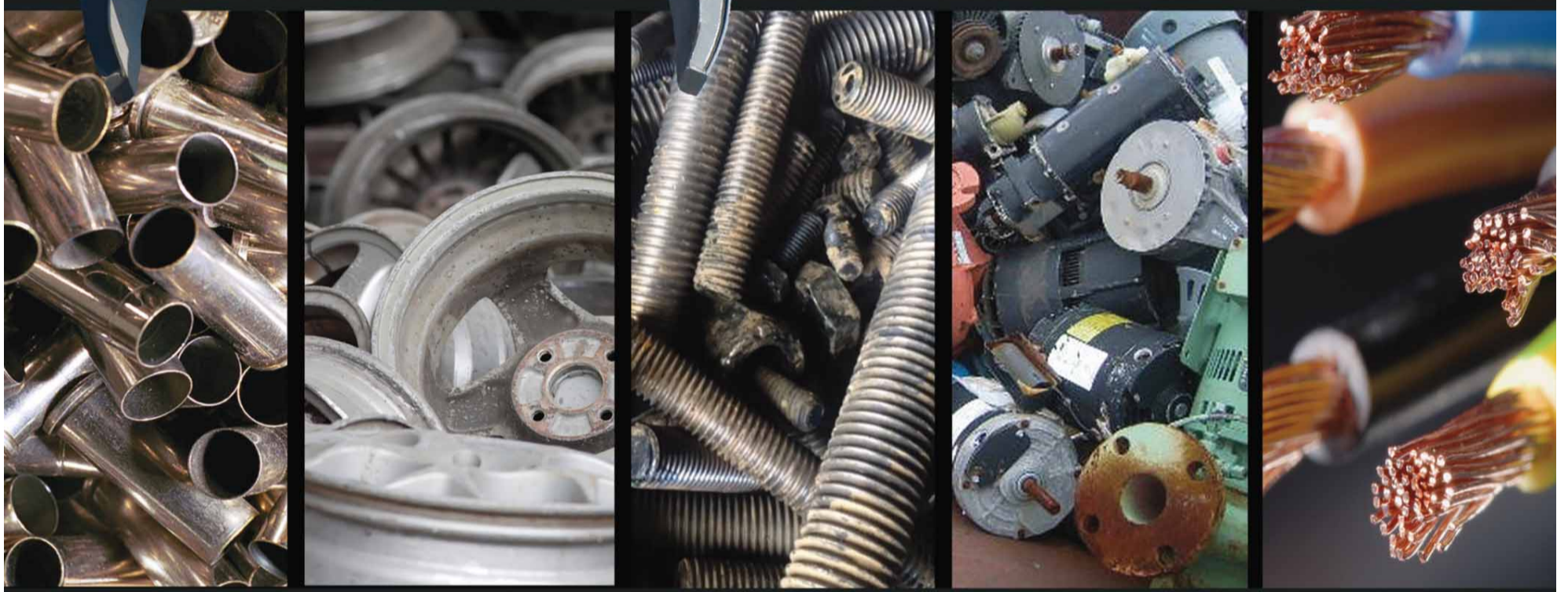


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Includes bucket and forks. \$30,000



SIERRA 350T SHEAR, BALER
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REBUILT HARRIS 1020W BALER
Completely rebuilt with a warranty! Includes an infeed conveyor. \$290,000



REBUILT CM MULTISTACK TIRE SHREDDER
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2002 CAT 330 BL WITH SHEAR
Equipped with a LaBounty MSD2500R shear. Recently hard-surfaced shear. \$97,000



2001 VOLVO L90D LOADER
Includes quick coupler, car forks and new radial tires. \$55,000



2008 OVERBUILT 10HS CAR CRUSHER
Stationary electric crusher with remote. \$56,000



2014 SSI M-70 TIRE SHREDDER
Only 1,400 hours. Includes spare knife set. \$79,000



ROTEX SCREEN
20" x 82" 2 HP drive. Includes 13 screens. \$18,000



2008 MAGNATECH 6060 SHREDDER
1,500 HP, includes everything you need to start shredding! Dismantled and loaded on your trucks. \$390,000



1991 KOMATSU PC400LC WITH GRAPPLE
Includes Young grapple, generator and magnet control box. Good running machine! \$65,000



2011 PELLENC M1600 OPTICAL SORT SYSTEM
Lightly used optical sort system in great condition. E-scrap, plastic, non-ferrous, muni waste, etc. \$65,000



1994 JOHN DEERE 644G WHEEL LOADER
Includes forks and bucket. Runs very well. \$38,000

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METALS

Steel imports decline 10.2 percent in September 2016

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

	SEP 2016	AUG 2016	2016 Annualized	2015 Full Year	% Change 2016 Annual vs. 2015
SOUTH KOREA	283	336	3,990	4,854	-17.8%
TURKEY	159	180	2,471	2,823	-12.4%
JAPAN	149	213	1,904	2,259	-15.7%
GERMANY	110	129	1,254	1,515	-17.2%
TAIWAN	103	143	1,007	1,205	-16.4%
CHINA	98	63	901	2,374	-62.0%
VIETNAM	98	127	896	222	303.2%
All Others	1,108	1,181	13,945	16,241	-14.1%
TOTAL	2,108	2,373	26,368	31,493	-16.3%

Based on preliminary Census Bureau data, the American Iron and Steel Institute (AISI) reported that the U.S. imported a total of 2,745,000 net tons (NT) of steel in September 2016, including 2,108,000 NT of finished steel (down 10.2 percent and 11.2 percent, respectively, vs. August final data). Year-to-date (YTD) through 9 months of 2016 total and finished steel imports are 24,773,000 and 19,776,000 net tons (NT), down 19.8 percent and 21.5 percent, respectively, vs. the same period in 2015. Finished steel import market share was an estimated 26 percent in September.

A key finished steel product with a significant import increase in September compared to August was sheets and strip all other metallic coatings (up 13 percent). Reinforcing bars (up 12 percent) had a significant year-to-date (YTD) increase vs. the same period in 2015.

In September, the largest volumes of finished steel imports from offshore were from South Korea (283,000 NT, down 16 percent from August final), Turkey (159,000 NT, down 12 percent), Japan (149,000 NT, down 30 percent), Germany (110,000 NT, down 15 percent), Taiwan (103,000 NT, down 28 percent), China (98,000 NT, up 54 percent) and Vietnam (98,000 NT, down 22 percent).

For the first 9 months of 2016, the largest offshore suppliers were South Korea (2,992,000 NT, down 24 percent vs. the same period in 2015), Turkey (1,853,000 NT, down 15 percent), Japan (1,428,000 NT, down 21 percent), Germany (941,000 NT, down 23 percent), Taiwan (755,000 NT, down 22 percent), China (676,000 NT, down 68 percent) and Vietnam (672,000 NT, up 391 percent).

AIST's T.C. Graham prize winners awarded \$20,000

Two engineering professors at the University of Nebraska-Lincoln have been named winners of the Association for Iron & Steel Technology's (AIST) 2016 T.C. Graham Prize, an international award meant to encourage development of new uses for steel.

Christopher Y. Tuan, Ph.D., P.E., F.ASCE, professor of civil engineering, and Lim Nguyen, Ph.D., P.E., professor of electrical and computer engineering, University of Nebraska-Lincoln, will share in the \$20,000 prize for their development of a steel-based system that melts snow and ice on concrete surfaces.

Their system makes use of common steel shavings and fibers, which are mixed into wet concrete and then poured over a series of steel bars. Once energized, the system conducts a mild current, generating just enough heat to keep precipitation above the freezing point. The system has significant potential in cold-weather transportation infrastructure.

The professors stated that the calculation of operational cost of implementation for their systems at Roca Spur Bridge in Lincoln, Nebraska, to be just \$85 per day during a snowstorm, whereas it would cost upwards of \$1,000 each time a snow truck is dispatched.

Christopher Tuan first began his research in the early 1990s when he

worked as contractor for the U.S. Air Force Civil Engineering Support Agency and was given the high-priority task of mitigating icy runways for heavy aircraft landing. He said, "I've devoted more than 20 years of my life to perfecting this technology, and winning the T.C. Graham Prize is truly 'electrifying.'"

They estimate that widespread adoption of their system could generate 90 million tons per year of new steel demand.

Tuan and Nguyen's proposal was one of 16 submitted from around the world. From that group, three finalists were ultimately selected, and they presented their proposals during a live video conference to the Contest Jury. During the conference, each finalist had 10 minutes to present their submission to the jury, followed by a brief question-and-answer session.

The Contest Jury consisted of John Brett, president and chief executive officer, ArcelorMittal USA; John Ferriola, chairman, president and chief executive officer, Nucor Corp.; Mario Longhi, president and chief executive officer, United States Steel Corporation; Mark Millett, president and chief executive officer, Steel Dynamics Inc.; and Roger Newport, chief executive officer, AK Steel Corp.

■ For more METAL RECYCLING NEWS, see Page B1



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RUBBER

TreadWright Tires named BIG Awards Green Company of the Year

TreadWright Tires has received Business Intelligence Group's BIG Award for Business. The Houston based company has been named the 2016 Green Company of the year for its efforts in providing durable, sustainable, remanufactured tires at an affordable price, minimizing the environmental impact of the millions of tires and tire compounds thrown out each year in the U.S.

