



American Recycler

NewsVoice of Salvage, Waste and Recycling

AmericanRecycler.com

FOCUS: Auto

Auto recycling in the midst of a pandemic



WHAT'S INSIDE

- Scrap Metals MarketWatch..... 13
- Classified Advertisements..... 19
- Salvaging Millions..... B2
- Equipment Spotlight..... B4
- New Product Showcase..... B6

- Ecomaine recognizes waste and recycling haulers during pandemic. Page A7
- Arcanum Alloys commercializes a new electrical steel. Page A8
- Hefty diverts one million pounds of hard-to-recycle plastics from landfills. Page A15
- Auto salvage slowdown cuts U.S. shredder supply. Page B3

PRSR STD
U.S. Postage
PAID
Columbia, MO
Permit No. 353

06.2020

CHANGE SERVICE REQUESTED

American Recycler

6546 Weatherfield Court, Ste C-2
Maumee, OH 43537

MRF employee safety measures implemented during pandemic

by MAURA KELLER

mkeller@americanrecycler.com

Safety is a major issue for recycling sorting facilities during the COVID-19 pandemic currently griping the nation. Scientists and medical experts have differing opinions about how long the virus can live on plastics. As such, some municipalities are temporarily suspending plastics recycling, while others are working with recycling companies to make hauling and sorting plastics a safe process for all involved.

Chris Wirth, vice president of marketing, policy and business development at AMP Robotics, said the COVID-19 pandemic has led to further labor shortages and increased focus on and urgency around workplace safety in an industry where it was already a challenge.

“Recycling is an ‘essential service,’ so while struggling with these labor and safety challenges, facilities are trying to maintain operational continuity,” Wirth said. “They’re trying to manage increased residential volume and changing material types with more people staying at home due to shelter in place orders and higher than normal demand for certain products, and to produce feedstock for the manufacture of raw materials to feed the domestic supply chain.”

Joe Benedetto, president of Virginia based RDS, explained exactly what facilities like his are facing, and how automation is helping them stay on top of the challenges. “The pandemic has hit the recycling industry hard, with many facilities struggling to maintain operations and productivity levels amid worker safety concerns, social distancing requirements, and skyrocketing residential volumes,” Benedetto said. Prior to the pandemic, RDS had already deployed AMP’s robotic systems, which are helping the company weather this crisis.

According to Oliver Theiss, chief revenue officer at Andonix, COVID-19 has fundamentally forced organizations in the recycling sector and other industries to revisit their playbooks around safety and worker protection protocols. Prior to the pandemic, protocols focused primarily on the use of protective gear to prevent injuries, equipment and machine training, facility access and so on.

However, as Theiss explained, those measures alone are no longer sufficient to keep the workforce safe as the risk of infection is brought to the fore-



Facilities have seen walkouts and increased rates of turnover due to illness and fears of the virus. Safety is paramount.

PHOTO BY PRAMOTE POLYAMATE | DREAMSTIME

front. Andonix launched a new application, Safely Pass, which arms front-line workers with automated wellness detection and monitoring by assessing employees, visitors and contractors at entry points. Individuals can use their phones to submit wellness forms and get facility clearance in less than a minute, eliminating the need to a pen and paper log, which spreads infection.

“Recycling facilities are in an unenviable position of handling waste products and materials that might be contaminated with COVID-19,” Theiss said.

That’s why sorting and recycling companies need to come up with a new safety roadmap that incorporates both the risk of infection from touching materials and the proximity in which employees are working.

“Both risks need to be considered, while also preserving operational efficiency at recycling sorting sites,” Theiss said. “Furthermore, it is essential to properly train workers at these facilities so they are educated on cleanliness procedures, social distancing, securing PPE and more.”

Facilities also are working to minimize contact between sorters and material in the waste stream.

“Although it doesn’t seem as though infection through material transmission is the greatest risk, you can cer-

tainly understand workers’ concerns,” Wirth said. Recycling companies are also working to spread out sorters and other workers in line with social distancing guidelines and figuring out how to manage heat detection, or taking the temperatures of large groups of employees coming in to work at the same time.

“Facilities have seen walkouts and increased rates of turnover due to illness and workers’ fears about contracting the virus,” Wirth said. “This all amounts to a greater need for automation to ensure worker safety, handle sorter variability, adapt to major material stream changes, and keep operations intact.”

Indeed, automation is lessening the spread of the virus within recycling facilities, while enabling operational continuity of different supply chains with fewer human sorters. As Wirth explained, robots naturally facilitate social distancing, creating space between humans so they don’t have to work side by side.

Setting Safety Parameters

One key consideration Theiss says sorting facilities need to make is ensuring proper FIFO (first in/first out) inventory management for incoming materials are established. According to Theiss, this will help assure that

See PANDEMIC, Page A4

HIGH-SPEED BALER/LOGGER



HEAT & A/C UNIT



3/8 AR400 REPLACEABLE WEAR PLATES



- 20' Charge Box
- Heavy-Duty Knuckle Boom
- Superior Lift and Reach



OVERHEAD CONTROLS

“WHAT OUR CUSTOMERS SAY”

We have been using our new overbuilt baler for a little over 2 years now and continue to be impressed. It has been dependable and much more efficient than our balers in the past. This has been a durable machine with little down time other than routine maintenance. We recently replaced the grapple with their new and improved version and couldn't be more pleased. The overbuilt design is simply easy to operate and makes a quality bale that is easy to load. Thank you for making a quality and dependable baler that we can count on and enjoy operating.

—Kevin Stroebel

Manager, Pacific Steel & Recycling
Rock Springs, WY

Operates 5 OverBuilt Balers

We purchased our OverBuilt Car Crusher new in early 2012. This is the best crusher we have ever owned. The Sales and Service Staff have been great to follow up making sure we have all our filter and maintenance items needed to keep our machine running smoothly and efficiently.

—Doug Butler

Owner, Butler Salvage
Torrington, WY

**#1 SELLING
CRUSHER!**

HIGH-SPEED CAR CRUSHER



- Largest Opening on the Market
- Advanced Oil Recovery System with Sludge Traps and Large Clean-outs
- State-of-the-Art Automation System
- 400-gallon Fuel Cell and Optional Lockable Auxiliary Fuel Pump
- Optional High-speed Oil Bypass System
- 22' & 24' Crusher Chambers Also Available
- Twin Lid Safety Lock System Engaged from the Ground
- Ground-accessible gang grease stations.

★ **THE ONLY TRUE HIGH-SPEED SYSTEM AVAILABLE** ★



OverBuilt

Huron, South Dakota

800-548-6469
605-352-6469
www.OverBuilt.com
sales@overbuilt.com

View our
USED & NEW

**INVENTORY
ON OUR SITE!**

Living Proof and Terracycle launch a complimentary pair of recycling programs

Living Proof, a company that uses scientific innovation and human ingenuity to tackle problems big and small, and TerraCycle, have joined forces to ensure that all Living Proof hair care packaging and spent aerosol cans are diverted from landfills and sustainably recycled nationwide.

“We are pleased to count Living Proof among a select group of luxury hair care brands that offer consumer-facing recycling programs that actively address this large category of waste,” said TerraCycle chief executive officer and founder, Tom Szaky. “Through the introduction of these innovative recycling programs, Living Proof is giving their consumers a powerful, sustainable option to divert their empty hair care and aerosol packaging from landfills, as well as demonstrate their respect for the environment through the products they choose to include in their hair care regime.”

Through the partnership, consumers are invited to recycle their empty packaging in two ways:

•Living Proof Aerosol Recycling Program: Participants wishing to recycle their empty Living Proof aerosol cans, including trial and sample sizes,

are invited to sign up on the program page at www.terracycle.com/living-proof-aerosol. When ready to ship, following the shipping instructions provided on the program page, download a free shipping label and the included “Limited Quantity” label. Package the empty aerosol containers in the box of your choice and send it to TerraCycle for recycling.

•Living Proof Recycling Program: To recycle all other Living Proof product packaging, including trial and sample sizes, participants are invited to visit the non-aerosol program page at www.terracycle.com/living-proof.

When ready to ship their packaging waste, simply download a free shipping label, package the empty hair care packaging in the box of your choice and send it to TerraCycle for recycling.

With every shipment sent to TerraCycle through either program, consumers can earn points that can be used for charitable gifts or converted to cash and donated to the non-profit, school or charitable organization of their choice. Both Living Proof recycling programs are open to any interested individual, school, office or community organization.

Importance of recycling and proper disposal of protective equipment stressed

The U.S. Environmental Protection Agency (EPA) is encouraging all Americans to recycle materials from their households and properly dispose of personal protective equipment (PPE), especially during the COVID-19 pandemic. Recycling isn’t just good for the planet by reducing the amount of waste going to landfills and saving energy, it also supports American manufacturing.

“Right now, there is a critical need for raw materials in the manufacturing supply chain, especially paper and cardboard,” said EPA administrator Andrew Wheeler. “Business closures and limited operations means less recycled material for American manufacturers, and we all must do our part to recycle more and recycle right to fill this immediate need.”

Recycled materials are used to make new products as well as the boxes that these and other essential supplies are shipped in for the everyday needs of hospitals, grocery stores, pharmacies and American homes. Currently, businesses that normally recycle large amounts of paper and cardboard are not able to do that due to the impacts from the coronavirus health crisis. Because of this, household recycling is more essential than ever.

Americans all over the country are staying home, getting more deliveries

in cardboard boxes, eating at home, and generating more material than normal, much of which can be recycled.

EPA encourages households to do their part – recycle more and recycle correctly so the right materials are available for U.S. manufacturers. To do so:

- Recycle following your community’s guidance.
- Check with your local recycling hauler to see what materials they accept right now and recycle what you can from your home.
- Break down shipping and food boxes, rinse out containers and cans, keep them dry and clean, and put them in your curbside bin to be recycled.
- Keep disinfectant wipes, gloves, masks, other PPE and medical waste out of recycling bins.

When taking trips to essential businesses like grocery stores and pharmacies, please do not litter disinfectant wipes, masks, gloves or other PPE, instead put them securely in a trash can and follow local trash and Center for Disease Control guidelines.

EPA sends out heartfelt thanks to all of America’s recycling workers for providing this essential service. This important work creates jobs and the containers, packaging and products needed, as well as keeping the public safe and healthy.

SHREDDING EXCELLENCE

for over 40 years!



ONE



TWO



FOUR

YOUR THREE BEST OPTIONS FOR SIZE REDUCTION

No matter what material size reduction requirements you have, we have the heavy-duty equipment and heavy-hitting engineers to address your needs. For more than four decades, we’ve been the durable, versatile shredder ‘Brand of Choice’ for demanding applications all over the planet.





RUBBER, PLASTIC, E-SCRAP... AND MORE!

Contact us today for a quotation and project overview!

877-582-7800
www.granutech.com



Pandemic

Continued from Page 1

incoming materials remain untouched for enough time to allow for any germs to leave the surface.

“Safety managers should look to the WHO and CDC for specific information to inform reformations to their existing protocols,” Theiss said.

And the best practices for frontline worker protection now have to include “detection, prevention and monitoring:

- Detection starts right at the gate with wellness verification and monitoring. Health self-declarations prior to arrival, in combination with temperature measurements at least once – preferably at facility entry points, before granting access – have become acceptable best practices. “Unfortunately, companies have to assume some workers might have contracted the virus but are asymptomatic,” Theiss said.

- Prevention with face masks and physical distancing at the entrance and inside the workspace. Best practices include workspace color coding to help with social distancing measures, assignment of common areas based on visual cues for the workforce, etc.

- Monitoring – As Theiss explained, this is where everyone struggles, because there is no widespread testing available, and most record initiatives tend to be cumbersome – a reason why many are shying away from keeping records in the first place.

“Organizations (from recycling facilities to manufacturing plants) are

embracing Industry 4.0 and digital solutions to help automate and augment many of the best practices for workplace safety,” Theiss said. “Leaders are realizing the software and platform solutions at their disposal to help maintain employee safety and compliance, as well as business supply chain operations.”

Russell Carr, president of Berg Compliance Solutions, said both OSHA and the CDC have issued workplace/occupational COVID-19 infection prevention guidance and recommendations therefore a comprehensive Infectious Disease Response Plan should include aspects from both agencies.

“Unfortunately, there isn’t a single ‘official’ plan, so employers must study both OSHA and CDC guidance, and then determine which components apply to their situation and then implement and manage them accordingly,” Carr said. “Most companies are implementing and managing certain aspects of a plan, such as identifying and isolating sick employees, social distancing, disinfecting, etc., but very few are implementing managing all aspects.”

Carr pointed to a new technique that involves allowing enough time for potential COVID-19 contamination on recyclable materials to expire prior to being processed at a facility.

“According to recent studies, COVID-19 can ‘live’ on contaminated surfaces for up to four to five days depending on the surface type,” Carr said. “In order to account for this potential exposure, recycling facilities should allow recyclable materials to sit for up to five days to allow contamina-

tion time to expire, prior to allowing processing where employees might come into contact with contamination during sorting and other activities. Any suspect material should be disposed of in an approved landfill.”

Brief summaries of major COVID-19 guidance:

OSHA:

- Employers should assess and assign a 1 to 4 risk level to all job tasks, and then implement and manage control measures for each risk level.

- OSHA’s PPE Standard: Employers must update appropriate job task “hazard assessments” to include exposure to COVID-19, and then provide appropriate PPE and train employees on proper use of PPE and document training.

- Develop and deliver employee training to address COVID-19 awareness and infection prevention.

Other OSHA considerations:

- OSHA’s General Duty Clause requires “employers to provide their employees with a workplace free from recognized hazards likely to cause death or serious physical harm.” Since COVID-19 is considered a “recognized hazard,” employers who continue to operate during the pandemic must take steps to control potential infections.

- Workplace COVID-19 infections must be tracked and recorded on recycling facility OSHA 300 logs.

CDC:

- Encourage sick employees to stay at home, and provide sick leave.

- Develop test protocols, illness reporting procedures and isolate sick employees.

- Emphasize best hygiene practices including frequent hand washing, sanitizing, don’t touch face, etc.

- Provide facilities and supplies for hand washing and hand sanitizing.

- Provide training, procedures and supplies for conducting routine workplace surface cleaning and disinfecting.



