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NewsVoice of Salvage, Waste and Recycling

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FOCUS: Rubber

Scrap metal industry rebounds

Scrap tire recycling market stays strong



WHAT'S INSIDE

- Events Calendar..... 4
- Scrap Metals MarketWatch..... 10
- Salvaging Millions..... 12
- Business Briefs..... 14
- Classified Advertisements..... 15
- Equipment Spotlight..... B4
- New Product Showcase B6

- California cities to pay residents for bottles and cans. Page A6
- Steel imports down 22.1 percent year-to-date. Page A10
- Second round of EV charger grants distributed. Page A12

by MAURA KELLER

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A recent scrap metal recycling market research report, conducted by market research firm Technavio, indicated positive growth within the scrap metal industry in the short term as the business impact of COVID-19 spreads. Specifically, as the markets recover, Technavio expects the scrap metal recycling market size to grow by 181.56 million MT during the period 2020 to 2024. And for 2020, the scrap metal recycling market is expected to post a year-over-year growth rate of 4.16 percent.

As the Technavio market report indicates, prices of nonferrous metals have been volatile, while the cost of ferrous metals is showing a steady upward trend. “With China regulating global steel production, global steel prices have increased. As a result, scrap metal recycling is growing in demand, aided by a strong demand-supply correlation,” the report stated.

One the primary drivers of the growth in the scrap metal industry is perceived to be the increased prices of raw materials. It is also contingent on the global markets recovery as we slowly emerge from the pandemic and COVID-19 vaccines become more readily distributed.

“The first phase of the pricing recovery was the recovery of the Chinese economy post COVID-19 which pushed prices higher and stabilized the market in early summer, which saw massive price depreciation in March to April,” said Babak Hafezi, chief executive officer of HafeziCapital International Consulting and Investment and Adjunct Professor of International Business at Kogod School of Business at the American University.

The second phase of the pricing recovery is based on the markets assessment that the Federal Reserve Bank will do everything possible

to increase inflation and no longer be bound by its two percent target.

“In the August 2020 Federal Open Market Committee (FOMC) meeting, the Federal chair Jerome Powell called for a “flexible form of average inflation targeting” which federal officials called FAIT. This new strategy led to prices increasing in most commodities,” Hafezi said. “The Fed’s further liquidity policies and stimulus implications have driven the dollar lower. The third phase of the pricing recovery is global optimism for a global economic recovery based on the prospects of the various COVID-19 vaccines.”

Recently copper prices have done exceptionally well and have reached a seven year high, while steel rebar is also reaching 2018 highs. According to Hafezi, we see confidence in global markets as investments in iron ore mines are increasing, which is being driven primarily by China.

“China will be investing in two globally significant iron ore mines in the coming four years,” Hafezi said. “This shows confidence in future pricing and overall demand – both domestic and international.”

Michael Jenny, who has more than 15 years of experience in the scrap metal and recycling industry and is the managing director of investment banking firm Livingstone, said the current status of the scrap metal market is strengthening quickly. Jenny stated that anything commodity driven, particularly GDP growth related commodity metals – base metals, iron, ferrous, aluminum, copper – is driven by true end market demand increasing into 2021.

“A good example would be the building and construction markets; everyone is scrambling for materials; nobody thinks they have what they want, so they’re out there looking for more,” Jenny said. “Increased scrap pricing is the effect, and the



cause is strong demand outstripping supply.”

The same can be said for stainless steel where lead times for domestic mills are growing.

As Jenny explained, customers of certain kinds of stainless recognize they need to buy forward in terms of expected price increases this year. Anecdotally, Jenny has heard OEMs are attempting to place orders forward for the next six to nine months.

“Now that’s on the prime grades, not the scrap, but it’s all directionally similar,” Jenny said. “2020 wasn’t as bad as expected or feared.”

COVID’s Impact on the Scrap Metals Market

COVID-19 hasn’t changed the scrap market materially. Fortunately, the scrap market isn’t like the movie theater industry or the restaurant industry; it is a materials industry. Scrap metal is essential, serving industrial, building, and construction end markets. Spending has remained strong in many of these end-

markets. Indeed, the production of raw steel using ferrous scrap reduces the overall cost of production thanks in part to less mining of ore required and less energy being used in production.

“Overall, the industry has not been as adversely affected by COVID as feared,” Jenny said. “I think it’s the current driver of investor interest in the space and the supply and demand issues.”

However, Hafezi said that on a long term basis, the impact of COVID-19 on scrap markets may be extensive. Liquidity issues related to the rapid loss of demand in the early months of the pandemic will have a lasting effects on corporate balance sheets.

“Smaller players with weaker balance sheets got hurt more than companies that have ample access to debt and other forms of capital markets,” Hafezi said. “This is furthered by geopolitical pressures that COVID

See METAL INDUSTRY, Page A4

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Recycling Association of Minnesota names annual award winners

The Recycling Association of Minnesota (RAM) announced the winners of its annual awards presented at its annual meeting. The Recycling Association of Minnesota's mission is to provide leadership, advocacy, and education to encourage the responsible use of resources through recycling and supporting modes of waste reduction. Founded in 1989, the 501(c)(3) non-profit organization currently has 312 members.

Individuals, businesses or organizations that have contributed to the betterment of recycling or other resource conservation efforts in the state of Minnesota are eligible for RAM awards.

"RAM's success depends upon our ability to forge strategic partnerships with those within both the public and private sectors, including our incredible members," stated Lori Nelson, RAM's executive director. "It is only right that we recognize the contributions of those who go above and beyond in their efforts to improve the state of recycling within Minnesota."

The 2020 award recipients are as follows:

Green Project Award – Vomela

The Green Project Award recognizes a special green project in Minnesota that has demonstrated outstanding environmental results.

Vomela completed an installation of a 3,400 panel solar array at its new headquarters, now making it St Paul's largest power array. The system can generate up to 1.3 megawatts of power. It provides roughly one-third of the power for Vomela's facility, or enough to power 200 average Minnesota homes.

Public Service Award – Douglas Huebsch

The Public Service Award recognizes an elected official who has demonstrated outstanding service for the betterment of recycling and the environment.

Huebsch, an Otter Tail county commissioner, has displayed dedication, an entrepreneurial spirit, and an overall vision for recycling and resource recovery. Huebsch has been a county commissioner for 12 years and is finishing up this third and final term. During his time as commissioner, he has also faithfully served on the Prairie Lakes Municipal Solid Waste Authority board since its inception in

2011, often assuming the chair or vice-chair role. He was instrumental in the Perham Resource Recovery Facility expansion project, which included adding a front-end Materials Recovery Facility to remove old corrugated containers, ferrous, and nonferrous metal prior to combustion. He has also been extremely supportive of the county's recycling initiatives including expanding curbside single-sort recycling and its fledgling agricultural plastic recycling program.

Recycler Of The Year – Minnesota MRFs

The Recycler of the Year Award goes to an individual, group, business, public entity or organization that has demonstrated outstanding service as a recycling service provider or advocate.

MRFs are mixed recovery facilities, specialized plants that receive, separate, and prepare recyclable materials for marketing to end-use manufacturers. There are 21 MRFs within Minnesota. The MRFs have continued to provide outstanding service to the public, the recycling industry, and consumers despite the many challenges presented during the COVID-19 pandemic, including contaminated waste, worker safety and absences, and a shortage of end markets.

Denise Kolar Award – Kris Kaar

The Denise Kolar Award honors a member of RAM who has devoted a tremendous amount of energy, goodwill and effort to benefit RAM.

Kaar is a senior consultant at RRS, bringing 30 years of experience in research, planning, communication and program management in solid waste and recycling programs. Due to her extensive work with the Carton Council, Kaar has developed an expertise in adding new materials to existing recycling programs and expanding access to recycling for select materials. Kaar and RRS have supported the Carton Council on the way to their goal of 60 percent U.S. carton recycling access through data research and analysis, communications and outreach, and policy/legislative monitoring and support.

Kaar has a long standing relationship with RAM and has been actively involved in our work to educate and engage citizens, elected officials, and industry leaders on trending recycling issues.