TreadWright Tires offers a wide range of MT/LT tires that are entirely produced in the U.S. at its manufacturing facility in Houston, Texas with the highest quality commercial grade truck rubber.

TreadWright tires are manufactured with 70 percent recycled content, including premium brand tire casings. Employing a proven European manufacturing process called remolding, TreadWright uses the same mold cure process as traditional manufacturers of OEM tires. With the same quality, durability,

and better mileage than similar tires in its class, TreadWright tires are better for your car and better for the environment. Each TreadWright tire uses approximately 6 gallons of oil compared to 18 gallons for a new tire – 65 percent less oil than standard tires as well as less energy used in the overall manufacturing process. In addition to 12 gallon savings per tire produced, using recycled tire content also helps to ensure that old tires are not taking up space in landfills or polluting the nation's lakes and rivers.

Not only do TreadWright's remanufactured tires benefit the environment, they benefit consumers as well. Using recycled materials allows TreadWright to invest more in its rubber compounds and engineering process to create improved wear characteristics in its tires without sacrificing value. In fact, TreadWright tires perform better than similarly priced imported tires and offer the same mileage as new tires in its class.

AR Scrap Metals MarketWatch



Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$180.00	\$181.00	\$190.00	\$200.00	\$200.00
#1 Bundles	per gross ton	180.00	180.00	186.00	200.00	200.00
Plate and Structural	per gross ton	191.00	190.00	186.00	201.00	205.00
#1 & 2 Mixed Steel	per gross ton	186.00	170.00	180.00	190.00	180.00
Shredder Bundles (tin)	per gross ton	130.00	130.00	101.00	140.00	179.00
Crushed Auto Bodies	per gross ton	130.00	131.00	100.00	140.00	180.00
Steel Turnings	per gross ton	92.00	95.00	96.00	109.00	125.00
#1 Copper	per pound	1.98	1.93	1.93	1.99	2.00
#2 Copper	per pound	1.78	1.78	1.80	1.80	1.82
Aluminum Cans	per pound	.52	.51	.53	.54	.54
Auto Radiators	per pound	1.32	1.30	1.40	1.39	1.42
Aluminum Core Radiators	per pound	.45	.43	.43	.44	.44
Heater Cores	per pound	1.05	1.00	1.08	1.08	1.08
Stainless Steel	per pound	.45	.44	.44	.46	.46

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

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AUTOMOTIVE

R.D. Hopper becomes president of the ARA

Professional Automotive Recycler R.D.Hopper, owner of Sonny's Auto Salvage, Jacksonville, Arkansas, was named the new president of the Automotive Recyclers Association (ARA) in Baltimore, Maryland. Prior to his

installment, Hopper had served as secretary, second vice president and first vice president of ARA and will now play a leading role to help guide and shape the Association's initiatives and direction.

Like most automotive recyclers, Hopper learned the business from the ground up. His father owned an auto parts store in Mountain View, Arkansas, and his grandfather was a mechanic and district manager for the Arkansas State Highway Department. Sonny's Auto Salvage has been located in the Central Arkansas area for over 37 years as a family business. In 1976, the business was purchased by Sonny Taylor and the Taylor family operated the company for 22 years before selling the business to RD and Jennifer Hopper in 1998. Since the early 1960s, there has been a salvage yard at Sonny's current location operating under various ownerships.

Hopper has years of experience in the industry and in serving others. He has been an active member of ARA and the Arkansas Automotive Dismantlers and Recyclers Association (AADRA) for many years. He has served as president of AADRA and has worked on the ARA's Government Affairs Committee.

The full-service Sonny's Auto Salvage specializes in providing Green Recycled Parts for reuse in the service and repair of vehicles in both their local market and nationwide. Along with other ARA members, Sonny's Auto Salvage stands behind their product by offering various warranties to back their parts.

SALVAGING Millions

by Ron Sturgeon
Autosalvageconsultant.com

Tools for success:

What are you doing to move your business to the web?

How are you using the web to ensure that people using search engines to find parts find you and your business? My experience tells me that many yard owners still have a simple website, one that was done on the cheap by their nephew. Most owners know that they should have the website redone, but it is not a high priority.

If that's your story, you probably have a website that is not getting much traffic from search engines. That's a costly mistake. Prioritize the quality of your business site. Work with a person with knowledge of search engine optimization (SEO).

If you would like to see how close your current design is to being SEO friendly, send me an email with your business websites URL and I will send you free SEO audit report on your site. Please put free SEO audit in the subject line of your e-mail.

In the meantime, here are 10 things you should be doing to get more business from your website:

- You should have a list of key words that you want to "own" for your area. You should know the keywords. When someone types these words into Google, your business name should appear near the top of the results. You should be looking at a monthly report to see how well your marketing efforts are working and to see how far you have moved up or down in the results for keywords.

- You should be using the keywords or terms in the text and titles for pages on your site. You should have pages with titles that match the valuable terms.

- You should be using relevant keywords in your craigslist ads and all other places that you are sharing content on the web. Make sure your eBay listings are helping your SEO by putting relevant keywords in them and giving them good titles.

- You should have videos posted that include keywords to make sure that they are found and lead potential

customers back to your site and you.

- You should issue periodic press releases using the keywords. Put a link on the keyword and connect it to the page for that keyword on your site.

- You should be using the keywords on Twitter, Facebook and other social site, where you have content.

- You should make sure that your site displays properly on mobile devices. Can someone using a smart phone or tablet to browse your inventory find what they want and order it easily?

- Make sure your site has a large prominent button that says "find parts" on the home page. Folks came to buy something. Don't make them scroll past pics of your yard and verbiage. Make it easy for visitors to find the parts they came to buy.

- Stop scrimping on the site. Your nephew is a sweet kid, but a good site done by an SEO pro will start at around \$3,000. Most web designers say they understand SEO, but they really don't, so seek out an expert on SEO. Be more focused on visibility and usability than on how pretty or slick it looks.

- You do not need pay per click (PPC) to be successful. Paying for visitors is a lazy man's way to find limited success. It is a costly way to compensate for a crappy non-SEO-optimized site with no supporting strategy. Relying on PPC will cause you to spend \$500 or \$1,000 per month forever because you would not spend \$6,000 the first year and much lower ongoing costs.

A robust web strategy is a must if you want to get move small business to maximum success. It will also put you ahead of some of your competitors. One of my consulting practices is helping business owners use the web to generate leads and sales. In many of my own ventures, we rely on traffic from search engines and SEO to ensure prospective clients find us. We own top positions for our keywords. You can too.

Average fuel economy in U.S. autos reaches record 24.8 miles per gallon

Passenger vehicles achieved record-high fuel economy while outperforming greenhouse gas emission standards in model year 2015, according to two reports released by the U.S. Environmental Protection Agency (EPA).

The GHG Manufacturer Performance Report for 2015 Model Year finds automakers went beyond the model year (MY) 2015 standards by an average 7 grams of CO₂ per mile, equivalent to 0.9 miles per gallon (mpg), even as the fleet-wide standard became more stringent by 13 grams of CO₂ per mile. All large manufacturers have met the standards through MY 2015.

According to the 2016 CO₂ and Fuel Economy Trends Report, MY 2015 vehicles' fuel economy increased by 0.5 mpg to a record 24.8 mpg, with improvements across all vehicle types – including passenger cars, SUVs, vans and minivans, and light duty pickup trucks. Since 2011, the year before the national Greenhouse Gas and Fuel economy standards for passenger vehicles took effect, fuel economy has increased by 2.4 mpg, and CO₂ emissions per mile traveled have decreased by 10 percent.

The automotive industry has seen six consecutive years of sales increases and a new all-time sales record in 2015, reflecting positive consumer response to vehicles complying with the standards. Automakers have been rapidly adopting fuel-efficient technologies like turbo charging, engine downsizing, more sophisticated transmissions, vehicle weight reduction, aerodynamics and idle stop-start, along with improved accessories and air conditioning systems. More than 100 MY 2016 vehicles on the market today already meet the 2020 standards.

EPA estimates that the GHG emissions standards have slashed almost 130 million metric tons of CO₂. The National Program establishes separate footprint-based standards for passenger cars and light trucks. A manufacturer's compliance obligations depend on the mix of vehicles that it produces for sale in each model year. This approach ensures that consumers can continue to choose from the full range of fuel-efficient vehicles, while these vehicles are improving efficiency and reducing emissions.

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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.

PLASTICS

Plastic bottle recycling rate stays flat in 2015; slightly down from 2014

Plastic bottle recycling held nearly steady in 2015, with a slight decrease of 0.5 percent from 2014, according to figures released jointly by the Association of Plastic Recyclers (APR) and the American Chemistry Council (ACC). The 26th annual National Post-Consumer Plastics Bottle Recycling Report indicates the overall recycling rate for plastic bottles for the year was 31.1 percent, down slightly from 31.7 percent the previous year.

Since 2010 plastic bottle recycling has grown by nearly 400 million pounds, increasing on average by nearly 80 million pounds per year, or 2.9 percent annually.

Following 25 consecutive years of growth, several factors contributed to the recent plateau, including a drop in material collected available for recycling, reduced exports and increased contamination of recyclables. In addition, use of plastic bottles in packaging applications continued to expand but was offset by lightweighting and increased use of concentrates with smaller, lighter bottles.