NewsVoice of Salvage, Waste and Recycling

877-777-0043 Fax 419-931-0740

Owner, Publisher and Editor

ESTHER G. FOURNIER
news@AmericanRecycler.com

Print and Digital Production

MARY E. HILL
mary@AmericanRecycler.com

Marketing Representatives

MARY M. THORNTON
maryt@AmericanRecycler.com

MARY E. HILL
mary@AmericanRecycler.com

Circulation Manager

DONNA L. MCMANUS
donna@AmericanRecycler.com

Writers and Contributors

MAURA KELLER
mkeller@AmericanRecycler.com

RON STURGEON
rons@rdsinvestments.com

MARY M. THORNTON
maryt@AmericanRecycler.com

Production Offices

6546 Weatherfield Court, Ste C-2
Maumee, OH 43537
877-777-0043 fax 419-931-0740
www.AmericanRecycler.com

American Recycler is published 12 times per year, postage paid at Columbia, Missouri.

SUBSCRIPTIONS: Call our offices at 877-777-0043 or visit www.AmericanRecycler.com. US 1 year \$48; 2 years \$72.

©COPYRIGHT 2020 by American Recycler News, Inc. All rights are strictly reserved and reproduction in whole or in part is prohibited without prior written permission from the publisher.

Submission of articles, artwork and all photography must be accompanied by a self-addressed stamped envelope if a return of materials is wanted. Byline contributors’ views should not be construed as representing the opinion of the publisher.

American Recycler reserves the right to edit any and all material submitted for publication. All Letters to the Editor must be signed and include a telephone number for verification. The editor of this publication does not accept responsibility for statements made by advertisers herein.

Capture Economical Compliance with
CAR-Go-Net®

- Fused joints won't unravel
- Easy to apply in a single pass
- Multiple sizes in stock for immediate shipment

INDUSTRIAL NETTING
800-328-8456 industrialnetting.com

It only takes

With just ONE call to American Recycler News, you'll get the equivalent of an entire sales force.

DON'T WAIT ONE MORE MINUTE!

Call 877-777-0043
or e-mail
sales@americanrecycler.com.

USTMA adjusts tire shipment forecast amid pandemic

Tire Shipments in Millions	2019	Forecast	+/- Units
Original Equipment Tires			
Passenger	46.3	35.0	-11.2
Light Truck	5.9	4.8	-1.1
Truck	6.5	4.5	-2.0
Replacement Tires			
Passenger	222.6	184.4	-38.2
Light Truck	32.5	27.3	-5.2
Truck	18.9	17.6	-1.4
Total Shipments	332.7	273.6	-59.1

In response to the widespread economic crisis caused by the COVID-19 pandemic, the U.S. Tire Manufacturers Association (USTMA) has revised its February 2020 U.S. tire shipment projections to better reflect the impact of the pandemic on the tire manufacturing sector. This update is being shared in advance of the triannual forecast customarily conducted in July.

The USTMA projects 2020 U.S. tire shipments will decrease to 273.6 million units compared to 332.7 million units in 2019. Original equipment passenger tire shipments are expected to decrease by 24.3 percent, while passenger tire replacement shipments are projected to decrease by 17.2 percent compared to 2019. Original equipment and replacement shipments for light truck and truck tire are all expected to decrease, with truck tire replacement shipments showing the smallest decline at 7.3 percent compared to 2019.

NWRA takes applications for 2020 awards

The NWRA Recycling Awards recognize companies, organizations or individuals that have made a significant impact in the waste and recycling industry. They are intended to celebrate achievements and commitment, as well as provide inspiration for others.

“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.

Award categories:

Sustainability Partnership Game Changer Award

This award recognizes partnerships that include municipal and county governments, regulatory agencies, community organizations and private industry that have successfully partnered to implement game-changing initiatives, policies or programs that advance sustainability in their community. Examples include, but are not limited to, increased recycling participation, targeted recycling or reuse campaigns, innovative organics collection and management efforts, carbon emissions reductions, repurposing closed landfills, or the preservation of biodiversity. Applicants must demonstrate how partnership and collaboration with another entity, or the general public, resulted in a meaningful and quantifiable sustainability outcome or breakthrough.

Best Recycling Public Education Program

This award is open to public, private and non-governmental organizations that exemplify excellence in recycling or sustainability public education programs. Applicants are required to submit program materials and methodologies, as well as data that demonstrate the impact and success of the program.

Innovator of the Year – Recycling Equipment

This award is open to recycling equipment designers and manufacturers that successfully challenge and advance recycling sector operations. This honor celebrates innovation in design and manufacturing that increases the effectiveness or efficiency of recycling equipment and operations. Applicants are required to provide data that supports improved outcomes as a result of their innovation.

Recycling Facility of the Year Award

This award is open to all recycling facilities, new or existing. This honor recognizes the facility that demonstrates leadership in key measurements, such as innovation, quantity of materials collected and/or processed, types of materials recovered, site improvements, or sustainability measures adopted. Applicants are required to provide metrics to affirm that their facility is the preeminent recycling facility in the country.

Construction & Demolition Debris Recycler of the Year Award

This award is open to companies, organizations or individuals that have

made a significant impact in construction and demolition debris recycling operations. It will reward companies or individuals in the sector who have embraced waste prevention and careful use and reuse of resources. This could be through a number of means including expanding alternative management of construction and demolition debris, increasing diversion, development of new facilities or equipment that will lead to safer or more efficient operations. The embedding of waste prevention into a company’s culture will be strongly considered. It is intended to celebrate achievements and commitment, as well as provide inspiration for others. Applicants are asked to describe facilities, methodologies or programs, and provide data to quantify the impact and success of their work.

Organics Recycler of the Year Award

This award is open to companies, organizations or individuals that have made a significant impact in minimizing food waste in their community through prevention, reduction, reuse and/or recycling. It is intended to celebrate achievements and commitment, as well as provide inspiration for others. Applicants are asked to describe methodologies or programs, and provide data to quantify the impact and success of their work.

The six trophies will be presented at the NWRA Executive Leadership Roundtable October 27-29, 2020 in Tucson, Arizona. The deadline for applications is July 1, 2020.



SAME COMPANY. NEW LOOK.

Maximize your Stainless Steel Recovery with Bunting’s Stainless Steel Separation Conveyor (SSSC)

- Patented High-intensity Neodymium Magnetic Circuit magnets deliver intense power to pull out Shredded stainless steel.
- Remove up to 94% of large fraction stainless steel and up to 98% of small and mid-fraction 300 series stainless steel.
- Achieve higher product purity and the greatest scrap metal recovery profitability with the SSSC.
- Our engineers will test your material and design your specific SSSC System to suit your exact needs.



800.835.2526 / Sales.Newton@BuntingMagnetics.com

visit BUNTINGMAGNETICS.COM

Bunting-DuBois offers custom magnets and assemblies for critical medical devices

Throughout the COVID-19 crisis, Bunting has remained operational to manufacture essential products. These products include magnetic separation and metal detection equipment for the food industry and plastics industry to keep essential goods such as food and medical plastics products safe and pure for the consumer. Bunting-DuBois manufactures custom magnets and magnetic assemblies that are part of critical medical devices, including ventilators. Bunting's products are in extremely high demand right now, and the staff is working diligently to fulfill the orders of customers.

Many other vendors are struggling right now due to supply chain disruptions. Fortunately, Bunting-DuBois has not been negatively affected by these disruptions, as Bunting-DuBois has always made sure to maintain a diverse supply chain. Specifically, their supply chain for compression bonded and injection molded magnets does not rely on China, which was the first country to be hit hard by COVID-19 disruptions. Bunting's diverse supply chain provides them with raw materials for magnets that are then mixed, pressed, cured, painted, and assembled within their U.S. manufacturing plant.

Ventilators are particularly critical, in-demand products at this time. Magnets from Bunting-DuBois are used in rotors for blower motors that are a key part of a ventilator's construction. These blower motors create the air that helps



people breathe and are key to the survival of patients battling COVID-19. Aside from ventilators, Bunting magnets are being used in hospital water filtration systems, virus testing equipment and personal protective equipment. Bunting-DuBois has seen a greatly increased demand for magnets used in these types of applications, and an intact supply chain and expert engineering and manufacturing team allows them to meet demand and fill orders promptly.

"It's a great feeling to know that we are providing products that are sustaining life and saving lives," said Don Lindstrom, general manager at Bunting-DuBois. "During this critical time of need, we are able to support key manufacturers of critical care equipment as they ramp-up production. Our magnets and magnetic assemblies go into medical equipment that provides life-saving treatment of those who have been infected and helps to prevent the further spread of the virus."

**High-Production, High-Pressure
AUTO-TIE BALERS**

- Vertical Tie Option
- Up to 30 TPH for OCC
- Chamber sizes from 30" X 43" to 48" X 43"
- Feed opening lengths from 40" to 80"
- Single and dual motor configurations
- High-pressure units from twin 50hp to twin 100hp
- Optional Stamper to decrease jams
- The most Auto-Tie configurations in the industry!



INTERNATIONAL BALER

1-800-231-9286 | sales@intl-baler.com | WWW.INTL-BALER.COM

Republic Services reports strong first quarter results

Republic Services, Inc. reported net income of \$246.3 million, or \$0.77 per diluted share, for the three months ended March 31, 2020, versus \$234.2 million, or \$0.72 per diluted share, for the comparable 2019 period. Excluding certain gains and expenses, on an adjusted basis, net income for the three months ended March 31, 2020 was also \$246.3 million, or \$0.77 per diluted share, versus \$237.2 million, or \$0.73 per diluted share, for the comparable 2019 period.

"In all my time at Republic Services, I've never been more proud to be a part of the Republic team. Our 36,000 employees remain committed to operating safely and efficiently while continuing to provide consistent, reliable service to our customers during these unprecedented times," said Donald W. Slager, chief executive officer. "Over the years, we've made several key investments, including developing standardized processes and procedures, implementing innovative technology to enhance employee safety and efficiency, consolidating our customer service operations and building world-class procurement and business continuity functions. These investments are yielding strong returns and enabling us to quickly adapt and adjust our business to align with today's dynamic market conditions. We have built a strong foundation and resilient business, which positions us well to manage through this crisis and come out of it stronger than ever."

"The safety and well-being of our people is our top priority and at the forefront of every decision we make. We have taken several steps to keep our employees safe, including providing masks, implementing enhanced cleaning procedures and expanding employee benefits," said Jon Vander Ark, president. "We also launched our \$20 million 'Committed to Serve' initiative to recognize our frontline employees who are serving our customers every day, while also helping support our small-business customers across the nation. Our goal is to support the economy at the local level, benefiting our small-business customers and communities as well as our employees."

First Quarter Highlights:

- EPS was \$0.77 per share. Adjusted EPS, a non-GAAP measure, was \$0.77 per share, an increase of 5 percent over the prior year.

- Cash provided by operating activities was \$570 million, an increase of 3 percent versus the prior year. Adjusted free cash flow, a non-GAAP measure, was \$267 million, which decreased

versus the prior year primarily due to the timing of capital expenditures and cash taxes.

- Cash flow invested in acquisitions was \$63 million. The annual revenue acquired was approximately \$30 million.

- Total cash returned to shareholders through dividends and share repurchases was \$228 million.

- As of March 31, 2020, Republic had \$1.9 billion of available liquidity, including \$1.6 billion of available borrowing capacity under its credit facilities and \$282 million of cash.

- Core price increased revenue by 5.2 percent, and average yield was 2.9 percent.

- The company continued to convert CPI-based contracts to more favorable pricing mechanisms for the annual price adjustment. The company now has approximately \$815 million in annual revenue, or 33 percent of its approximately \$2.5 billion CPI-based book of business, tied to either a waste-related index or a fixed-rate increase of 3 percent or greater.

- The company's average recycled commodity price per ton sold in the first quarter was \$76. This represents a sequential increase from the fourth quarter of \$10 per ton and a decrease versus the prior year of \$17 per ton.

The company is suspending its full-year 2020 detailed financial guidance. At this time, the full impact of the COVID-19 pandemic on the U.S. economy remains uncertain, and the company has limited visibility into the timing and sequencing of increases in economic activity in the markets where it operates.

"We had a strong start to the year. Despite the impact of the pandemic in March, we delivered solid first quarter results. We increased both revenue and adjusted EBITDA by 3.4 percent and expanded underlying adjusted EBITDA margin by 30 basis points," said Mr. Slager. "While the future remains uncertain, we are beginning to see signs of increasing economic activity. We remain confident in our ability to quickly adjust our costs and capital expenditures to align with changes in demand. Assuming the economy continues to recover, and GDP sequentially improves in the third and fourth quarter as currently predicted by economists, we expect to generate over \$1 billion of adjusted free cash flow in 2020."

Republic announced that its board of directors declared a regular quarterly dividend of \$0.405 per share for stockholders of record on July 1, 2020. The dividend will be paid on July 15, 2020.

My mother was browsing in a store when a saleswoman offered assistance. Mom admitted she didn't have anything particular in mind, and the pair started chatting. The woman quickly learned that mom was retired. Interested, she confessed that she, too, was considering

retirement. Mom immediately started telling her how much she liked not working and how the saleswoman would enjoy it too. Finally, convinced by mom's enthusiasm, she asked, "How long have you been retired?"

Mom replied, "This is my first day."

Ecomaine recognizes waste and recycling haulers during pandemic

Ecomaine normally holds its Hauler Appreciation Day in June each year. The municipally-owned recycling, waste-to-energy and landfill operator in Portland annually provides a day of free bagged lunches and safety resources to drivers who haul recycling and trash from all around Maine, but like much of life in 2020, this event is also different.

Waste collection companies and workers are considered essential services, and are operating as usual, to ensure that Maine residents do not experience backups or delays at their homes or businesses during a public health challenge. And ecomaine, another part of that essential system, concluded that the time would be right to show its gratitude.

Ecomaine's chief executive officer and general manager Kevin Roche said that in addition to the normal benefit these haulers provide during a pandemic, there is even the added challenge of increased trash and recycling. "We've seen an increase in the volume of recycling and waste materials from Maine's residents during the pan-

demic," said Roche. "Our friends in the collection industry are rising to the challenge of not only maintaining great service, but also keeping up with these increases. We are very appreciative for their work."

In order to keep its own staff healthy and to help protect visiting drivers, ecomaine has taken several steps to stay operational during the COVID-19 pandemic, including tracking and documenting physical distancing; increased cleaning, disinfection and hand washing; reinforced use of protective equipment; Plexiglas barriers at its scale house; and an extra week of sick leave for employees to remain at home if ill.

"We are glad to be able to acknowledge the continued safe and essential work of Maine's hauling community," added ecomaine's board chair Matthew Frank of Harrison. "We know that recycling continues to be an important and necessary piece of the global supply chain, and the collection of recycling – and waste – is a critical link in the process."

