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New avenues in biomedical waste management developed

by MAURA KELLER

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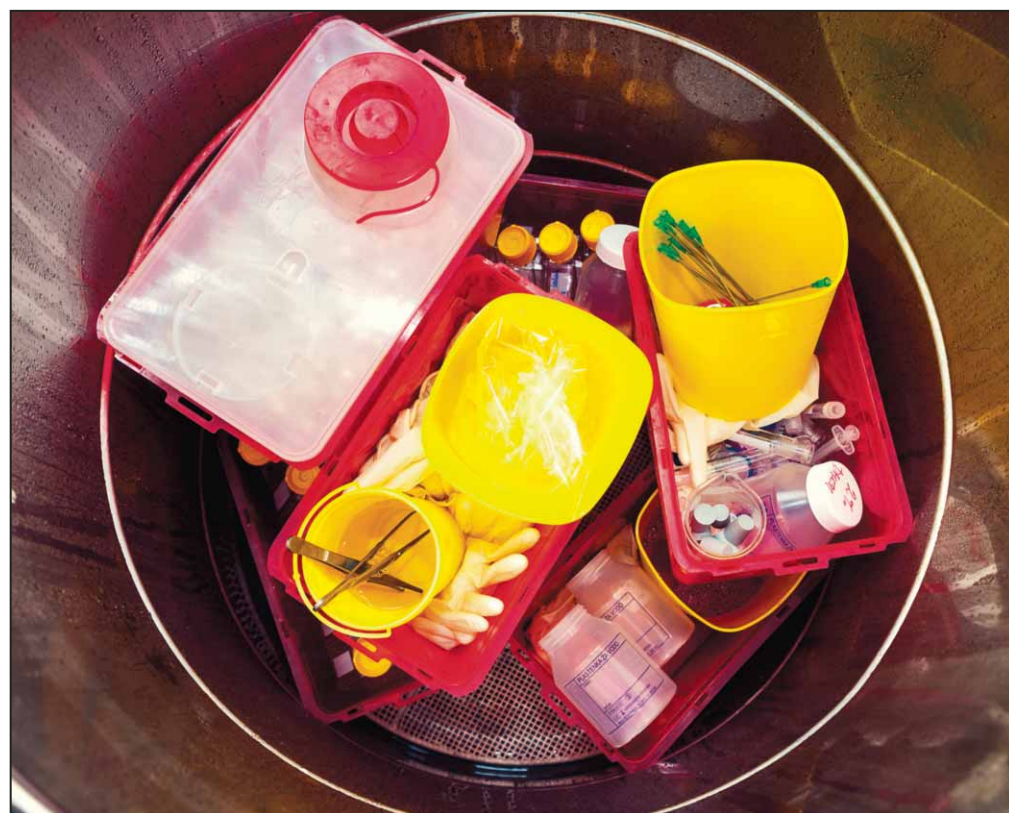
This year is the 30th anniversary of the Medical Waste Tracking Act of 1988. The Act addressed the closing of numerous beaches in New Jersey and New York with an enormous, nearly 30 mile long mass of medical and household waste that overtook the shore. Eventually it was determined that the medical waste mass originated from sealed plastic garbage bags at the New York City marine transfer stations as well as the Southwest Brooklyn incinerator and transfer station. The sealed bags were deliberately opened and dumped into the ocean. As a result, the Medical Waste Tracking Act was established to monitor the process of medical waste disposal – from generation to transportation to destruction.

Since 1988, the management of biomedical waste has become an integral part of our health care system and has undergone significant changes in recent years. Proper biomedical waste management is the mainstay of hospital hygiene, cleanliness, patient well-being, and overall facility maintenance activities. While inroads are being made within the biomedical waste management industry, traditional disposal techniques typically include drains, sewage, incineration and landfills.

Of course, improper management of biomedical waste poses high health risks to individuals during handling or disposal. According to statistics by the World Health Organization (WHO), an estimated 16 billion injections are administered every year worldwide. Not all needles and syringes are disposed of safely, creating a risk of injury, infection and opportunities for reuse.

Zion Research recently published the report, "Medical Waste Management Market by Type and by Treatment - Global Industry Perspective, Comprehensive Analysis and Forecast, 2014 – 2022." According to the report, the global medical waste management market accounted for \$11.36B in 2014 and is expected to reach \$16.72B by 2022.

According to Christine Uri, chief legal and human resource officer at ENGIE Insight, "The biomedical waste industry has undergone massive change over the last few years. The government has tightened restrictions in various regulations that govern the disposal of sensitive materials, and has also increased enforcement and ran-



Medical institutions regularly conduct waste audits to better understand and manage their waste streams.

PHOTO BY KLEMEN MISIC | DREAMSTIME

dom audits." These stringent policies can result in escalating multi-million dollar fines, costly corrective action plans, and public relations nightmares.

"Because of this, medical facilities can no longer afford to make careless disposal errors, and an efficient waste management plan is essential to an organization's success," Uri said.

Whether biomedical waste management happens on-site or off-site, there are basic methods for processing. Incineration is still the key method for treating pathological medical waste. Other wastes are increasingly managed by autoclaving or microwaving. In some cases, chemical treatment is appropriate.

According to WHO, while incineration of waste has been widely practiced, inadequate incineration or the incineration of unsuitable materials results in the release of pollutants into the air and in the generation of ash residue. Incineration of heavy metals or materials with high metal content (in particular lead, mercury and cadmium) can lead to the spread of toxic metals in the environment.

That's why the WHO stresses that only modern incinerators operating at 850-1100°C and fitted with special gas-cleaning equipment are able to comply with the international emission standards for dioxins.

Other methods for disposal include autoclave, whereby non-pathological waste can be rendered non-infectious through steam-sterilization.

Afterward, it can be taken to landfills as regular non-biomedical waste.

High powered microwaves can also neutralize non-pathological biomedical waste for disposal in solid waste landfills. Biological treatment as an experimental method treats some biomedical waste with enzymes, though it's still in the developmental phase.

In order to truly understand their waste streams, medical institution's staff conduct regular waste audits. This process provides in-depth information about what's being disposed and exposes any risky disposal activity that could lead to company fines or personal harm.

"Once companies fully understand their waste output, they can take the necessary strategic actions to prevent further misuse," Uri said. "Whether the organization corrects their biomedical waste disposal methods through employee training, company signage on containers, or a total strategic overhaul, waste audits serve as a multi-use tool to increase sustainability, save money and prevent violations that could seriously affect day-to-day operations."

Advancements Aplenty

Biomedical waste management was regulated by the EPA throughout the 1980s. Now, most regulation has passed to states oversight. Apart from state and local agencies, several federal bodies also govern biohazardous

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National Waste & Recycling Association recognizes the best in recycling

The National Waste & Recycling Association (NWRA) recognized innovators and leaders in its industry at the annual Executive Leadership Roundtable. Awards in five categories were given to companies that have made substantial contributions to American recycling through partnerships, public education, and innovations in recycling facilities. Winners were selected by a panel of judges who are professionals in the waste and recycling industry, as well as from other technology and education organizations.

“These awards honor the very best in the industry for excellence in educating the public and smart ways to recycle; creating innovative approaches to advance our work, constructing state of the art recycling facilities, and revolutionary partnerships that help protect the environment and increase collaboration with the recycling ecosystem,” said NWRA president and chief executive officer, Darrell Smith. “Our industry continues to make great strides in safety, engineering and community engagement, which not only helps to make us a more effective association but it also yields better results for the environment and the communities we serve.”

The 2018 Sustainability Partnership Game Changer Award was shared by Florida Recycling Partnership, Waste Management, Florida Department of Environmental Protection (DEP), and the Florida Beverage Association. The Florida Recycling Partnership is a coalition of leading Florida businesses and associations with the mission to educate policy makers, business leaders and the public on the benefits of recycling. The Florida Recycling Partnership along with the Department of Environmental Protection hosts Florida Recycles Day at the Capitol. The event includes a press conference where they award Recycling Recognition Awards to companies and government entities that have increased their recycling efforts in the past year.

The 2018 Construction and Demolition Debris Recycler of the Year went to Waste Connections of Rhode Island. Waste Connections was involved in the construction of a 60,000 square feet construction and demolition processing and recycling facility, the largest facility in Rhode Island. The recycling facility can help general contractors get the LEED building credit for their projects.

An added benefit of the fully modernized facility is that operations are indoors and completely unaffected by weather. The custom-built equipment will increase productivity and will recover more material from the waste stream.

The 2018 Best Recycling Public Education Program Award went to Waste Management for its Latino Outreach Study and Campaign for its Odas al reciclaje (Odes to Recycling) outreach campaign, inspired by the work of Pablo Neruda and Odes to everyday items. As the US population grows more diverse, Waste Management engineered new recycling initiatives aimed at engaging an emerging multicultural audience in a culturally relevant way. The program was developed in collaboration with Snohomish County staff and was used to reach its larger multicultural communities. It energized recycling efforts among the Spanish-speaking community in Snohomish County.

The 2018 Recycling Facility of the Year went to Dem-Con Companies for its material recovery facility. As a measure to build a sustainable company, Dem-Con built an Environmental Campus of processing operations surrounding the landfill. The campus has a construction and demolition recycling facility, wood recycling facility, metals scrap and recycling yard, and the Dem-Con Materials Recovery Facility. The Dem-Con MRF processes approximately 95,000 tons per year, 75,000 tons per year of commingled recycling and another 20,000 tons per year of source separated recycling, making it one of the largest facilities of its kind in Minnesota.

The Organics Recycler of the Year Award went to Vanguard Renewables. Vanguard’s Farm Powered organics recycling and anaerobic digester program vertically integrates the organics feedstock chain and farms to solve food waste challenges, generate renewable energy, and sustain farms. By the close of 2018, Vanguard’s Farm Powered operating portfolio of anaerobic digesters will represent the largest organics recycling destination in Massachusetts with more than 190,000 tons per year of combined on-farm and off-farm organics being processed. Vanguard’s program of single stream and co-digestion facilities in development reaches across 8 states.

* Testimonial *



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Biomedical

Continued from Page 1

medical waste management. These include the Department of Transportation (DOT), the Centers for Disease Control (CDC), the Occupational Safety and Health Administration (OSHA), and the U.S. Food and Drug Administration (FDA).

In the U.S. there are a wealth of strategies that recycling companies use to manage biomedical waste. Besides conventional technologies being deployed, many companies also focus on microwave technologies, autoclaving, electro-pyrolysis and chemical mechanical systems.

One of the latest advancements is Triumvirate Environmental's process at its Jeannette, Pennsylvania facility. According to Jacqueline Ignacio, global manager, customer sustainability solutions, MilliporeSigma, the company's procedure is a combination of a fully permitted and approved processing – known as sterilize and shred – with plastic lumber manufacturing.

"Other companies have started to address the biomedical waste from hospitals and medical clinics with front-end processes similar to sterilize and shred," Ignacio said. "While these systems aren't as robust and are more portable for smaller labs and clinics, they aren't effective for the larger volumes produced in the biopharma manufacturing industry."

Ignacio added that his process sounds simple, but no one else has tried it.

"Instead of viewing the shred as something that could go to landfill, they recycle it into an industrial grade plastic lumber," Ignacio said. "This makes the plastic in the waste more valuable and provides a more sustainable business model."

MilliporeSigma is working with Triumvirate through its Biopharma

"Other changes will need to come from behaviors."

Recycling Program. What they have seen in the biomedical waste management industry is that customers are slow to switch to recycling due to lower costs associated with traditional disposal methods.

"However, other smaller disposal and engineering companies are working on technologies that could handle the waste," Ignacio said. "The recycling component, however, is still a problem for them as the shredded plastic has other materials mixed with it – making it less valuable."

A Complicated Process

The mixture of the materials found within the biomedical waste stream is the biggest challenge facing the recycling industry. For the most part, biopharma manufacturing is using a high percentage of plastic in the single-use devices utilized during the process. However, as Ignacio explained, there are multiple types of

plastics within each of the devices that are hard to separate using current recycling technologies. This mixture makes the shredded material less valuable on the recycled plastics commodity markets.

"There's also the challenge of materials that don't melt properly during the plastic lumber manufacturing and molding process," Ignacio said. "For example, silicone tubing has been seen as a challenge when the concentration on the waste stream is too high."

What's more, some of the biomanufacturing processes classify the waste as biohazardous.

"Current plastic recyclers are not permitted – nor do they want to try – to process a biohazardous waste stream," Ignacio said.