In 2015, polyethylene terephthalate (PET, #1) recycling decreased by 15 million pounds. The collection of high density polyethylene (HDPE, #2) bottles, which includes bottles for milk, household cleaners and detergents, dipped slightly (0.4 percent or 4.8 million pounds), but overall held steady at just over 1.1 billion pounds for the year. The recycling rate for HDPE bottles slipped (0.4 percent) to 34.4 percent.

Domestic processing of recycled HDPE continued to grow for the fifth consecutive year. Domestic reclaimers processed over 1 billion pounds in 2015, an increase of 4.4 percent. Total domestic capacity to process postconsumer HDPE grew to 1.46 billion pounds with reclaimers continuing to use assets to process non-bottle HDPE and PP.

Exports of HDPE fell 16 percent to 184 million pounds while imports rose by 25 percent to nearly 66 million pounds. Given steady domestic collection, these trends resulted in U.S. reclamation plants purchasing nearly 44

million pounds in additional material. Domestic reclaimers purchased over 1 billion pounds of postconsumer HDPE for the year.

"The plastics recycling industry has a history of growth that spans a quarter century and has weathered many factors," said Steve Alexander, executive director of APR. "As a result of expanded infrastructure and demand, this industry remains well positioned for long-term growth."

"All of us should remain diligent in recycling our plastics," said Steve Russell, ACC's vice president of plastics. "Putting the right materials into the bin helps make processing more efficient, which supports the long-term growth and stability of plastics recycling."

This year's survey also found the collection of polypropylene (PP, #5) bottles rose nearly 20 percent to reach 32 million pounds, as the PP collection rate climbed to nearly 18 percent. PP caps, closures and non-bottle containers are widely collected for recycling in the United States, and these data are presented in a separate report on recycling

non-bottle rigid plastics, which will be released in the coming months (until then see "2014 Rigid Recycling Report").

Together, PET and HDPE bottles make up 97 percent of the U.S. market for plastic bottles with PP comprising 1.8 percent, LDPE 0.8 percent and PVC 0.3 percent.

The 2015 Report reflects minor corrections in methodology for PP and HDPE in 2104 and 2015. Details on the corrections are provided in the introduction.

Data on PET recycling referenced in the report were separately funded and published by APR and the National Association for PET Container Resources. A separate report, entitled Report on PET Container Recycling Activity in 2015, is available on APR's website.

The 2015 United States National Postconsumer Plastic Bottle Recycling Report is based on a survey of reclaimers conducted by Moore Recycling Associates, Inc.

Membership program introduced

SPI: The Plastics Industry Trade Association (SPI) and SPE (Society of Plastics Engineers) have created a new, partnered membership program for plastics industry original equipment manufacturers or brand owner companies. This new program will grant employees of companies that belong to SPI's Brand Owners Council premium SPE memberships, with VIP access to all benefits. This new, hybrid membership will go into effect January 1, 2017 for employees of all current and newly-registered SPI brand owner company members.

Brand owner companies will gain access to SPI's business, supply chain and advocacy offerings while their employees gain access to SPE's extensive educational, technical and networking opportunities.

Ultimately, this joint program will allow both organizations to leverage and showcase their respective strengths while building a stronger value proposition for their traditional membership base.



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PLASTICS

Bottle recycling in Europe increases

Over 1.8 million tons of bottles recycled

With over 1.8 million tons of collected and recycled PET bottles, the 2015 European PET collection and recycling volumes have increased by 5 percent compared to 2014. This means that nearly 59 percent of all bottles placed in the European market have been collected for recycling in 2015, outlining an increase of 2 percent points compared to the 2014 collection rate.

These conclusions come from the annual PCI Wood Mackenzie report on post-consumer PET collection and recycling in Europe, which has been recently published.

The survey results not only reveal the success of PET collection and recycling in Europe, but also the challenges and future work the PET industry is facing.

“Continuously trying to improve the growth rates in collection demonstrates the need to increase consumer awareness of and involvement in recycling, as well as improvement in collection systems and action by many Member States,” said Helen McGeough, senior consultant responsible for the area of recycling and sustainability in PCI Wood Mackenzie. “The value of these resources needs

promoting across society, from consumer to government, to ensure it is treated in the right way throughout its life and beyond.”

The report further clearly outlines the need for an improved collection and sorting system throughout Europe.

“Clear bottles accounted for less than 15 percent of the stream, continuing the downward trend for clear bales in the total share of the available stream and highlighting the need for greater expenditure in sorting activities. The process loss rate is on an upward trend, this rising rate equates to a mounting cost to the industry and backs the calls by the industry for improved collection within the Circular Economy proposals,” explains Helen, as reported in the study.

Referring to the recycling in and output, the report reveals a strong growth in 2015, with the average operating rate improving over 2014. The trend in the trade of bales also went in favor of the domestic reclamation industry in 2015.

As an outlook, the report concludes that the volume collected by 2020 will reach over 2 million metric tons, with an expected average collection rate of over 60 percent.

Dart Container opens free, foam recycling drop-off in Thomaston, Georgia

Foam recycling has become more convenient for Thomaston residents. Dart Container Corporation recently launched a foam, often mistakenly referred to as Styrofoam, recycling drop off for Thomaston residents. The new drop-off is publicly accessible 24 hours a day, 7 days a week, and completely free of charge, provides an option for local residents, businesses and organizations to recycle foam labeled with a #6 chasing arrows symbol.

The Thomaston drop-off site, located at 2260 Delray Road, will accept a wide variety of recyclable foam including foam cups, foam egg cartons, foam meat trays, foam ice chests, and foam packaging which is frequently used to protect fragile materials like TVs during shipping.

“We encourage Thomaston residents to take advantage of the new drop

off and recycle their used foam, especially this upcoming holiday season,” said Christine Cassidy at Dart Container Corporation. “Many people don’t realize that foam is recyclable.”

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

- Make sure foam has the #6 chasing arrows symbol on it.
- Deposit foam in a clear or translucent bag.
- Rinse or wipe foodservice containers free from food.
- Remove straws, lids, tape or any other non-foam material.

Do not include foam-packaging peanuts (Call 800-828-2214 or visit www.loosefillpackaging.com for drop-off sites).

EPA proposes to add Saint-Gobain Performance Plastics site to Federal Superfund List

The U.S. Environmental Protection Agency (EPA) has proposed adding the Saint-Gobain Performance Plastics site in the Village of Hoosick Falls, New York, to its Superfund National Priorities List (NPL) of the country’s most hazardous waste sites.

Groundwater at the Saint-Gobain Performance Plastics facility is contaminated with Perfluorooctanoic Acid (PFOA) and Trichloroethylene. Groundwater supplying the village’s public water supply wells is contaminated with PFOA as well as Vinyl Chloride and 1,2-Dichloroethylene. PFOA does not break down easily and therefore is very persistent in the environment. Its toxicity and persistence in the environment can pose adverse effects to human health and the environment. The Village of Hoosick Falls has added carbon filtration to its public water supply, thereby providing clean water to local residents.

The McCaffrey Street facility was built in 1961, and had been used to manufacture circuit board laminates, polytetrafluoroethylene (PTFE)-coated fiberglass and other PTFE products. In 1999, Saint-Gobain Performance Plastics purchased the facility and began operations there, using PFOA in its manufacturing process. PFOA belongs to a group of chemicals used to make

household and commercial products that resist heat and chemical reactions and repel oil, stains, grease and water.

PFOA was widely used in non-stick pots and pans, stain-resistant carpets, and water-resistant outerwear. In 2006, the EPA reached a nationwide agreement with eight manufacturers to phase out the production and use of PFOA. These manufacturers stopped using PFOA in 2015.

- In January 2016, the New York State Department of Environmental Conservation added the Saint-Gobain site to the state’s Superfund list and nominated the site for inclusion in the federal Superfund list.

- In April 2016, the EPA installed groundwater monitoring wells near the Saint-Gobain Performance Plastics facility.

- In early May 2016, the EPA conducted groundwater sampling at and around the Saint-Gobain Performance Plastics facility.

- In mid-May, the EPA conducted drinking water sampling at drinking water wells used by the Village of Hoosick Falls.

- After testing in Hoosick Falls, the EPA determined that inclusion in the federal Superfund program was an effective course of action to address the contamination.

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INTERNATIONAL

Algal biorefinery in Canada to reduce CO2 emissions

Canada's first algal biorefinery demonstration project, a collaborative research effort between the National Research Council of Canada's (NRC) Algal Carbon Conversion (ACC) program, Pond Technologies and Votorantim Cimentos' St Marys Cement, is revolutionizing how industrial carbon emissions are managed.

The project uses a 25,000 L photobioreactor within a pilot scale algal biorefinery to recycle carbon dioxide and other airborne industrial pollutants into algal biomass that can be further converted into sustainable products, including renewable biofuels and biomaterials. The process being deployed by NRC experts and its partners is designed to rapidly recycle carbon dioxide (CO₂) and other airborne industrial emissions into biomass through photosynthesis.

As part of Canada's commitment to the 21st Conference of the Parties to

the United Nations Framework Convention on Climate Change (COP21), the Government of Canada joined a global effort to accelerate clean energy innovation, Mission Innovation, in November 2015 and committed to double funding for clean energy and clean technology research and development by 2020.