AEM makes safety suppliers connect with manufacturers

The Association of Equipment Manufacturers (AEM) and The Marek Group are teaming up to provide a hub for businesses to find COVID-19 supplies, including personal protective equipment (PPE), sanitizing supplies, and display graphics to promote and protect safety in the workplace.

"AEM has been at the forefront of promoting workplace safety and connecting companies with the resources needed to keep everyone safe in the construction and agriculture industries for decades," said Jaime Vos, director of Safety Materials Program at AEM. "For manufacturers and other businesses, the health and safety of their employees and customers in the workplace is paramount. We're providing access to safety supplies to support them during this critical time."

AEM members and AEM Safety Materials Program customers are eligible for a 10 percent discount on all COVID-19 supplies at the AEM Store. People needing to place larger or recurring orders should call (262)549-8931.

AEM's online store, will provide everything from signage, to floor graphics, to face shields and masks, to hand sanitizer for orders of any size. All orders will be fulfilled by The Marek Group, located in Wisconsin.

"We have been partners with AEM for 20 of the 50 years we've been in business, so we have earned trust in our ability to deliver as promised," said Fuzzy Marek, chief executive officer of The Marek Group. "The importance of personal protective equipment speaks for itself. However, display graphics that communicate best practices and company safety policies are also important and effective at protecting the safety of your colleagues and customers. Just as important, many of these supplies are made in the USA."

AEM is the North America-based international trade group representing off-road equipment manufacturers and suppliers with more than 1,000 companies and more than 200 product lines in the agriculture and construction-related industry sectors worldwide.

Sharps provides update on infrastructure build out

Sharps Compliance Corp., a provider of comprehensive waste management solutions including medical, pharmaceutical and hazardous, is providing an update on its continuing efforts to expand its infrastructure and strengthen its service capabilities, particularly in light of the COVID-19 pandemic.

The company has been in the process of expanding its capacity to support growth across its service and solution offerings and also in anticipation of what is expected to be a strong 2020 flu and immunization season. The company believes that industry efforts to combat the COVID-19 virus could also contribute to higher volumes of mailback and associated regulated medical waste treatment, which are utilized by retail market customers to collect, transport and treat syringes and other medical waste generated during immunizations. With that in mind the company continues to move forward, and in some cases accelerate, the following initiatives:

- Increasing its production and inventory of medical waste mailback and shipback solutions to ensure it remains well-positioned to meet expected increased customer demand, particularly as it relates to the 2020 seasonal flu season and the potential COVID-19 vaccine;

- Completing construction at the Carthage, Texas treatment facility, a project which began in August 2019

and is near completion, adding a new and significantly larger autoclave and increasing the facility footprint to 31,000 sq. ft;

- Recently ordering a second autoclave for its Pennsylvania facility, which the company expects to be operational in the August – September 2020 timeframe;

- Increasing its medical waste processing capacity from 10 million to 27 million pounds per year (when operating 2 shifts) with the addition of autoclaves at the Texas and Pennsylvania facilities, and

- Expanding the route-based truck fleet and drivers necessary to facilitate the potential increase in volumes

All of the above initiatives are well underway and are on schedule to be completed to facilitate the needs of the company's customers and expected demands.

David P. Tusa, president and chief executive officer of Sharps, stated, "Our long-term strategy has always been to stay ahead of the curve as it relates to operating infrastructure and treatment capacity to support our growth and consistently meet the needs of our customers. Be it adding to our fleet, extending our geographic reach or upgrading the physical plants and increasing capacity at our treatment facilities, our focus has been on investing in our business to ensure we are always well positioned to support customer needs."

Uncover Quality Carts with BomacCarts

www.bomaccarts.com • sales@bomaccarts.com • 800-909-1147

Moving soon?

To ensure you continue receiving your copy of **American Recycler**, please notify us as soon as you have your new address!

Send changes to donna@AmericanRecycler.com or call us at 877-777-0043.



ELECTRONICS

Not all batteries can be recycled the same way

by TOD A. LYONS

tod.lyons@ibsa.com

Lead battery recycling is one of the biggest success stories of our generation. Ninety-nine percent of all lead batteries manufactured are recycled to make into new batteries. All elements of the lead battery can be recycled, including the sulfuric acid.

The same cannot be said about other battery chemistries. Though some other batteries like Nickel Cadmium (Ni-cd) or Nickel Metal Hydride (Ni-MH) can also be recycled, they need to be separated from lead batteries and shipped on their own. Alkaline batteries can be recycled at a cost, but when it comes to lithium ion or other lithium-type batteries, very few can be fully recycled. And because there are so many different types of lithium batteries now coming to end of life, battery handlers need to be aware of the differences for properly disposing of or recycling the different types of batteries.

Interstate Batteries Recycling (IBR) recycles about one billion pounds of scrap lead batteries every year. The vast majority of what they recycle comes from car dealers, auto parts stores, the telecoms industry, scrap yards and battery specialists all across the country and in Canada who are looking to ensure their scrap lead batteries are properly handled. Interstate process the batteries in full truck load quantities. The scrap lead batteries are raw material to make new lead batteries.

Recently, IBR have received a number of orders from customers that included non-conforming batteries with lead batteries. Besides being a strict violation of DOT regulations, this could also create other issues such as personal injury or damage to smelter equipment if those batteries entered the battery breaker.

The exemptions provided by the DOT were written specifically for lead batteries. If you include other battery chemistries on loads with lead batter-

ies, the exemption disappears and now you have a hazardous materials load, not to mention opening the door to fines and expensive disposal charges.

Educating battery handlers who accept batteries at their scrap yard or used auto parts business is the first step to ensuring that different battery chemistries are not included with lead batteries destined for recycling.

First of all, separate the different battery chemistries. You cannot include Ni-cd, Ni-MH, alkaline or lithium batteries with a load of lead batteries. Battery packers need to be on the lookout for lithium auto batteries that very much resemble traditional lead acid auto batteries. They are almost identical to a lead acid battery in design except for some labeling and the diminished weight of the battery itself. Lithium batteries weigh about 20 lbs less than a typical lead acid auto battery.

IBR noted some customers seem to believe that if it's a battery, they can just include it on a pallet of lead acid batteries for recycling. This is not the case. Non-conforming batteries that come in with a load of lead batteries will be tracked back to the shipper and penalties or disposal costs will be assigned. For example, if you included 100 lbs of lithium batteries with a load of lead batteries, you would be charged up to \$500 by the smelter to have the lithium batteries properly disposed of.

This includes any batteries sent back by you for recycling, even if you did not know that a lithium battery or other non-conforming scrap might be tucked away inside a pallet of lead batteries you sold to be recycled. The responsibility and cost recovery lies squarely on the shoulders of the shipper.

For more information on how to recycle different types of batteries, contact IBR at 888-872-4001.

*Contributed By Tod A. Lyons
Sustainability Program Manager
Interstate Batteries Recycling*

METALS

United States Steel reports first quarter loss

United States Steel Corporation reported first quarter 2020 net loss of \$391 million, or \$2.30 per diluted share. Adjusted net loss was \$123 million, or \$0.73 per diluted share. This compares to first quarter 2019 net earnings of \$54 million, or \$0.31 per diluted share. Adjusted net earnings for first quarter 2019 were \$81 million, or \$0.47 per diluted share.

"Our goal during these unprecedented circumstances is to protect lives and livelihoods, which means keeping our employees and communities safe and healthy and the business resilient," said U. S. Steel president and chief executive officer David B. Burritt. "Over the past several weeks, we have announced a series of actions in response to the coronavirus pandemic (COVID-19) and the significant changes in the global oil and gas markets. We continue to serve customers and the stakeholders who count on us as an essential business." Burritt continued, "Challenging days are ahead, but I am confident in the men and women at U. S. Steel who are continuing to make steel as a critical part of our nation's infrastructure and progress our 'best of both' integrated and mini mill technology strategy. We remain calm and focused to ensure a stronger U. S. Steel for all of our stakeholders."

Reflecting on the quarter, Burritt commented, "Market activity was beginning to improve prior to the emergence of COVID-19 and the sudden changes in global oil and gas markets.

As the impacts from these unprecedented market dynamics became apparent, we adjusted our footprint, fortified our balance sheet and aggressively cut costs. While these decisive actions helped us exceed our first quarter guidance, we have quickly turned our attention to the second quarter to not only ensure the safety and health of our employees but also to preserve cash and liquidity."

U. S. Steel granted Stelco Inc. at a purchase price of \$100 million the option to acquire a 25 percent interest in the company's Minntac iron ore mining operations for an aggregate purchase price of \$600 million. Under the agreement, \$20 million was paid to U. S. Steel upon signing the option agreement and the remaining \$80 million will be paid ratably over the remainder of the 2020 calendar year. Once Stelco has completed paying the remaining \$80 million, the option can be exercised any time before January 31, 2027 and, upon exercise, Stelco will make an additional payment of \$500 million to acquire its 25 percent interest in the new cost-sharing joint venture. This agreement ensures U. S. Steel will continue to be the operator and majority owner of the Minntac mine and implies a \$2.4 billion enterprise value for the Minntac operation. Morgan Stanley & Co. LLC acted as financial advisor to U. S. Steel and Jones Day acted as legal advisor to U. S. Steel on the transactions.

Arcanum Alloys commercializes a new electrical steel

Arcanum Alloys, Inc., a steel technology and manufacturing company located in greater Grand Rapids, Michigan, is launching a new electrical steel under the trade name Opticore™.

This product is specifically designed to meet the increased demand for high quality electrical steels brought on by the electrification of the transportation sector, and the infrastructure improvements needed to supply the corresponding demand for electric power. In addition to these trends, improving motor, generator and transformer performance in aerospace, medical and power electronics applications means that high performance electrical steels will see higher demand in the years to come.

This new class of electrical steel alloys is made using Arcanum Alloys' proprietary Spatially Optimized Diffusion Alloying (SODA) manufacturing technology. The Opticore series offers high performance electrical steels at gauges from 0.002" to 0.010" for the world's most demanding applications.

SODA™ technology seamlessly integrates into the existing infrastructure of most steel mills and can be used to enrich the silicon and aluminum content of cold-rolled motor lamination steel, or low-carbon steel. Products with SODA technology can be reduced in gauge after alloying, allowing for virtually any gauge steel to be used as a starting material.

According to Dan Bullard, founder and CEO of Arcanum Alloys, "This is an extremely exciting day for Arcanum Alloys and is the result of a rigorous development process executed with the speed that only the SODA platform allows. This new grade of steel provides far superior performance to even the most advanced electrical steels currently on the market. Opticore will ultimately allow motors to deliver more operational hours with the same amount of power (i.e., battery size), or higher performance (i.e., torque) with the given amount of power."

Call John Monaghan, CPA, CVA for your expert financial advice.

EXPERIENCED IN SOLID WASTE & RECYCLING BUSINESS VALUATIONS

What's Your Business Worth?



VZN Group, LLC

419-882-1886

www.vzncpa.com

- Accurate Business Valuation
- Financial Forecasting
- Consulting
- Tax Preparation & Planning

John Monaghan, CPA, CVA



DAVE VAN VLEET, SALES MANAGER
30+ YEARS OF EXPERIENCE



JAMIE MILLER, CEO/CONTROLLER
30+ YEARS OF EXPERIENCE



MIKKI MOORE, ACCOUNTS RECEIVABLES
20+ YEARS OF EXPERIENCE



JIM ADAMS, SALES WESTERN STATES
20+ YEARS OF EXPERIENCE



SHAWN KALKBRENNER, QUALITY CONTROL
20 YEARS OF EXPERIENCE



BRIAN PAULS, SHOP FOREMAN
15 YEARS OF EXPERIENCE



RICK KIELTY, COATING SPECIALIST
20 YEARS OF EXPERIENCE



TOM HARREN, TRANSPORTATION MANAGER
20 YEARS OF EXPERIENCE



Kristy Harren, Elaine Johnson, and Kelly Donabauer
Still Original family-owned and continuing strong
with second generation owners after 44 years!



R.M. JOHNSON COMPANY
890 Norway Drive
Annandale, MN 55302
www.EZCrusher.com

800-328-3613
320-274-3594
Fax 320-274-3859
davev@ezcrusher.com

R.M. JOHNSON COMPANY WELDING STAFF WITH AN AVERAGE EMPLOYEE RETENTION
OF 20 YEARS! WE PLAN TO BE HERE FOR ALL OF YOUR RECYCLING EQUIPMENT NEEDS.



JEREMY DHANKE, CNC OPERATOR
15 YEARS OF EXPERIENCE



DON DONABAUER, SERVICE MANAGER
25+ YEARS OF EXPERIENCE



ALAN THIELEN, R & D
30+ YEARS OF EXPERIENCE



LARRY DONNAY, SALES EASTERN STATES
30+ YEARS OF EXPERIENCE



KELLY DANDELKE, PLANT MANAGER
20 YEARS OF EXPERIENCE



JERRY SCHMIDT, SHIPPING & RECEIVING
15 YEARS OF EXPERIENCE



DENNIS HUHN, SERVICE SPECIALIST
25+ YEARS OF EXPERIENCE



PETER VOSSEN, SPECIAL PROJECTS MANAGER
30 YEARS OF EXPERIENCE



JEFF STUCKELBERG, ROBOTICS WELDER
15 YEARS OF EXPERIENCE

See all equipment at www.DADEAuctions.com!



CLEMENT HIGH-SIDE END DUMP TRAILER

Has passed recent DOT inspections!



2005 CASE CX330 WITH SHEAR

With 2007 LaBounty 2500R shear. Ready to get to work!



COLMAR 800 TON SHEAR BALER

Model SB66200-800R. Only 2,000 hours!



2007 SIERRA S6000 PORTABLE BALER

Only 215 actual hours!



MAC DUMP TRUCK

Equipped with a Prentice 110 grapple.



MAGNATECH 30 x 24 HAMMERMILL SHREDDER

Entire system can be demonstrated!



2015 WENDT NON-FERROUS SYSTEM

Excellent condition. Ready to ship!



RUBBER MULCH PAINT LINE

Dual drum batch painting line.



CUMBERLAND MODEL 30 TIRE GRANULATOR

Recently rebuilt, 100 hp.



GLOUCESTER GRANULATOR MODEL G1842-5K

48" rotor, 100 HP motor.



2015 WENDT TOMRA X-TRACT

Dismantled and ready to ship!



OBERLANDER 1650-TON SHEAR

Model HY10. 800 HP.