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Samsung starts device program

Tech repair brand uBreakiFix is partnering with Samsung to make electronics recycling more accessible, offering customers the opportunity to responsibly recycle used devices at any of uBreakiFix's 550 U.S. locations. UBreakiFix stores are now accepting most everyday tech devices for recycling, including cell phones, tablets, computers, printers, game consoles, wearables and more.

Those looking to part ways with their old tech can bring eligible devices of any brand, make or model to their local uBreakiFix store, and a professional repair technician will handle the rest. UBreakiFix will process the devices and route them to a Samsung-authorized recycling partner where they will be refurbished or processed into raw commodities for future reuse.

"At uBreakiFix, we pride ourselves on diverting e-waste simply by making device repair significantly more convenient and cost-effective than replacement," said Justin Wetherill, president and co-founder of uBreakiFix.

Since 2008, Samsung has been a strong supporter of extended producer responsibility and publicly supports requirements that would ban the export of unprocessed e-waste to developing locations.

UBreakiFix and Samsung have since collaborated on several initiatives to leverage their alliance for the greater good, including a program earlier this year to provide free phone repairs to frontline healthcare workers.

Metals industry

■Continued from Page 1

has had on relations. The continuation of the anti-China rhetoric from the U.S. expanded to countries such as Australia, that have a very close trading relationship with China. The Chinese response has been to limit trade with Australia, which has plunged the country into its first recession in nearly 30 years."

Hafezi said we should also expect further consolidation in the coming years. As access to capital markets for larger firms becomes easier, smaller firms will have capital liquidity challenges in the coming years.

"As Chinese companies become even more powerful and consolidate their power, international players may need to further consolidate to be able to survive within the market," Hafezi said.

Indeed, as Jenny pointed out, China will begin accepting ferrous scrap imports and there are supply disruptions in copper, which is expected to support copper pricing.

"However, I don't see a real flash-point. It is different for aluminum and copper than steel because they are widely and transparently traded on the global market," Jenny said. "But ferrous is also driven by demand, and that demand can include domestic as well as export-driven, and we've seen the export demand increases."

The Technavio market research report also indicates that factors such as large investments in infrastructural developments in South-East Asian countries such as Indonesia, Vietnam and Thailand will significantly drive

scrap metal recycling market growth in this region over the forecast period.

"China, Japan, and India are the key markets for scrap metal recycling in APAC. Market growth in this region will be slower than the growth of the market in other regions," the report stated.

The Future Outlook

Changes in the global economic outlook, or the poor implementation of the COVID-19 vaccines could cause major challenges to pricing power and lead to sharp pricing changes within the scrap metal market. Furthermore, Hafezi said any global sovereign debt defaults could trigger rapid changes in price, especially if they are driven by a commodity heavy country.

"Within the U.S. the removal of tariffs by the Biden administration which were imposed by the Trump administration will also lead to decreases in prices," Hafezi said. "Based on current data we do not believe a Biden presidency will fully remove the trade issues with China, however its approach will shift drastically. Recycling industry professionals need to worry about leverage and the potential of a rapid devaluation of the U.S. dollar, which could also impact pricing of commodities. Any shifts in economic sentiment will have a rapid whip-lash effect on commodity pricing."

Indeed the difference in mergers and acquisition activity between Labor Day 2020 and the present is a telltale sign that changes are happening that will impact the scrap metal industry. "In a span of a few months, we've gone from hearing crickets chirping to white-hot interest," Jenny said. "Many investors view this moment as a good entry point in the commodity cycle. Strategists have cash and want to expand geographic reach. If owners are looking to recap, now is the time because markets are open, and everybody has cash."

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EGLE awards \$1.6 million in infrastructure grants to expand recycling in Washtenaw County

The Michigan Department of Environment, Great Lakes, and Energy (EGLE) announced a combined total of more than \$1.58 million in infrastructure grants awarded to six public agency and nonprofit recipients that will support the largest expansion of recycling in Washtenaw County history.

“Recycling infrastructure grants are a critical component of EGLE’s support for recycling growth in Michigan,” said Elizabeth Browne, assistant director of the Materials Management Division at EGLE.

“The objective of the EGLE recycling infrastructure grants is to increase processing and collection capacity in Washtenaw County, improve access to community recycling programs and grow participation among the constituencies they serve by assisting with the purchase of equipment and other items,” Browne said.

“In addition, several of these projects will have a direct impact on reducing the spread of infectious disease through greater use of automation, which aligns with Michigan’s efforts to help mitigate the spread of COVID-19.”

The Washtenaw County grants are part of EGLE’s strategy to support recycling infrastructure, improve the quality of recyclable materials and promote market development using the Renew Michigan Fund, which was created in 2019 to boost the state’s recycling efforts.

EGLE’s Washtenaw County grant recipients are:

•\$458,370 to the Western Washtenaw Recycling Authority (WWRA) to purchase sorting equipment and a new truck

to increase processing and collection capacity. The funds equip WWRA to accept new commercial and municipal customers. The automated truck will dramatically increase workplace safety and will enable WWRA to add 3,000 households per week, while the new sorting equipment doubles the capacity for sorting plastics. WWRA is subsidized by five communities that work cooperatively to implement residential recycling programs in the townships of Dexter, Lyndon, Manchester and Lima, and the city of Chelsea. It’s the largest EGLE grant to WWRA since it formed in 1991.

•\$118,605 to the Washtenaw Regional Resource Management Authority (WRRMA) that will continue its efforts to increase the quantity of member communities’ high-quality recyclables. WRRMA members consist of the charter townships of Ann Arbor, Pittsfield and Ypsilanti, Scio Township and the cities of Dexter, Saline and Ypsilanti, representing a population of over 150,000 Washtenaw County residents. WRRMA will use the funds to complete the national nonprofit The Recycling Partnership’s “Feet on the Street” program at single-family residences in WRRMA communities beginning in spring 2021. The program provides recycling education to residents and curbside feedback through tagging carts, as well as records pre- and post-program metrics through a sorting process at material recovery facilities. The program has been successfully implemented in communities throughout the nation, obtaining a 20 percent to 40 percent

decrease in recycling contamination. It’s the first EGLE grant to WRRMA since its creation in 2019.

•\$112,716 to Ann Arbor Public Schools to significantly increase access to recycling by installing recycling collection containers and promoting food reclamation activities throughout the district’s campuses and buildings that serve more than 20,000 students. A refrigerated vehicle purchased through the grant will transport as much as 100 pounds of unused food daily to food distribution agencies, such as Food Gatherers. It’s the largest grant EGLE has awarded to the Ann Arbor district.

•\$73,440 to the city of Ypsilanti to expand public space recycling through the purchase of recycling containers for the city’s downtown area, Depot Town and 12 public parks. Ypsilanti’s parks have become popular with a growing number of festivals and businesses and have seen increased foot traffic. Once the recycling equipment is installed, the city estimates it will annually divert 11 tons of recyclables from Ypsilanti’s public trash containers. City leaders plan to place a recycling container next to existing public trash receptacles, which is an important best practice for public space recycling.

•\$17,608 to Dexter Community Schools to expand lunchroom recycling and establish food waste collection programs throughout the district, which serves 3,635 students. The grant will help Dexter schools to recycle more lunchroom items and achieve cost savings due to reduced trash pickups.

•In addition to the grants announced, EGLE unveiled the award of \$800,000 to Recycle Ann Arbor. The grant – which is the largest ever EGLE has made to the Ann Arbor-based 40-year-old nonprofit – will help rebuild and reopen the community’s materials recovery facility that has been closed since 2016. The new facility will be owned and operated by Recycle Ann Arbor. The \$6.75 million project, which includes an additional \$800,000 loan from national nonprofit Closed Loop Partners, will ultimately create a state-of-the-art materials recovery facility that allows for enhanced sorting of valuable recyclable materials. The new facility will provide processing capacity for 15,000-plus tons of recycled materials that are now being transported to Ohio, as well as processing additional volume from the surrounding region. The project is expected to create 10 to 20 new full-time jobs upon completion.

EGLE’s support of new research, education and recycling activities planned for Washtenaw County come as Michigan and states across the U.S. are seeing significant increases in curbside recycling due to more Americans sheltering and working from home to help prevent the spread of COVID-19.

EGLE-commissioned research surveys show Michigan residents view recycling as an essential public service. And during a time of social distancing where many nonessential employers are closed and commercial recycling is near an all-time low, producers see residential recycling programs as critical.