These collaborative efforts are to reduce greenhouse gas emissions through biological conversion into algal biomass, renewable biofuels, and other value-added bio-products. As the world transitions to a low-carbon economy, strategic investments in clean energy and emission-reducing research and development will play an increasingly important role in supporting Canada's economic growth, in meeting our climate change objectives, while protecting the environment.

Lafarge Canada modernizes and upgrades Exshaw facility

Lafarge Canada Inc. in Exshaw has completed a major modernization and environmental upgrade. Construction began in 2013, with more than 600 contracted employees on site at construction peak in addition to 160 permanent employees. The team achieved a very strong safety record, hitting nearly three million hours without a lost time incident.

"It is an incredible achievement, completing a project of this scale. Completing it safely takes focus and energy and I applaud the team for its dedication to this goal," said René Thibault, president and chief executive officer, Lafarge, Western Canada. "By all accounts we consider the project to be a success, cementing our long term commitment to Exshaw, Alberta and western Canada."

The modernization effort centered around major kiln upgrades. Kilns are

the heart of the cement-making process.

Through the modernization, Lafarge's production capacity increases from 1.3 million metric tons per year (tpy) to 2.2 million metric tpy. Technology upgrades led to a 60 percent reduction in sulphur dioxide emissions, a 40 percent reduction in nitrogen oxide emissions, and a significant reduction in fugitive dust and noise coming from the plant's equipment. The Exshaw Plant has also achieved zero water discharge from its operations.

The economic impact of the plant's increased production and GDP of Alberta is estimated at \$1.2 billion per year. Lafarge's investment of hundreds of millions of dollars in the expansion will provide long term, well-paying employment opportunities as well as construction material for Alberta's entire built environment.

GreenMantra receives certification from SCS Global

GreenMantra Technologies, a rapidly growing producer of high value synthetic waxes from recycled plastics, recently received certification from SCS Global Services (SCS) for the recycled content of its Ceranovus™ wax products.

Through its rigorous third party assessment process, SCS has certified that GreenMantra's Ceranovus A and G series waxes are made with 100 percent recycled plastic, post and pre-consumer respectively.

The certification provides GreenMantra's customers who manufacture and market products focused on the circular economy with transparent documentation and added support in

qualifying for environmental product standard requirements and green building industry requirements such as U.S. Green Building Council's LEED certification.

Based in Brantford, Ontario, GreenMantra Technologies utilizes a proprietary thermo-catalytic system and patented process to cost effectively transform hard to recycle polyolefin plastics, like films and bags, into higher value specialty chemicals such as synthetic waxes. These materials have a broad range of applications in the plastics reprocessing, coatings, adhesives, roofing and paving industries.

PAPER

Deletion of certain old paper specifications extended to June 2017

The Institute of Scrap Recycling Industries (ISRI) has postponed the deletion of paper specifications News Grades #6, #7, and #8, and Mix Grades #1, #2, and #3 from December 31, 2016 to June 30, 2017. The change was made at the request of membership to allow additional time for those in the industry who have contracts with municipalities and others that are based on the expiring specifications to make the necessary adjustments.

This decision does not impact any of the other paper specifications passed in April 2016 (grades #54, #56, and #58), at the time when these deletions were first approved. These along with

the other paper specifications can be found on pages 26-38 of the Scrap Specifications Circular.

The postponement passed in a form of a motion by the full ISRI board of directors this past week. The decision was made with the recommendation of the ISRI Paper Division which passed the motion unanimously after it was also approved by the Paper Stock Industries (PSI) chapter of ISRI. The PSI Specifications Committee, which is charged with reviewing and making recommendations on all paper specifications, will continue to review these and other specifications, and process feedback.

Shredding day feeds 65 families

Shred Nations and All American Records Management, in partnership with The Action Center, hosted an end of the year shredding day and food drive for the city of Lakewood, Colorado. Collectively, citizens of Lakewood helped raise enough food to feed 65 families this holiday season. In addition, \$700 was raised in monetary donations for The Action Center.

Community members lined up at Shred Nation's headquarters to have old banking statements, tax returns, medical records and other documents be shredded. In exchange for the free shredding service,

attendees donated non-perishable goods or monetary donations to be given to The Action Center for the Thanksgiving holiday.

More than 6,200 pounds of paper shredded later, Shred Nations and All American Records Management raised enough food to feed 65 families this holiday season.

In addition to helping feed families during the holidays, participants helped protect their identities by shredding their sensitive documents.

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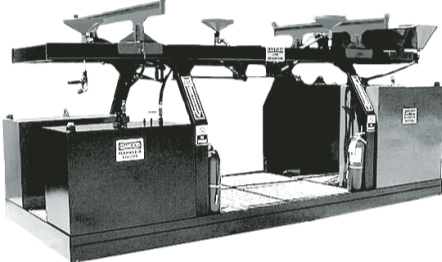
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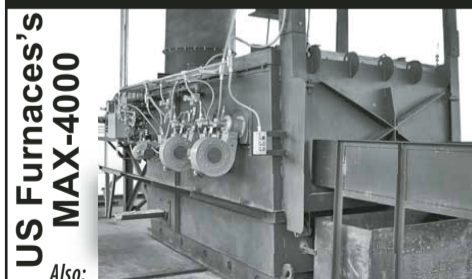


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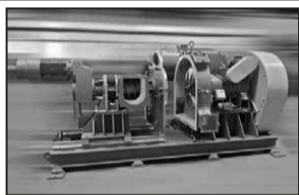
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The shredder is a machine designed to mill scrap metal before sorting and recycling and is an indispensable tool in the scrap metal recycling chain.

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Lindner's Micromat WS wet shredder is a new addition to the Micromat series and is specially designed for pre-shredding contaminated post-consumer plastic scrap, such as lightweight packaging, bottles or films. By directing a jet of water onto the rotor, the friction arising during the shredding process can be used to detach dirt.

Like all machines in the Micromat series, the WS models are supplied with an adjustable slip clutch which, unlike in high-speed wet chopping mills, minimises the risk of damage due to foreign matter.

Plastics Division of Lindner Recyclingtech
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www.lindner-resource.com

BUSINESS BRIEFS

Morbark appoints David Herr as new CEO

Morbark, a manufacturer of equipment used in forestry, recycling, tree care, landscaping, sawmill and biomass markets, has appointed David Herr as chief executive officer. In addition to being an active member of the current Morbark board, he brings extensive knowledge from experience with both products and services companies. He replaces Dan Ruskin, who resigned due to health issues.

Herr is an accomplished industry executive with more than 30 years of relevant experience in operations, supply chain management and executive management with major companies, including Navistar, GE Aircraft Engines and BAE Systems. He has diverse business experience in the areas of heavy-duty truck manufacturing, commercial avionics, commercial ship repair, munitions production and information and intelligence analysis. In his most recent role as executive vice president at BAE Systems, he was responsible for one of the largest government service sectors in the U.S. with over 19,000 employees.

Sonoco acquires Plastic Packaging Inc.

Sonoco, one of the largest diversified global packaging companies, has acquired Plastic Packaging Inc. (PPI), a privately held Hickory, North Carolina based flexible packaging company.

Founded in 1957, PPI specializes in short-run, customized flexible packaging for consumer brands.

PPI expects 2016 sales of approximately \$42 million and operates two manufacturing facilities in Hickory, and Forest City, North Carolina with approximately 170 employees.

Through the acquisition, Sonoco gains additional lamination, wide and narrow web flexographic printing, and pouch and bag forming capabilities that will allow Sonoco to better serve its current customers, while expanding its customer base.

Petersen names Sanitary Equipment as new dealer

Petersen Industries, Inc., manufacturer of grapple trucks and bulky waste collection systems, disclosed that Sanitary Equipment Company, Inc. is now the sole and exclusive dealer for all of Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, and Vermont.

Sanitary Equipment Company, Inc. started in Connecticut in 1978 and is a third generation family business. The company is headquartered in West Haven, Connecticut. They have another location in Stoughton, Massachusetts. Sanitary Equipment's motto is "Doing things right the first time."

Timken declares 378th consecutive cash dividend

The board of directors of The Timken Company, a global leader in bearings and mechanical power transmission products, declared a quarterly cash dividend of \$.26 per share. The dividend was payable on December 2, 2016, to shareholders of record as of November 22, 2016.

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BUSINESS BRIEFS

The Timken Company names new vice president

■ J. Ted Mihaila, senior vice president and corporate controller of The Timken Company will retire after more than 41 years of service with the company. In connection with Mihaila's retirement, Shelly M. Chadwick has been appointed vice president finance and chief accounting officer.

Chadwick joined Timken in 2011 as assistant corporate controller and in 2013 became controller of the company's process industries segment. In 2014, she was named vice president of treasury with her responsibilities expanded thereafter to include investor relations. Prior to joining Timken, Chadwick was vice president of finance and chief financial officer at Eckart America and previously held financial leadership roles at Noveon Inc. and BF Goodrich.

Chadwick is a member of Financial Executives International, serves on the board of directors of ArtsinStark, a non-profit organization that raises awareness of the value of arts in the community, and is a charter member for the local chapter of Zonta International, which focuses on advancing the status of women worldwide.