VECOPLAN VAZ 1100XL

Currently shredding paper and cardboard.



AMERICAN PULVERIZER 60X85 HAMMERMILL

Dismantled. Tons of spare parts!



2006 MAC 5200 BALER

16" x 16" x variable bale size.

Financing available at DADECapital.com

Sell YOUR equipment with us, call today: 844-222-2020



STRIP-TEC MODEL 600 WIRE GRANULATOR
Includes a Worldwide pre-chopper.



WOLVERINE TIRE DEBADER
Light truck and passenger tires.



2014 AMERICAN PULVERIZER JAW CRUSHER
Like new! 10 HP. Two spare plates.



KOEHRING MODEL 6630 MATERIAL HANDLER
Works well. 20kW generator.



HARRIS HRB-NF TWO-RAM BALER
Recent liners. USS auto-tie.



2016 ERDWISCH DUAL SHAFT SHREDDER
78" x 53" cutting chamber. (2) 120 HP motors.



2017 VOLVO EC160EL WITH SAS EXTREME
SAS Extreme Auto Processor. Only 2,900 hours! In great working shape.



MAGNATECH 72 X 72 SHREDDER
Includes UMO, cyclone, bag house and spare parts!



CP200 CAN FLATTENER
Recently rebuilt!



2013 AL-JON 580 CL BALER
Brand new Cummins motor just installed!



1997 MAGNATECH 66X60 SHREDDER



TRUCK TIRE DEBADER & DERIMMER
Completely rebuilt! 60 tires per hour minimum!



1995 AL-JON PROTOTYPE IMPACT V
Only 1,100 hours. Great condition!

DADE
Auctions

ASSET MANAGEMENT FOR SALVAGE, RECYCLING & WASTE

844-222-2020

www.DADEAuctions.com

U-PULL-IT? U-PROFIT!

with

SELF-SERVICE AUTO RECYCLING SYSTEM
CRUSH™

Ask us about **CRUSH LITE!**

CRUSH USER MEETING

DATE TBD / PARK CITY, UTAH
FOR UPDATES: WWW.CRUSHSOFTWARE.COM

SIMPLIFY SEARCHES and INCREASE PROFITS

- Simple touch screen POS for speedy checkout
- Pre-bid vehicles with curb weight options
- Integrated Interchange to locate all possible vehicle matches in your yard
- Track scrap & commodity sales
- Daily management reports
- Save thousands in NMVTIS Submissions
- Vehicle purchasing, scanning, yard tracking & search features

SEE DEMOS
at our
WEBSITE!

We offer
**URG Core
Integration**
for an added
revenue
stream!

Ask about our
**DATASAFE
DISASTER
RECOVERY**
product

**Software
Solutions**

801.355.3388

s3softwaresolutions.com

METALS

Steel import permit applications decrease

Based on the Commerce Department's most recent Steel Import Monitoring and Analysis (SIMA) data, the American Iron and Steel Institute (AISI) reported that steel import permit applications for the month of April totaled 2,959,000 net tons (NT)*. This was a 13.9 percent decrease from the 3,436,000 permit tons recorded in March and a 68.8 percent increase from the March final imports total of 1,753,000. Import permit tonnage for finished steel in April was 1,317,000, down 13.0 percent from the final imports total of 1,514,000 in March. For the first four months of 2020 (including April SIMA permits and March final imports), total and finished steel imports were 9,371,000 NT and 5,827,000 NT, down 18.7 percent and 28.1 percent, respectively, from the same period in 2019. The estimated finished steel import market share in April was 21 percent and is 18 percent year-to-date (YTD).

Finished steel imports with large increases in April permits vs. the March final imports included heavy structural shapes (up 89 percent),

sheets and strip all other metallic coatings (up 34 percent), reinforcing bar (up 21 percent) and tin plate (up 19 percent). Products with significant YTD increases vs. the same period in 2019 include non-classified pipe and tubing (up 75 percent), light shapes bars (up 27 percent) and tin free steel (up 15 percent).

In April, the largest finished steel import permit applications for offshore countries were for South Korea (165,000 NT, down 20 percent from March final), Brazil (65,000 NT, up 357 percent), Japan (64,000 NT, up 14 percent), Germany (64,000 NT, down 8 percent) and Turkey (56,000 NT, up 72 percent). Through the first four months of 2020, the largest offshore suppliers were South Korea (712,000 NT, down 29 percent from the same period last year), Japan (266,000 NT, down 45 percent) and Germany (233,000 NT, down 49 percent).

*Note that import permits data are counts of tonnages requested in applications for licenses to import steel mill products and are not actual import volumes.

While shopping for a bathroom scale, I found one that tracks not only weight but also body fat, bone mass and water percentage. I nixed that one in favor of

a low tech model.

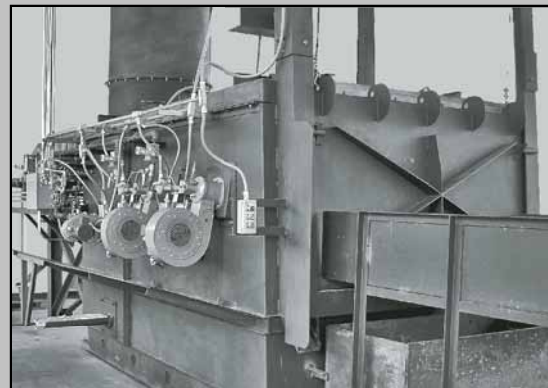
As I told the salesperson, "I don't need to be depressed four ways; one is quite enough."

METAL RECYCLERS

Raise Profits!

INVEST IN A
QUALITY-BUILT SWEAT FURNACE

With a US Furnace's **MAX-4000 Hi Efficiency Sweat Furnace**, get the lowest fuel cost per lb to process than any other furnace manufacturer — **GUARANTEED!** The lowest melt loss rate than any other manufacturer — **GUARANTEED!** On-site installation, training & service.



FULL EPA compliance GUARANTEED.



Recycling Services
International
518-424-1168

www.RecyclingFurnaces.com

Permit assistance available • Large hearth opening for automotive scrap

METALS

Steel imports down 22 percent year-to-date through March

Based on preliminary Census Bureau data, the American Iron and Steel Institute (AISI) reported that the U.S. imported a total of 1,750,000 net tons (NT) of steel in March 2020, including 1,511,000 NT of finished steel (up 15.9 percent and 12.1 percent, respectively, vs. February final data).

Through the first three months of 2020, total and finished steel imports are 6,410,000 and 4,507,000 NT, down 21.7 percent and 25.6 percent, respectively, vs. the same period in 2019. Annualized total and finished steel imports in 2020 would be 25.6 and 18.0 million NT, down 8.2 percent and 14.4 percent, respectively, vs. 2019.

Finished steel import market share was an estimated 17 percent in March and is estimated at 17 percent over the first three months of 2020.

Key finished steel products with a significant import increase in March compared to February are oil country goods (up 129 percent), line pipe (up 93 percent), structural pipe and tubing (up 52 percent), cold rolled sheets (up 30 percent), wire rods (up 22 percent), hot rolled bars (up 18 percent), wire drawn (up 14 percent) and standard

U.S. IMPORTS OF FINISHED STEEL MILL PRODUCTS					
BY COUNTRY OF ORIGIN (Thousands of Net Tons)					
	MAR 2020*	FEB 2020	2020 YTD (3 months)	2019 YTD (3 months)	% Change 2020 Annual vs. 2019
SOUTH KOREA	205	158	545	722	-15.3%
JAPAN	56	69	202	330	-34.9%
GERMANY	69	52	169	309	-35.1%
TURKEY	33	73	156	128	90.7%
BRAZIL	14	37	141	164	5.3%
TAIWAN	61	33	137	284	-33.9%
SPAIN	42	7	103	136	-7.0%
AUSTRIA	35	14	83	88	20.1%
All Others	996	905	2,970	3,895	-13.8%
TOTAL	1,511	1,348	4,507	6,056	-14.4%

pipe (up 13 percent). A product with a significant year-to-date (YTD) increase vs. the same period in 2019 was mechanical tubing (up 16 percent).

In March the largest volumes of finished steel imports from offshore were from South Korea (205,000 NT, up 29 percent from February final), Germany (69,000 NT, up 33 percent), Taiwan (61,000 NT, up 87 percent),

Japan (56,000 NT, down 19 percent) and Spain (42,000 NT, up 544 percent). For the first three months of 2020, the largest offshore suppliers were South Korea (545,000 NT, down 24 percent vs. the same period in 2019), Japan (202,000 NT, down 39 percent), Germany (169,000 NT, down 45 percent), Turkey (156,000 NT, up 22 percent) and Brazil (141,000 NT, down 14 percent).

Arconic expects first quarter loss in 2020

Aluminum sheet maker Arconic Inc. (ARNC), said it expects first quarter revenue of \$1.6 billion, down about 12 percent from the year earlier period, due to disruptions in the automotive, commercial transportation and aerospace markets caused by the coronavirus pandemic.

The FactSet consensus is for revenue of \$3.4 billion. Arconic split into two standalone companies – Arconic Corporation and Howmet Aerospace Inc. – on April 1 and the guidance is based on preliminary unaudited financial results from Howmet reported on April 14. The Pittsburgh, Pennsylvania based company said it expects cost savings implemented to combat the effect of the virus are expected to improve its financial profile by \$200 million in 2020.

The company's China facilities are now back to normal product, while its Russian packaging facility is running at full operations due to strong end-market demand. The company's New York facility resumed operations on April 20 and the Tennessee plant ramped up activity.




Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$261.00	245.00	251.00	262.00	273.00
#1 Bundles	per gross ton	254.00	233.00	235.00	252.00	270.00
Plate and Structural	per gross ton	248.00	223.00	232.00	241.00	269.00
#1 & 2 Mixed Steel	per gross ton	181.00	215.00	221.00	223.00	248.00
Shredder Bundles (tin)	per gross ton	121.00	124.00	150.00	128.00	129.00
Crushed Auto Bodies	per gross ton	121.00	124.00	150.00	128.00	129.00
Steel Turnings	per gross ton	78.00	82.00	86.00	131.00	140.00
#1 Copper	per pound	2.01	2.02	2.16	2.15	2.21
#2 Copper	per pound	1.89	1.90	2.07	2.05	2.08
Aluminum Cans	per pound	.47	.48	.47	.46	.45
Auto Radiators	per pound	1.28	1.19	1.29	1.36	1.35
Aluminum Core Radiators	per pound	.47	.45	.39	.47	.51
Heater Cores	per pound	.95	.94	.96	.98	1.09
Stainless Steel	per pound	.47	.44	.42	.44	.47

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

DISCLAIMER: American Recycler (AR) collects pricing and other information from experienced buyers, sellers and facilitators of scrap metal transactions throughout the industry. All figures are believed to be reliable and represent approximate pricing based on information obtained by AR (if applicable) prior to publication. Factors such as grades, quality, volumes and other considerations will invariably affect actual transaction prices. Figures shown may not be consistent with pricing for commodities associated with a futures market. While the objective is to provide credible information, there is always a chance for human error or unforeseen circumstances leading to error or omission. As such, AR is not responsible for the accuracy or completeness of the information provided, or for outcomes arising from use of this information. American Recycler disclaims any liability to any person or entity for loss or damage resulting from errors or omissions, including those resulting from negligence of AR, its employees, agents or other representatives.

Wanted

CONFIDENTIAL
BECOME A CONTRIBUTOR FOR



PARTICIPATION IS NOT WITHOUT A REWARD

Receive a 3" Display Classified Ad
in return for your efforts!

Call Now



877-777-0737
AmericanRecycler.com

METALS

Novelis reports fiscal 2020 financial results

Novelis Inc. reported net income attributable to its common shareholder of \$63 million for the fourth quarter of fiscal year 2020, down 39 percent from the fourth quarter of fiscal 2019, and \$420 million for the full year, down three percent from fiscal 2019. The decrease for both the quarter and full year is mainly due to a \$71 million loss on extinguishment of debt related to the refinancing of senior notes in the fourth quarter of fiscal 2020.

Excluding tax effected special items in both years, the company grew its fourth quarter fiscal 2020 net income 18 percent to \$153 million, and its full year net income by 26 percent to \$590 million. The increase for both the quarter and year is primarily due to higher Adjusted EBITDA and lower interest expense.

Full Year Fiscal 2020 Highlights

Net sales decreased nine percent from the prior year to \$11.2 billion for the full year driven by lower average LME aluminum prices and local market premiums. Flat rolled product shipments were flat compared to the prior year at 3,273 kilotonnes.

Adjusted EBITDA increased eight percent to a record \$1,472 million in fiscal 2020 compared to \$1,368 million in the prior year, primarily driven by portfolio optimization efforts, favorable North American Specialties product pricing, operating cost efficiencies, and favorable foreign exchange, partially offset by less favorable recycling benefits due to lower aluminum prices.

Fiscal 2020 free cash flow before capital expenditures improved 30 percent over the prior year to \$983 million, driven primarily by higher Adjusted EBITDA and favorable working capital. Capital expenditures increased to \$599 million for the fiscal year ended 2020, mainly to support strategic investments in incremental rolling, recycling and automotive finishing capacity. As a result of this increased capital spending, fiscal 2020 free cash flow of \$384 million compares to \$408 million in the prior year period.

"We entered a period of challenging market conditions in a position of strength with ample cash and liquidity," said Devinder Ahuja, Senior vice

president and chief financial officer, Novelis Inc.

As of March 31, 2020, the company reported a strong total liquidity position of \$2.6 billion, including \$400 million in cash used to partially fund the Aleris acquisition in April 2020, and reduced its net leverage ratio to 2.1x as compared to 2.5x in the prior year period.

COVID-19 Response

Novelis is experiencing increasing disruption to global aluminum production and supply chain – including the shutdown of some plants – as a result of government decrees and some customers temporarily shutting down their own manufacturing operations in response to the COVID-19 pandemic. The extent to which the pandemic impacts the business, results of operations and financial condition will be dependent on future developments which are highly uncertain and cannot be predicted. While anticipated lower demand will continue to negatively impact sales in the near term, particularly in the automotive segment, Novelis has several strategic advantages that provide confidence in their ability to maintain business continuity for the long term due to its strong balance sheet, diverse product mix and global operating footprint. While navigating this dynamic environment, they will continue to work closely with all relevant parties to address challenges as they arise, and will continue making decisions that are in the best interest of everyone.