On the Horizon

The biggest change within the biomedical waste industry must be a process that can sterilize the waste first and then prepare it for further high-value recycling. "There are many new separation technologies that have the potential to work well once the stream has been sterilized, but these have yet to come down in price," Ignacio said. "Other changes will need to come from behaviors, especially at the point of generation. Far too much non-hazardous material ends up in the biohazardous bin – especially in hospitals and medical clinics. Behavior change is a huge challenge for any recycling program, but the biohazardous element makes this aspect more challenging."



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Events Calendar

January 28th-31st, 2019

COMPOST2019 Conference & Tradeshow. Renaissance Phoenix Glendale Hotel & Spa, Phoenix, Arizona.
301-897-2715 | www.compostingcouncil.org

February 24th-27th

The 32nd Southeast Recycling Conference & Tradeshow (SERC). Rosen Centre Hotel, Orlando, Florida. 800-441-7949
www.southeastrecyclingtradeshow.com

February 25th-28th

SWANApalooza 2019. Hynes Convention Center, Boston, Massachusetts.
800-467-9262 | www.swana.org

March 9th-12th

CDRA 2019. New York Marriott at the Brooklyn Bridge, Brooklyn, New York.
866-758-4721 | www.cdrecycling.org

March 11th-14th

Association of Plastic Recyclers Membership Meeting. Gaylord Resort and Convention Center, National Harbor, Maryland.
202-316-3046 | www.plasticsrecycling.org

March 20th-21st

Northeast Recycling Council Spring Workshop. Chase Center, Wilmington, Delaware.
802-254-3636 | www.nerc.org

ScrapSource one of fastest growing companies in North Texas

SMU Cox School of Business, Caruth Institute for Entrepreneurship, announced ScrapSource is among the fastest growing, most dynamic privately held companies in the North Texas area. ScrapSource is a boutique scrap management and consulting firm that provides solutions for companies that generate scrap metal during their manufacturing processes.

Caruth Institute for Entrepreneurship ranks in the top 100 Dallas entrepreneurial companies annually based on percentage growth and absolute dollar growth over the previous three years. The Institute, working with the accounting firm BKD LLP CPAs and Advisors examined sales from hundreds of companies for 2015 to 2017, the last year for which complete data is available. The winners represent a broad spectrum of Dallas-area businesses.

Recycling club earns Gold Circle Award

NRRA's School Recycling Club has been awarded a New Hampshire Partners in Education Gold Circle Award for their work with Hampstead Central School. Held at the Grappone Conference Center in Concord, the presentation recognized awardees from across the state for their partnerships with schools to provide the best educational experiences to their students.

Thanks to funding assistance from NH the Beautiful and the Hampstead Recycling Committee, NRRA's School Recycling CLUB has been able to present their Garbage Guerrillas workshop to the third graders of Hampstead Central every year for the last four years, at no cost to the school. This workshop teaches students the basics of recycling and how to fight the war on waste by recognizing the value of their paper, plastics and food scraps.

NHPIE's Gold Circle Award celebrates the valuable partnerships that schools and volunteer programs have



Third graders at Hampstead Central in New Hampshire take part in annual Garbage Guerrillas Workshop to learn about recycling and waste. PHOTO COURTESY OF NRRA

with local businesses. By receiving volunteer and other resource support from organizations in their community,

schools are able to balance resources to provide their students with the best educational experience possible.

California Carpet Stewardship assessment to increase in 2019

Carpet America Recovery Effort (CARE) has announced an updated assessment fee of \$.35 per square yard on all carpet sold or shipped in California, effective January 1, 2019. The rate is an increase from the previous assessment of \$.25 per square yard, set in January 2017. The assessment is collected by the retailer from the consumer, and is then remitted to CARE by way of the carpet manufacturers.

The increase will be confirmed if the program's 2018-2022 plan is approved by CalRecycle, which administers the California Carpet Stewardship Program.

"This is the only planned increase in the assessment included in our recently submitted five year plan," noted CARE executive director Robert Peoples. "Should further adjustments be necessary during this time period, CARE will notify retailers as early as possible, with at least 90 days' notice. CARE is working diligently to increase carpet collection and recycling opportunities, while supporting the recycling infrastructure in the state. We are confident that the Plan will allow us to meet or exceed the required 24 percent statutory recycling rate as of January 1, 2020."

CARE is continuing to operate under the CARE 2011-2016 Plan and CalRecycle has approved CARE's request to move forward with notification regarding an assessment increase that will be effective January 1, 2019.

The assessment funds support the following efforts:

- Ongoing subsidies to carpet recyclers and processors, in support of the carpet recycling industry and manufacturing of products made from recycled carpet. The subsidies help support capital investments in recycling equipment, materials testing and product development – especially in light of the impacts from China's National Sword on recycling markets overall.

- \$2.3 million in grant funding for capital investment, product testing and market development, and collections projects to establish and expand recycling of California post-consumer carpet. Approximately 90 percent of those funds were awarded to California-based projects. CARE has approved an additional \$5 million in capital investment, new product testing, and collections projects for 2018-19.

- Developing new California-generated post-consumer carpet (PCC) content products, expanding California processing and manufacturing capacity, and encouraging procurement of California PCC-content products by private and government entities.

- Expansion of the carpet public drop-off site program, with a goal of establishing at least one site in every county in California.

- Continuing education and outreach efforts to carpet retailers, installers, manufacturers and consumers to encourage carpet recycling.

Since July 1, 2011, all California carpet manufacturers and retailers have been required under carpet stewardship law AB 2398 to add an assessment fee onto all carpet sold in the state. The law is designed to increase landfill diversion and recycling of post-consumer carpet generated in California.

CARE administers the California Carpet Stewardship Program, which is charged with meeting the requirements for carpet recycling set by AB 2398 and new requirements under AB 1158 that went into effect January 2018. In 2017 alone, 98 million pounds of carpet was diverted from the California waste stream through the efforts of retailers, installers, manufacturers, recyclers and the California Carpet Stewardship Program. Since the program started in 2011, CARE recyclers have kept more than 285 million pounds of old carpet out of California landfills.

NY makes \$300,000 available for zero emission vehicles

The New York State Department of Environmental Conservation (DEC) commissioner Basil Seggos stated that \$300,000 is available from the State's Environmental Protection Fund in the form of rebates to municipalities for the purchase or lease of zero-emission vehicles (ZEVs).

The EV rebate program will be administered by DEC through the New

York State Grants Gateway. DEC will accept applications from municipalities for rebates through July 26, 2019.

DEC's rebate complements other efforts by the state such as the Drive Clean Rebate initiative which has provided rebates to over 10,000 consumers.

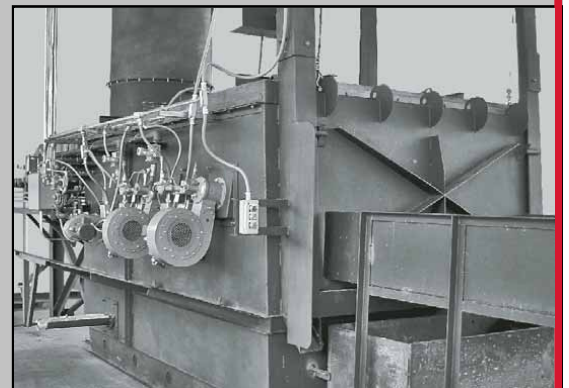
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PLASTICS

Demand for recycled plastics proactively built

A program designed to expand market demand for recycled plastics has generated almost seven million pounds of new demand in its first year. The APR Recycling Demand Champions Campaign, created by the Association of Plastic Recyclers (APR) in 2017 to develop new markets for recycled plastics, announced the results at the APR annual meeting in St. Petersburg, Florida. APR also announced several new participants who have committed to increase their use of postconsumer resin (PCR) in the upcoming year.

"The need for expanded demand for recycled plastics has reached a critical point, and The APR Recycling Demand Champions Campaign is all about new demand," commented Liz Bedard, director of the APR Rigid Plastic Recycling Program. "APR applauds and appreciates the efforts of the inaugural Demand Champion Companies, and encourages others to commit to this important campaign."

The initial group of companies who increased their use of PCR in the past year include Berry Global, Champion Polymer Recycling, Clean Tech, Coca-Cola North America, Envision Plastics, Keurig Dr. Pepper, Merlin Plastics, Plastipak, Procter & Gamble, and Target. Collectively, these companies increased their PCR purchasing by 6.8 million pounds. This is equivalent

to the greenhouse gas emissions from 1,747 passenger vehicles driven for 1 year, 92 jobs in plastics recycling, and all of the plastic recyclables from a city the size of Cambridge, MA (113,333 population).

The APR Recycling Demand Champions Campaign plays a prominent role in expanding the market for recycled plastics, driving investment, increasing supply, and producing more high quality postconsumer resin (PCR). Champion companies commit to purchase new volume PCR in three possible ways:

- Purchase "work in process" (WIP) durable goods for use in manufacturing facilities.

- Develop a new application for PCR.

- Increase PCR usage in a current application.

Berry Global, Keurig Dr. Pepper, Procter & Gamble, and Target have committed to the campaign for a second year. New Demand Champion Companies, PAC Worldwide and QRS Recycling join those that committed earlier this year: Avangard Innovative, Denton Plastics, Eco-Products, Nestle, Unilever, and UPM Raflatak.

This brings the total to 12 participating companies. APR encourages new companies to join this timely and essential campaign.

APR releases management guide for sorting plastics

In an effort to facilitate greater consistency in plastic sorting, the Association of Plastic Recyclers (APR) recently announced the development of The APR Plastic Sorting Best Management Practices Guide (BMP) to standardize how data is collected in studies that seek to identify the composition of plastics in the waste and recycling stream. The goal of the guide is part of an overall effort by APR, the leading international trade organization representing the plastics recycling industry, to optimize plastics recycling across North America and beyond.

The guide was developed in conjunction with the American Chemistry Council and More Recycling.

The Plastic Sorting BMPs provide three levels of newly defined sorting categories that address a variety of factors considered when waste/plastic sorts are conducted, including:

- Budget
- A specific recyclables list
- Anticipated waste stream

•Items considered problematic
 "Optimizing plastic recycling requires understanding the types of plastic materials in the recycling stream," commented Liz Bedard, APR's director of olefin/rigids program. "Municipalities and states regularly sort waste/recyclables to understand their streams. If they utilize the APR Plastic Sorting BMPs, the flexibility with the sorting categories would allow all studies to draw comparisons, develop trending data, and improve overall knowledge about plastic waste composition."

Created to facilitate better data collection through consistent use of terminology and categorization, this guide defines plastic sorting categories by resin and form. The categories align with plastic recycling commodities that are traded once the material has been sorted at a MRF. The terms also align with annual plastic recycling tracking. If a study is not in a position to change categories, this guide may be utilized to add more clarity to existing category titles.

Plastics machinery shipments up

Plastics machinery shipments in North America continued to increase in the second quarter of 2018, according to the statistics compiled and reported by the Plastics Industry Association's committee on equipment statistics.

The preliminary estimate of shipments of primary plastics equipment for reporting companies totaled \$335.2 million in the second quarter of 2018. This was a 5.9-percent increase from Q2 of 2017.