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NWRA's 2021 Federal Legislative & Regulatory Agenda released

The National Waste & Recycling Association (NWRA) has released its 2021 Federal Legislative & Regulatory Agenda covering the First Session of the 117th Congress. The agenda, created as a resource for congressional offices and regulatory agencies to utilize, updates the waste and recycling industry's policy positions on important federal issues.

"NWRA's 2021 agenda addresses a record high 40 policy positions on important federal issues impacting the waste and recycling industry. This is up from 31 in 2020 due to anticipated legislative and regulatory actions from the new administration and Congress that present both opportunities and challenges," stated NWRA president and chief executive officer Darrell Smith. "Our award-winning government affairs team will continue their work to ensure our members can go about their business and provide safe, economically sustainable and environmentally responsible services and jobs that benefit communities throughout America."

NWRA added new policy positions on Environmental Justice, Extended Producer Responsibility, Climate, Per- and Polyfluoroalkyl Substances, Electric Vehicle Tax Credit,

Carbon Capture Tax Incentives, Complainant Conflict of Interest, Increasing the Role of Women in the Industry, Department of Labor Overtime Rules and the Department of Labor Persuader Rule while reviving previous positions on Tax Extenders and Occupational Safety and Health Administration Reporting Requirements.

NWRA removed its positions on Tax Corrections Legislation, Regulatory Accountability and China's Recyclable Materials Import Standards and Ban. In doing so, NWRA eliminated its "International Trade Issues" category and moved the position on Import/Export of Waste and Recycling Materials to the "Waste and Recycling Issues" category.

Many federal issues are also addressed at the state level where NWRA is very active through state chapters. Chapter leaders work tirelessly to advocate for the waste and recycling industry before state legislatures and regulatory agencies.

Nineteen of the 40 positions have full length policy papers approved by NWRA's Government Affairs Committee that have been published and linked to the agenda.

I took the shell off my racing snail thinking it would make him go faster. It just made him more sluggish.

California cities to pay residents for bottles and cans

The City of Irvine and a coalition of six cities in Sonoma County will take on local redemption challenges by launching state-approved pilot projects to make it easier for consumers to cash in their empty bottles and cans.

Irvine's newly approved program lets consumers schedule at-home pickups to redeem beverage containers with electronic or mail payment. The Sonoma County program establishes 10 new bag-drop locations in suburban and rural parts of the county where consumers can leave tagged bags of material for electronic payment.

Irvine's CRV pick-up program was designed to help overcome local code restrictions that limit new take-back sites in the city. Customers can place empty containers into a marked bag, schedule a residential pickup (by phone or online), and receive payment after the material is processed.

Sonoma County's CRV bag drop program was designed by a coalition of six cities with diverse regional needs to more than triple the number of consumer redemption sites in the county from 4 to 14. New bag drop locations in the suburban cities of Santa Rosa and Petaluma, and more rural communities of Sonoma, Sebastopol, Healdsburg, and Cloverdale, let consumers drop off tagged bags of material and receive CRV payments electronically after the material is processed.

The Beverage Container Recycling Pilot Program, created by Senate Bill 458 (Wiener, Chapter 648, Statutes of

2017), authorizes CalRecycle to approve up to five pilot projects proposed by local jurisdictions to explore innovative, new models for CRV redemption in underserved areas. Assembly Bill 54 (Ting, Chapter 793, Statutes of 2019) made changes to the pilot program to allow for greater flexibility and to provide up to \$5 million in pilot project grant funding.

California's Program at a Glance

Californians have recycled more than 400 billion bottles and cans since the inception of the Beverage Container Recycling Program in 1986.

- California's Beverage Container Recycling and Litter Reduction Act established the California Redemption Value (CRV) deposit on beverage containers to incentivize recycling and reduce litter.

- The state's beverage container recycling rate increased from 52 percent in 1988 to the 2019 beverage container recycling rate of 75 percent.

- Californians recycled 18 billion CRV beverage containers in 2019.

- In March 2020, CalRecycle submitted a report to the Legislature identifying options to address the lack of recycling centers in some areas by giving recycling businesses the flexibility to adapt to regional challenges.

- California established the highest minimum recycled content goals in the world for plastic beverage containers, which will require manufacturers to use 50 percent recycled plastic in new CRV plastic beverage containers.

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Good condition. Includes extra screen.



2014 AMERICAN PULVERIZER JAW CRUSHER

Like new! 10 HP. Two spare plates.



MAXPAK HORIZONTAL BALER

2009 model with fluffer and hopper.



VOLVO EC360CL WITH SCRAP GRAPPLE

Bottom end rebuild 2 years ago.



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Includes a Worldwide pre-chopper.



2008 VOLVO EC290C LD WITH SHEAR

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Model HY10. 800 HP.



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Steel imports down 22.1 percent year-to-date

U.S. IMPORTS OF FINISHED STEEL MILL PRODUCTS					
BY COUNTRY OF ORIGIN (Thousands of Net Tons)					
Preliminary	NOV 2020	OCT 2020	2020 (annualized)	2019 (12 months)	% Change 2020 Annual vs. 2019
SOUTH KOREA	127	147	1,956	2,576	-24.1%
JAPAN	46	78	776	1,242	-37.5%
GERMANY	67	67	719	1,043	-31.1%
TURKEY	53	68	598	328	-30.4%
TAIWAN	43	24	578	830	82.6%
BRAZIL	18	34	508	534	-5.0%
NETHERLANDS	51	28	411	550	-25.2%
CHINA	34	32	383	544	-29.6%
All Others	743	771	10,217	13,405	-23.8%
TOTAL	1,181	1,250	16,144	21,051	-23.3%

Based on preliminary Census Bureau data, the American Iron and Steel Institute (AISI) reported that the U.S. imported a total of 1,370,000 net tons (NT) of steel in November 2020, including 1,181,000 NT of finished steel (down 9.2 percent and 5.5 percent, respectively, vs. October final data). Through the first 11 months of 2020, total and finished steel imports are 20,526,000 and 14,799,000 net tons (NT), down 22.1 percent and 24.9 percent, respectively, vs. the same period in 2019.

Key finished steel products with a significant increase in imports in November compared to October are tin plate (up 43 percent), standard pipe (up 27 percent), wire rods (up 21 percent)

and sheets and strip all other metallic coatings (up 19 percent).

In November the largest volumes of finished steel imports from offshore were from South Korea (127,000 NT, down 14 percent from October final), Germany (67,000 NT, down 1 percent), Turkey (53,000 NT, down 23 percent), The Netherlands (51,000 NT, up 82 percent) and Japan (46,000 NT, down 41 percent). For the first eleven months of 2020, the largest offshore suppliers were South Korea (1,793,000 NT, down 26 percent vs. the same period in 2019), Japan (711,000 NT, down 40 percent), Germany (659,000 NT, down 32 percent), Turkey (548,000 NT, up 71 percent) and Taiwan (530,000 NT, down 34 percent).

Steel import permit applications increase 48.1 percent for December 2020

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 December totaled 2,071,000 net tons (NT). This was a 48.1 percent increase from the 1,399,000 permit tons recorded in November and a 51.2 percent increase from the November preliminary imports total of 1,370,000. Import permit tonnage for finished steel in December was 1,326,000, up 12.2 percent from the preliminary imports total of 1,181,000 in November. For the full year 2020 (including December SIMA permits and November preliminary imports), total and finished steel imports were 22,597,000 NT and 16,125,000 NT, down 19.1 percent and 23.4 percent, respectively, from 2019. The estimated finished steel import market share in December was 18 percent and is 18 percent for full year 2020.

Finished steel imports with large increases in December permits vs. the

November preliminary imports include line pipe (up 219 percent), electrical sheets and strip (up 193 percent), oil country goods (up 158 percent), tin free steel (up 103 percent), plates in coils (up 40 percent), hot rolled sheets (up 33 percent), sheets and strip all other metallic coatings (19 percent), and hot rolled bars (up 17 percent). Products with significant increases for full year 2020 vs. 2019 include tin free steel (up 25 percent) and light shapes bars (up 21 percent).