Mihaila joined Timken in 1975 and during his career held a number of different accounting and finance roles, including manager of accounting, general manager of business economics, director of internal audit and vice president and controller for the company's former Industrial Bearings segment. Mihaila was named to his present position of senior vice president and corporate controller in 2006.

Plastipak acquires business assets of Evolve Polymers

■ Plastipak Packaging, Inc., a global manufacturer of rigid plastic packaging as well as virgin and recycled plastic resin, has completed the acquisition of the business assets of Evolve Polymers Ltd. Evolve is one of Europe's leading plastics recyclers, based in Hemswell Cliff, United Kingdom.

Plastipak's global recycling operations currently recycle billions of bottles per year, and the site being acquired has the capacity to process an additional six to nine billion PET bottles into food-grade and other high quality material. The business will begin operating immediately under Plastipak's ownership. Contracts with Evolve's existing key business partners have been secured for continued effect.

"Evolve's prior owners invested significant resources to build the Hemswell Cliff site starting in 2006, and the business's performance benefited from continuous improvements," said Martin Hargreaves, managing director, Plastipak Europe. "This acquisition complements our existing recycling businesses, and amplifies our ability to bring our world-class technologies and know-how to better serve our UK and European-based customers."

NWRA president Sharon Kneiss resigns from office

■ Sharon H. Kneiss, the president and chief executive officer of the National Waste and Recycling Association (NWRA) for the past four and a half years, has resigned.

During her tenure as the leader of the premier association in the waste and recycling industry, Kneiss led the development and implementation of a comprehensive strategic plan to help the industry move the needle on safety, effectively communicate and educate about the industry's priorities and champion legislation that helped to protect workers in the field.

In a letter to the NWRA board of trustees, Kneiss wrote, "After careful consideration, I have come to the conclusion that I have taken the association as far as I can to make it the most effective and respected voice of the industry. The timing is right for a new chief executive officer to take this special organization to the next level."

The NWRA board of trustees will soon begin an executive search for Kneiss' successor. In the interim, current vice president and general counsel Kevin Kraushaar will assume the role.

Terramac appoints Power Equipment Co. as dealer

■ Terramac, a manufacturer of rubber track crawler carriers, expands its representation in the North American market to include Power Equipment Company as part of its dealer network. Power Equipment will represent the versatile Terramac product line in regions of Arkansas and Tennessee.

Power Equipment will offer Terramac's RT9, RT14 and RT14R crawler carriers to serve a wide range of industries including general construction, mining, roadbuilding and forestry. In addition to Terramac's three standard options – convertible dump-to-flat beds, rock dump beds and flatbeds – Power Equipment will offer Terramac units customized with support attachments such as hydroseeders, cranes and drills.

The team at Power Equipment will provide professional sales representation for the Terramac product line in eastern Arkansas, as well as eastern and western Tennessee. Power Equipment's knowledgeable staff has been fully trained in the application, sales, parts and service of Terramac products and stands ready to offer prompt and professional customer support.

TruStar names Aaron Lay vice president of sales

■ TruStar Energy, a developer of compressed natural gas (CNG) fueling stations, has hired alternative fuel systems veteran, Aaron Lay, to lead the company's sales group.

Most recently, Lay served as the director of sales for Agility Fuel Systems, where he was instrumental in the proliferation of CNG fueling systems for Class 6 - 8 chassis.

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Steel industry mergers and acquisitions slows

by MAURA KELLER

mkeller@americanrecycler.com

Having fallen from its high point in 2000, mergers and acquisition activity within the steel industry has slowed in both volume and value of transactions.

According to Brian Grant, managing director at Conway MacKenzie Inc., an international consulting and financial advisory firm, merger and acquisition (M&A) activity in the steel industry has been down for a few years now.

“Despite the need for further consolidation in the industry and relatively low valuations, the continued uncertainty in the outlook for steel and financial challenges of would-be acquirers has contributed to low M&A activity,” Grant said. “However, the mini-mills have fared much better than the integrated steel mills have over the past several years and are starting to use their cash and relatively strong balance sheets to vertically integrate.”

Nucor’s acquisition of Chicago-based Independence Tube Corp. and Steel Dynamics’ acquisition of Vulcan Threaded Products are two notable transactions that demonstrate this trend whereby steel makers are buying higher-margin downstream businesses, effectively shoring up captive demand for the steel produced from their mills.

In October 2016, St. Louis based Alter Trading Corp acquired “substantially all of the operating assets” of Rockford based Behr Iron & Metal, which owned the vast recycling facility on the far southern edge of Peoria, Illinois. The acquisition includes nine of Behr’s metal processing facilities in Illinois, Iowa and Wisconsin, including three shredding operations and a specialty metals operation, according to a release.

“It is certainly an interesting time in the steel industry now,” said Aaron Witalec, managing director at UHY Advisors Corporate Finance, LLC. “On one hand, you see industry players who are focused on growing their companies through strategic acquisitions in the industry. Their reasons can vary from a desire to expand into adjacent geographic markets, realize synergies, or better position their organization for the next market up-trend. As in many industries, business owners in the steel market are starting to sense stronger headwinds and, because of this, may be leaning more toward an exit than they were just a year ago.”

It’s vital to understand that the global steel demand has increased at 4.2 percent annually over the past decade, however, world steelmaking capacity has expanded at a rate of 6.2 percent annually and has been higher than demand since mid-2014.



Industry experts agree that the industry is largely looking towards 2017 for a recovery after a disappointing 2015-2016 span.

PHOTO BY PUMBA1 | DREAMSTIME

“In 2015 China produced 50 percent of global crude steel while also fulfilling slightly over 51 percent of demand,” said Jeffrey Zappone, senior managing director at Conway MacKenzie, Zappone is a certified turnaround professional and a member of the Turnaround Management Association, American Bankruptcy Institute and the Association for Corporate Growth. “In recent years, China has scaled back real estate and infrastructure investments, reducing their demand for steel. Falling demand coupled with falling prices, partially due to oversupply in the market, has the country’s steel industry poised for further consolidation.”

The metals deals market remained relatively slow in the third quarter of 2016. Zappone said that while the average deal size increased slightly during

the quarter, this was largely driven by two transactions, which accounted for 78 percent of total value. “Overall, the value and number of deals continues to trend well behind historic levels. Depressed metal prices, global demand and economic uncertainty continue to plague the relevant deal markets,” Zappone said.

While global M&A activity in the metals industry continues to fall, the average deal size appears to increasingly signal that industry consolidation is maturing. The acquisitions of Wuhan Iron & Steel Co. (\$4.2B) and Aleris Corp. (\$2.3B) in Q3 2016 accounted for 58 percent of the quarter’s total deal value.

“Consolidation and vertical integration have become the solution for many companies as larger and more

diversified operations can recognize cost savings through economies of scale and are able to mitigate the risk of negative product or market segment conditions,” Zappone said.

Grant agrees. “The steel industry is consolidating,” Grant said. “Steel has always been a highly cyclical industry with periods of excess production capacity, but the present state of the industry is different than previous downturns.”

Grant said that there is far too much under-utilized global capacity and the industry needs to adjust; by consolidating, costs can be lowered and production can be distributed to the most efficient assets. Unfortunately, because many companies in the industry are financially suffering, this means that a number of them won’t make it through this consolidation process.

Industry Impact

Continued M&A in the steel industry will lead to fewer players in the market; those that remain, will be larger and better equipped to handle market challenges. “Consolidation lends itself to vertical integration as companies look to cut costs and boost sales via expanded product offerings and customer bases,” Zappone said. “The number of U.S. enterprises in the steel industry is expected to decrease at an annualized rate of 1.1 percent through 2021.”

Challenging markets and infrequent deal flow have also led to lower exit valuations impacting investors (PE and other shareholders) as they try to monetize their investments.

“Steel producers and metal service centers have had their EV/EBITDA multiples drop 16 percent and 9 percent respectively since the beginning of 2016,” Zappone said. “Within the U.S., multiples are down because cheap scrap has given electric arc furnaces a cost edge versus integrated producers using blast furnaces which suffer higher variable and fixed costs from labor and raw materials.”

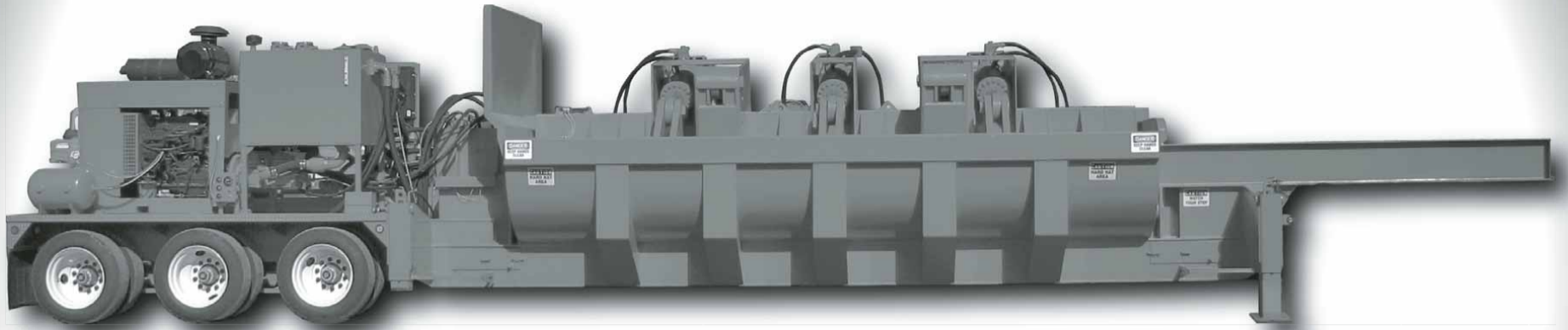
That said, integrated steelmakers have looked to defensible markets with high grade products or specialized inputs such as automotive high strength steel and the petroleum sector.