Aleris Acquisition

On April 14, 2020, Novelis closed its acquisition of Aleris Corporation and has begun integrating the two companies. The acquisition provides a number of strategic benefits, including product portfolio diversification with the entry into high-value aerospace, enhances their strategic position in Asia and allows for approximately \$150 million in potential annual cost synergies. The financial results reflect legacy Novelis standalone performance. Combined company results will be reported beginning in the first quarter fiscal 2021, for the period ending June 30, 2020.

March steel shipments down 6.3 percent from March 2019

The American Iron and Steel Institute (AISI) reported that for the month of March 2020, U.S. steel mills shipped 7,802,192 net tons, a 0.4 percent increase from the 7,771,656 net tons shipped in the previous month, February 2020, and a 6.3 percent decrease from the 8,327,990 net tons shipped in March 2019. Shipments year-to-date in 2020 are 24,109,603 net tons, a 0.2

percent decrease vs. 2019 shipments of 24,152,051 for three months.

A comparison of March shipments to the previous month of February shows the following changes: hot rolled sheet, up 4 percent, cold rolled sheet, down 1 percent and hot dipped galvanized sheet and strip, down 5 percent.

PLASTICS

Vermeer steps up to aid production of face shields for healthcare workers

When adversity strikes, it's easy to see what you can't control. It's far more difficult to recognize what you can control. The toughest task of all, however, is figuring out how to respond accordingly.

For Jason Andringa and his colleagues at Vermeer Corporation, a concerted effort to remain focused on what can be controlled has been critical to the Pella, Iowa based equipment manufacturer and AEM member company's ability to weather the now weeks-long COVID-19 pandemic and its impact on the organization's operations. And while the circumstances have been challenging, Vermeer's even-keeled, measured response to the crisis has served the company well during these uncertain and unusual times.

Vermeer's impact has been significant. The company's team members are working together with RP America to make face shields for healthcare workers fighting COVID-19 on the front lines at Pella Regional Health Center in Iowa. Employing cutting-edge 3D printing technology, Vermeer successfully worked with hospital officials to determine the best design of a visor piece for use on the face shield. The company then worked alongside

local 3D printer owners in an effort to spur even more production of personal protective equipment (PPE).

The seriousness of the COVID-19 pandemic became apparent to Vermeer officials when the company's operation in Tianjin, China was forced to shut down earlier this year as part of a lockdown in the region. In order to reopen, Vermeer officials were required to implement several measures, from distribution of facemasks and PPE to coordination of employee temperature readings. Thanks to their prompt and successful response, Vermeer was one of the first companies in Tianjin to open up once government officials lifted the lockdown.

The Vermeer president and chief executive officer cited vigilant efforts related to social distancing, hand-washing, and sanitization as key measures taken to combat the COVID-19 pandemic and prevent infection among the company's workforce. So far, the steps taken have been extremely successful. Vermeer has seen only one confirmed case among its 3,500 team members, and company employees feel as safe, sound and secure as possible in the current situation when on the job.

APR issues statement on California bag ban suspension

The Association of Plastic Recyclers (APR) shares Governor Gavin Newsom's goal to protect the health and well-being of all Californians. APR members are operating to serve Californians and our country, and safety always comes first. Our members follow the guidelines set by the State of California, the Centers for Disease Control and Prevention (CDC), and other relevant state and federal agencies.

On April 27th, Governor Newsom issued Executive Order N-54-20, which in part temporarily suspended the enforcement of the ban the distribution of single use plastic bags by specified retailers. It is important to note that the Executive Order did not ban or limit the use of reusable plastic bags nor require retailers to stop using the reusable bags produced by APR members. There continues to be sufficient amount of postconsumer resin (PCR) for APR members to produce reusable bags, and there has been no change in the reasons why these reusable bags are popular: these products are good for the environment and are popular among California's consumers. There are also no safety concerns with the inclusion of PCR in

reusable bags as long the Cal-OSHA guidelines for consumers using their own bags are followed.

APR encourages retailers to continue to use compliant reusable bags. Grocery stores are allowed to provide a reusable bag at no charge under the provisions of the Executive Order and provide relief when possible to the consumer for the bag cost. The Executive Order does not interfere with local bans or restrictions on the use of single use bags implemented prior to 2015.

APR also encourages Governor Newsom to return to normal implementation of the law when the 60 day Executive Order expires to encourage the use of reusable plastic bags and other products.

The collection of recyclable materials of all types must continue to ensure that feedstock is available for use in a wide range of products that are critical in fighting the spread of COVID-19, ranging from cleaning products to personal care products, including bleach-based sanitizing wipes, hand sanitizer, anti-bacterial soap, paper towels and toilet paper, as well as other products containing post-consumer plastics.

PLASTICS

Borealis produces renewable polypropylene in Belgium

Borealis has started to produce polypropylene (PP) based on Neste-produced renewable feedstock in its production facilities in Kallo and Beringen, Belgium. This marks the first time that Borealis has replaced fossil fuel based feedstock in its commercial production of PP.

The Belgian plants were recently awarded by the International Sustainability and Carbon Certification (ISCC) organization with ISCC Plus certification for its renewable PP. Taking its commitment to the next level for advancing the circular economy, Borealis once again furthers its EverMinds™ ambitions. This path breaking venture in sustainable production is being driven in close collaboration with upstream and downstream value chain partners such as Neste and Henkel. It also aligns with the Borealis aim to ensure that 100 percent of its consumer products are recyclable, reusable, or produced from renewable sources by 2025.

After producing renewable propane using its proprietary NEXBTL™ technology, Neste sells the propane to the Borealis propane dehydrogenation plant in Kallo. Here it is converted to renewable propylene, then subsequently to renewable PP at Kallo and Beringen plants.

The recently finalized audits carried out by an independent third party

have resulted in an ISCC Plus certification for the renewable PP produced at both Kallo and Beringen plants. This certification encompasses the entire value chain scope and verifies that the renewable feedstock used is certified as being 100 percent renewable and sustainably produced, including traceability to point of origin.

Downstream partners from a variety of industries such as consumer packaging, automotive, healthcare, and appliance industries can now commercialize their end use products with a lower carbon footprint based on renewable propylene and PP produced at Borealis' Belgian plants. In response to increasing demand, Borealis is working with value chain partners to expand availability.

Henkel, a global market leader in the adhesives sector and known for its strong brands in Laundry & Home Care and Beauty Care, has already embraced the values of the circular economy. Having made the use of sustainable materials a key pillar in its packaging strategy, Henkel is committed to work with its value chain partners to drive sustainable packaging solutions. Including renewable PP content in the packaging of a major Henkel brand over the course of the year marks another step in its efforts to reduce its use of fossil fuel-based virgin plastics by 50 percent by 2025.

Hefty diverts one million pounds of hard-to-recycle plastics from landfills

Reynolds Consumer Products announced a milestone for its Hefty® EnergyBag® program. The program has diverted over one million pounds of hard to recycle plastics from landfills.

National Geographic estimates that as of 2017, 79 percent of plastic waste in the U.S. ends up in landfills, which includes hard to recycle plastics such as candy wrappers, packing peanuts, straws and foam carry out containers. The Hefty EnergyBag program gives consumers in participating markets the ability to collect these hard-to-recycle items and see them converted into valuable resources rather than getting taken out with the trash.

"We are really proud of surpassing our ambitious goal of diverting one million pounds in just three years," said Lindsey Walter, director of the Hefty EnergyBag program. "We are grateful to the many people and communities out there who have embraced this program as something we can all do together to make our world a little bit better."

In partnership with Dow and other community collaborators, the Hefty EnergyBag program was set up to com-

plement existing recycling programs, allowing hard to recycle plastics to be picked up at curbside.

Participants place hard to recycle plastics in the Hefty orange bag, tie the bag when full and place it in their curbside recycling cart or bin. Once collected, the plastics are converted into valuable resources including fuel and new plastic products like park benches, composite decking and concrete blocks. The signature bright orange bags used for collection make it easy for recycling facilities to separate and forward the materials they cannot process, so the hard to recycle plastics don't contaminate other recycling streams.

Since inception in Omaha, Nebraska, in 2016, the EnergyBag program has expanded to 13 communities across the U.S., making it available to more than 500,000 households.

Consumers can learn more about the Hefty EnergyBag program, including whether their community participates, and can also sign up to request the program in their city by visiting www.heftysustainability.com.

Have you heard the story of the magic sandwich? Never mind, it's just a bunch of bologna.

"Don't buy a copycat, buy the original!"



800-999-8100
480.789.3893
(Outside USA)

SUPERSHEAR

www.supershears.com

**SAFE
POWERFUL
EFFICIENT**

**THREE
DIFFERENT
MODELS**





12-Volt

110/220-Volt

Gas Supershear

We have a Shear to Fit Your Needs ... CALL US TODAY!



Check Out Our
De-Canning Shear

As the maker of the leading **Catalytic Remover Tool** for over 20 years, we make harvesting catalytic converters profitable!

PLASTICS

Indiana plastics reprocessor ramps up to meet demand

Butler-MacDonald of Indianapolis has seen a significant spike in business since the onset of the COVID-19 pandemic. The company serves customers across the country as both a plastics toll processor performing size reduction, polymer separation, metal and contaminant removal, pelletizing and compounding, as well as a polymer supplier providing high quality regrind and reprocessed resins including HIPS, PP, LDPE, LLDPE, and HDPE. March 2020 sales were up 10 percent over 2019.

Many of Butler-MacDonald's customers are deemed "essential" and the company has received several letters from customers asking them to remain fully operational and keep the important supply channel open.

Not only has Butler-MacDonald stayed fully operational running three shifts, they have added capacity in the form of increased staff, extended hours

(including Saturdays) and overtime. president Scott Johnson attributes the increase in business primarily to an increase demand for polymers used in the fight against COVID-19 including plastics for medical face shields, disinfecting wipe containers and lids, bleach bottle caps and more. To a lesser extent additional business has come to Butler-MacDonald as other smaller suppliers have either shut down or do not have the inventory to meet the increased demands of their customers.

Because the company has a long history of recovering high quality polymers from plastics or parts that most recyclers would consider unusable, Butler-MacDonald has been able to take in additional source materials that others won't and use it to create high-quality, near virgin polymers to keep up with the sharp increase in demand.

Cascades provides plastic for medical visors

Cascades, a leader in eco-friendly recovery, packaging and hygiene solutions, will supply recycled plastic needed to make medical visors to help in the fight against COVID-19. This comes in response to an initiative led by the Tristan and Bauer companies, which will ensure the final assembly of the components.

Cascades already manufactures rolls of extruded plastic to supply Tristan. It started production of a minimum of one million pre-cut visors for Bauer in April. All of these products will be made at the Cascades Inopak plant in Drummondville, Quebec. Cascades' efforts are supported by nu-b, a company located in Vaudreuil, Quebec, which supplies extruded rolled plastic for this project.

Cascades is collaborating with businesses such as Bauer and Tristan to initiate local projects to manufacture much needed medical equipment during this pandemic. "Our company is very pleased to be able to contribute to these promising and important initiatives by providing materials and components," stated Mario Plourde, president and chief executive officer of Cascades.

These special orders will be added to Cascades' current production activities and will not interfere with the company's ongoing ability to manufacture essential products. Cascades has been recognized as an essential business during this crisis and all of its plants remain operational. The health and wellbeing of its employees remain a top priority.

Austin to recycle more foam

Austin Resource Recovery (ARR), a department of the City of Austin, received a \$45,000 grant from the Foam Recycling Coalition (FRC). This grant will increase the city's capacity to manage and process more post-consumer foam polystyrene, including foodservice packaging and protective packaging for recycling.

Austin's Recycle & Reuse Drop-Off Center (RRDOC) currently serves single family residents and multifamily complexes. Most services are at no cost, but some services have a fee, including services offered to the business community. Austin's Universal Recycling Ordinance requires businesses to provide access to recycling. With the ordinance in place, the RRDOC saw a large increase in the

amount of foam collected and processed at its facility — an increase of nearly 8,000 pounds per month.

The grant was made possible through contributions to FRC, which focuses exclusively on increased recycling of post-consumer foam polystyrene. Its members include Americas Styrenics; Cascades Canada ULC; CKF Inc.; Chick-fil-A; Dart Container Corp.; Dolco Packaging; Dyne-A-Pak; Genpak; INEOS Styrolution America LLC; NOVA Chemicals Corp.; Pactiv Foodservice/Food Packaging; Republic Plastics; and TOTAL Petrochemicals & Refining USA.

Austin Resource Recovery is the 13th grant recipient to receive FRC funding since 2015.

APR launches Postconsumer Resin Certification Program

The Association of Plastics Recyclers (APR), announced a process to endorse companies that provide 3rd party certification of PCR and promote APR member companies that receive certification. To support and grow the use of postconsumer recycled plastics, APR understands that it is essential that PCR certification be reliable, consistent, and accessible by both producers and users of recycled plastic resins. Through this endorsement program, APR ultimately seeks to increase supply and demand of PCR plastics.

"The intent of APR's PCR Certification Program is to actively promote APR member companies that sell certified PCR materials," stated Liz Bedard, APR director of Rigid Plastics Recycling Programs. "This program was developed in response to a growing demand from APR members and stakeholders across the plastics value chain."

As noted by the International Organization for Standardization (ISO), the value of a certification is the degree of confidence and trust that is established by an impartial, competent demonstration of fulfillment of specified requirements by the third party.

APR's PCR Certification Program includes three components:

1. APR endorses qualified 3rd party companies to conduct certifications.
2. Plastic reclaimers hire the APR endorsed companies to certify their PCR.

3. APR members present their PCR certification to APR for nationwide promotion.

California Senate Bill 270 creates standards that reusable bags distributed or sold in California must meet certain standards, including recycled content. Any plastic reclaimer's PCR that has been certified under the State of California's SB 270 requirements will be considered certified PCR by APR.

The primary goals of the program include:

- Provide reclaimers with confidence that the endorsed certification companies adhere to a clear, consistent definition of PCR that aligns with the ISO 14021:2016 definition.

- Level the playing field by endorsing multiple, credible 3rd party PCR certifying bodies that APR members and others can voluntarily utilize.

- Increase manufacturers' and brand owners' access to and confidence in a high quality PCR supply that meets their needs across diverse applications (e.g., olefins, other rigid plastics, flexible films).

"The APR PCR Certification Program promotes the critical link between the reclaimer actually making PCR and the customer wanting to use PCR. The program will enhance the brand equity of PCR in the marketplace, helping to ensure that PCR receives the value it deserves," commented Greg Janson, president of QRS Recycling and co-chair of APR's PCR Certification subcommittee.