In December, the largest finished steel import permit applications for offshore countries were for South Korea (240,000 NT, up 88 percent vs. November preliminary), Germany (70,000 NT, up 5 percent), Japan (59,000 NT, up 28 percent), The Netherlands (52,000 NT, up 2 percent) and Brazil (49,000 NT, up 168 percent). For full year 2020, the largest offshore suppliers were South Korea (2,033,000 NT, down 21 percent from 2019), Japan (770,000 NT, down 38 percent) and Germany (729,000 NT, down 30 percent).

November steel shipments down

The American Iron and Steel Institute (AISI) reported that for the month of November 2020, U.S. steel mills shipped 6,753,447 net tons, a 0.1 percent increase from the 6,747,709 net tons shipped in the previous month, October 2020, and a 11.9 percent decrease from the 7,665,006 net tons shipped in November 2019. Shipments year-to-date in 2020 are 73,950,515 net

tons, a 16.1 percent decrease vs. 2019 shipments of 88,157,028 for eleven months.

A comparison of November shipments to the previous month of October shows the following changes: cold rolled sheet, up 4 percent, hot rolled sheet, no change and hot dipped galvanized sheet and strip, down 2 percent.



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Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$318.00	325.00	325.00	410.00	475.00
#1 Bundles	per gross ton	294.00	310.00	308.00	389.00	465.00
Plate and Structural	per gross ton	291.00	289.00	325.00	385.00	389.00
#1 & 2 Mixed Steel	per gross ton	205.00	274.00	299.00	365.00	385.00
Shredder Bundles (tin)	per gross ton	137.00	153.00	183.00	245.00	249.00
Crushed Auto Bodies	per gross ton	137.00	153.00	183.00	245.00	249.00
Steel Turnings	per gross ton	101.00	102.00	101.00	149.00	185.00
#1 Copper	per pound	2.99	3.01	3.12	3.19	3.30
#2 Copper	per pound	2.74	2.89	2.93	2.99	2.97
Aluminum Cans	per pound	.53	.56	.59	.62	.57
Auto Radiators	per pound	1.51	1.42	1.83	1.84	1.89
Aluminum Core Radiators	per pound	.53	.49	.54	.52	.58
Heater Cores	per pound	1.10	1.10	1.24	1.25	1.60
Stainless Steel	per pound	.58	.59	.62	.62	.69

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

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AUTOMOTIVE

Second round of EV charger grants distributed

Nine more locations in Michigan will soon offer electric vehicle fast charging stations under a second round of grants that total \$448,204 awarded today by the Michigan Department of Environment, Great Lakes, and Energy (EGLE).

The installations will continue to build out a network of direct current fast chargers (DCFC) that EGLE is partially funding at strategic locations around the

state to provide drivers worry-free travel. EGLE's Charge Up Michigan Program offers up to \$70,000 per charging station to public or private entities in partnership with the host site and local utility for site preparation, installation, signage and network fees. The goal is to have the network, funded through Michigan's allocation from the Volkswagen diesel settlement, completed by 2030.

NEW GRANTS

Grantee	Number of chargers	Total granted
Coyne Oil Corp. (Mt. Pleasant)	2	\$50,850
Maple Hill Auto Group Transit, LLC (Kalamazoo)	2	\$50,850
Clearview Auto Wash Inc. (Shelby Township)	2	\$50,000
Marlette Oil and Gas Co. (Marlette)	2	\$50,000
Merle Boes, Inc. (Grand Rapids)	2	\$46,845
City of Owosso	2	\$44,257

MODIFIED GRANTS

Grantee	Added chargers	Total granted
Walters Dimmick Petroleum (Marshall) ¹	2	\$65,565
Blarney Castle Oil and Propane (Indian River)	2	\$49,837
Meijer, Inc. (Northville)	2	\$40,000

¹ Project through the City Utility of Marshall, in which the city supports a third of the project cost.

These grants includes six new charger locations and three expansions of previously awarded projects, for a total of 18 charging ports.

Grant funding is still available and priority consideration will be given to future applicants who propose installing DC fast chargers in the Upper Peninsula, northwest or northeast Lower Peninsula, southwest Michigan near the border with Indiana and southeast Michigan near the border with Ohio. The Charge Up Michigan website provides a state map and preferred locations list of funded chargers and where they are still needed under the build-out plan.

In August, EGLE awarded \$1.7 million in grants for 36 DC fast charging stations with a total of 76 plug-in points for automobiles and light-utility vehi-

cles. Many of those stations are in operation and others should be available soon.

EGLE is committed to the future of mobility through investment in infrastructure that is needed to support EVs and it has identified optimal charger locations across Michigan. An expanded EV fast charging network in Michigan will boost driver confidence that chargers will be available and operational in a well-lit, safe environment, improve air quality, reduce vehicle emissions, and protect public health and the environment.

Questions about the program, grant opportunities and possible charger locations should be directed to Julie Staveland, State Energy Program Specialist, at StavelandJ@Michigan.gov.

SALVAGING Millions

by Ron Sturgeon
Autosalvageconsultant.com

Getting to yes with your banker

This is a continuing series of articles from Ron's newest book, *Getting to Yes with Your Banker*, which is co-authored with Greg Morse, president of Worthington National Bank in Tarrant County, Texas.

Doing a personal financial statement right

Ron: All bankers have their own little thing that they like or don't like to see on a personal financial statement. I took my personal financial statement to one banker and it didn't list any personal belongings. I was wearing about \$10,000 worth of jewelry when we met, but I hadn't put any of that down on my financial statement. It turns out that a guy who had been to see the banker before me had listed all of his belongings, and he put personal items on there like TVs and clothes and jewelry. Now, we all know that we have TVs and clothes and jewelry at home, but we also know that if we're hit by a bus tomorrow, they aren't worth a thing. But this guy had listed (or placed a value on) all his personal belongings along with his real estate and cars. Then the banker met with me, and I didn't list any personal belongings on my financial statement. His attitude was that the values on the real estate and everything else that I had listed were probably more realistic than those of the guy who tried to show every dollar on his personal financial statement.

Greg: A lot of the statements that people submit have the appraised value of their property, so I'll double-check that with the appraisal district numbers. The tax appraisal values better not be too far off from the numbers the customer gave me. If you paid \$500,000 for

this property a year ago, and now you're telling me it's worth \$1 million, that's a red flag for me.

Ron: On my personal financial statement, I show the real estate and any other large assets at cost and at market. This provides the banker with an acid test. If I paid \$500,000 for it, and I am saying it's worth \$600,000 five years later in an appreciating market, he believes it's right. If I say I paid \$500,000, and it's worth \$700,000 (accompanied by a story about what a great deal it was), he thinks I am likely a dreamer and/or full of crap. Bankers are smart, so don't waste time trying to fool them. You're a lot better off having fewer assets but being really credible than having overinflated assets and not being credible at all.

Greg: I don't want to see that you've put your jewelry or your stamp collection or your arrowhead collection on there. It's much classier to disclose every penny that you owe, but we know you haven't put down everything you own.

Ron: I always mention that the real estate value is conservatively based on my knowledge of market comparables. This won't work unless you have creditability in this area. For purposes of the math, it's based on cost. But you have to be honest. It goes with letting them in the tent. It's a lot like doing a deposition: Always just answer the questions you're asked and don't try to add more information.

Greg: And again, that is going to speak to the kind of relationship you'll have with your banker in the future. I want to know that you're going to give me the information I need, when I need it.

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

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WASTE

Gas-to-energy project at County Line Landfill expands

Republic Services, Inc. and Aria Energy have announced an expansion of the landfill gas-to-energy (LFGTE) project at County Line Landfill. The facility, which began operating in 2014, was expanded to 7.6 megawatts from 6 megawatts, increasing its use of biogas by 25 percent. The project expansion directly supports Republic's commitment to divert 50 percent more landfill gas to beneficial reuse by 2030.

Aria developed, owns and operates the LFGTE project at Republic Services' County Line Landfill. The electricity generated from the project is sold to Wabash Valley Power Alliance under a long-term power purchase agreement. The expanded County Line LFGTE facility is capable of generating enough renewable energy to power more than 4,800 area homes annually.

"Last year, Republic Services set a long-term sustainability goal to send 50 percent more landfill gas to beneficial reuse by 2030," said Pete Keller, Republic Services vice president of

recycling and sustainability. "The expansion of the landfill gas-to-energy project at County Line Landfill is a key milestone in helping us meet that goal."