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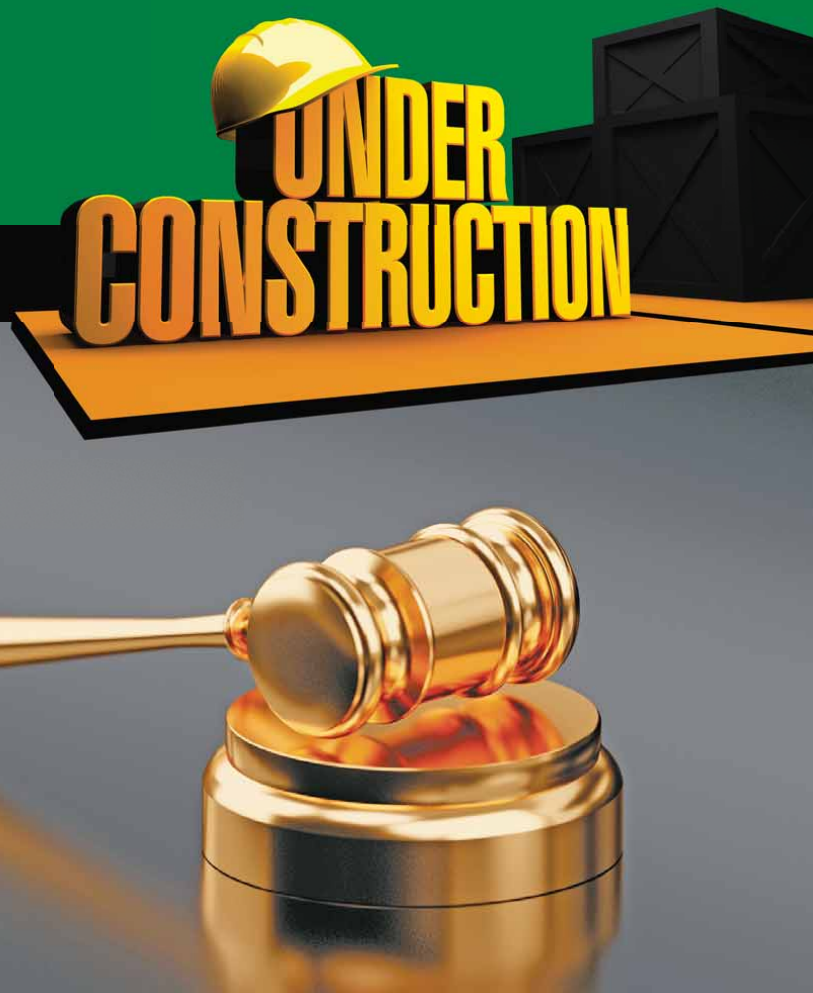
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WASTE

Coalition sues NYC over waste facility volumes

A coalition of NYC businesses, NWRA and New York City (NYC) residents filed a lawsuit November 16, 2018, challenging a New York City law that requires more than 20 transfer stations located in Brooklyn, Queens and the Bronx cut the amount of waste they process, far below what their state and city permits allow.

The petitioners include NYC transfer stations, NYC residents and the association representing the solid waste industry in NYC. Transfer stations are sites located in industrially zoned areas where solid waste is consolidated before hauling to recycling facilities and out-of-city disposal sites. Local Law 152 singles out certain transfer stations and requires reductions in their legally permitted capacity ranging from 33 to 50 percent.

Local Law 152 hobbles the capacity of the New York solid waste industry to serve the public with safe, environmentally sound and economical garbage management. The city ignored required environmental reviews in order to pass a law that does not improve the environment and in fact will increase traffic and air pollution.

This arbitrary law will extinguish hundreds of jobs in low income communities and imperil family owned businesses that run transfer stations, and small vendors and fuel suppliers that rely on them. The City also ignored New York State law governing solid waste management and disregarded the city's own solid waste management plan.

Over the last 10 years NWRA and the coalition bringing this lawsuit tried to negotiate with the city to agree to lawful and fair reductions in transfer station volumes across the city, consistent with the city's management plan. The city ignored these efforts, as well as the advice from the city's Department of Sanitation, and refused to negotiate. The city also ignored its duty to study the environmental and job impacts of Local Law 152 and instead white washed those impacts with a flawed assessment in an illegal attempt to stay below thresholds for a full environmental review.

Steve Changaris, director of the NYC Chapter of NWRA, commented that "We do not take pleasure in taking legal action against New York City. Our member companies and this association have worked closely with city officials for decades to efficiently manage solid waste and keep NYC clean and healthy and we worked to avoid this litigation. Unfortunately, the city council and mayor have unfairly targeted our transfer stations for volume reductions that will harm our customers, our employees, our businesses, and the city."

New York City Sanitation releases updated plan for commercial waste zones

The New York City Department of Sanitation (DSNY) released "Commercial Waste Zones: A Plan to Reform, Reroute, and Revitalize Private Carting in New York City." The plan lays out a blueprint for the implementation of commercial waste collection zones across NYC over the next three years.

While DSNY collects trash and recycling from residential buildings, more than 90 different private carters crisscross the city each night to service the city's 100,000 commercial businesses, driving long, overlapping and unsafe routes. This plan, created through extensive stakeholder engagement, will bring comprehensive reform to the commercial waste industry. The plan and appendices are available at nyc.gov/commercialwaste.

"The city's current commercial waste carting system has proven itself to be inefficient, unsafe and unsustainable," said sanitation commissioner Kathryn Garcia. "The Commercial Waste Zones plan is a comprehensive blueprint to create a safe and efficient collection system for commercial waste that provides high quality, low cost service while advancing our zero waste goals. It is a plan that will lead to a fairer, safer, more sustainable New York City."

The plan will divide the city into 20 zones, each served by 3 to 5 carters selected through a competitive process. This approach will reduce truck traffic associated with commercial waste collection by more than 60 percent, or more than 18 million miles per year, while strengthening service standards and allowing for customer choice. In addition, commercial waste zones will create a new regulatory framework that allows the city to achieve several additional program goals:

- Zero Waste: Reduce commercial waste disposal and incentivize recycling
- Environmental Health: Reduce truck traffic throughout the city to reduce air pollution and improve quality of life
- Pricing: Provide fair, transparent pricing with low prices for businesses
- Customer Service: Strengthen customer service standards and establish accountability
- Health and Safety: Improve training and safety standards to make the industry safer for workers and the public
- Labor and Worker Rights: Improve industry labor standards and uphold worker rights
- Infrastructure and Waste Management: Prioritize investments in clean, modern fleets and facilities that make up a reliable, resilient, and sustainable waste management system

•Robust, Competitive Industry: Create a system that works for carters of all sizes and prevents overreliance on any single company

In 2015, Mayor Bill de Blasio released One New York: The Plan for a

Strong and Just City (OneNYC), the City's plan to become the most resilient, equitable, and sustainable city in the world. Among the initiatives, OneNYC committed to conducting a comprehensive study of commercial waste zones. That study, completed by DSNY in 2016 in partnership with the Business Improvement Commission, found that commercial waste collection zones would reduce truck traffic by up to 68 percent and cut greenhouse gas and other air pollutant emissions from commercial waste collection by as much as two-thirds. The Commercial Waste Zones plan builds on the earlier study and provides the City's recommended framework to move forward with the reforms.

Over the next few years, the city will work to implement the Commercial Waste Zones plan; steps will include completing an environmental review, working with City Council to pass needed legislation, selection of carters via an RFP process, and a multi-year customer transition process.

Currently, a typical route carries a single carter through multiple boroughs to collect material throughout the city. This contributes to unnecessarily long routes and excess truck traffic. The current system hinders progress on safety, recycling, fleet and infrastructure investment.

Waste Connections reports strong third quarter

Waste Connections, Inc. announced its results for the third quarter of 2018.

"Solid waste pricing up 120 basis points year over year plus 140 basis points sequential volume improvement drove better than expected results in the quarter. This price led solid waste growth, along with continued strength in E&P waste activity, enabled us to overcome the toughest quarterly comparison for recycled commodity values in the year and certain continuing cost pressures. More importantly, adjusted free cash flow remains strong at over \$675 million year to date, or 18.5 percent of revenue, and 57.8 percent of adjusted EBITDA," said Ronald J. Mittelstaedt, chairman and chief executive officer.

Highlights:

- Revenue of \$1.281 billion, exceeding outlook.
- Reports 4.5 percent solid waste price growth.
- Net income attributable to Waste Connections of \$150.8 million, or \$0.57 per share.
- Adjusted net income attributable to Waste Connections of \$181.9 million, or \$0.69 per share, up 15.0 percent.
- YTD net cash provided by operating activities of \$1.038 billion.

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SALVAGING Millions

by Ron Sturgeon
Autosalvageconsultant.com

It's a noisy world – Why should anyone notice you?

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

I love marketing and I love trying to help others understand its importance. As with most things I try to teach, I almost always encounter the same headwinds, "Oh, you don't understand; my business is different." It should be a book title! The problems are always the same, and lack of good marketing is always at the top of the list.

Marketing is not just advertising. The world is a busy place and folks have lots of options. I've helped banks, insurance agents, auto dealers, lawyers, restaurants and many other types of small businesses; all of them need help with marketing and finding customers.

The place to start is with a unique selling proposition. What makes you special? Why should anyone care about you or your products or services? I don't want to hear that you're the best, or that your quality is the highest, or that you have the best employees. Those are tired rhetoric, and even if true, people don't believe in them. Work on it. You have to have something that makes you stand out from others. You must be able to write it and speak it in one or two sentences, tops.

Next, how do people even know you are out there? You can't spend enough money to get in front of everyone. You need networking and help. Do you send thank you cards to everyone you meet? Not many folks do; even that's a unique selling proposition. Do you have a great website? It's imperative today. If you can identify your target market closely enough, do you make sure you stay in front of them? (This is much harder if your market is too big).

Not long ago, I was helping a musician who wanted to get more gigs, audio and production work, and studio work. He said that he working by word of mouth and networking and that in the music business that was the only

and best way to handle that because the music business is different. Really? I checked the business count for audio and video production companies, studios and musician agencies. Within an easy commute, there were 481. It's a target rich environment in Nashville.

Now, let's bet how many of those folks have any idea who he is? Or what he has to offer? What would be the downside to a nice handwritten note to each of them? How many of his peers have done that? That is a unique selling proposition, because no one else is doing it. He was too modest to talk about himself, so he didn't send the notes. Of the 461 prospects, I bet not more than 20 have any idea who he is. Had he been willing to think differently, nearly all would know him in a way that would separate him from his more timid, traditional peers.

I teach a seminar on how to establish yourself as an expert and gain a unique selling proposition: Write a book. Who do you know who has done that? You can do a book and have 1,000 copies for less than \$5,000, using what I teach and a ghost writer. Most won't even read the book, but they will be honored that you chose them for an autographed copy.

Are you an expert tailor? "10 Secrets Tailors Know about Getting the Perfect Fit." Are you a blossoming contemporary artist? "Understanding Contemporary Art for a Novice." Maybe you do asphalt work? "Understanding Asphalt Work and How to Get It Done on a Budget." How many businesses will that open the door to, helping you get to bid on repaving their torn up parking lot? You think any other contractor will give them a book?

Now, here's a plan for my musician friend; there are only 471 people to give a book to. Do 10 a week; in a year, you will be known by most of those prospects and be enjoying lots of work! "10 Trends in the Music Business Today."

One thing is for sure, without a marketing plan and execution, it won't matter even if you have a unique selling proposition, you're a small fish in a big noisy sea, and the likelihood you will be noticed is remote.

Remember, only you can make BUSINESS GREAT!

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

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AUTOMOTIVE

Preferred Warranties expands to include Alaskan marketplace

Preferred Warranties, Inc. (PWI), a business unit of Kar Auction Services, Inc., has expanded into Alaska. PWI serves independent used vehicle dealers and small franchise retail automotive and power sports dealers – selling extended service contract protection plans for pre-owned vehicles through licensed vehicle dealers.

In Alaska, PWI has partnered with American Auto Shield, LLC to offer a broad portfolio of PWI-branded service contract options.

The move is part of PWI's nation-

wide expansion effort, and with the addition of Alaska, the company now operates in 47 states. PWI is also advancing a robust product pipeline of tailored protection plans that fit the specific markets and geographies it serves.

Established in 1992, PWI provides reputable extended service contracts to more than 3,000 independent automotive dealers. With a full menu of service contracts and extensive coverage levels, PWI products drive high levels of confidence, value, and revenue for partner dealers.

Auto recycler trade groups support recycler certification

Two leading automotive trade groups, the Automotive Recyclers Association (ARA) and the United Recyclers Group LLC (URG), recently supported NSF International's automotive recycler certification program. The independent, third-party certification verifies a recycler's ability to meet criteria for grading, labeling and traceability, in addition to vehicle acquisition, dismantling, inventory, training, customer service and auditing requirements.

NSF International worked with leading automotive recyclers and industry experts to facilitate the development of requirements the automotive recycler certification program.

"With NSF International certification, recyclers can differentiate themselves in terms of meeting cycle time and ensuring accuracy when it comes to inventory, grading and part labeling," said David Gold, ARA president. "ARA supports initiatives that require ongoing audits and underscore continual improvement."

NSF certified automotive recyclers undergo annual on-site audits to ensure compliance with all certification

requirements. Recyclers meeting all certification requirements can use the NSF Certified Automotive Recycler mark on their website and promotional materials, and are included in NSF International's online certification listings.

According to Donald Porter, URG's chief executive officer, "URG supports standards that help the automotive recycling industry enhance its operations from a safety, environmental and traceability perspective and NSF International certification provides recyclers a means to demonstrate this commitment. Participation in a certification process can ensure continual process improvement, increase operational efficiency and improve the recycler's bottom line."

To date, PAM's Auto in the U.S. and ASV Euro Car Parts, Grant Walker Parts and Paradise Auto Parts in Australia have earned NSF International's automotive recycler certification.