“However these markets have struggled with their own issues – auto sales slowing and aluminum substitution and declining oil prices,” Zappone said. “Current steel prices would indicate that many steel producers are cash flow negative. Declining revenues and pricing have also negatively impacted the steel industry.”

Indeed. As Witalec noted, the volatility of commodity prices has further pushed the private business owners

See **INDUSTRY MOVES**, Page B7

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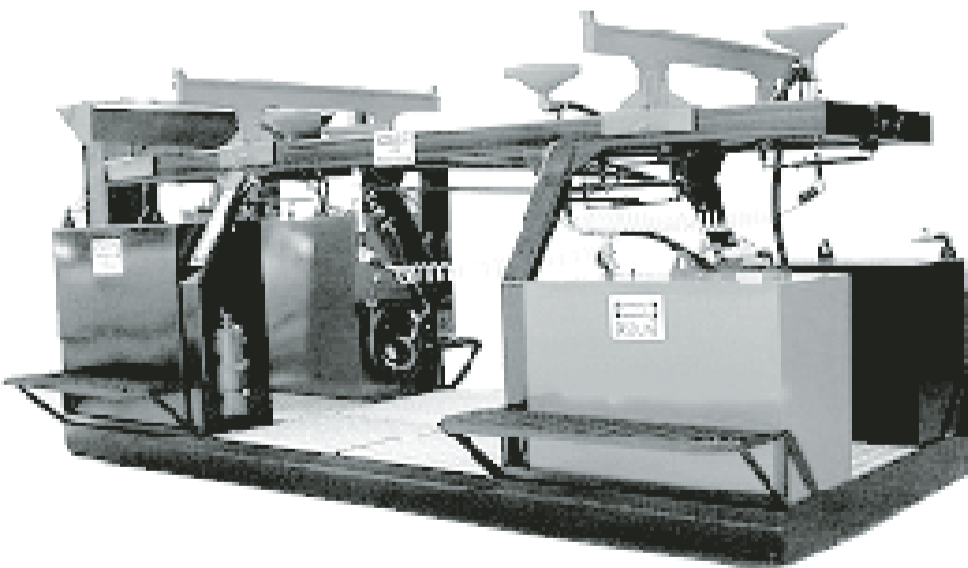
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September steel shipments down from August 2016

The American Iron and Steel Institute (AISI) reported that for the month of September 2016, U.S. steel mills shipped 6,769,312 net tons, a 10.3 percent decrease from the 7,542,605 net tons shipped in the previous month, August 2016, and a 4.9 percent decrease from the 7,120,663 net tons shipped in September 2015. Shipments year-to-date in 2016 are 65,803,018 net tons, a 0.5 percent decrease from shipments of 66,162,973 net tons in the first nine months of 2015.

A comparison of September 2016 shipments to the previous month shows the following changes: hot dipped galvanized sheets and strip, down 8 percent; cold rolled sheets, down 8 percent, and hot rolled sheets, down 13 percent.

That awkward moment when you leave a store without buying anything and all you can think is, "Act natural, you're innocent!"

Novelis pledges \$1 million donation to Habitat for Humanity

Novelis pledged to donate \$1 million to Habitat for Humanity over the next 5 years in honor of the company's fifth annual "One Novelis Volunteer Month" during October, when Novelis employees around the world join together to serve the communities they call home. The pledge, which represents a 100 percent increase over Novelis' financial contribution to Habitat for Humanity during the previous five years, continues Novelis' support of Habitat for Humanity's mission to build a world where everyone lives in a decent, safe and affordable home.

During this year's One Novelis Volunteer Month, more than 200 employees at Novelis' global headquarters in Atlanta helped build a home in 6 days with a local family in partnership with Atlanta Habitat for Humanity during the company's fourth blitz build. Novelis employees are also volunteering at Habitat for Humanity builds in four other communities in the U.S., including Kennesaw and Greensboro, Georgia, Oswego, New York and Novi,

Michigan, as well as in three locations in Korea: Seoul, Yeongju and Ulsan this fall.

"At Novelis, giving back to our communities is a critical part of who we are as a company. Through Habitat for Humanity and the many other local organizations we support year-round, our employees demonstrate time and again their unwavering commitment to service and their neighbors," said Steve Fisher, president and chief executive officer, Novelis.

As a flagship company of the Aditya Birla Group, Novelis' pledge further extends the commitment to Habitat for Humanity International made by the Aditya Birla Group. Novelis and Aditya Birla Group employees have partnered with Habitat for Humanity in Asia to help build homes with those in need of decent and affordable housing, as well as raise contributions to continue this important work through fundraising campaigns in both Asia and North America.

Metal products company fined for chemical reporting lapses

Lucas-Milhaupt Warwick LLC agreed to pay a penalty of \$69,265 to resolve claims that it failed to file the proper "Toxic Release Inventory" (TRI) Reporting Forms, for copper and silver for 2012, 2013, and 2014, in violation of the federal Emergency Planning and Community Right-to-Know Act.

The company makes silver and copper-based brazing and soldering filler metals and fluxes – or cleaning agents – for the appliance, construction, and metal-working industries.

"Failing to file toxic inventory forms deprives the community of its right to know about releases and the presence of chemicals in facilities in their community," said Curt Spalding, regional administrator of EPA's New England office.

The Toxic Release Inventory is a resource for learning about toxic chemical releases and pollution prevention activities reported by industrial and federal facilities. Toxic Release Inventory data support informed decision-making by communities, government agencies, companies, and others. Timely information from the Toxic Release Inventory can influence health studies as well as the cleanup of industrial pollution.

The company was cooperative with EPA which allowed this matter to be resolved quickly.

Steel import market share decreases

Based on the Commerce Department's most recent Steel Import Monitoring and Analysis (SIMA) data, the American Iron and Steel Institute (AISI) reported that steel import permit applications for the month of October totaled 2,774,000 net tons (NT).

This was a 4.7 percent decrease from the 2,912,000 permit tons recorded in September and a 1.1 percent increase from the September preliminary imports total of 2,745,000 NT. Import permit tonnage for finished steel in October was 2,203,000, up 4.5 percent from the preliminary imports total of 2,108,000 in September. For the first ten months of 2016 (including October SIMA permits and September preliminary data), total and finished steel imports were 27,548,000 NT and 21,978,000 NT, down 18.8 percent and 19.9 percent, respectively, from the same period in 2015. The estimated finished steel import market share in October was 26 percent and is 25 percent year-to-date (YTD).

Finished steel imports with large increases in October permits vs. the September preliminary included tin free steel (up 85 percent), oil country goods (up 67 percent), heavy structural shapes (up 32 percent), line pipe (up 31 percent), hot dipped galvanized sheet and strip (up 19 percent), hot rolled bars (up 18 percent) and cold rolled sheets (up 12 percent). Tin plate (up 13 percent) had a significant year-to-date (YTD) increase vs. the same period in 2015.

In October, the largest finished steel import permit applications for offshore countries were for South Korea (251,000 NT, down 11 percent from September preliminary), Turkey (234,000 NT, up 48 percent), Japan (144,000 NT, down 3 percent), Vietnam (121,000 NT, up 23 percent) and The Netherlands (100,000 NT, up 36 percent). Through the first ten months of 2016, the largest offshore suppliers were South Korea (3,243,000 NT, down 25 percent from the same period in

2015), Turkey (2,087,000 NT, down 16 percent) and Japan (1,572,000 NT, down 19 percent).

EPA cites Behr Iron and Metal

U.S. Environmental Protection Agency announced that a notice of violation has been issued to Behr Iron and Metal of Rockford, Illinois, for exceeding the health-based standard which limits air emissions of lead.

EPA required installation of an air monitor at the facility in 2015. Results from the air monitor showed lead emissions on at least seven days from June

through August 2016 exceeded the standard for lead in ambient air. Lead in the air poses potential health risks to sensitive populations including asthmatics, children, and the elderly. EPA is taking action now to prevent future violations of the air quality standard.

The company may request a meeting with EPA to discuss the allegations.

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EQUIPMENT SPOTLIGHT

Metal Shredders

by MARY M. COX

maryc@americanrecycler.com

According to one industry source, it costs about 75 percent less to recycle ferrous metals than to acquire new material. Shredders used to process all varieties of metals are available to assist recyclers involved in the multi-billion dollar industry.

The 3TEK NEXT™ 7400 mobile shredder hammermill system incorporates a Cat® 2,100 hp state-of-the-art mobile “on track” diesel-power module design, with unique power pack options and other modular downstream equipment specifically designed to facilitate ferrous and nonferrous scrap processing close to the source. While also available in a traditional stationary model, the NEXT 7400 mobile hammermill is unique in providing a powerful hammermill design on a mobile platform, with characteristics of much larger hammermills in a compact package that can be fully installed, functional and shredding in three days.