LFGTE projects typically involve capturing methane from biogas, which is generated by the decomposition of waste within a landfill. The methane is converted into renewable energy sources, in this case electricity that supplies the power grid. This process can displace the use of fossil fuels for energy generation, significantly reducing greenhouse gas emissions in a community. Across the country, Republic is partnering on 69 landfill gas projects.

Based on Environmental Protection Agency calculations, the expanded County Line LFGTE project prevents carbon emissions equivalent to the consumption of more than 43 million gallons of gasoline annually. The EPA estimates that 7.6 megawatts of energy produced from landfill gas has a total equivalent emissions reduction of over 44,000 tons of carbon dioxide per year.

SWANA's Applied Research Foundation releases report on landfill management

A new report developed by the SWANA Applied Research Foundation (ARF) addresses two important questions associated with the landfill disposal of waste – namely, what tasks will be required to manage closed landfills following the post-closure care period to ensure continued protection of public health and the environment and how will their associated costs be paid for?

The Solid Waste Association of North America's (SWANA) Applied Research Foundation (ARF) recently conducted important research on the long-term management (LTM) that will be needed for closed landfills following the 30-year post-closure care period required under current regulations.

The resulting report addresses key issues such as the expected service life of the landfill's final cover system and the tasks that will need to be performed to ensure the long-term protection of public health and the environment. The report also addresses the issue of how long-term management activities can be financed.

"SWANA continues to be at the forefront of identifying solutions to challenging solid waste issues, and this important new report provides useful information and data for solid waste

managers and their communities," stated David Biderman, SWANA executive director and chief executive officer. "We need to assure the public that today's landfills will not only provide communities with needed solid waste disposal services but that they will continue to protect public health and the environment for hundreds of years following their closure," he added.

The report provides reassuring evidence regarding the efficacy of the federal design standards that have been established for these facilities. For example, the research study concluded that it is unlikely that the geomembrane in the landfill's final cover system would need to be replaced for 2,000 years following its installation.

It is SWANA's intention that this report will serve as a useful reference for solid waste managers who are responsible for the provision of landfill disposal services for their communities.

The full report, The Long-Term Management of Closed MSW Landfills Following the Post-Closure Care Period, is currently available only to SWANA ARF subscribers. SWANA members receive free access to ARF industry reports one year after publication.

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BUSINESS BRIEFS

McCloskey International changes brand identity

■ Due to the re-alignment of McCloskey International's washing division, the business is launching a new brand identity that will support the evolution of the business unit and re-emphasize their commitment to the wet processing sector. The business will move forward under the new brand of MWS Equipment.

In order to position the brand for long term success within its market, MWS Equipment will operate as an independent business unit of Metso Outotec, extending the brand's reach in delivering world class products and service globally.

The strategy is driven by partnership with organizations around the world at a regional level that are best suited to deliver tailored solutions and ongoing service to our customers.

The new design and color scheme reflects the brand's maturation and evolution as an industry leader for not only its product offerings but also the impressive network it has built over the past few years.

MWS Equipment's strategy is to partner with companies that have the expertise and specialized capabilities in application, installation and aftermarket support of wet processing equipment in order to deliver not just a product but a long term solution to the customer.

We have a lot of jokes about unemployment, but none of them work.

Republic Services acquires Gallegos Sanitation

■ Gallegos Sanitation Inc. (GSI) owners Jerry, Arthur and Rudy Gallegos are retiring and have sold the Fort Collins company to Phoenix-based Republic Services.

In a joint letter to customers, Republic and Gallegos officials said no immediate changes will be made to scheduled pickups, delivery dates, billing or equipment.

The main Gallegos office in Fort Collins will continue to be the hub for Republic's truck yard, shops and base for local workers.

Gallegos Sanitation has grown into a 70 truck fleet of waste and recycling trucks serving Northern Colorado and Southern Wyoming and remains a family affair with three generations of the Gallegos family working for the company.

Terms of the transaction were not disclosed.

Biden names Michael Regan as EPA chief

■ President Joseph R. Biden, Jr. has chosen Michael S. Regan, head of North Carolina's Department of Environmental Quality, to head the Environmental Protection Agency (EPA).

Regan has been in his current post since 2017. His experience includes efforts to hold chemical company Chemours accountable for chemical contamination and working to better regulate hog farms.

Wisetek listed as a vendor for IT asset disposition

■ Wisetek, a leader in advanced IT asset disposal, data destruction, technology reuse and manufacturing services, has been recognized as a representative vendor in the IT Asset Disposition (ITAD) industry in Gartner's recent Market Guide for IT Asset Disposition. With headquarters in Cork, Wisetek is the only Irish company recognized among the major international vendors in the report, which analysed trends in the global ITAD market.

As part of its contribution to the Market Guide for IT Asset Disposition, Wisetek completed a comprehensive questionnaire regarding its operations in Ireland and globally, and the wider industry.

Wisetek has grown exponentially since it was established by Sean Sheehan in 2007, and has expanded its international footprint to include facilities in Ireland, the UK, the U.S., the Middle East and Thailand.

Wisetek is planning to further develop its customer base in the U.S., where it has recently appointed a new vice president of sales, and where it operates facilities in California, Maryland, Massachusetts, Texas and Virginia.

Wisetek operates a zero landfill policy and has processed over 125,000 metric tonnes of electronic equipment and over 17 million parts to date on behalf of its clients. The company has erased and destroyed over 11 million disk drives and over 11,000 enterprise rack systems have been refurbished or newly manufactured.

Universal Recycling names Ken Thomas as president

■ Universal Recycling Technologies (URT), a provider of full service electronic and universal recycling waste and IT assets disposition solutions, announced that Ken Thomas has been named president. Jim Cornwell, who founded the company in 2003, is retiring in early January and has served as URT's leader and president for 17 years.

Thomas has more than 20 years of senior management experience, including over a decade of experience developing and establishing short and long-term goals, plans, and strategies. He brings eight years of progressive experience within the company, currently serving as URT's vice president of finance. Prior to URT, Thomas held finance and operational roles in the casting and fabrication industries, working in markets ranging from aerospace to industrial.

One day, a police officer pulled a car over and saw the back seat was full of penguins. The officer told the driver, "You can't be doing this, you need to take those penguins to the zoo!" The next day, the police officer pulled the same car over again, and said, "Hey! I told you to take those penguins to the zoo!" The driver said, "I did, and today I'm taking them to the movies!"

Carton Council names government affairs head

■ The Carton Council announced that Jordan Fengel, former executive director of the State of Texas Alliance for Recycling, has joined the Carton Council to help grow food and beverage carton recycling in the U.S.

In November, Fengel joined Tetra Pak as sustainability manager for the U.S. and Canada. As a founding company of the Carton Council, Fengel will also lend his expertise to the Carton Council.

In his role with the Carton Council, Fengel will help shape the carton recycling narrative with other recycling stakeholders working to increase participation and improve awareness.

Sarah Lauber elected to Timken board of directors

■ The Timken Company has appointed Sarah Lauber to its board of directors. The election will bring The Timken Company board to 12 members.

Lauber has served as chief financial officer and secretary of Douglas Dynamics, a manufacturer and upfitter of work truck attachments and equipment, since 2017. Before joining the Milwaukee based company, she served as senior vice president and chief financial officer of diversified industrial company Jason Industries from 2015 to 2017. Over the last 25 years, she has held a diverse range of financial leadership and strategic roles since starting her career as an accountant at KPMG.

Lauber, a licensed Certified Public Accountant, will serve as a member of the board's audit and compensation committees. She holds a bachelor's degree from California State University-San Bernardino and an executive MBA from Northwestern University's Kellogg School of Management.

Miller named Pennsylvania DEP regional director

■ Effective January 2, 2021, James Miller became the regional director of the Pennsylvania Department of Environmental Protection's (DEP) southwest regional office. He replaces Ronald Schwartz, PE, BCEE, who recently retired after nearly 35 years of service. Miller, who previously led DEP's northwest regional office for four and a half years, will manage field operations for Allegheny, Beaver, Cambria, Fayette, Greene, Washington, Westmoreland, and Somerset counties.