For more information about NSF International's automotive recycler certification program, view this article on www.AmericanRecycler.com.

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AUTOMOTIVE

Ford launches beekeeping program at headquarters

“Sustainability is more than improving fuel economy and reducing waste,” said Kim Pittel, Ford group vice president, sustainability, environment and safety engineering. “It’s about improving the environment we live in for all, and that includes honeybees, pollinators and the ecosystems that depend on them.”

According to the nonprofit, Pollinator Partnership, honeybees are essential to the world’s food supply and they need help.

Ford employees who initiated the program will serve as beekeepers managing the hives. This effort builds on Ford’s beekeeping initiative at the historic Rouge factory in 2016.

Adding a creative flourish to the installation, the hives the bees reside in will be beautified by special hive shells imagined by Ford’s own designers, who participated in the unique competition.

Over a dozen design concepts were submitted, spanning a variety of formats and employing numerous materials ranging from wood, plant matter, acrylic, ceramics, mill foam, fiberglass and metal. In the end, the concept of Chris Westfall, a designer of vehicle interiors, was chosen for its overall benefits to colony health. Titled, “Honeycomb Sail,” the design features two sails that wrap around each hive to provide space safe from the elements.



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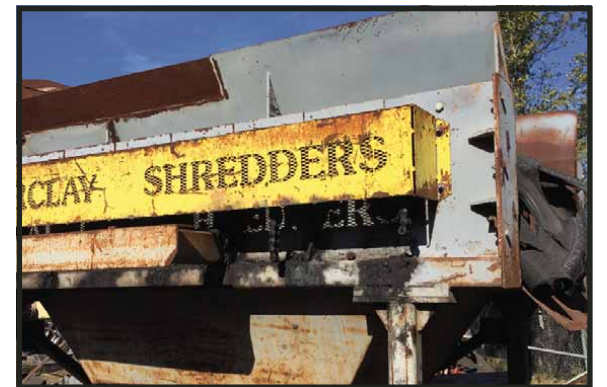
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NETALS

Two Brothers Scrap Metal collects 8,140 pounds of electronic waste



Students and school representatives from Mineola Middle School pose with some of the electronic devices they collected during their third annual eWaste Drive.

Two Brothers Scrap Metal donated the use of a container for Mineola Middle School's eWaste Drive, which was held on October 26. The drive brought in 8,140 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 fourth year, is to help the environment

by disposing electronics that are either no longer being used or do not work anymore. The event began as a project initiated by the school's Robotics Club. Last year, the Robotics Club teamed up with the school's Environmental Club to promote the Drive to the local community.

Two Brothers has participated in the eWaste Drive for the past three years. During that time, Two Brothers has hauled away 22,040 pounds – more than 11 tons – of electronic waste.

■For more METALS NEWS, see Page B1

ELECTRONICS

Goodwill of Orange County earns R2 Certification

Goodwill of Orange County's Recycling Center in Santa Ana has earned the Responsible Recycling (R2) industry standard certification for electronic scrap management. The R2 Standard is the electronics recycling industry's leading certification and Goodwill of Orange County is the only nonprofit in Orange County to earn the distinction.

The R2 standard is designed to help ensure quality, transparency, and environmental and social responsibility of electronic recycling facilities around the world. Today, more than 800 R2 certified facilities are operating in 30 countries, according to SERI (Sustainable Electronics Recycling International), the housing body for the R2 Standard.

"Many of Orange County's leading businesses depend on Goodwill of Orange County for their recycling needs. Not only because we ensure the best outcomes for all electronic scrap materials, but also because we offer an unmatched level of standards and quality care for our environment in all we do," said Dewain Reyna, Goodwill of Orange County's electronics recycling business developer. "For those who choose to partner with us for their electronic recycling needs, the R2 certification reaffirms our compliance and commitment to exceeding industry standards."

Goodwill of Orange County completed an intensive and costly certification process to earn the R2 Standard. The certification process involves an application and a rigorous two-stage audit by an outside Certifying Body. During stage one of the audit, an auditor from the Certifying Body visited Goodwill of Orange County to review the facility and documentation. It is at this time that areas of conformity and non-conformity are reported to ensure corrective action occurs. The second stage of the audit is an "Implementation Audit" in which the auditor reviews the implementation of the R2 management system. The auditor spent a considerable amount of time interviewing key personnel of Goodwill of Orange County, touring the site in detail and ensuring that all policies and procedures have been successfully implemented onsite. Once Goodwill of Orange County passed both audits and successfully completed all corrective actions, they were awarded the R2 Certification.

Goodwill of Orange County's R2 certification reaffirms that all sensitive data and materials are managed successfully and securely from a partner that is also committed to changing lives in the community. As Goodwill's electronics recycling program continues to expand, more e-waste is being diverted from landfills.

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ELECTRONICS

Leaders collaborate to grow domestic recycling industry

Recognizing a shared commitment to the growth of the American recycling industries, the Coalition for American Electronics Recycling (CAER) and the National Waste & Recycling Association (NWRA) announced they are partnering on key issues.

NWRA and CAER are natural allies in advancing policies that create jobs and promote investment while ensuring safe, responsible waste management. With about 700 members across all 50 states and the District of Columbia, NWRA represents approximately 70 percent of the private-sector waste and recycling market, including publicly-traded and privately-owned local, regional, and Fortune 500 national and international companies. CAER represents U.S. companies that believe electronics recycling should be performed securely and sustainably, to protect national security and for the benefit of the American economy. CAER includes more than 150 companies and supporting members that operate about 300 processing facilities in 37 states, Puerto Rico and the District of Columbia.

NWRA will lend its support to passage of CAER-backed legislation to address e-waste exports, the Secure E-

waste Export and Recycling Act (SEERA – HR 917). SEERA proposes limits on exports of electronic scrap that provide essential feedstock for counterfeiters. Fake microchips made from e-waste, originating primarily from China, pose a threat to national security because they have been found in sensitive military hardware and critical infrastructure. By requiring domestic recycling of untested, non-working e-waste, SEERA will also promote investment in the American electronics recycling sector and create up to 42,000 jobs.

In addition, CAER will participate in NWRA's new supply chain recycling group, Organizations for Supply Chain Recycling. This multi-industry coalition will provide a forum to discuss ideas for supporting a sustainable supply chain and ways to generate demand for recyclable materials that will encourage job creation. CAER members share a commitment to promoting re-use and extending the useful life of electronics to promote sustainability.

Through this collaboration, NWRA and CAER will support business growth and job creation while enhancing national security and protecting the environment.

Samsung partners with BAN

Since 2008, Samsung has been a strong supporter of recycling by providing convenient and responsible take back options for consumer electronics. In a new initiative with their partner – Basel Action Network (BAN), Samsung is adopting BAN's EarthEye™ service – a global GPS based tracking system for electronic waste.

"Samsung not only aims to be a

leader in product innovation but also in using innovative technologies to keep our supply and disposition chains accountable," said Mark Newton, Samsung's director of regulatory and environmental affairs. "For this reason, Samsung will add EarthEye as part of our arsenal to maintain the most rigorous due diligence and standards for responsible recycling."

Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$269.00	268.00	279.00	302.00	390.00
#1 Bundles	per gross ton	274.00	260.00	281.00	295.00	404.00
Plate and Structural	per gross ton	284.00	284.00	287.00	342.00	369.00
#1 & 2 Mixed Steel	per gross ton	225.00	272.00	250.00	308.00	334.00
Shredder Bundles (tin)	per gross ton	172.00	185.00	198.00	201.00	215.00
Crushed Auto Bodies	per gross ton	172.00	185.00	198.00	201.00	215.00
Steel Turnings	per gross ton	92.00	98.00	96.00	169.00	216.00
#1 Copper	per pound	2.75	2.62	2.79	2.48	2.44
#2 Copper	per pound	2.61	2.55	2.69	2.31	2.24
Aluminum Cans	per pound	0.71	0.74	0.69	0.72	0.60
Auto Radiators	per pound	1.75	1.62	1.79	1.61	1.61
Aluminum Core Radiators	per pound	0.71	0.74	0.62	0.51	0.42
Heater Cores	per pound	1.24	1.12	1.25	1.29	1.32
Stainless Steel	per pound	0.61	0.61	0.61	0.56	0.51

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

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GLASS

NERC publishes latest Northeast Glass Report

The Northeast Recycling Council (NERC) has released the results of an 11 state survey about the glass recycling markets in the region. The Northeast MRF Glass Survey Report details information about residential glass collected for recycling and prepared for the marketplace by Material Recycling Facilities (MRFs) in the region. The report provides important insights into the challenges that contribute to the quality and quantity of the region's MRF glass.

The Northeast MRF Glass Survey Report is the result of a project initiated by NERC's Glass Committee, formed in 2017. The committee's goal is to understand the recycled glass value chain and gaps in the Northeast, and to promote greater diversion of glass containers to the highest-value end uses.

The MRF survey results confirmed that the quality of material coming from the facilities as the primary problem with the marketability of the region's residential glass stream. One of the key findings is the end destinations for the glass. Fifty four percent (54 percent) of the glass tonnage reported goes to glass processors; 38 percent to landfills for alternative daily cover, trash, and/or roadbase and fill; 5 percent for aggregate; 3 percent for roadbase aggregate; and less than 1 percent of the tonnage is used for other beneficial use or sent directly to a glass manufacturer.

Additional key findings are that 67 percent of the MRF respondents have not upgraded their facilities in the past 3 years, and 65 percent of the MRFs do no additional cleaning of glass at their facilities. From the perspective of the MRFs, the primary issues with recycled glass are wear and tear on equipment, lack of markets, contamination, and cost.

The survey also revealed that only 6 of the 45 respondents have a total percentage of non-glass residuals and fines of 10 percent or less. Of these, five facilities serve communities with either curbside separation of glass or dual stream recycling programs and/or have invested in equipment to separate the glass from other recyclables.

After a thorough analysis of the compiled survey data, consideration of drastic changes in New England's glass markets, and global market shifts, NERC and its Glass Committee drew the following conclusions about the region's MRF glass:

- To increase the quality of the region's MRF glass, greater emphasis is needed on measuring and reducing contamination levels, as well as cleaning the glass at the MRFs.

- The collection methods used by the communities being served, and/or investments in glass cleaning equipment by MRFs, can produce cleaner material. Although NERC's survey did not focus on best practices for managing glass at MRFs, lessons can be learned from the six MRFs that produce the highest quality glass, and the communities they serve. Of these, five MRFs serve communities that offer source separation of glass curbside and/or dual stream recycling programs, and two of the MRFs keep glass separated at their facilities. In addition, four of the MRFs have made upgrades in the past three years and do additional cleaning of the glass with a variety of equipment.

- More glass processing capacity is needed in New England. The loss of one bottling manufacturer and two glass processing facilities in New England has created a need and opportunity for additional glass processing and markets in the region.

- End markets for MRF glass are dependent upon the availability of local processors and manufacturers (500-mile radius for transporting MRF glass to processors and manufacturers).

- Existing and emerging alternative end markets are an option for MRF glass throughout the region (e.g., Pulverized Glass Aggregate, glass foam aggregate, pozzolanic cement or concrete).

Forty-nine percent of the Northeast MRFs contacted by NERC responded to the survey. The survey results are a snapshot in time about the region's MRF glass, and may or may not be representative of the entire region.

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INDUSTRY PROFILE

A Closer Look

by Donna Currie

Anaconda Disposal Services, Inc.

Jeanne Krumm • 406-563-5111

There's no doubt about it, life – and business – in a small town is different. Anaconda Disposal is definitely a big part of its small town of about 8,000 people, surrounded by mountains in Montana.

The company is permitted to service all of Deer Lodge County, which is approximately a 30 mile radius including the home town of Anaconda. Because of the mountains, some of the roads can be tricky, which is why the company has three small garbage trucks that can handle those roads, along with three larger ones and two roll-off trucks.

Jeanne Krumm, one of the company's owners, said that the company was founded in 1950 by her grandmother and step-grandfather. When the couple divorced in 1976, "grandmother got the garbage business," Krumm said. Later, Krumm's father bought the business, after having worked in the business since he was nine years old.

In 1990, Krumm's husband, Tom, was working in the oil fields, and "wanted to get back to the small town," so he started working for Krumm's father. Krumm joined him in the garbage business in 2010, and then the couple purchased Anaconda in 2011, "so I'm the third generation," she said.

There have been just a few changes in the business since the purchase. The company now has a website and they take credit cards for payment. "Dad was not trusting of credit cards," Krumm said.