Design guide for foodservice plastics recyclability created

The Foodservice Packaging Institute (FPI), in collaboration with the Association of Plastics Recyclers (APR), released a new guide designed to provide education and resources on the recycling process, packaging formats, and the components that impact recyclability related to foodservice packaging.

The "Design Guide for Foodservice Plastics Recyclability" is intended to provide support to the foodservice packaging supply chain — particularly raw material suppliers, packaging manufacturers and foodservice operators — who are making decisions related to packaging design and factors impacting the recyclability of these materials.

Developed by FPI and APR, the guide adapts the APR Design® Guide for Plastics Recyclability to specifically address foodservice packaging and other plastic foodservice items. The guide features:

- General overview of the recycling process including the sorting, separation, reprocessing and end use of these plastic materials.

- Guidance for foodservice packaging related to color, density, resin identification code and dimensions.

- Design guide recyclability checklist broken out by resin type including polyethylene terephthalate (PET), Polypropylene (PP), Polystyrene (PS), Expanded Polystyrene (EPS) and Polylactic Acid (PLA).

The two associations have partnered for several years to advance the recycling of plastic foodservice packaging. This guide addresses plastic foodservice packaging and other items entering postconsumer collection and recycling systems most widely used in North America.

"Ensuring that more foodservice packaging is recycled is a complex challenge. It requires that we collaborate with industry leaders and support those along the supply chain to increase the ability to recycle these materials," said Natha Dempsey, president of FPI. "This guide will help by providing insight into the recycling process and how it impacts overall recyclability."

BUSINESS BRIEFS

Mike Pratl named principal and market leader at KAI

■ KAI Enterprises announced that Mike Pratl, AIA has been named a principal and market leader of KAI Design. Pratl had been a principal at Jacobs in St. Louis for the past 25 years.

Pratl is responsible for client relationship management, project feasibility and development as well as business performance and quality objectives with emphasis in the public engagement process. As the market leader for KAI's civic and municipal market, he will continue his multi-decade focus on municipal, county, state and other public sector agency clients with community, parks and recreation, sports, public safety and governmental support needs in the St. Louis, Missouri region.

Pratl has a Bachelor of Architecture from the University of Kansas and a Master of Architecture from the University of Illinois at Urbana-Champaign.

Meridian Waste provides vital resources for residents

■ Meridian Waste Virginia, an integrated, non-hazardous solid waste services company, has made a \$5,000 donation to assist with maintaining water connectivity for the City of Petersburg, Virginia residents in peril.

The mayor and city council of Petersburg started the Utility Assistance Fund to which Meridian Waste donated to help residents negatively impacted by the COVID-19 pandemic to keep water services running in their homes.

Sharps Compliance appoints board member

■ Sharps Compliance Corp., a provider of comprehensive waste management solutions including medical, pharmaceutical and hazardous, has appointed Jack Holmes to its board of directors.

Holmes has more than 40 years of experience in the transportation and logistics industry through corporate leadership roles as well as service on government advisory boards and on the board of directors for several public and private companies in the industry. He spent his professional career at United Parcel Service (UPS), beginning as a part-time worker unloading trailers while also attending college, then advancing to leadership positions in operations, engineering and human resources, and retiring as president and chief executive officer of UPS Freight in 2016. Holmes also led the transition team for UPS's acquisition of Overnight Transportation, the company's largest-ever domestic acquisition, now UPS Freight.

Following his retirement, Holmes has served on several corporate boards. Currently, he serves as an independent director, chair of the governance committee and member of the audit and compensation committees for Werner Enterprises, a multi-billion dollar truckload carrier. Additionally, he is chair of the board for EmergeTMS, a transportation and technology company serving shippers and carriers; and he serves as a board member for Redwood Logistics.

Brokk adds new demo and service center

■ Brokk, a manufacturer of remote-controlled demolition machines, enhances its aftermarket service capabilities, including machine refurbishment and repair, with the addition of its new Demonstration and Service Center in St. Joseph, Missouri. The 10,000 square-foot center reduces lead times on repair and refurbishment services, allowing the manufacturer to support customers' existing product lines. Customers can repurpose older Brokk machines with complete overhaul options, increasing fleet value and maximizing inventory flexibility with an ideal blend of Brokk equipment for their operation. A team of technicians with more than 60 years of combined experience offers expert service and increased convenience for Brokk customers across the U.S. and Canada.

The St. Joseph facility includes a full service shop with wash bay, workshop and welding station. A staff of four full time technicians provides an array of service options from routine maintenance to repairs and refurbishments. The Demonstration and Service Center also houses an extensive inventory of Brokk machines, attachments and parts, as well as a number of hydrodemolition robots and products for sister company, Aquajet.

The center also offers certified refurbishment for older Brokk and Aquajet models. As an added convenience, Brokk arranges transportation to and from the center and, when necessary, provides replacement equipment from the Brokk service fleet.

Novelis names Thomas Boney senior VP

■ Novelis Inc., a leader in aluminum rolling and recycling, announced that Thomas (Tom) Boney has been appointed senior vice president of Novelis and president, Novelis North America, effective immediately. Boney succeeds Marco Palmieri, who has transitioned to the role of senior vice president and chief integration officer, leading the integration of Aleris into Novelis. In this position, Boney is responsible for all aspects of the company's North America business, which includes manufacturing and recycling facilities across the U.S. and Canada.

For the past 14 years, Boney has served in leadership positions for Novelis in North America, Europe and Asia. His most recent assignment was chief operating officer, Novelis North America, where he led the operations, sales, procurement, recycling and supply chain functions for the region. Prior to joining Novelis in 2006, he spent 19 years with Alcoa in a variety of leadership roles.

Solar Integrated names Brian Milholland president

■ Solar Integrated Roofing Corporation, a solar and roofing installation company in Southern California, has named Brian Milholland president.

In addition, the company announced that revenues for the first quarter are exceeding internal expectations of \$6 million; they are finalizing the naming of a new chief financial officer.

NEW & USED EQUIPMENT FINANCING AVAILABLE

Get the cash you need — quickly and at a great rate!

As experts in the industry, we'll find you the best deal!

Give us a call today and we'll discuss your options.

DADE
Capital Corp.



800-823-9688

**35 Years of
Specializing in:**

- Salvage
- Recycling
- Waste



APPLY ONLINE

www.DADECapital.com

BUSINESS BRIEFS

Novelis names Molina chief procurement officer

■ Novelis Inc., a leader in aluminum rolling and recycling, named Roxana Molina as senior vice president and chief procurement officer. Molina will lead the company's global metal and non-metal procurement programs. Based at Novelis' global headquarters in Atlanta, she will report to president and chief executive officer Steve Fisher and serve on the executive committee.

Molina brings over 30 years of global procurement experience to Novelis, spanning a diverse range of roles. During her 25 year career at Ford Motor Company, she served in several purchasing leadership positions in Europe, North America and South America.

She most recently served as global purchasing director of engine and powertrain installations at Ford. In this position, she directed a team of 200 professionals based in the U.S., Mexico, China, India, Brazil and United Kingdom. Among her many accomplishments at Ford, Molina helped transform the automaker's South America purchasing organization, leading cross-functional programs that increased vehicle output and reduced supplier-related production losses.

In recent news, there has been a string of thefts at police stations around the city. The burglars have stolen dozens of toilets. It's a mystery who is behind these thefts. The investigators have nothing to go on.

KAI names Parè director of mechanical engineering

■ KAI announced the hiring of Roland Parè, PE as director of mechanical engineering of its Atlanta office.

Parè is responsible for the overall coordination of mechanical and plumbing drawings and specifications. He also coordinates and works with engineering counterparts in KAI's Arlington, Texas and St. Louis, Missouri offices on various projects that the offices may share.

He has 12 years of industry experience, having previously worked as a consulting mechanical engineer for EXP US Services Inc. in Atlanta and as a consulting mechanical engineer for Huseman & Associates.

U. S. Steel completes acquisition of USS-POSCO

■ U. S. Steel has closed on the purchase of POSCO-California Corporation's 50 percent partnership interest in USS-POSCO Industries (UPI). After a long, collaborative relationship, U. S. Steel and POSCAL concluded that ownership of UPI by a single group represents the best opportunity for UPI to continue operating effectively.

The purchase agreement regarding this transaction was previously disclosed in U. S. Steel's February 14, 2020 10-K filing. In the interim, the partners have been working together to ensure a smooth, constructive transition. In the near term, U. S. Steel plans to operate UPI as a separate entity.

ASV adds new dealer covering North Texas

■ ASV Holdings Inc., a manufacturer of all-purpose and all-season compact track loaders and skid steers, has added Maxx Outdoor & Equipment to its dealer network. Serving North Texas, the dealer will offer ASV's full line of Posi-Track® compact track loaders, featuring best-in-class rated operating capacity, cooling systems and hydraulic efficiency. The line includes the industry's most compact track loaders, the RT-40, RT-25 and the recently introduced RT-50; the mid-sized RT-65, RT-75 and VT-70 High Output; and the RT-120 Forestry, the industry's most powerful CTL. Maxx Outdoor & Equipment will also offer ASV's full line of skid-steer loaders.

Maxx Outdoor & Equipment is based out of Weatherford, Texas. The company offers new and pre-owned equipment, as well as parts and service. With a primary focus on agriculture, Maxx Outdoor & Equipment supports both recreation and farming operations with a variety of equipment.

Pegex adds three partners in waste management

■ PegEx®, Inc. announced that three new industry leaders have chosen PegEx Platform as their Hazardous Waste Management Software. Red Technologies, EnviroSmart and EnviroCare join the growing list of businesses that will be using the cloud-based PegEx Platform to improve productivity, eliminate risks, and increase revenues across their waste management businesses.

The PegEx Platform integrates required technical data into end-to-end process automation and informs the waste management decision-making process. The people Brooks refers to is comprised of technology and waste industry experts, who possess a thorough understanding of all aspects of this highly regulated industry.

Untha shredder operations expand to Poland

■ Untha currently has 10 waste-to-energy plants in operation and reports indicate that Poland is starting to push back on poor quality foreign waste imports, in favor of smarter waste handling processes.

Sales of Untha shredders appear to mirror this trend, with three of the Austrian giant's largest four shaft shredders having been shipped to bolster heavy duty recycling projects in the metal scrap sectors.

Untha's inaugural technology tour in Poland will allow operators to trial the XR machine using their own materials.

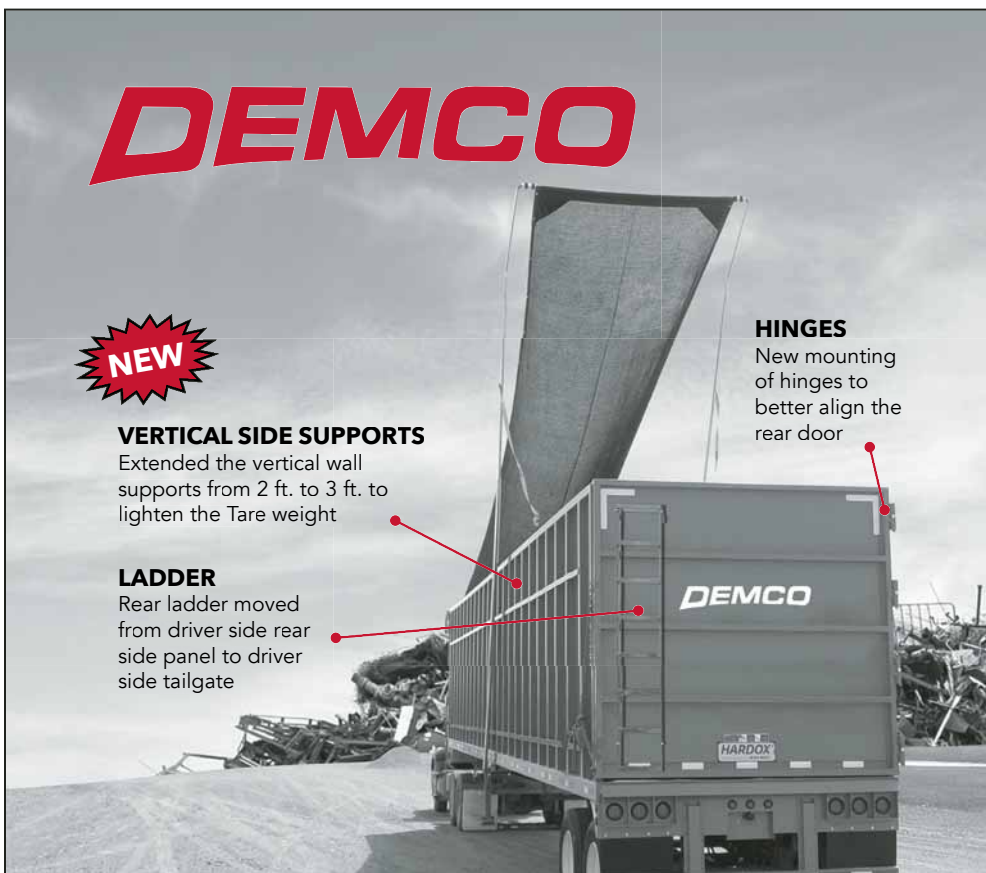
Suitable for turning municipal solid waste, commercial and industrial, bulky, hazardous, production and textile waste into refuse derived fuel and solid recovered fuel in a single pass, the ability to get hands on with the XR could prove a further turning point for the industry, as Untha's head of global sales, Peter Streinik, believes.

Streinik indicated an altered demand for their shredding technology in 2019. As a result, their predicted order status appears strong, with additional waste projects also on the horizon.

The company plans to invest in the Untha Poland team's readiness with an emphasis on engineering in the recruitment arena.

Peter Grönholm appointed director of ALLU Finland

■ ALLU Group has appointed Peter Grönholm as Managing Director of ALLU Finland. Grönholm has extensive experience in sales, marketing and supply chain management, including roles as managing director within international organizations in Finland and abroad. He currently is vice president, supply chain & operations, Germany, for Cavotec Group, a supplier of industrial equipment. Grönholm will join ALLU by July 2020.



DEMCO

NEW

VERTICAL SIDE SUPPORTS
Extended the vertical wall supports from 2 ft. to 3 ft. to lighten the Tare weight

LADDER
Rear ladder moved from driver side rear side panel to driver side tailgate

HINGES
New mounting of hinges to better align the rear door

HARD TO IMPROVE THE BEST. WE DID IT.