Miller has served DEP for over 30 years. Prior to being named regional director for DEP's northwest regional office, he was assistant regional director for the northcentral regional office for six years after working his way up from inspector to program manager. Miller began his DEP career as an inspector in the southeast regional office's waste management program. Miller holds a Bachelor of Science degree in environmental biology from the University of Pittsburgh at Johnstown.

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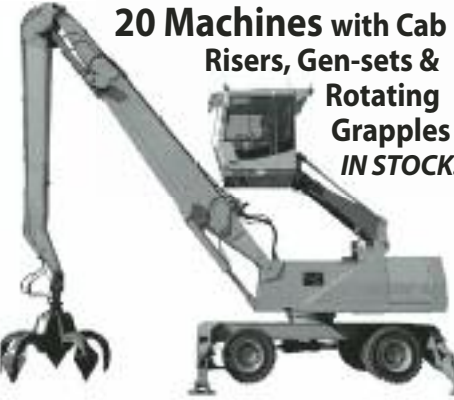
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Scrap tire recycling market remains strong

by MAURA KELLER

mkeller@americanrecycler.com

The pandemic has had far-reaching ramifications for all types of industries, including the rubber recycling industry. As “work from home” initiatives continue to rule and people are driving less, automotive tires, as well as tires found on other vehicles, are being replaced less often. This, in turn, is having an impact on the tire recycling industry as a whole.

According to Sarah Amick, USTMA’s vice president for environment, health, safety and sustainability and senior counsel, tires remain one of the most recycled consumer products in the U.S.

USTMA’s 2019 Scrap Tire Management Summary Report shows that in 2019, 76 percent of annually generated scrap tires entered end-use markets.

“According to our 2019 report, the three largest markets for scrap tires are tire derived fuel, civil engineering, and ground rubber markets,” Amick said. “USTMA saw significant growth in the use of scrap tires in rubber modified asphalt. USTMA’s next Scrap Tire Management Summary Report will be published in 2022.

USTMA members share the goal that all scrap tires enter sustainable end-use markets and are working to grow sustainable, circular markets for scrap tires.

“We see a lot of potential for the use of scrap tires in rubber modified asphalt, which can increase road durability, reduce noise and spray, as well as the use of scrap tires in stormwater infiltration galleries which can clean and filter stormwater,” Amick said.

According to Paul Hosage, chief business development officer and co-founder of Tread Connection, tires have been evolving in design and efficiency, and with that recycling programs for tires have adjusted, too.

At the very beginning of 2020, the U.S. Tire Manufacturers Association was working to “intensify the develop-

ment of new sustainable, circular end-use markets for scrap tires.”

“Their goal is to achieve a 100 percent end-use rate for scrap tires,” Hosage said.

So how has that goal fared in light of the global pandemic? Amick explained, the scrap tire industry in the U.S. remains robust even as COVID-19 continues to alter the nature of travel throughout the U.S. “We anticipate that due to a decrease in tire shipments in 2020, that generation numbers for scrap tires will decrease in 2021 and 2022,” Amick said.

As with most industries, the pandemic has had far-reaching implications on the tire recycling industry. As Hosage explained, we saw early on in the pandemic that tire sales went down as stay-at-home orders went into effect, and presumably more people weren’t replacing their tires as they drove less.

“That said, the tire recycling industry is partnered directly with the facilities that do the recycling,” Hosage said. “These will have been affected on a state-by-state basis per each state’s COVID-19 responses. We’ve found that the majority of tire recycling locations stayed open and available during this pandemic, but we can’t speak to every location in the country.”

Currently, the majority of the conversations being held around tire recycling are centered around finding and developing green initiatives. Hosage is not currently aware of new regulations which would dampen the ability to recycle tires. In fact, Hosage is finding the opposite.

USTMA does support reasonable fees on the sale of new tires to fund state scrap tire programs and have encouraged states to utilize these funds for scrap tire purposes.

“However, we did see a few states transfer money from these funds for general fund purposes, which we oppose, and we plan to continue to



The tire recycling industry has made researching new uses for recovered rubber a priority.

educate states about the importance of maintaining these funds,” Amick said.

“The USTMA is prioritizing its research into finding new ways to make old tires into valuable and reusable materials,” Hosage said. “We’re personally excited at the future of tire recycling. The focus on ‘green’ and sustainability is important to us and obviously the world.”

Amick said USTMA is currently seeing an urgent need to grow scrap tire markets. In fact, USTMA’s 2019 Scrap Tire Management Summary Report showed a decrease of 20 percentage points for scrap tires going to end use markets from its 2013 report.

“To grow markets, we see a need for increased partnerships between all groups in our value chain and welcome the opportunity to work with states, researchers, and others to grow scrap tire markets,” Amick said.

In December 2020, USTMA, The Ray and the University of Missouri launched an effort to create a “state of the knowledge” review of all research related to rubber modified asphalt. The report, expected to be complete in Q1 2021, will highlight the benefits and impacts of using rubber modified asphalt and identify existing performance environmental research and data gaps.

As Amick explained, the 2019 Scrap Tire Management Summary Report showed that the use of rubber modified asphalt grew by 50 percent in 2019. Rubber modified asphalt now consumes over four percent of annually generated scrap tires.

“We see a lot of promise for the use of scrap tires in rubber modified asphalt as asphalt is one of the most

See SCRAP TIRES, Page B6

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TIA Council creates tire recycling glossary

The Tire Industry Association's (TIA) Environmental Advisory Council (EAC) has introduced an easy-to-use glossary of key reference terms and definitions used in the tire and rubber recycling industry.

The guide, which also contains terms and definitions covering other tire segments, was developed to improve knowledge and communication and serve as a valuable resource for anyone working in the tire recycling industry, said Dick Gust, EAC chairman.

As more businesses become concerned with sustainability, the glossary will help to define terms and technologies frequently used in the tire recycling industry and aid state regulators when drafting rules and regulations to manage the flow of scrap tires, he said. Tire dealers also will find it a handy reference when dealing with customers who wish to learn more about where scrap tires go when removed from their vehicles.

The glossary also should be of help to manufacturers who use recycled scrap tires as a raw material in developing product and raw material specifications, Gust said.

The reference guide contains specific "core" terms that represent the foundation for scrap tire and rubber recycling and is not meant to be inclusive. Additional terms may be added to future publications as the industry changes.

The glossary builds upon a terminology guide introduced nearly 25 years ago by the former Tire and Rubber Recycling Advisory Council of the International Tire and Rubber Association, which later merged with the Tire Association of North America to create

TIA. At the time, tire recycling was growing in importance as various states enacted laws to better manage scrap tire flow.

"The EAC recognized that the original guide was an excellent starting point to update the terms," Gust said. "Since then, new technologies have developed, processing equipment has improved significantly, the value of the raw material has been found to enhance the performance of various products and the importance of sustainability has become a corporate directive. The new glossary keeps pace with those changes."

The EAC has 12 participants from state agencies, tire dealerships, tire manufacturers and other industry companies. They include, in addition to Gust: Charles Astafan of CM Shreders; Farella March and Kole Kennedy of the Oklahoma Department of Environmental Quality; Monti Niemi of First State Recycling; Mary Sikora of Recycling Research Institute/Scrap Tire News; John Baldwin of Discount Tire Co.; John Evankovich of Sam's Club's Tire & Battery Centers; Brad Feeney of TBC Corp.; Debra Hamlin of Bridgestone Americas Tire Operations; Tom Huls of TOKAH Inc. dba. Big O Tires; Jim Pangle of Fountain Tires; and T.J. Trum of Pomp's Tire Service Inc.

Council members, including Sikora, who worked on the first terminology guide and helped research and edit the new glossary, spent 11 months working on the project before it was ready to be published, Gust said.

For a direct link to the glossary, view this article on www.AmericanRecycler.com.

Cooper Tire named to World's Best Employers List

Cooper Tire & Rubber Company has been recognized by Forbes as one of the World's Best Employers 2020. Cooper placed within the top 20 percent, ranking 143 out of 750 companies on the list, and ranked highly in the automotive industry, placing second among six tire companies in the category.

In partnership with market research firm Statista, Forbes compiled the ranking based on employee ratings of their employer on topics such as economic footprint, gender equality, social responsibility, talent development and COVID-19 response.