A fourth generation already has a foot in the door. Krumm's son graduated from college in May and "couldn't wait to get back home and be a garbage man." He fills in when drivers are off or works on trucks when they're on a particularly difficult route.

Not only does Anaconda pick up from residential customers, but they also handle commercial business in the county.

When the company was first founded, there were a few other garbage businesses in the area, but Anaconda Disposal is the only one left. However, individuals and businesses have the option of hauling their own materials to the local landfill.

One thing the small town doesn't have is a recycling business. Krumm's father had started a recycling business, but after two years of losing money, he handed it over to a nonprofit company. A few years ago, the recycling center closed for good. "They couldn't make a go of it."

One of the problems with the recycling business was that there simply was not enough material being collected to make it cost effective. Then, the material needed to be transported, typically to the west coast, which was expensive. "It's a shame," Krumm said. "We know we have to recycle, but who is going to foot the bill?"

Now that the recycling options are gone, there is more material going to the landfill, particularly cardboard. With the landfill located 20 miles from town, costs of trucking have increased.

Krumm doesn't see a way for recycling to come back "unless the city becomes involved and can pay for the equipment to keep it going."

That doesn't mean that there's no recycling at all. The local landfill won't accept loads that contain metal, so they collect the metal near the entrance and take it to a recycler when there's enough to transport. Also, Anaconda will pick up full roll-offs of metal from their customers and deliver it to a recycler in Butte.

With a virtual monopoly on waste hauling, Anaconda could get by with less than stellar service, but Krumm said that service is one of their priorities. It's a small town after all, and "you know most of the customers." They truly go beyond what's necessary.

One day, Anaconda got a call from a customer in her 80s who accidentally threw her wallet away. Unfortunately, the load had just been dumped at the landfill, but that wasn't the end of the story. "One of our guys was lucky enough to find it," Krumm said, and the wallet was returned to its owner.

While most trash companies pull up to the curb to pick up trash, Anaconda employees go just a little further, and will go into back yards to retrieve trash bins for customers who can't do it on their own.

A few years ago, Krumm noticed that local kids would stop by looking for work so they could afford their school supplies, so she started offering those supplies to kids who needed them. The company paid for those supplies at first, but when they posted about it on the company's Facebook page, people started asking if they could help. Thanks to community donations, 276 backpacks full of school supplies were donated at the beginning of the school year.

That small town feel isn't just about customers, it also applies to employees. Krumm said that their trucks are an older style that doesn't have the automatic arm that empties containers into the trucks. That costs more in labor, but "we don't want to automate more because it would mean cutting jobs," Krumm said. "It's a small town."

PAPER

AF&PA releases paper reports for September

The American Forest & Paper Association released September paper reports.

Containerboard

Containerboard production was up 4.9 percent compared to September 2017 and up 2.0 percent year-to-date. The month-over-month average daily production compared to August 2018 was 1.3 percent lower. The containerboard operating rate was 98.8 percent, 3.4 percentage points higher than the same month last year. Production for export increased for the third straight month, reaching its highest level for 2018 so far. It was 19.8 percent higher than September 2017 and for the first time this year it was up year-to-date, by 1.3 percent.

Printing-Writing Paper Report

According to the September 2018 Printing-Writing Monthly report from the American Forest & Paper Association, total printing-writing paper shipments decreased 13 percent in September compared to September 2017. Total printing-writing paper inventory levels decreased less than one-half of one percent from August. Imports of printing-writing papers in August increased 5 percent compared to August 2017 imports, while exports declined 26 percent.

- Shipments of uncoated free sheet (UFS) paper decreased year-over-year in September. Inventory levels increased one percent. Exports of UFS papers decreased 36 percent in August compared to August 2017, the largest decrease since August 2015.

- Shipments of uncoated mechanical (UM) papers decreased 26 percent year-over-year in September. Imports of UM

increased 19 percent year-over-year in August.

- Shipments of coated free sheet (CFS) paper and coated mechanical (CM) papers both decreased year-over-year in September. August imports of CFS papers increased three percent compared to August 2017, while imports of CM papers increased 19 percent compared to last August.

Boxboard Report

Total boxboard production decreased 0.9 percent when compared to September 2017 and decreased 7.0 percent from last month.

Unbleached Kraft Boxboard production decreased over the same month a year ago and decreased compared to August.

Total Solid Bleached Boxboard & Liner production increased when compared to September 2017 but decreased compared to August.

The production of Recycled Boxboard decreased compared to September 2017 and decreased when compared to August.

U.S. Packaging Papers & Specialty Packaging

Total Packaging Papers shipments were up 5.7 percent compared to September 2017 and up 2.6 percent year-to-date.

Bag & Sack shipments were up 4.9 percent year-to-date; Multiwall shipments were flat; Converting shipments were up 1 percent; and Food Wrapping shipments were up 2.8 percent.

The operating rate for September eased back from 99.1 percent in August to 95.9 percent in September. Inventories dropped 1.1 percent since August.

Sustainability award winners named

The American Forest & Paper Association (AF&PA) presented its 2018 Better Practices, Better Planet 2020 Sustainability Awards at AF&PA's annual meeting.

Five AF&PA member companies received six awards.

"Our members continue to demonstrate their commitment toward achieving the Better Practices, Better Planet 2020 sustainability goals," said AF&PA president and chief executive officer Donna Harman. "We are proud to honor the achievements of this year's award winners and to represent companies that are leaders in sustainability."

2018 AF&PA Sustainability Award winners:

- Leadership in Sustainability – Energy Efficiency/Greenhouse Gas Reduction – Clearwater Paper: Lewiston Pulp Optimization Project

- Leadership in Sustainability – Paper Recovery for Recycling – WestRock Company: Advancing Foodservice Packaging Recycling

- Leadership in Sustainability – Safety (Large Company) – Resolute Forest Products: Proactive Approach to Workplace Safety

- Leadership in Sustainability – Safety (Small Company) – American Eagle Paper Mills: Shifting to a Culture of Safety

- Leadership in Sustainability – Water – Domtar: Hawesville Water Conservation Project

- Innovation in Sustainability – WestRock Company: TechniFlute™

Designed to recognize exemplary sustainability programs and initiatives in the paper and wood products manufacturing industry, AF&PA's annual awards are given based on the merit of entries received across multiple categories.

Projects that support progress toward the Better Practices, Better Planet 2020 sustainability goals qualify for recognition in the "Leadership" category, which has five subcategories that correspond to the goals: Energy Efficiency/Greenhouse Gas Reduction, Paper Recovery for Recycling, Safety, Sustainable Forest Management and Water.

The "Innovation in Sustainability" award is reserved for projects that merit recognition for their contribution to sustainable business practices, not one of the goals specifically.



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BUSINESS BRIEFS

Meco Miami now authorized Bandit dealer

■ Miami-based Meco Miami, Inc., has joined Bandit's network of authorized Bandit dealers, offering its customers in Miami-Dade and Monroe counties Bandit's complete lineup of hand-fed chipper, stump grinders and skid-steer loader attachments.

Located at 5825 NW 74th Avenue in the heart of Miami, they are located to be easily accessible by its customers, covering the southern tip of Florida.

For 50 years, Meco Miami has been serving the hardworking men and women in the construction and demolition industries in South Florida with quality equipment, parts and service, working only with the best equipment manufacturers to provide the best product available to their customers.

A woman walked into the library and asked if they had any books about paranoia.

The librarian replied, "They're right behind you!"

Dynamic Lifecycle hires new director of mobility

■ Dynamic Lifecycle Innovations, a full service electronics and materials lifecycle management corporation providing solutions for electronics recycling, materials recovery, legislative compliance, IT asset disposition (ITAD), product refurbishment, remarketing and resale and data security, announced that Bob Lafon has joined the organization as director of mobility.

In his new role, Lafon will be responsible for the development of Dynamic Lifecycle Innovations' mobility program, including the acquisition and resale of used smartphones and tablets/iPads, device repair and refurbishment, sales of certified pre-owned devices, device processing, and white label reverse logistics solutions.

Lafon brings over 30 years of wireless industry experience. Lafon is a frequent speaker, panelist and moderator at wireless industry events and occasionally contributes articles for industry publications.

Euro Manganese appoints new executives

■ Euro Manganese Inc. has hired two senior executives to expand its management team. Fausto Taddei has joined the company as its vice president, corporate development and corporate secretary, and Martina Blahova has joined the company as corporate controller.

Taddei is an experienced financial executive with 30 years of public company experience and many years in the mining industry, including roles as chief financial officer of Nevsun Resources Ltd., Aura Minerals Inc. and Western Canadian Coal Corp. In those capacities, he was involved in the copper, gold and bulk commodities business, with multiple mining operations.

Blahova, who was born and raised in the Czech Republic, is an experienced financial executive with 20 years of public practice and public company experience, and several years in the mining industry, including most recently with SSR Mining Inc.

GBB names Steve Simmons as new president

■ Gershman, Brickner & Bratton, Inc. (GBB) announced Harvey Gersham and Steve Simmons were assigned new roles effective January 1, 2019.

Gersham, who co-founded GBB in 1980, has led the firm as president since its inception. As GBB founder owner associate, he will continue to provide valuable strategic guidance and business development assistance to the GBB ownership group and management team, acting as a senior advisor to provide internal peer review, quality assurance, and overall strategic guidance to clients.

Simmons, currently senior vice president and part of the GBB ownership team, will transition to be the next president of GBB. After first joining GBB as a principal associate in 2012, he became a member of the ownership group in 2016. As GBB president, he will lead the firm's senior management team and set the long-term path for GBB, as well as lead client project teams.



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BUSINESS BRIEFS

Oro Loma Sanitary District appoints Glaze to board

■ The Oro Loma Sanitary District board voted to appoint Robert H. Glaze to fill the board vacancy generated by the retirement of director Roland J. Dias. Glaze, a longtime San Leandro resident and Marina High School and Chabot College graduate, worked for the City of Oakland for 40 years, retiring as chief information officer in the Department of Information Technology.

Glaze has been active in local politics for many years, having served on the San Leandro City Council for over 15 years, including seven years as vice mayor.

He brings an impressive list of qualifications, including a long association with Scouting (he has been an Eagle Scout since 1969), and memberships in the Washington Manor Homes Association, Washington Manor Lion's Club and the Optimist Club, and service on many county boards, committees and commissions. He has been an Alameda County Fire Commissioner for almost 20 years.

A total of four candidates applied for the position, including San Leandro residents Brian Capurro and Fred Simon, and Hayward resident and former Oro Loma employee Angelino Santos.

His term in office will expire December 2020.

Steinert US welcomes Ernst as president and CEO

■ Steinert US, a global leader of sorting and separation technology for the mining, industrial/municipal scrap metals, plastics and recycling market, has named Andreas W. Ernst as the new president/chief executive officer. Ernst brings to Steinert more than 20 years of experience in the global capital equipment machinery industry. Ernst's expertise focuses on developing and leveraging strategic relationships across markets and regions to drive sales, marketing, and servicing strategies.

Prior to joining Steinert, Ernst spent much of his career with Sennebogen.

Ernst has also been an active member of the Institute of Scrap Recycling Industries for many years. He currently serves as chair of the equipment and service providers council and vice chair of the convention committee.

Rob Killgore promoted to JCI company president

■ Johnson Crushers International, Inc. (JCI) has promoted Rob Killgore to company president. In his new position, Killgore is responsible for setting and achieving JCI's goals and objectives.

Killgore joined JCI in 2016 and served as manufacturing manager with over 30 years of leadership experience.

A man told a friend about taking his wife to dinner for their anniversary. He described how the food was made in front of them.

The friend said, "I've heard of places like that, what's the name of the restaurant?"

The man replied, "Subway."