DEMCO
Doing Our Best to Provide You the Best
www.demco-products.com • 1.800.543.3626

Instagram, Facebook, Twitter icons



EQUIPMENT INTERNATIONAL
40 YEARS OF EXPERIENCE IN THE INDUSTRY

The Right Equipment at Competitive Prices
303-699-7766

Our machines pull engines, copper wire, harnesses, aluminum + any extras off your car bodies before you ship.

ISRI MEMBER FINANCING AVAILABLE

Used Excavators with NEW Attachments*

*New 2-tine tilting/rotating engine pulling grapples, new hold down clamps that go up/down + open/close.



Classified ADVERTISEMENTS

877-777-0043

—Always Available—

PLACE YOUR TEXT AD ONLINE

www.AmericanRecycler.com

Rates	
Text Classifieds \$70 for up to 50 words. Add \$1 each additional word.	Display Classifieds \$75 per column inch depth, 2.5" width.

WE ACCEPT CHECKS, MONEY ORDERS,
MASTERCARD, VISA and DISCOVER.

ALL CLASSIFIED ADVERTISEMENTS
MUST BE PAID IN ADVANCE.

UPGRADE TO A FEATURED CLASSIFIED AND ADD FULL COLOR!

Miscellaneous

WE BUY AND SELL USED RECYCLING EQUIPMENT

HOVDE RECYCLING EQUIPMENT
800-617-5219 TEXT 320-760-5688
scrapequip.com steven@scrapequip.com

First baler in its class built in the USA



10" Main Bore Cylinder	5,000 PSI System Pressure
10" Tension Cylinder	392,700 lb. Total Force
Roller Platen	210 PSI Platen Pressure
225 HP Power Unit	Solid Plate Construction
44"x 44"x 72" Bale	Up to 45 Tons per Hour
Jam-Clear Stamper	of OCC



1-800-231-9286 | www.intl-baler.com

Featured Classifieds

OUR SERVICES

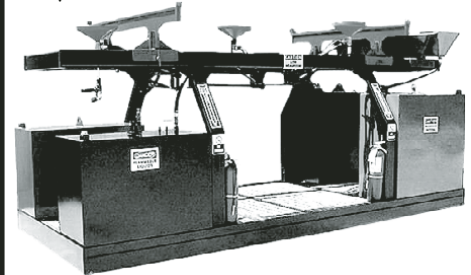
- Mergers & Acquisitions Consulting
- Business Valuation & Brokerage
- Specialty Waste Transportation
- Management Consulting and Advisory
- Asset Preservation & Reorganization
- Waste To Energy Consulting
- New Business Opportunities



609.854.3520 tel
609.854.3596 fax
rs@sternerconsulting.com
sternerconsulting.com

IRON AX ENVIRO-RACK

Complete fluid removal in less than 5 minutes!



The Enviro-Rack is the most superior auto fluid removal and dismantling system on the market today.

877-247-6629 • IronAx.com

Material Handlers

**Fuchs — Liebherr
Sennebogen — CAT**

MATERIAL HANDLERS

**20 Machines
with Cab Risers,
Gen-sets & Rotating
Grapples
IN STOCK!**



**New and Used
Grapples
New Magnets
and Gen-sets
New 24V Magnets
EQUIPMENT
INTERNATIONAL
303-699-7766**

Miscellaneous

THE ORIGINAL CATALYTIC CONVERTER REMOVAL TOOL: Our powerful and easy-to-use products are unsurpassed and we've been making them for 20 years! Choose from 110 or 12-volt, gas or de-canning models. Our three hydraulic models are fast, safe and effective. Custom applications provided as well! 800-999-8100, www.supershears.com.

**NEXT DEADLINE
June 17**

Containers

Material Handlers

BomacCarts

A Cut Above the Rest



www.bomaccarts.com • sales@bomaccarts.com
1-800-909-1147

KUHN EQUIPMENT

FEATURED MACHINE

Komatsu Auto Dismantler
2005 Komatsu PC228USLC-3



6,498 hours, equipped with a NEW Auto Dismantler package. Excavator has EROPS cab, heat, A/C, cab guard, aux hydraulics, and complete, NEW U/C. **Call for Price!**

**VISIT
KuhnEquipment.com
TODAY FOR
MORE QUALITY MACHINES!**

800-225-0623
after hours: 843-324-8487
sales@kuhnequipment.com

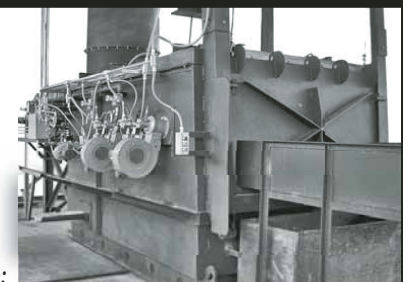
HUGE OPPORTUNITY to advertise your business! Call 877-777-0043 to find out how to get your ad displayed on www.AmericanRecycler.com today!

Hi-efficiency, new technology.

INCREASE PROFITS!

SWEAT FURNACES

US Furnaces's
MAX-4000



Also:
PARTS • REPAIR • CUSTOM BUILDS

518-424-1168
www.RecyclingFurnaces.com

Shears

**DESCO Model 4000
Tire Shear/DeRimmer
Stationary Electric
Excellent Condition
800-344-0814**

Software

U-PULL IT SOFTWARE: Get more from your U-Pull It yard and simplify searches. Our product helps you buy cars, create a detailed inventory and then all ties to a point of sale system designed specifically for your business. View demos at our website. Call today! 801-355-3388 or visit www.s3softwaresolutions.com.

SCRAPRIGHT SOFTWARE IS THE #1 TOP RATED, fully featured, best supported, most innovative, intuitive and easiest-to-use recycling software in the scrap industry. We want every scrapper to be in compliance affordably! We offer plans starting at \$49/month! Free 7 day trial available. Call 877-897-6422 or visit www.scrapright.com

**NOW PLACE
YOUR TEXT
CLASSIFIED AD
ONLINE!**

—Always Available—
24 HOURS PER DAY/7 DAYS PER WEEK

www.AmericanRecycler.com

IRON AX ENVIRO-RACK

ALL ENVIRO-RACKS ARE MADE IN AMERICA WITH AMERICAN STEEL FOR AMERICAN-SIZED CARS.

The Enviro-Rack is the most superior auto fluid removal and dismantling system on the market today!

**Complete fluid removal
in less than 5 minutes!**

Includes a
Gas Separation System

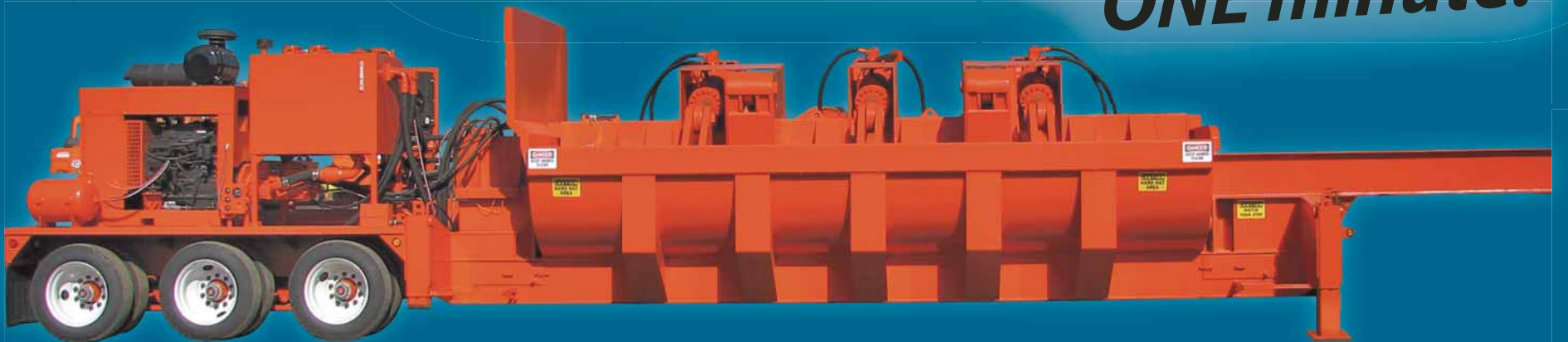


Keep the good gas!



IRON PACK BALER

**Bale a CAR in
ONE minute!**



Remote Control • Automatic Cycle

 **RECYCLING**
EQUIPMENT SALES, INC

Toll-free 877-247-6629

Fax 478-252-9030

Wadley, Georgia

Website: www.ironax.com

E-mail: ironax@ironax.com

**Equipment Ready For
Shipment Today**

Contact us for full details!



IRON AX SHEAR PACKAGES

All shears feature 360° continuous rotation.

You  Tube™

View the Iron Ax YouTube Channel
to see the Iron Pack Baler
In Action Today!

Auto recycling in the midst of a pandemic

by MAURA KELLER

mkeller@americanrecycler.com

For Anthony Wahl, owner of Wahl to Wahl Auto Parts in Cooperstown, New York, automotive recycling was fairly strong going into the COVID-19 pandemic.

“We had been in heavy growth mode for the last eight years with a lot of major investments. We had one of our best months in our company history going into the start of our state shut down in New York,” Wahl said. But like many auto recyclers, that status changed very quickly when New York was shut down for non-essential workers.

“Fortunately, we are an essential business,” Wahl said. “But with fewer cars on the road, there have been fewer accidents, less people needing parts and less salvage vehicles available at the salvage pool.”

Greg Dixon, chief executive officer of Smart Recycling Management, agrees that prior to the pandemic, the automotive recycling industry was, generally speaking, in great shape. The overall economy at that time was good and business in general was positive.

“There were some challenges due to changes in international trading that impacted some recycling items but that happens from time to time,” Dixon said. “Now I think the biggest change has been no customer traffic at most locations. With local governments placing restrictions, many in the salvage and auto recycling world had to stop letting the general public in the front door.”

This has made for a dramatic decrease in availability of scrap and has pushed the auto yards to become more online entities.

“Most are now adapting to the new policies, but in order to meet new guidelines, businesses will have to adjust for their walk-in customers,” Dixon said.

Sean Pour, co-founder of SellMax, a car buying and auto recycling company, said that prior to the COVID-19 crisis, the prices of scrap metal were rising again, and people were spending money on parts.

“The pandemic has had an odd effect on the auto recycling industry,” Pour said. “First of all, used parts are becoming more valuable as not much new manufacturing is occurring. So, parts that we may have just scrapped for the metal are actually being resold and put back into cars. We’ve seen the price of scrap metal dip a bit because people aren’t building and manufacturing so it’s not in high demand.”

Key Strategies

During the last two months of the economic shut-down, Wahl and his team have made a lot of modifications. One area they have been focusing on is paying down debt as well as having as much cash on hand as possible.

“We are not going to be making many major investments for the rest of the year and we are trying to have plenty of cash on hand to be better prepared to handle the rest of this year and next year,” Wahl said.

From talking with other auto recyclers, a common theme Wahl is hearing is the



With fewer people on the road, the need for car repair and maintenance has been greatly decreased, affecting the bottom line for many automotive parts and service stores.

uncertainty of the future – namely the uncertainty of how long the shut downs will last, about whether the virus will come back to hit the country again, and the uncertainty of the overall economy and how the economy will be affected by the shutdowns.

“I believe there will be ripple effects that have not been considered by many people yet,” Wahl said. “We are currently holding onto metals until prices improve. But we can’t do that long term, even though it is a by-product of our main business, it is a major part of our overall sales and cashflow.” While online sales have been strong for Wahl to Wahl Auto Parts during this pandemic, as the com-

pany experienced one of its best months in online sales in March, it has been making up for the big downturn in sales to local repair and body shops and not selling much in scrap and cores.

Pour is seeing some salvage yards scrambling to use Internet sales sites to quickly get their parts listed online. “Many of the local salvage yards are old fashioned and have not fully embraced online technology and others have begun putting their parts for sale on eBay as well, which may be a new marketing channel,” Pour said.

Mistakes to Avoid

Wahl advised other auto recyclers avoid stretching themselves too thin and not

holding a decent amount of cash on hand. “Nobody knows what the rest of this year will look like. There might be another major economic downturn, there might be a lot of buying opportunities, and we might go right back to normal,” Wahl said. “Either way, having plenty of cash flow to weather any storm is a strategy I would embrace for the near term.”

Indeed, Dixon agrees that cash is king and those who have been conservative in their growth, expansions and inventories will survive. “Those who have been aggressive and are leveraged even with cheap money, will suffer,” Dixon said. “I always

See PANDEMIC, Page B2

Reliability, Productivity and Innovation...



with a long history of **building customer loyalty** that’s as strong as our balers!



MAREN
Balers & Shredders
Building customer loyalty since 1962.

Find your next Maren Baler at: 800-875-1038 • marenengineering.com • sales@marenengineering.com

Automotive industry groups seek national approach for defining essential businesses

Inconsistent state rules hamper supply of critical goods and services

The Specialty Equipment Market Association (SEMA), in partnership with eight other automotive trade associations urged the National Governors Association and Governors of all 50 states to standardize the definition of essential businesses and workers. The groups recommend adoption of the U.S. Department of Homeland Security's (DHS) directive, "Guidance on the Essential Critical Infrastructure Workforce: Ensuring Community and National Resilience in COVID-19 Response," which identifies essential workers and business operations throughout the economy. DHS guidance clarifies that automotive repair, maintenance, and transportation equipment manufacturing and distribution facilities are "essential services" that are critical to ensuring the safe and ongoing operations of our nation's transportation and logistics sector.

The organizations sending the letter represent companies that manufacture parts and supply services to help maintain the nation's fleet of public and private vehicles during COVID-19 – from cars, trucks and buses to police and

emergency vehicles. The letter notes that governors and local authorities have been making difficult decisions balancing "essential" commercial activities with "shelter in place" directives. It is important that states adopt the DHS Guidance, which provides a uniform national approach for protecting the country's critical transportation and manufacturing needs.

The letter was signed by the Auto Care Association, Automotive Oil Change Association, Automotive Service Association, California Automotive Business Coalition, Motor & Equipment Manufacturers Association, Specialty Equipment Market Association, Tire Industry Association, Service Station Dealers of America and Allied Trades and the U.S. Tire Manufacturers Association.



SALVAGING Millions

by Ron Sturgeon
Autosalvageconsultant.com

My business is down – What do I do?

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 continue to hear from folks who say business is tougher than it has ever been. I always chuckle when I hear from a recycler that business in his area is off, after I've just spoken with another recycler in the same area who is having record sales and/or profits. How can this be?