"Cooper is comprised of dedicated employees focused on living our company purpose, which states that everyone deserves to travel through life's journeys with confidence, and Cooper is there at every turn. Being ranked a World's Best Employer speaks

volumes about our company culture and practices, and the pride employees take in being part of the Cooper team," said Paula Whitesell, senior vice president & chief human resources officer. "We are pleased to earn this recognition and are dedicated to continual improvement to meet and exceed the expectations of all of our stakeholders, including our employees."

Cooper has focused on efforts to enhance the employee experience including creating a diverse and inclusive environment. Cooper scored a 100 percent on the 2020 Human Rights Campaign's Corporate Equality Index and was named a Best Places to Work for LGBTQ Equality. In 2019, Cooper was recognized by both the Women's Forum of New York and 2020 Women on Boards for female representation on its company board of directors.

Goodyear and SafeAI partner on tire intelligence for autonomous heavy equipment

The Goodyear Tire & Rubber Company and SafeAI, a pioneer in autonomous heavy equipment, announced a strategic relationship to incorporate tire intelligence into the programming of autonomous heavy equipment vehicles.

Through an integration with the SafeAI autonomous ecosystem, the companies will exchange site data to protect tire health, eliminate downtime and contribute to a smarter, safer standard for the construction industry. Tire intelligence from Goodyear's TPMS Heavy Duty rim-mounted sensors will be deployed at an active construction site in Cupertino, California.

With this collaboration, Goodyear will outfit a Caterpillar 725, retrofitted with SafeAI's autonomous software, to capture pressure and temperature data and monitor overall tire health. These sensors can identify and communicate adverse conditions before they cause maintenance issues and derail a project.

Traditional construction and mining sites are rife with inefficiencies, fueled in large part by costly unplanned downtime rates as high as 20 to 30 percent, resulting in missed timelines and increased budget – and COVID-19 is exacerbating these challenges. Tire intelligence can help mitigate these challenges by identifying early or potential problems, such as underinflation, before they cause unexpected delays – bolstering efficiency, safety and return on investment.

"No matter the vehicle – automobile, freight truck or dump truck – tire intelligence can help elevate safety, performance and efficiency," said Chris Helsel, Goodyear senior vice president and chief technology officer. "Through our work with SafeAI, we will not only empower site operators with greater visibility and efficiency, but also gain invaluable performance data to inform our future innovation in autonomy and heavy equipment."

In-person and online CTS classes to be offered in 2021

The Tire Industry Association (TIA) will offer two 400-Level Commercial Tire Service (CTS) Instructor Training and Certification classes at the start of 2021, one in-person and the other virtual.

"The reason for this change is to avoid what happened in 2020 with in-person classes that were cancelled because of the COVID-19 pandemic," said Kevin Rohlwing, TIA senior vice president of training. "This is a step to ensure that we can provide training to everyone who wants it, whether that's in-person or online."

The 400-level certified CTS training course covers all aspects of com-

mercial tire service including OSHA standards, mounting – demounting, wheel installation and torque, road service, tire balance and repair. Students who pass the course will be certified to instruct the 300-Level Certified Technician Course in the field.

Students taking the virtual class will watch live training demonstrations by TIA trainers. Class size for the online course is limited to 20. The in-person class is limited to 15 to allow for social distancing.

For additional information, view this article on www.AmericanRecycler.com.



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Partnership transforms used tires into raw materials

Michelin is partnering with Enviro to develop and industrialize, on a large scale, an innovative pyrolysis technology to recycle tires.

For the tire industry and its customers, recycling is a major issue. Each year, about one billion tires reach the end of their life. Thanks to recycling technologies, tires considered as used give birth to new quality raw materials.

Swedish start-up of 20 employees founded in 2001, Enviro developed a technology to modify the chemical composition and physical phase of the pneumatic material during the pyrolysis process, while ensuring minimal energy consumption.

This highly innovative technology enables the production of high quality products such as recovered carbon black, pyrolysis oil, steel or gas end products that can then be re-incorporated into the production circuit of different industrial sectors. This recycling technology converts tires that would be considered waste to a valuable resource that will be used to create raw materials.

The partnership is based on four items:

- A development agreement to deploy Enviro's pyrolysis technology on a larger scale;

- Michelin's stake of 20 percent of Enviro's capital, amounting to 32,526,262 SEK (around 3 million €), or the equivalent of 116,165,223 shares, making Michelin the largest shareholder. The Group will support developing Enviro by its board representation expected to be proposed to the shareholder vote.

- The common project to build a factory to industrialize the technology. The location of the plant will be confirmed at a later date.

- A joint supply agreement between Michelin and Enviro.

This partnership will allow the complementary know-how of the two companies to be pooled in order to accelerate progress in tire recycling. Michelin will bring its industrial know-how to the plant's construction project and its know-how in terms of research and development and production. Enviro will bring its patented pyrolysis technology, which will produce high-quality products.

"The partnership we have just signed with Enviro fits perfectly with Michelin's "All Sustainable" vision. After the acquisition of Lehigh Technologies in 2017, a specialist in high-tech micro-powders derived from recycled tires, this is a further proof of Michelin's long-term commitment to recycling and sustainable mobility," said Sonia Artinian-Fredou, services and solutions, high technology materials business director.

LafargeHolcim signs agreement to acquire Firestone Building Products

LafargeHolcim has signed an agreement to acquire Firestone Building Products (FSBP), a leader in commercial roofing and building envelope solutions based in the U.S., with 2020 estimated net sales of \$1.8 billion and EBITDA of \$270 million. This acquisition is a milestone in LafargeHolcim's transformation to become the global leader in innovative and sustainable building solutions.

This transaction is valued at \$3.4 billion, to be financed with cash and debt while maintaining net debt below 2x. Synergies of \$110 million per year are expected on a run-rate basis within two years of closing, which is expected in the second quarter. The acquisition is earnings per share (EPS) accretive from the first year.

Paolo Ferrari, Bridgestone Americas president, chief executive officer said, "This transaction will create new growth opportunities for Firestone Building Products and allow Bridgestone to focus its resources to further invest in the company's tire business and rapidly growing mobility solutions business. Like Bridgestone, LafargeHolcim is a global company with a strong financial position and thriving culture."

Founded in 1980, Firestone Building Products (FSBP) is a business unit of Bridgestone Americas and part of Tokyo-based Bridgestone Corporation, a leader providing tires and sustainable mobility solutions that create social and customer value.

The acquisition of FSBP will strengthen LafargeHolcim's biggest market, in the U.S., establishing a new growth profile, reaching \$6 billion in annual net sales. Building on FSBP's strong organic growth, LafargeHolcim expects to accelerate its leadership through cross-selling opportunities and further bolt-on acquisitions. LafargeHolcim also aims to swiftly globalize the business, leveraging its European and Latin American footprint.

Urbanization trends are accelerating the development of the flat roof market, currently estimated at around \$50 billion globally.



LafargeHolcim incorporates used tires in a multitude of new products and utilizes the rubber for energy production, cement and other materials.

By entering this attractive new business, LafargeHolcim will deliver above-market growth, driven by innovative technologies and branding. It will also benefit from FSBP's position in the high-growth repair and refurbishment segment, accounting for the majority of its sales today.

With up to 60 percent of buildings' energy lost through roofs, FSBP plays an instrumental role in mitigating this process with its industry leading technologies, including cool roofs, insulation and waterproofing systems.

In addition, its green roofs contribute to more sustainable urban environments. These technologies complement LafargeHolcim's sustain-

able building solutions, from its ECO-Pact green concrete to its EcoLabel range, accelerating the company's net zero commitment.

With this acquisition LafargeHolcim will add 15 manufacturing facilities, 1,800 distribution points and 3 R&D laboratories to its network. Upon completion of the sale, FSBP will continue to be headquartered in Nashville, Tennessee, and all 1,900 FSBP employees will transition to LafargeHolcim.