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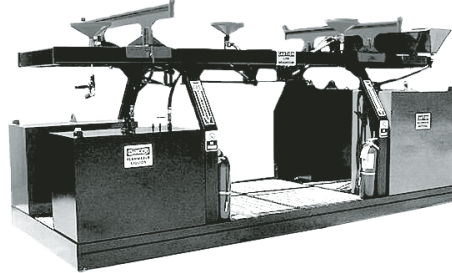
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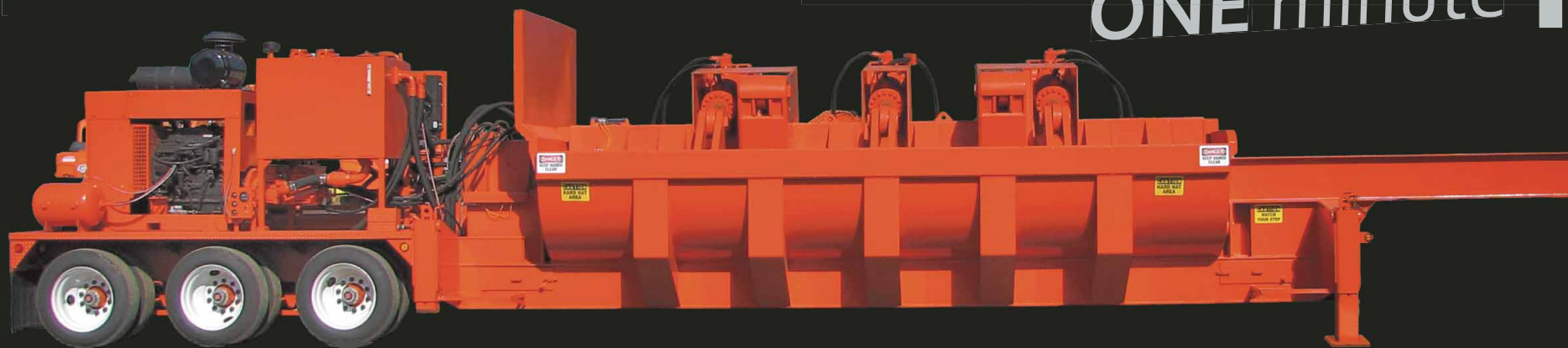
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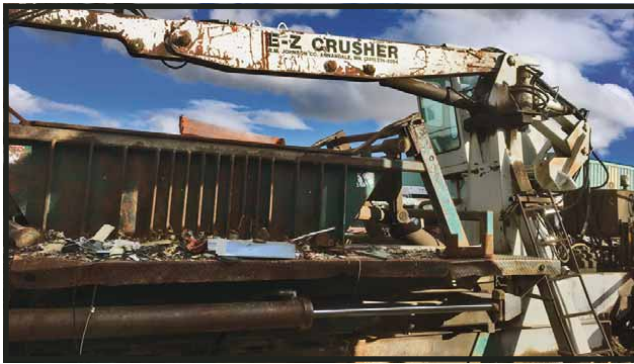
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Recycling efforts grow with today's appliances

by MAURA KELLER

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According to the Association of Home Appliance Manufacturers, large appliances are being recycled at a high rate, thanks to the market value of the metals used in the manufacturing of these appliances. While the life expectancy of major appliances ranges from 10 to 18 years, when it is finally time for the units to be replaced, these appliances are solid sources of steel and other recycled metals.

In 2017, the U.S. Environmental Protection Agency's Responsible Appliance Disposal (RAD) program's 42 partners collected and processed a total of 561,529 refrigerant-containing appliances from all 50 states and Puerto Rico. The RAD program's effort in 2017 represented an estimated 4 percent of the total number disposed in the U.S. and resulted in the recycling of 69 million pounds of ferrous metals, 4 million pounds of nonferrous metals, 17 million pounds of plastic and 3 million pounds of glass. Since its inception in 2006, 7.7 million refrigerated appliances have been recycled in the RAD program, resulting in the recycling of 1.06 billion pounds of metal, 176 million pounds of plastic, and 27 million pounds of glass.

Despite RAD's efforts, the appliance recycling industry faces numerous hurdles as state laws vary greatly and appliance production and recycling methods are changing constantly.

"The appliance recycling market is very regionalized, based on state regulations and the types of materials that are accepted by recycling facilities," said Andrew Weins, chief operating officer, JDog United. "For instance, major metro areas have facilities that take appliances they can reclaim and then rebuild to be sold. Overall it's a stagnant market with a lot of the same players doing the same things to recycle or reuse appliances. Scrap prices have remained steady over the past several years, which is a contributing factor to the stabilization of the market."

As Weins explained, the biggest change to the viability of appliance recycling has been to the electrical components in appliances, which impact how the appliances are ultimately broken down, reused, or recycled.

"Twenty years ago, appliances would run on switches and resistors, but now a lot of appliances have circuit boards with computing power," Weins said. "Appliances are not just analog – they're digital now with more valuable components that can be reused." This means while a washer might not be able to clean clothes anymore, a perfectly good circuit board within it could have significant resale value today.



PHOTO BY GEMENACOM | DREAMSTIME

In addition, a lot of appliances being recycled were made of steel or copper wires and resistors, which offer valuable metal that can be recycled. In fact, according to the Steel Recycling Institute, by weight, the typical appliance consists of approximately 60 percent steel.

"Now more plastic parts, which are less valuable and cannot always be recycled, are being used," Weins said. "This has made the recycling process more complex and harder to keep appliances out of the landfills."

Jeff Bittner, founder and president of Exit technologies, an R2 certified, global IT asset disposition company, said that there are several trends affecting appliance recycling today.

"Like computers and electronics, there are very few parts that can actually break, be identified and replaced in appliances," Bittner said. "Mechanical controls have been substituted by electronic controls embedded in a single all-inclusive circuit board. Replacing a single part becomes nearly impossible."

As a result, in many cases today, it is cost prohibitive for consumers to repair a non-working appliance

out of warranty. They often opt to dispose of a faulty machine and purchase a new one.

"While steel continues to be one of the most recycled metals in 2018, the current generation of appliances today contain more plastic in an effort to make them lighter, reducing costs as well as shipping expenditures," Bittner said. "With the growing proliferation of IoT functionality and smart appliance options, consumers may be more apt to replace their dumb appliances in the near future at an accelerated rate, thus increasing the load of unwanted appliances."

In addition, the growing economies of China and the developing world present a double edged sword for the appliance recycling industry as they regulate incoming waste products.

"On the one hand, developing nations increasingly are applying sanctions on the recycling scrap materials they will accept," Bittner said. "On the other hand, demand for recycled materials that help reduce the cost for appliances will grow as more consumers in these countries purchase them for their homes."

See APPLIANCES, Page B2

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Novelis invests \$175 million for expansion in Brazil

Novelis Inc., a leader in aluminum rolling and recycling, announced an investment of \$175 million at its Pindamonhangaba plant, located in the Paraíba Valley between São Paulo and Rio de Janeiro. The expansion of the company's facility in South America will benefit the organization's beverage can and specialty customers by bolstering capacity with 100 kilotonnes of additional rolling production and 60 kilotonnes of increased recycling. These expansions will bring total capacity of the Pindamonhangaba facility to approximately 680 kilotonnes per year of aluminum sheet and 450 kilotonnes annually of recycled metal.

The investment also includes a new water sourcing system and the purchase of approximately 90 acres of land for potential future growth.

Construction on these expansions to the Pindamonhangaba plant will officially begin in February 2019 and are

expected to be complete in 2021. The project includes an increase in sheet ingot, hot mill and recycling production and complementary improvements. The project should create more than 50 new jobs.

"Sustainability is the backbone of our business model and this expansion project is fully aligned with this vision," said Tadeu Nardocci, senior vice president of Novelis Inc. and president of Novelis South America. "Pindamonhangaba plant is already the largest center of rolled products and aluminum recycling in South America. With this expansion, Novelis solidifies its leadership position and creates new opportunities to offer innovative solutions to its customers."

Novelis will have the support of Investe SP, a São Paulo Agency for the Promotion of Investments and Competitiveness.

Commercial Metals completes acquisition of Gerdau Long Mills

Gerdau has finalized its sale of four U.S. mini-mills and nearly three dozen rebar fabrication shops to Texas based Commercial Metals Co.

With the acquisition completed, Commercial Metals officially takes control of Gerdau's long products mills in Knoxville, Tennessee, Jacksonville, Florida, Sayreville, New Jersey and Rancho Cucamonga, California in addition to the 33 fabrication facilities.

"I am thrilled to welcome the approximately 3,200 employees of these operations to Commercial Metals Co.," said chairwoman and chief executive Barbara Smith. "The successful completion of the transaction represents an important step in our strategy to be the leading concrete reinforcing specialist as well as a significant

provider of merchant and wire rod products," she added.

The sale lifts Commercial Metals' rolling capacity by 2.5 million tons annually and gives it a greater share of the domestic rebar market, according to commodities news and pricing service S&P Global Platts.

Gerdau sold the mills to Commercial Metals for \$600 million and said it will use the proceeds to pay down debt.

The company said that despite the sale, it maintains a strong presence in North America, operating 13 steel mills throughout the U.S. and Canada. It said it continues to be a leading producer of structural steel, merchant bar, and special bar quality products, as well as rebar.

ArcelorMittal finalizes acquisition of ILVA S.p.A.

ArcelorMittal has finalized its deal to acquire Italy's ILVA S.p.A., giving it control of the European Union's largest steel works.

"We are excited by ILVA's potential; it is a complementary fit with our existing flat products business in Europe, provides significant scale, and is strategically well located," said ArcelorMittal Europe chief executive Aditya Mittal.

ArcelorMittal has promised to invest more than EUR1.2 billion into the operation to catch up on deferred maintenance and to upgrade plants. The company has said the amount includes a

reline of the Taranto facility's No. 5 blast furnace.

The deal also includes a provision for more than EUR1.15 billion in environmental upgrades.

"Work has already begun, and, over time, I am confident we will deliver on our vision of transforming ILVA into one of Europe's leading and responsible steel manufacturers," Mittal said.

With the closing of the deal, ArcelorMittal is now calling the operation ArcelorMittal Italia. It will operate as part of its European flat-rolled division.

Appliances

■Continued from Page B1

Challenges Aplenty

With new materials and parts being used to build appliances, Weins said the challenge becomes keeping up with these changes, as well as understanding the age and makeup of the appliance. As appliances run through the end of their lifecycle and enter the waste stream, facilities have to understand what components are potentially hazardous, precious, or neutral, including components that have no value and are also not a liability. From there, recyclers face the next challenge of determining how best to reclaim the valuable components and also mitigate the environmental impact of the hazardous materials.

According to Weins, the biggest concern and issue for recycling companies is the handling of hazardous materials, namely Freon, which is a cooling agent that is used in refrigerators, freezers, and large air conditioning units, as well as dehumidifiers and water coolers.

"Not all appliances have Freon, but if they do, it has to be captured in order to dispose of or recycle the appliance," Weins said. "To safely handle Freon you have to be licensed, own the right equipment, and then take the Freon to the

proper facility to be reclaimed. There are Freon recovery systems that are used to extract Freon from appliances into a tank, which is then recovered. If Freon is not captured the right way, recycling companies could end up putting the hazardous material into the air or ground."

With newer appliances, recycling companies are most interested in the circuit boards as they can be very valuable. As Weins explained, circuit boards are usually comprised of some kind of precious metal, like gold or aluminum, and can be sold as is or electronic waste (e-waste) companies can break them down further to be reused or resold.

"The components and materials that are used to make appliances are going to continue to evolve," Weins said. "Because of this rapidly changing market, appliance recyclers have to stay smart on the materials being used to build appliances and understand what digital components, such as LCD screens and circuit boards, are going into them. That way, when an appliance enters the waste stream, it can be properly handled."

While the appliance recycling industry is constantly changing as production and recycling methods develop, key players in the industry are confident that a stable market and programs such as RAD will keep appliance recycling productive into the future.

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September steel shipments up 3.3 percent

The American Iron and Steel Institute (AISI) reported that for the month of September 2018, U.S. steel mills shipped 7,811,745 net tons, a 7.5 percent decrease from the 8,441,597 net tons shipped in the previous month, August 2018, and a 3.3 percent increase from the 7,559,625 net tons shipped in September 2017.

Shipments year-to-date in 2018 are 71,468,627 net tons, a 4.4 percent increase vs. 2017 shipments of 68,427,747 net tons for nine months.

A comparison of September shipments to the previous month of August shows the following changes: hot dipped galvanized sheets and strip, down 7 percent, hot rolled sheets, down 9 percent and cold rolled sheets, down 10 percent.

Steel imports decline by 26 percent

Based on preliminary Census Bureau data, the American Iron and Steel Institute (AISI) reported that the U.S. imported a total of 2,249,000 net tons (NT) of steel in September 2018, including 1,854,000 NT of finished steel (down 25.9 percent and 8.6 percent, respectively, vs. August final data). Year-to-date (YTD) through nine months of 2018, total and finished steel imports are 26,158,000 and 20,079,000 NT, down 12.0 percent and 12.5 percent, respectively, vs. the same period in 2017.