First, it is tougher. I am not in denial. Cost of goods is continuing to rise, and I think if you are buying the same way you were a year ago, it has likely increased five percent. Some folks have made changes in their buying, but most haven't. And, sadly, because folks haven't cut their expenses, a similar percent of their profit has gone away.

Most affected are those who are buying 5 year or newer vehicles, especially if the average cost is more than \$2,200 or so per vehicle.

The reality is that gross margins have declined for many reasons. It won't do me any good to go over the reasons because we can't change most of those factors. At conventions, I often hear a lot of discussion about increased costs but no discussion about solutions.

Here is the solution. You simply have to understand what is selling. You must know which parts to inventory and pull and how to price

your parts competitively. Also, maintaining your margins on the best parts must be protected. Pinnacle will make screen recommendations on holding prices and report on how well your salespersons follow those recommendations. AutoInfo and Hollander will provide you with some information in these areas, albeit not automatically. You need a good level of confidence in your pricing; don't cut prices when it isn't warranted but slash them when appropriate. In the past, we made these decisions off the seat of our pants, but that just doesn't work anymore.

You must have your buyers go over the cars carefully and reconcile the potential purchases with your demand. Pinnacle does these functions automatically, but even with AutoInfo and Hollander, you can get some answers, although it is tedious and time consuming.

You simply must sit down and review your buying practices. Recyclers who are using the tools are protecting and even lowering their costs, while increasing turns and cash flow.

Don't kid yourself – while you are wringing your hands, one (or more) of your competitors has figured it out, and they are slowly getting traction and market share at your expense.

Stop fretting and beating yourself up or complaining about how the politics or tariffs and other factors are the real culprit. The real culprit is sitting in your chair.

Pandemic

■Continued from Page B1

refer back to the family business that has been around for a long time – they may not have the latest and greatest of something, but they are financially sound, understand the business and utilize their conservatism to their advantage during these times."

Preparing for Uncharted Territory

Wahl stressed that auto recyclers that quickly adapt to the changing times and find ways to fill their customers' needs will do well during this economic downturn. He predicts that those recyclers that are not quick to change and keep doing things they have always done, will have a more difficult time in our "new economy."

"For example, when the pandemic started and New York State shut down, we put up a drive through window. We have hand sanitizer and a cashier at the window to continue to serve our customers and sell parts to customers

when they arrive," Wahl said. "We no longer allowed customers into our building. This one simple change has actually worked out great. Our customers say they like it, our sales staff love it, and we are able to get our customers their parts and get them on their way faster and safer than ever. That is one small change we made to adjust to the times, that we have already decided we will keep after all of this is over."

Dixon envisions that in both auto and recycling facilities we will see some closures and a reduction in employees. "On the recycling side we have seen layoffs and some people let go to curtail costs during this time," Dixon said. "Any time you have a downturn like this, it will force companies to reevaluate their strategies and long-term planning."

Pour agreed. "I think this is going to help push the industry forward in terms of technology," Pour said. "The car recycling industry has always been old fashioned. However, I think 'mom and pop' junkyards and salvage yards will realize the importance of being digital from now on."

*A bear walked into a bar and said, "Give me a whiskey... and cola."
"Why the big pause?" asked the bartender. The bear shrugged. "I'm not sure. I was born with them."*

AR EQUIPMENT SPOTLIGHT

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

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

UPCOMING TOPICS

JUL	Shears
AUG	Shredders
SEP	Sorting Systems
OCT	Pulverizers

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

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.

Toyota marks 20th anniversary of Prius Hybrid

Twenty years ago, with the Y2K computer glitch reduced to the punchline of the year, technology in another corner took a mammoth leap as a small, unassuming sedan very quietly rolled into U.S. Toyota dealerships. The 2001 Toyota Prius, the world's first production hybrid car, had arrived, and it would profoundly change the trajectory of automotive propulsion evolution.

Over the next two decades, Toyota would go on to sell more than 6 million Prius vehicles worldwide and more than 3.6 million total hybrid models (including Lexus) in the U.S. Toyota Prius sales in the U.S. reached 1.9 million through 2019, and the model name became synonymous with hybrid technology.

Toyota is marking the special anniversary of the groundbreaking Prius, by offering the Prius 2020 Edition for model year 2021. Toyota will offer 2,020 of these special models, based on the well-equipped XLE FWD grade.

The Prius is 1 of 10 Toyota hybrid models, and 1 of 11 electrified vehicles with Mirai, a Hydrogen Fuel Cell Electric Vehicle (FCEV), available for 2021. Others include the first-ever Corolla Hybrid, Camry Hybrid, RAV4 Hybrid, Avalon Hybrid, Highlander Hybrid, RAV4 Prime and Prius Prime.

The foundation of Prius efficiency is the Toyota Hybrid System II. It operates much in the same fashion as the original hybrid system in the 2001 Prius, but is more compact, more powerful, and more fuel-efficient. In the Prius, the system combines the output of a high-efficiency 1.8-liter four-cylinder Atkinson-cycle gasoline engine with that of two motor-generators through an electronically controlled planetary-type continuously variable transmission (CVT).

The advanced Power Control Unit is the key to extracting the greatest efficiency from the powertrain. In most situations, the Prius launches on battery power alone and then seamlessly starts the gas engine and blends its output once underway, turning it off when its power is not needed.

That original Prius combined output of a 70 hp gas engine and 44 hp electric drive motor. A second electric motor-generator served as the starter for the gas engine and also generated electricity for the drive motor and nickel-metal hydride (NiMH) battery pack.

Based on the Toyota New Global Architecture, the fourth-generation Prius is the most efficient and quietest in its history. The fourth-gen Prius introduced the top-of-line Prius Prime plug-in hybrid (PHEV), the Prius L ECO, and the Prius AWD-e model with all-wheel drive.

Toyota will introduce two all-new hybrids during the Toyota 2020 New Product Showcase.

Auto salvage slowdown cuts U.S. shredder supply



U.S. automobile shredders are grappling with falling feedstock availability as COVID-19 containment measures reduce car accidents, trade-ins and auto auction inventories.

According to Argus Media, sparse availability of obsolete vehicles combined with slow flows of other forms of ferrous scrap have substantially reduced shredders' feedstock throughout April, forcing many across the US to operate on limited and sporadic schedules.

Scrap volumes are not coming in fast enough to maintain normal operations, according to shredders surveyed by Argus. Some are building up inventories for days before operating shredding equipment and others have idled operations entirely.

"Inbound flow is poor with many yards not accepting peddler scrap," one shredder in the southern U.S. said. "When demand picks up this will be an issue. [There is] not much inventory in the pipeline."

Auto repair shops and towing operators have been classified as essential businesses and have so far been immune from state mandated closures. But as shelter-in-place orders extended through April, the vehicles on roads have dwindled, cutting the flow of cars and parts to the recycling industry.

Even with scrap supplies tightening, prices are falling amid low demand for finished steel as manufacturing and auto plants shut to help slow the spread of the coronavirus.

While some consider sitting on inventory until prices improve, large players said that is not a sustainable option for their businesses. Some large auto wreckers said they will likely continue to sell obsolete vehicles to maintain volumes, but will be selective.

Inbound scrap volumes now are barely enough to cover orders, some shredders said, which increased concerns about availability.

"When I hear somebody sigh, 'Life is hard,' I am always tempted to ask, 'Compared to what?'"

—Sydney Harris

Fewer people driving means there could be even less scrap available in coming weeks as the reservoir of obsolete vehicles in auctions declines. Some auto auctions have shifted to online platforms, while others have been cancelled, creating challenges for market participants who rely on that stream of material.

"Everyone is seeing a significant reduction in shredder feed flows," one Canadian shredder said. "We can shred it faster than we can bring it."

One auto wrecker and supplier said transactions are down at his call center, on his lot and through title-backed loans. As a result, he plans to hold onto his auto inventory longer than his typical 60 to 90 day hold period.

Subaru releases corporate impact report

Subaru of America, Inc. (SOA) released its inaugural Corporate Impact Report. The report details efforts to address its environmental impact.

"At Subaru, it is our responsibility to show love and respect to all who interact with us," said Thomas J. Doll, president and chief executive officer of Subaru of America, Inc. "This report is our first of many and will give us a place to measure our corporate responsibility progress year over year, as well as provide transparency to our stakeholders who can challenge us to grow."

The report contains just a sampling of SOA's Corporate Responsibility stories and reflects benchmark data. On an annual basis, SOA will reflect on how they have upheld their commitment to live out the Subaru Love Promise and be the best version of Subaru throughout the previous year.

Highlights from the inaugural report include:

- 3,900,000 quart bottles saved from the waste stream by the bulk oil and coolant programs.

- 4,500,000 lbs. diverted from the landfill through a partnership with the National Park Foundation.

- 71 percent reduction per sq.ft. of energy consumption at SOA facilities over past 15 years.

- Plans to expand the returnable shipping container initiatives at the Subaru parts distribution centers by 133 percent.

VEHICLE DRAIN RACKS

INCREASE REVENUE

with our

Auto & Nonferrous Processing Equipment!



wire harness granulating systems

alligator shears for trimming out radiators



Vehicle

Depollution

catalytic converter de-canning systems



engine crackers for A380 aluminum extraction



303-900-4040
vortexdepollution.com

EQUIPMENT SPOTLIGHT

Fluid Removal

by **MARY M. THORNTON**

maryt@americanrecycler.com

The removal of fluids in scrap vehicles is important, not only for adhering to environmental compliance guidelines, but also to improve profits.

With over 25 years of authorized treatment facility (ATF) industry knowledge and experience, AutoDrain is a market leader in delivering vehicle depollution equipment and solutions.

Paul Dixon, owner, stated, "We assist our clients using a cost effective, common sense approach because we offer a true understanding of the end-of-life-vehicle (ELV) industry. Each of our depollution products have been designed for optimal performance, whether as a stand-alone item or as part of a full depollution process. We take pride in offering premium depollution equipment to our customers

and we know that one size doesn't fit all when it comes to ELV equipment. That's why we offer comprehensive service, tailoring all of our equipment and installation options to the exact needs of your business. You can be sure that we'll provide you with the correct range of equipment to ensure that you'll maximize profit from your ELVs and increase productivity—while being fully compliant with all relevant legislation.

"As part of our consultancy service, our expert staff can discuss your equipment needs with you, and then provide precise drawings of the vehi-

cle depollution system that will serve you best. Detailed quotations in a 'menu' format will be included, to assist you choosing a plan according to your budget and requirements. You can rely on AutoDrain to provide exactly what you need, when you need it. Visit our website to view our wide range of products. Most of our customers have worked with us for years."



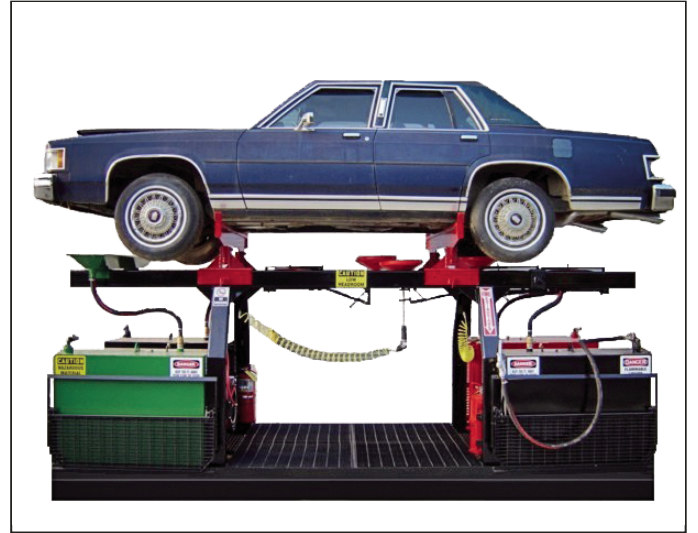
Crow Environmental

Crow Environmental offers single bay, between lift rack systems and custom built, complete fluid extraction stations. "Our single bay system uses a scissor lift, so the vehicle is safely loaded at a low level. From there, all fluid removal both under the hood and under the vehicle can be performed by one person and the process takes about 13 to 15 minutes. We also offer the MIDI system, which can fit between two post lifts, or stationary rack systems. We offer a split system for racks, our systems can work with your racks or we can build a custom system

to meet your needs," explained Mason Smith, vice president, U.S. sales.

All Crow Environmental systems include ATEX compliant gasoline extraction, and all fluids are pumped directly into storage tanks. Smith noted, "The vehicle can remain in one place for this safe, clean and efficient process, which virtually eliminates fluid leakage. Our systems are also efficient because the operator can remain under the vehicle and perform all functions within arm's length. There are always new regulations relative to the handling of vehicle fluids and current European standards will likely apply to the U.S. as well. Of course, adherence to these regulations is key and proper storage of these fluids is important. UL-approved tanks should be used and automatic over-fill protection helps prevent spillage." Established in 2001, other Crow products include tire removal machines, CAT shears, CAT De-Canners, copper wire granulators and an engine breaking line. All equipment can be purchased individually or as a complete package, including installation.

Iron Ax has manufactured the Enviro Rack for almost 20 years. John Kitchens, president, said "We produce a wide range of products used in scrap metal and dismantling operations and we developed the Enviro Rack for use in our own scrap yards. After we were satisfied with the product, we introduced it to the marketplace. It is an essential tool when it comes to fluid recovery and it is 100 percent air powered for safety. A fully self-contained unit that features secondary containment, it is designed for either one or two person operation. All vehicle fluids can be captured while keeping the operator safe and clean. The Enviro Rack is portable, EPA and state level compliant and available with or without a gas separation system. Without the gas separation system, all gas is captured, but it will be mixed. Using the gas separation option, the operator can easily separate the good gas from



Iron Ax

the bad. Approximately 90 percent of our customers purchase the latter option. The Enviro Rack requires very little maintenance because it will never require a pump replacement and a car can be processed in an average of five minutes. Upon delivery, the

See **FLUID REMOVAL**, Page B5

MANUFACTURERS

AutoDrain
Paul Dixon
44 113 205 9332
www.autodrain.net

Crow Environmental
Mason Smith
450-255-4909
www.crowenvironmental.co.uk

Green Car Depollution Ltd.
Josh Sherman
860-670-1890
www.greencardepollution

Iron Ax
John Kitchens
478-252-0022
www.ironax.com

Seda Environmental LLC
Bruce Henderson
770-681-0474
www.seda-international.com

Vortex De-pollution & Recycling Equipment
Nigel Dove
303-900-4040
www.vortexdepollution.com



AutoDrain



We Buy **RECYCLABLE FUELS**
619-777-9135