“The industry is changing. 3TEK’s core focus is to provide innovative technology, based upon proven platforms manufactured in the USA, that help small to mid-sized scrap processors take control of growing their business,” stated Bill Padula, vice president of sales for 3TEK Global™ and vice president of Peninsula Equipment.

The NEXT 7400 is the result of a joint venture formed last spring: 3TEK Global incorporates product engineering, manufacturing and product support from three industry leaders, Granutech-Saturn Systems, Peninsula Equipment and Riverside Engineering. 3TEK Global was created to bring the NEXT line of mobile and stationary hammermill shredders and related downstream separation equipment to the small to medium sized

yards processing less than 50 tons per hour (tph).

“Unlike other attempts at small-scale scrap processing, the 3TEK design delivers a mill capable of providing very clean, dense, furnace-ready scrap. We’ve leveraged 50 years of shredder design knowledge to create a 74” shredder encompassing the durability and efficiency of Riverside’s Megashredder® product line,” Randy Brace, president of Riverside Engineering explained.

“It’s the best-of-breed scenario. The 3TEK NEXT product line incorporates the hammermill and downstream separation designs of Riverside Engi-



SSI Shredding Systems, Inc.

neering, the Caterpillar engines and product support capabilities of Peninsula Equipment and couples them with the 50 years of manufacturing expertise (Big MAC® Crushers) Granutech-Saturn brings to the scrap industry. It’s a powerful combination and we are proud to be a part of it,” commented Matthew Morrison, president of Granutech Saturn Systems.

Next year, 3TEK plans to expand its product line with new, smaller models and matching downstream separation systems.

Sicon focuses on manufacturing innovative and cost-efficient equipment and plants for processing ferrous and nonferrous metals. Since 1998, and offering a unique knowledge in ASR-processing, the firm has supplied a complete range of unique



Sicon GmbH

shredding plants for all applications in scrap and metal processing, along with customized downstream plants for total metal recovery.

Jason Silvey, national sales manager, described the Sicon EcoRip as an innovative pre-shredder in 2 versions that processes 50 to 100 tph. “EcoRip helps shredding plants to reduce the environmental impact of shredding and makes smaller shredders more versatile by giving them the ability to use bales or logs. The EcoRip is characterized by a high output at defined particle sizes. The machine can be used as either an effective standalone or it can be added to an existing system. The main shredder offers up to 30 percent increased reliability by reducing wear and tear and decreasing emissions and lowers energy costs (kWh per ton of FE output) when compared with other shredders in the industry. The EcoRip provides improved scrap quality – or higher density – and less copper impurities.”

Silvey explained that the company’s EcoShred® Compact is the most innovative car shredding machine because it combines a pre-shredder and main shredder in one machine with the unique efficiency in the horsepower throughput ratio. The EcoShred is equipped with an integrated pre-shredder, which is implemented as a twin shaft shredder system with a flipper. “The advantages of a pre-shredder and main shredder combo are that scrap is prepared and homogenized for further compaction in the shredder; the risk of explosion is decreased significantly; unshreddables do not enter the shredder, which results in improved operational reliability; peak loads are prevented in the main shredder, so power consumption is uniform; and

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3TEK Global

See METAL SHREDDERS, Page B6



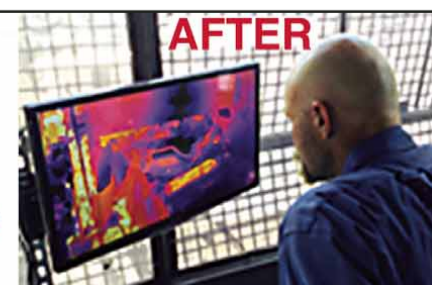
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AFTER

Alcoa becomes independent from parent company

Alcoa Corporation has completed the separation from its parent company Alcoa Inc. (now named Arconic Inc.) and has begun operating as an independent, publicly-traded company listed on the New York Stock Exchange under the symbol "AA." Alcoa Corporation is a globally cost-competitive industry leader in bauxite, alumina and aluminum products, positioned to succeed throughout the market cycle.

"We are launching Alcoa Corporation as a world leader in the aluminum industry with distinct competitive advantages across the value chain," said Roy Harvey, chief executive officer of Alcoa. "Our bauxite and alumina portfolios enjoy strong first quartile cost positions and our aluminum portfolio has a highly competitive second quartile position. We've made a commercial success of our cast products business, our can sheet business is a leader in North America, and our substantial energy assets are also driving value for maximum profitability. We achieved all of this during difficult market conditions, remaining resilient thanks to the hard work and dedication of our talented 16,000 employees. As we look towards the future, we intend to continue operating with excellence and innovating within the industry we pioneered, always driven by our values and our strong will to succeed."

Alcoa has an industry-leading, cost-competitive portfolio comprised of six businesses across the aluminum value chain—Bauxite, Alumina, Aluminum, Cast Products, Rolled Products and Energy—that are positioned to succeed throughout the market cycle. The company's footprint includes 25 manufacturing facilities worldwide, and approximately 16,000 employees.

Alcoa's world-class asset base includes:

- The world's largest bauxite mining portfolio, with 45.3 million bone dry metric tons (bdmt) of production in 2015, and access to large bauxite mining deposits with mining rights that extend in most cases more than 20 years;

- The world's largest alumina producer, with nine refineries on five continents;

- A newly optimized smelting portfolio well-positioned to benefit from improved future market conditions;

- Casthouses offering differentiated, value-added aluminum products alloyed and cast into specific shapes to meet customer demand;

- Rolling mill operations in Warrick, Indiana, and Ras Al Khair, Saudi

Arabia to serve the North American aluminum can sheet market; and

- A portfolio of energy assets of which approximately 55 percent is low-cost hydroelectric power to meet in-house energy requirements at the lowest possible cost, and to sell to external customers.

Alcoa projects global aluminum demand growth of 5 percent in 2016 and expects growth to double between 2010 and 2020. Alcoa Corporation is

well-positioned to meet this robust demand.

The separation was completed through a pro rata distribution by Alcoa Inc. of 80.1 percent of the outstanding shares of the newly formed Alcoa Corporation. Arconic will retain 19.9 percent of Alcoa Corporation common stock. The distribution is intended to qualify as a tax-free transaction to Alcoa Inc. shareholders for U.S. federal income tax purposes.



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INDUSTRY PROFILE

A Closer Look

by Donna Currie

Ace Recycling & Disposal

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Matt Stalsberg, owner and general manager of Ace Recycling & Disposal, said that the company is a family-owned business that got its start in 1980 when his father "was a civil engineer and bought Ace out of the classifieds."

Stalsberg doesn't remember that purchase since he was only three months old at the time, but said that his father "took a pretty big leap of faith" to quit his job and buy a small business. His father had always wanted to own his own business, and took the opportunity when he saw it.

At the time of that purchase, Ace had one truck and about 300 customers. "My mom was the dispatcher and he drove the truck," Stalsberg said. Now the company has 160 trucks and 260 employees.

Ace picks up both residential waste and commercial waste. "We do it all except port-a-potties and hazardous waste," Stalsberg said. "We try to keep it simple." The company owns transfer stations, but it doesn't own any landfills.

The company grew in the 1990s by buying other small businesses. Like any business, there were times of faster growth and no growth, but from 2005-2008, Stalsberg said the company grew by about 50 percent. "It was a booming time," Stalsberg said. "We managed to pick up a lot of good people."

Stalsberg mentioned the employees often. "That is the number one reason this company has succeeded," he said. And apparently the company is good for the employees as well. Seven people who were hired in the first year of the company's existence are still working there today.

After the quick growth through 2008, the company grew more slowly through 2013, but has had "some pretty solid growth" in the past three years. "We're growing at our own pace," Stalsberg said. "We want to make sure that we're the best at what we do."

Like many people who grow up with a family business, Stalsberg was involved from an early age, "working here as a kid, throwing trash." When he was old enough, he worked for the company during the summer. "I worked every position here," he said. Although some of the jobs were better than others, "I enjoy the job because of the people I work with."

While Stalsberg is now in charge, his father is still involved. He comes in to work almost every day, but still manages to work in a lot of vacation time. Stalsberg said that this is similar to the way his grandfather had helped his father. First, he offered him financial assistance when the business was new, and then his grandfather "called in to the business every day until he was 91 years old." He called in the morning and in the evening. "He was a business addict," Stalsberg said. "He loved business."

Looking toward the future, Stalsberg said, "I would think that we would be much larger ... but I would be happy with a slow amount of growth and hanging out with my family more. Maybe a balance of the two."

Stalsberg called the business exciting, and then explained that when he has good days or bad days, "I don't call them good or bad - they're all exciting. That's my trick."

Bad days might involve the maintenance required to keep the trucks running well. About half of the trucks run on natural gas, and "they've been a major challenge for the past five years." But that doesn't stop the company from trying to be as green as possible. Besides running trucks on natural gas, the company uses xeriscaping to save water and they have installed solar panels.

Another challenge is the seasonal fluctuation in the amount of waste produced, particularly from residential customers. "The waste literally doubles in summer," Stalsberg said, because of lawn clippings and similar green waste. The problem is that it makes no sense to buy more trucks that would only be used in summer. It also means that he's asking people to work overtime during the same season when most want to schedule a vacation.