Key finished steel products with a significant import increase in September compared to August were standard pipe (up 26 percent), hot rolled sheets (up 25 percent), and sheets and strip all other metallic coatings (up 23 percent). Major products with significant year-to-date (YTD) increases vs. the same period in 2017 include hot rolled sheets (up 21 percent) and plates in coils (up 21 percent).

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

	SEP 2018	AUG 2018	2017 Full Year	2018 Annualized	% Change 2018 Annual vs. 2017
SOUTH KOREA	189	174	3,753	3,060	-18.4%
JAPAN	90	101	1,504	1,419	-5.7%
GERMANY	117	112	1,405	1,316	-6.4%
TURKEY	133	119	2,191	1,297	-40.8%
TAIWAN	105	81	1,245	1,127	-9.5%
VIETNAM	75	71	749	1,032	37.9%
CHINA	40	53	813	699	-14.1%
ITALY	24	70	496	604	21.7%
All Others	1,081	1,245	17,405	16,219	-6.8%
TOTAL	1,854	2,027	29,561	26,772	-8.4%

In September, the largest volumes of finished steel imports from offshore were from South Korea (189,000 NT, up 9 percent from August final), Turkey (133,000 NT, up 12 percent), Germany (117,000 NT, up 4 percent), Taiwan (105,000 NT, up 29 percent) and Japan (90,000 NT, down 11 percent). For the

first nine months of 2018, the largest offshore suppliers were South Korea (2,295,000 NT, down 22 percent vs. the same period in 2017), Japan (1,064,000 NT, down 14 percent), Germany (987,000 NT, down 2 percent), Turkey (973,000 NT, down 50 percent) and Taiwan (845,000 NT, down 18 percent).

Steel import permit applications increases from prior month

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 2,979,000 net tons (NT). This was a 5.3 percent increase from the 2,828,000 permit tons recorded in September and a 31.6 percent increase from the September final imports total of 2,263,000 NT. Import permit tonnage for finished steel in October was 2,039,000, up 9.2 per-

cent from the final imports total of 1,866,000 in September. For the first 10 months of 2018 (including October SIMA permits and September final data), total and finished steel imports were 29,150,000 NT and 22,130,000 NT, down 11.4 percent and 13.3 percent, respectively, from the same period in 2017. The estimated finished steel import market share in October was 21 percent and is 23 percent year-to-date.

Finished steel imports with large increases in October permits vs. the Sep-

tember final included cold finished bars (up 59 percent), line pipe (up 54 percent), hot rolled bars (up 52 percent), mechanical tubing (up 32 percent), tin plate (up 29 percent), cut lengths plates (up 26 percent) and wire drawn (up 20 percent). Products with significant YTD increases vs. the same period in 2017 include hot rolled sheets (up 22 percent) and plates in coils (up 19 percent).

In October, the largest finished steel import permit applications for offshore countries were for South Korea (177,000

NT, down 7 percent from September final), Germany (114,000 NT, down 2 percent), Japan (111,000 NT, up 23 percent), Vietnam (97,000 NT, up 29 percent) and The Netherlands (91,000 NT, up 57 percent). Through the first 10 months of 2018, the largest offshore suppliers were South Korea (2,472,000 NT, down 26 percent from the same period last year), Japan (1,175,000 NT, down 10 percent) and Germany (1,101,000 NT, down 5 percent).

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EQUIPMENT SPOTLIGHT

Sweat Furnaces

by MARY M. COX

maryc@americanrecycler.com

The process of recycling metal for profit can take many forms. When scrap metal is gathered for reduction and then resale or re-use, an incinerator or furnace may be part of that particular process.

The staff at Mansell and Associates offers 45 years of experience in the secondary aluminum business. Ed Mansell, president, observed early in his career that a well-designed, rotary melting furnace makes a much better sweat furnace than the typical dry hearth design also seen in the market.

“Our ‘Plug and Play’ rotary sweat furnaces are a complete, packaged unit ready to hook up and put to work. No manual labor is involved. The rotation of the barrel eliminates raking by hand. Our patented barrel design allows for ‘angle of repose’ when tilting to pour, by retaining iron solids in the barrel while pouring off the molten material and so outperforming old, ‘box’ type furnaces. Iron is separated from aluminum with a quarter of the labor typically spent with other methods, while processing engine blocks, transmissions and more,” Mansell explained.

He said the use of rotary melting furnaces in the aluminum industry goes back many years. Sweating of aluminum from iron contaminants is done by simply melting the aluminum without melting the steel or other heavy metals present and then separating the molten aluminum to a holding chamber. This type of scrap processing was limited for many years, due to the use of conventional dry hearth sweat furnaces, involving low processing rates and high labor and energy costs.

In contrast to that, Mansell’s furnaces are available in two configurations, a traditional straight tilter or their patented SuperMelt rotary furnace, which is mounted on a swivel base. This configuration allows the furnace to rotate around the furnace base so it is possible to pour to several locations. This capability produces a faster cycle time while reducing the possibility of iron contamination in molten aluminum. Their furnaces meet all federal regulations as a sweat furnace operated with an afterburner. The furnaces can also be used as an incinerator for all types of material,

including pathological varieties. “These units are very user friendly, easy to operate and require very little maintenance. Units are skid mounted and shipped in one piece. Installation costs are minimal, units can be placed on a variety of surfaces and installation time rarely exceeds eight hours. Users can set the unit, hook up their gas and electrical connections and they’re ready to go!” Mansell said.

Recycling Services International (RSI) has been servicing the recycling industry with special furnace processes since 1990. “We provide high efficiency operations with all the pollution controls to provide a safe, economical, and environmentally friendly furnace operation. Our furnace types include burn off ovens for decontamination of certain scraps, high temperature afterburners for burning off PCBs, aluminum sweat furnaces, and precious metal reclaiming furnaces. Our US Furnaces MAX-4000 aluminum sweat furnace has been the work horse of the industry for the past 16 years. Using the latest available technology we have been successful at keeping fuel costs down to \$.02 per pound of aluminum processed,” reports Dave Conway, owner.

Aluminum processed weights can be up to 2,000 pounds per hour depending on recovery of metal processed. Conway said the Clean HMS1 or HMS2 produced after the aluminum melt can also be factored in with cost to profit factors. All ash is aluminum bearing and if processed further, can be added to the profit factor, due to the recovery of aluminum from ash so there is no waste product. The RSI afterburner system provides twice the minimum retention time of exhaust gas per EPA requirements.

“We provide permit assistance in assuring your equipment will be environmentally compliant at the federal and state levels. We provide service after the sale to ensure your equipment is running at the optimum level for the best production rates while also remaining compliant. Installation and training is included in the purchase price of all our new equipment. On occasion, we have used furnaces for sale. Rebuilds, upgrades, parts and service are the heart of our business. Due to the reduced volume of

alignment being exported, any of our process furnaces will provide a viable option for increasing your profit margin. Aluminum ingot, clean steel, clean copper, as well as any metals processed in our furnaces is the preferred product sent to the mills. The demand for our services has increased considerably over the last year and we are gearing up to meet even more demand in the upcoming years. As always, we will strive to provide the best available control technology (BACT) for fuel and emission control efficiency,” Conway stated.

MANUFACTURERS

Mansell & Associates, LLC
Ed Mansell
256-366-9325
www.mansellandassociates.net

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DLA recycles military's unusable excess property

The recent trend of converting old bike parts into chandeliers, wine corks into bathmats, or shipping containers into modern homes proves there are clever ways to use what might otherwise be useless junk.

The Defense Logistics Agency (DLA) doesn't usually know what becomes of the military gear it reduces to scrap, but recycling unusable or excess items conserves natural resources, reduces waste sent to landfills and saves money so warfighters can buy better stuff.

The Department of Defense's (DoD) authority on reutilization and disposal of everything from battle-damaged Humvees and worn-out flak vests to office furniture is DLA Disposition Services.

"When a unit is done with a piece of property or it doesn't work anymore, they bring it to us and we get rid of it for them," said Vickie Rodgers, deputy director for DLA Disposition Services' central region. "That's our specialty, and we do it in a compliant manner so it's not released to the public until after it's been properly processed."

About 90 percent of the items DLA scraps are common things like fabric and textiles, lead, steel and wood.

"There's a wide range of classifications for these materials," said Tom Marcum, a lead sales contracting officer for DLA Disposition Services. "Steel, for example, comes in different grades. And then there are also different packages of steel, such as shavings, rods and bundles."

Commodities like fired brass casings and aluminum make up the other 10

percent of items the agency scraps, and they typically have higher values, added Brienne Hallifax, a sales contracting officer in the Recycling Sales Branch.

Global Effort

Normal wear and tear of equipment, base closures and unit realignments make DLA's scrap mission a steady and global endeavor. Property disposal specialists are co-located with units and deployed overseas to guide troops through the turn-in process and physically receive property.

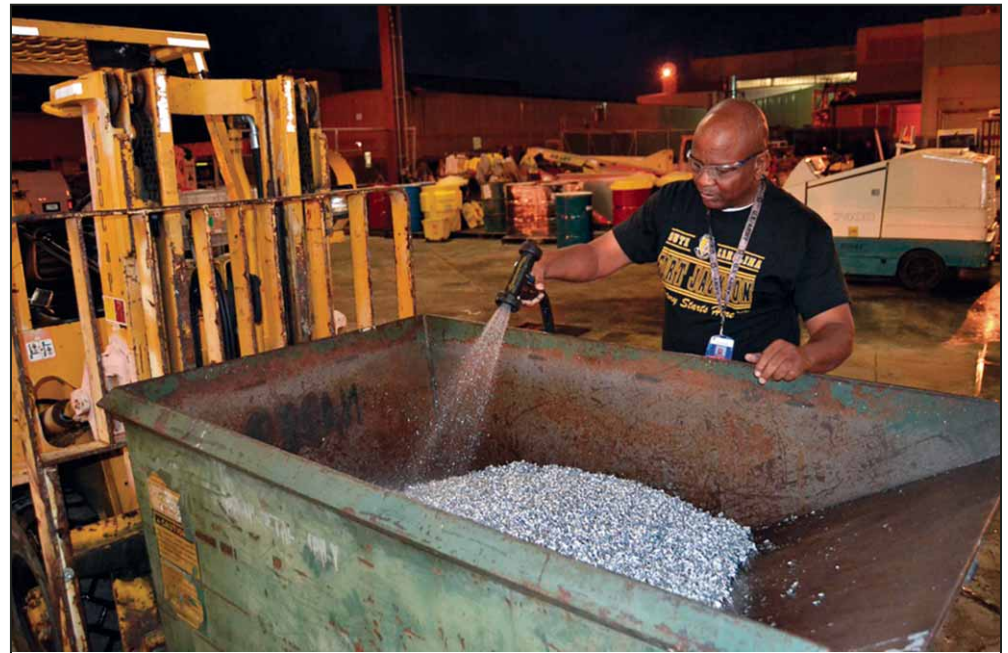
"First, we do our best to reutilize excess property through our reutilization, transfer and donation program, which helps us keep as much of the good property as possible in DoD's hands so we don't have to go out and buy new equipment," Marcum said.

If the property can't be reissued to other military customers or sold to another federal agency, disposal specialists arrange for it to be mutilated and sold as scrap. Tactical material and controlled property such as helicopters and weapons also require demilitarization as a condition of sale, meaning it has to be stripped of offensive and defensive capabilities so it can't be used against U.S. forces.

Breaking It Down

DoD's demilitarization manual outlines the degree and method of demilitarization, which is done with powerful, industrial-sized tools like blowtorches, cutters and crushers. Just breaking equipment into a few pieces isn't enough if they can be fixed or put back together.

"Those big sheets of metal you see on the sides of an up-armored vehicle to



Charles Miller, a Fleet Readiness Center Southeast material identifier, washes a bin of aluminum scraps. Washing the scraps removes oil residue and dust so the metal can be taken to DLA Disposition Services for resale. PHOTO BY CLIFFORD DAVIS

protect soldiers from bullets, for example – they're cut down into certain-sized pieces," Rodgers said. "You might be able to hold one of those pieces out in front of you, but I've got the rest and it's all cut down into scraps, so you can't use it to shield yourself."

In the U.S. and its territories, DLA manages scrap through its Scrap and Salvage Recycling contract with a public company that assists in removing scrap property from 75 locations and sells it to other companies and local scrap buyers, sometimes through online auctions. Although contractors are responsible for completing demilitarization, DLA monitors the process to ensure it meets standards set by DoD, the Environmental

Protection Agency and the Occupational Health and Safety Administration.

DLA gets a percentage of sales made through the SSR contract, and the going rates vary depending on factors such as metal prices, as well as the demand for a particular commodity, Hallifax said.