But still, those aren't really bad things, they're exciting. "I love solving problems," Stalsberg said. "I've always enjoyed that. I love a challenge." The problems he likes to solve are not personnel or financial, though. "I'm an operations guy at heart. How to do something better."

While he loves solving problems, he doesn't think that's what made the company prosper. He said, "I think we have the best people in this business. We would be absolutely nowhere without them."

Two Brothers Scrap Metal collects over 5,000 pounds of electronic waste

Two Brothers Scrap Metal donated the use of a container for Mineola Middle School's eWaste Drive, which was held in October.

The drive brought in 5,740 pounds of electronic waste that would have otherwise made its way into local landfills. Residents came to the school to drop off their unwanted and unused computers, hard drives, printers, flatscreen TVs, chargers and other items.

The purpose of the drive, now in its second year, is to help the environment by disposing electronics that are either no longer being used or do not work anymore. The event started last year as part of a project by the school's Robotics Club. This year, the Robotics Club teamed up with the school's Environmental Club to promote the Drive to the local community. The staff at Mineola Middle School thanked Two Brothers for its support.

Metal shredders

■Continued from Page B4

bales can be processed with a driving power of 1,000 kW," he said.

Sicon's EcoShred Vertec is a versatile vertical shredder supplied in four different sizes with a special rotor design for multi-functional applications. From compacting scrap up to exacting degrees, this machine is for throughputs up to 15 tph. Typical applications include: aluminum (castings, profiles, UBC's etc.), steel scrap (pre-shredded steel sheets, metal drums etc.), meatballs, electric motors, household appliances and generation of nuggets/coolant scrap.

"Our solutions are based on deep practical experience. We learn from our customers so we can provide continuous product and process improvement. Also, intensive research and development projects allow us to implement the latest technology, which benefits our clients. Working with SICON allows them to always be one step ahead," stated Silvey.

SSI offers a wide range of size reduction solutions for the metals processing industry. "Most of our experience is in preparation of nonferrous metals for a furnace or in destruction of manufacturing scrap such as off-spec parts, stampings or trim. We also have a great deal of experience in processing empty or full containers, electronics and

appliance recycling. Our slow speed, high torque shredders and reducers are able to accept large items and bales with ease then reduce them, and meter feed downstream processing machinery at the right rate to optimize plant performance," Dave Fleming, marketing manager, said.

He said that SSI shredder processing rates range from 1 ton per hour on the small end, for point of generation applications, to more than 30 tons per hour in large baled metal applications. SSI shredders are able to liberate tramp metals or other contaminants during the shredding process so they can be removed from the product stream prior to further processing.

"Many processors choose slow speed processing machinery because of their desire to maximize production rates while minimizing downtime. SSI shredders offer long lasting consumable parts and the slow speed design minimizes the generation of fines, which are a loss to the business and also a potential component to accelerated wear in other processing equipment. When metal prices lag, processors focus on capitalizing on any available opportunity for profit. From a shredder perspective, this means smaller niche machinery that can help 'upgrade' the value of a commodity stream by liberating one material from another or creating a consistent product from a mixed stream," noted Fleming.



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Novelis reports net loss of \$89 million for second quarter

Novelis reported a net loss of \$89 million for the second quarter of fiscal year 2017, compared to a net loss of \$13 million in the prior year period. Current quarter results include \$112 million loss on extinguishment of debt related to the refinancing of \$2.5 billion of Senior Notes during the quarter which will drive significant interest savings, and \$27 million related to the sale of Novelis' equity interest in Aluminum Company of Malaysia, a non-core operation in Malaysia. Excluding

these and other tax-effected special items, the company reported net income of \$60 million in the second quarter of fiscal 2017, up from \$25 million reported in the second quarter of fiscal 2016.

Adjusted EBITDA for the second quarter of fiscal 2017 increased to \$256 million from \$182 million in the prior year period. Excluding metal price lag in both periods, Adjusted EBITDA increased 14 percent to \$270 million. The increase was primarily driven by productivity gains,

better metal mix and favorable foreign exchange gains, partially offset by higher employment costs.

Net sales decreased five percent to \$2.4 billion for the second quarter of fiscal 2017. This was driven by lower average aluminum prices and a two percent decline in total shipments of rolled aluminum products.

The company reported free cash flow of \$44 million for the second quarter of fiscal 2017 as compared to \$140 million in

the prior year, with the reduction due primarily to the timing of working capital and interest payments. These factors are partially offset by stronger EBITDA performance in the current year and reduced capital expenditures of \$46 million as compared to \$75 million in the prior year period.

As of September 30, 2016, the company reported a strong liquidity position of \$1.0 billion

Industry moves

■Continued from Page B1

towards considering a potential exit, especially as many borrowers have an asset-based lending (ABL) arrangement with their financing source.

"Any swift decline in commodity prices can cause a borrower in the steel industry to easily fall out of compliance with their loan covenants," Witalec said. "In these circumstances, a sale may be a viable option."

Noticeable Trends

As the steel industry continues to consolidate, industry players, particularly metal recycling operators, which operate in a highly fragmented network with low market concentration, will be reliant on fewer customers.

According to Zappone, due to high transportation costs, industry operators position themselves to be as close to clients as possible. As such, scrap metal recyclers tend to be located in manufacturing regions as well as highly populated urban areas. For example the Great Lakes region accounts for 31 percent of iron and steel manufacturing in the U.S. with the largest share of that region in Ohio (11 percent) with 27.4 percent of all scrap recyclers located within the Great Lakes region.

Despite high transportation costs, the export of scrap metals still accounted for approximately 30.2 percent of 2015 revenue. However, this number is down from the nearly 50 percent export generated in 2011 primarily due to slowing demand in emerging markets such as China and a stronger U.S. dollar.

As noted, most of the trends in the M&A activity within the steel industry relate to vertical integration. Grant noted that the strongest steelmakers will continue to look at higher-margin downstream acquisition targets.

"On the upstream side, there will likely be consolidation amongst recyclers," Grant said. "Industry players should pay attention to the larger competitive dynamics within their markets to assess what level of consolidation is likely and where they fit into that process."

Remember, global steel demand has increased at 4.2 percent annually over the past decade, however world steelmaking capacity has expanded at a rate of 6.2 percent annually and has been higher than demand since mid-2014. In 2015 China produced 50 percent of global crude steel while also fulfilling slightly over 51 percent of demand.

"In recent years, China has scaled back real estate and infrastructure investments, reducing their demand for steel. Falling demand coupled with falling prices, partially due to oversupply in the market, has the country's steel industry poised for further consolidation," Zappone said. "Globally, the metals industry has experienced a decline of 17 percent while the average deal value has seen a 143 percent increase over the same period."

Over the last three years, M&A in the metals industry was led by industry participants. However, activity is shifting from industry participants to financial investors, which accounted for almost half of the activity in Q3'16.

As Zappone explained, financial investors are entering into the industry as prices remain at their lowest levels in a decade and domestic demand is expected to grow approximately 13 percent to 102.9B tons by 2021.

In Q3'16 a trend towards local, in-country (not cross-border transactions) deals accounted for 89 percent of total deal volume and 92 percent of total deal value. North America accounted for approximately 24 percent of deal value while the Asia & Oceania region continued to lead in M&A representing 60 percent of value for the quarter.

"While U.S. M&A activity has slowed down compared to the considerable activity earlier in the past decade, the total number of operators has declined at an annualized rate of 4.5 percent to 365 companies over the last 5 years," Zappone said. "Through 2021 the number of steel companies in the U.S. is expected to decline at an annualized rate of 1.1 percent to 353 facilities due to consolidation and closures."

Future Impact

Despite the current high level of excess steelmaking capacity and weak market conditions, capacity is projected

to grow further in 2017 as current projects come online.

"Asia will account for 71.3 percent of the 2017 100.3 million tpy capacity increase," Zappone said. "North American capacity is expected to remain the same with a 3.2 million tpy increase expected in electric arc furnace capacity offset by closures of 2.2 million tpy capacity in blast furnace operations. There are no capacity additions underway in the EU, LA, Israel or Australia."

According to Witalec, currently, valuation multiples in the metals sector are under competing pressures. The need for acquisition-driven growth among public buyers is keeping M&A multiples healthy.

"Conversely, downward pressure is being created from distressed deals in the market that are trading at asset value," Witalec said. "Buyers are weighing the relative value of acquiring a distressed asset versus a healthy business that will not require as much management time. In addition, financial buyers, especially at the lower end of the middle-market, are beginning to drive-up deal multiples."

Industry experts agree that the industry is largely looking towards 2017 for a recovery after a disappointing 2015-16. Positives include many U.S. and European industry players accumulating large cash balances available for acquiring new businesses. In order to compete more effectively with foreign steel producers, large domestic manufacturers may look to acquire smaller steel mills.

"Financial sponsors also have the potential to boost global transactions and deal values, with U.S. private equity firms sitting on a record \$1.31 trillion in unvested capital according to Prequin," Zappone said. "However, private equity dry powder hit a record number of \$1.1 trillion in 2013 – the prior record was 2008 – and has only grown in the last 2 years. These companies have been patiently waiting for the right time to invest. However, volatile but generally rebounding steel prices, stronger downstream demand and increased product differentiation are all possible to revitalize industry revenue in the coming years."



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