Starting From Scratch

But such programs and policies didn't exist in Afghanistan and Iraq when the wars there began in 2001 and 2003. To find new ways of recycling and handling scrap in the Middle East, DLA worked with State Department officials and local leaders to build programs that helped service members stationed there get rid of unwanted property that would

See MILITARY, Page B6

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Military

■Continued from Page B5

be impractical and expensive to ship back to the U.S. DLA also established contracts with local businesses to sell scrap after DLA Disposition Services breaks it down and demilitarizes it on-site. And the contracts were structured by region due to infrastructure challenges and instability, Rodgers said.

"We couldn't have a company in Bagram [Airfield, Afghanistan] going down to Kandahar or a company in Balad [Iraq] going clear up to Tikrit because the different religious sects and warlords control various sections," she said. "It's been contentious at times, with warlords sometimes holding trucks hostage until the drivers pay certain fees."

Rodgers was one of the first employees from DLA Disposition Services to arrive in Bagram when the agency began offering disposal and reutilization services there in 2005. She found piles of unusable equipment tossed into vacant fields because troops had no other place to store it. Remnants of Russian fighter jets and landmines also littered the base.

"We were able to work with the local authorities to methodically and strategically go through and clean those areas," she said. "We also created an operation where customers knew they could bring their stuff to us for processing and it wouldn't end up in the wrong hands."

Millions In, Millions Out

In Iraq, DLA Disposition Services employees moved about a million pounds of scrap a week during the height of the drawdown, when troops operated from over 500 locations, including small forward operating bases and outposts. As a member of DLA's Disposal Remediation Team in 2009, Marcum went out on over 15 missions to facilitate the closure of larger bases while his team members traveled the country providing disposal guidance to troops.

During the drawdown in Afghanistan, the agency took in a million-plus pounds of scrap per week at four sites and seven small hub sites, said Greg Dangremond, DLA Disposition Services' site chief at Bagram Air Force Base. Now it averages 100,000 to 300,000 pounds a week and operates just two fully functional yards with two offshoots.

Though recycling still has a long way to go in Afghanistan, Rodgers said the economy there is benefiting from the scrap programs DLA has established. And money the agency earns by selling scrap to local companies also helps pay for operating costs while getting materiel off unit property books.

Full Circle Logistics

Ships are another major component of DLA's scrap mission. Scraps and the proceeds from selling them belong to the contractor who wins the contract to tear the vessel apart, while DLA receives the amount the contractor bid for the project. The advantage is cost avoidance rather than revenue, said Carl Workman,

a sales contracting officer and property disposal specialist.

"It saves money for the Navy because the figures for taking these ships apart varies between \$2 and \$3 million," Workman said. "So if the Navy were to get funding from Congress to do this, it would cost the service lots of money, whereas we're actually able to make a little bit of money by allowing companies to bid on the contract to break the ships apart and sell the scraps."

The arrangement also relieves DLA of needing the expertise to properly dismantle ships, which can take as long as eight months.

Spared from the Junkyard

Electronics have also become a key commodity in DLA's scrap program, but rather than break things like computers and cellphones into lots of little pieces, the agency began using certified e-recyclers to repair government computers and make them available to other users.

"We're trying to keep as much waste out to the landfill as possible," Marcum said. "While a computer monitor might be beyond its lifecycle for the government, a private citizen might be able to get another year of service out of it buying it from a reseller."

Even property such as dilapidated plywood structures and broken tanks can serve a second purpose before it's diminished to scrap by posing as range targets. When the agency couldn't remove an armored personnel carrier from a base in Iraq, for example, troops used it for target practice.

"In that situation, being in a contingency environment early on, we didn't have the means to demilitarize these items," Marcum said. "Instead, they were used in a live-fire exercise on the range, giving troops realistic targets. It gave them a chance to practice their skills and helped us with the destruction process."

While dealing with the military's junk may seem like dirty, tiresome work, many DLA Disposition Services employees find their work gratifying. Workman, who's been with the agency for 15 years following a 20-year Army career, said he's seen firsthand the grateful response of troops who're thankful to have DLA employees by their side in contingency environments as well as the relief of federal and local law enforcement officers who've received much needed equipment to ensure public safety.

"I know just how important our mission is to warfighter support because I've seen the operation from both sides of the fence as an active-duty soldier and as a civilian employee," Workman said. "It's been rewarding to be part of such an important worldwide mission."

As the nation's combat logistics support agency, the Defense Logistics Agency manages the global supply chain – from raw materials to end user to disposition – for the Army, Navy, Air Force, Marine Corps, Coast Guard, 10 combatant commands, other federal agencies, and partner and allied nations.

For additional information about the Defense Logistics Agency, view this article on www.AmericanRecycler.com.

Novelis unveils milestones achieved in sustainability

Novelis Inc., a leader in aluminum rolling and recycling, published its Fiscal Year 2018 Sustainability Report. The report articulates the company's purpose of "Shaping a Sustainable World Together" through a global commitment to the products it makes and the people it serves. A highlight of the company's environmental stewardship is that its production output in the fiscal year was comprised of 57 percent recycled content. This is an increase of two percent over the prior year and marks a steady rise since the metric was formally tracked at a baseline of 30 percent.

The company has reduced water usage by 28 percent from 3.7 to 2.6 cubic meters per metric ton of product. Also during this timeframe, the company has continued to curb its greenhouse gas emissions (GHG), reducing carbon dioxide emissions from 21 million metric tons to 15.8 million metric tons, a 25 percent reduction; with a 5 percent reduction in FY18 alone. In FY18, the company also decreased annual waste sent to landfills by nearly 30 percent (7.5 to 5.3 kilograms per metric ton of product) with a more modest reduction in energy intensity over the prior year with a 1 percent reduction (9.63 to 9.38 gigajoules per metric ton).

Additional achievements with customers, partners, employees and the community from FY2018 include:

- Novelis has been lauded for building the workforce of the future, with its Engineering Development Program (EDP) and other initiatives aimed at recruiting and retaining talent. This year, EDP was recognized by the U.S. Chamber of Commerce as a model initiative for identifying and closing the skills gap to create a sustainable talent pipeline.

- Diversity and inclusion efforts also took center stage including Women in Novelis, an internal effort to accelerate recruitment, retention and advancement of women in all levels of the organization, and EquAL, an innovative program launched in South America to increase workplace diversity.

- The global Novelis workforce supported more than 250 community projects at 30 sites in 10 countries in support of global and local causes aligned with the company's purpose.

- Novelis supported and provided aluminum for 45 FIRST Robotics teams worldwide with the aim to inspire young people to seek science and technology careers.

- Now in its second year of a five year pledge to Habitat for Humanity International, Novelis built its first designated Recycle for Good home, funded entirely by proceeds from recycled aluminum bottles and cans collected at sporting and recreational events.

- Novelis aluminum is featured in more than 225 current vehicle models on the road today, including two big winners at the North American International Auto Show: the aluminum-intensive 2018 Lincoln Navigator, awarded Truck of the Year, and the 2018 Honda Accord, Car of the Year. Both were recognized for their application of lightweight aluminum.

- Novelis earned its first Strategy Cooperation Award at the Chery Jaguar Land Rover Supplier Conference for its significant role in the successful launch of the all-new Jaguar XFL – the first model in the segment to apply innovative aluminum architecture in the Chinese market.

- The new 2018 Jeep Wrangler is now equipped with lightweight, high-strength Novelis aluminum closures, including doors, fenders, hoods and lift-gates. The model is 200 pounds lighter than the previous steel version, and gas mileage is expected to rise by three miles per gallon, according to the automaker. Offering a safe, sustainable and cost-effective way to lightweight vehicles, automotive aluminum applications result in better performance and agility, increased fuel economy and reduced carbon emissions.

- Novelis recently announced a partnership with the London Electric Vehicle Company to provide aluminum for its all-new, zero-emissions capable taxi, which has a lightweight aluminum frame helping to reduce carbon emissions and increase electric battery range.

Given the infinitely recyclable properties of aluminum, recycling aluminum produces about 95 percent fewer GHG emissions and requires about 95 percent less energy than primary aluminum production. These properties enable Novelis to achieve lower emissions and drive sustainable value across its business segments of beverage can, automotive and high-end specialties. For example, Novelis recycles approximately 65 billion used beverage cans a year, returning them to store shelves in approximately 60 days. In the automotive space, Novelis helps customers achieve their sustainability goals through scrap metal collection and closed-loop recycling.

Sierra expands Georgia facility

Sierra International Machinery, a manufacturer of processing equipment for the scrap, recycling and waste industries is expanding their manufacturing facility in Jesup, Georgia. The expansion is necessary due to overwhelming demand for their Sierra REB line of two ram balers and conveyors. The expansion will allow Sierra to

increase production and meet the demand. This will be the third expansion Sierra has added to its Georgia facility since it opened in 2008.

Once completed, Sierra's Georgia facility will be 72,000 square feet with increased job opportunities in the Jesup, Georgia area.

Nucor reports results for first nine months of 2018

Nucor Corporation announced third quarter of 2018 consolidated net earnings of \$676.7 million, or \$2.13 per diluted share. Included in the third quarter of 2018 earnings is a non-cash impairment charge of \$110.0 million, or \$0.26 per diluted share, related to producing natural gas well assets. This impairment charge was not included in their quantitative guidance range provided on September 14, 2018. By comparison, Nucor reported consolidated net earnings of \$683.2 million, or \$2.13 per diluted share, for the second quarter of 2018 and \$254.9 million, or \$0.79 per diluted share, for the third quarter of 2017.

In the first 9 months of 2018, Nucor reported consolidated net earnings of \$1.71 billion, or \$5.35 per diluted share, compared with consolidated net earnings of \$934.8 million, or \$2.90 per diluted share, in the first nine months of last year.

"The strong financial performance we have had this year continued into the third quarter, and we are on pace for 2018 to be a record year for earnings," said John Ferriola, Nucor's chairman, chief executive officer and president. "Our financial results are evidence that Nucor was primed and ready for this long-awaited upturn in the steel market. Our strategic initiatives, including capital projects, acquisitions and enhanced customer engagement, as well as our active participation in industry trade actions, have solidified our industry leading performance. Our extensive investments have grown our peak earnings power and enhanced our many competitive strengths."

In the first 9 months of 2018, Nucor's consolidated net sales increased 24 percent to \$18.77 billion, compared with \$15.16 billion in last year's first 9 months. Total tons shipped to outside customers in the first nine months of 2018 were 21,212,000, an increase of 6 percent from the first 9 months of 2017, while average sales price per ton increased 16 percent.

The average scrap and scrap substitute cost per gross ton used during the third quarter of 2018 was \$374, a slight increase compared to \$373 in the second

quarter of 2018 and an increase of 18 percent compared to \$317 in the third quarter of 2017. The average scrap and scrap substitute cost per ton used in the first 9 months of 2018 was \$361, an increase of 19 percent from \$304 in the first 9 months of 2017.

The overall operating rate at their steel mills was 92 percent in the third quarter of 2018, which decreased compared to 95 percent in the second quarter of 2018 and increased compared to 84 percent in the third quarter of 2017. The operating rate for the first 9 months of 2018 increased to 93 percent as compared with 87 percent for the first nine months of 2017.

In September 2018, Nucor's board of directors approved an investment of \$650 million to expand the production capability of Nucor Steel Gallatin, the company's flat-rolled sheet steel mill located in Ghent, Kentucky. This investment will increase the production capability from 1,600,000 tons to approximately 3,000,000 tons annually and will increase the maximum coil width to approximately 73". This expansion complements the \$176 million investment currently underway to construct a hot band continuous pickle galvanizing line at Nucor Steel Gallatin, which is expected to be operational in the first half of 2019 and will produce approximately 500,000 tons per year of galvanized hot band steel.

Also in September 2018, Nucor's board of directors declared a cash dividend of \$0.38 per share payable on November 9, 2018 to stockholders of record on September 28, 2018. This dividend is Nucor's 182nd consecutive quarterly cash dividend, a record we expect to continue.

Additionally, in September 2018, the board of directors approved the repurchase of up to \$2 billion of the Company's common stock. Share repurchases will be made from time to time in the open market at prevailing market prices, through private transactions or block trades. The timing and amount of repurchases will depend on market conditions, share price, applicable legal requirements and other factors.

AR EQUIPMENT SPOTLIGHT

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

UPCOMING TOPICS

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FEB	Compactors
MAR	Shredders
APR	Attachments
MAY	Fleet Management Software

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

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