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EQUIPMENT SPOTLIGHT

Derimmers Shears

by MARY M. THORNTON

maryt@americanrecycler.com

According to the Rubber Manufacturers Association, and as of 2015, 93 percent of the U.S. waste tire stockpile volume has been cleaned up and recycled and similar cleanups have even taken place in most developed countries. The same source cites that the recycled rubber scrap utilization rate in the U.S. has remained above 80 percent for at least a decade. Because rubber isn't biodegradable and the resulting negative impact on the environment can be severe, the majority of rubber waste is recycled into tire-derived fuel (TDF). Increasingly, waste rubber is also recycled into ground rubber and related products such as asphalt, playground mulch, sports surfaces, and other molded rubber items. Derimmers, shears and shredders are all used in these recycling processes.



BCA Industries

John Neuens, director, sales and marketing at BCA Industries, stated, "We are known for our portable and mobile machines but we design and build entire rubber processing plants for output of everything from primary shred to crumb rubber. Our company manufactures a full line of tire and rubber processing equipment, including unique shredders, conveyors, raspers, screens, cracker mills – as well as wire and fiber separation. We can provide the fastest sidewall cutting machines on the market, all the way to a 72" wide and an 800 hp shredder for all large format tires."

He added that wire free rubber can be produced on a small business scale with BCA's tire-to-mulch system using their patented Triplus machine. It produces clean cut 3/8 to 3/4" wire free mulch from sidewalls as well as full shred, rasper and magnetic removal sys-

tems for large production of wire free materials. "The patented Triplus machine is innovative because it can effectively process uncured rubber. Handling this difficult material has always been a challenge for rubber processors. The markets we serve are quite diverse and they each can have their unique challenges. I often enjoy assisting clients with their business models or locating and assisting in export processes, especially if they are near a coast. This is really where you can learn which equipment types are best suited for a customer's business area. You simply cannot ship these commodities very far, profitably.

Lending our help and expertise to all of our customers commonly proves very beneficial to them. Other vendors who may offer equipment similar to ours simply do not spend the time or do not have the expertise to do the same," Neuens commented.

EECO (Engineering and Equipment Company) has been designing and manufacturing tire recycling equipment for 30 years. Alex Dom, vice president, explained, "We serve anyone looking to

get into the tire business, or established businesses that deal with tires. We manufacture the most affordable shredding systems for the tire recycling industry and EECO is proud to offer two unique tire shredders. Our sidewall chipping system is designed to cut sidewalls of tires down to 3/4" minus rubber mulch for use in landscape and playground applications. Rubber mulch is often found to be the safest surface for a playground area and with our process; we guarantee steel-free mulch production. Our tread chipping system cuts tire tread into 2.5 x 2.5" chips for use as TDF or TDF aggregate. We have customers that use our tread chipping system for pro-



Engineering and Equipment Company

duction of leach line fill for septic systems that fuel cement production. With diminishing landfill space, EECO's ecosystem of equipment creates tire-derived products, which can decrease landfill cost and volume and provide added value for consumers of products made from tire chips. We stand behind our equipment with lifetime maintenance support and a six month warranty provided with all of our equipment. We truly strive to implement simple solutions to tough problems."

"All RES shears are multi-purpose and so can process a variety of materials. Our complete line of high quality hydraulic alligator shears and a variety of power options including electric, gas and DUAL powered gas/electric motor upgrades. With a minimum of 110 tons of cutting force, our shears easily process rubber and scrap metal and all our new machines include a one year warranty, stated Mary Gaither, sales director of Recycling Equipment Solutions Corp. (RES),

See DERIMMERS/SHEARS, Page B5



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Derimmers/Shears Continued from Page B4

an recycling equipment manufacturer and distributor. RES replacement parts are stocked in house for the shortest possible down time with most items available for immediate shipping and receipt within 24 to 48 hours. All RES equipment is proudly made in the U.S. from the ground up at their Ohio facility.

Gaither also noted, "We offer a wide range of services, including custom made shears, skid steer shears and bobcat shears, which handle a myriad of requirements in the rubber, demolition and scrap metal recycling industries. We also repair and recondition shears made by any manufacturer and we even stock replacement parts for some imported machines and shear manufacturers that are no longer in business. With over 35 years of doing business in the scrap equipment industry, our customers continue to be our best salespeople. Providing high quality machines and 100 percent satisfaction in customer service will always be our #1 goal at RES."

Tire Service International (TSI) produces U.S. made products for the tire industry. Included in the product lineup are wheel crushers for separating rims from tires for recycling, and tire cutters for reducing the volume of scrap tires for ease of handling and transportation. Recycling equipment includes two models of the above-mentioned wheel crushers and four models of tire cutters. The TC-100 Tire Cutter is used by auto salvage yards, landfills, retread plants, tire shops and service stations. It is designed to cut heavy truck tires into quarters at up to 40 per hour, and passenger and light truck tires at up to 120 per hour, using the optional passenger compressor attachment. The TC-100 GP is equipped with a Briggs and Stratton 18HP v-twin gas motor with an electric start.

"Now celebrating 40 years of experience and innovation, TSI has grown from a small company into an internationally recognized leader in the industry. We're well known for the Cheetah beadseater product line and TSI has made several important acquisitions over the years, including Safe-Shop Tool heavy duty service products and the Amermac line of truing equipment. See our equipment in action at our website and learn more about financing options and all of our fine products," Brian Doyle, general sales manager, said.

"Our ZXS Series heavy duty industrial single shaft shredder, with a powerful two-speed swing ram design, eliminates the risk of blocking and wearing out of the internal guide rails. It is very versatile, can shred all kinds of input materials, and is well suited for different industries," said EJ Stratman, national sales director at Zerma-America. He continued, "These single shaft shredders are equipped with a 750 mm diameter rotor in widths from 1500 to 3000 mm and are driven by two oversized gearboxes. Its low speed of 45 rpm guarantees a high torque and smooth operation. The hydraulic power



Recycling Equipment Solutions Corp

pack is well integrated into the shredder housing to save space and protect it from damage, and also provides easy access or removal for maintenance. The proven E-type rotor, knife holder and knife designs are uniquely superior, and built to conquer the most demanding applications and challenges. The heavy-duty industrial shredders can also be tailored to various applications—with advanced controls and hydraulics, hard facing, and other wear options."

Stratman said all Zerma machines are developed and manufactured by an international team of experienced engineers in close cooperation with partners and customers of the firm. Almost all components are manufactured in-house; the company avoids suppliers and outsourcing wherever possible. This is made possible by the Zerma modern machining center and an experienced, well-trained staff. This independence makes it possible for their R&D team to quickly develop and test prototypes as well as service all Zerma machines running in North America.

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HENDRICKSON LAUNCHES HEAVY-DUTY RUBBER SUSPENSION

Hendrickson Truck Commercial Vehicle Systems has launched its next-generation, heavy-duty rubber suspension Haulmaax[®] EX as the standard rubber suspension offering, addressing the demand for rubber suspensions across all vocational applications. The suspension is optimized to provide increased site rating, expanded capacity ranges and improved durability.

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MECALAC OFFERS AS900TELE FOR OPTIMIZED LOGISTICS

Mecalac, a global designer, manufacturer and distributor of compact construction equipment for urban environments, introduces the AS900tele to North America.

The new machine combines the compactness and mobility of Mecalac's revolutionary AS Swing Loader Series with telescopic technology to provide game-changing versatility on the job-site.

The 22.2 gpm auxiliary hydraulics further increase flexibility. Functioning as a loader, telehandler or landscaping tool, the AS900tele reduces the need for additional equipment and optimizes job-site logistics.

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LABOUNTY LAUNCHES EXPANDED LINE OF MOBILE PULVERIZERS

Stanley Infrastructure, the premier partner for industrial tools and attachments, announced that LaBounty launched a new line of mobile hydraulic pulverizers (MPH). This update offers peak efficiency for secondary demolition and concrete recycling applications.

The LaBounty MPH platform features a new design that is optimized to pick up, crush and separate rebar from concrete faster than ever before as a result of high-tip forces, increased jaw sizes and fast cycle times.

The unique shape makes it extremely versatile for use on the ground when separating rebar from concrete in recycling applications.

Stanley Infrastructure
6430 SE Lake Road
Milwaukie, OR 97267
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www.stanleyinfrastructure.com

Michelin to cut 2,300 workers

French tire maker Michelin will eliminate as much as 2,300 jobs across its production facilities in France, although no factories will be closed. The measure comes as the producer reinforces activities outside its core business.

"The plan is part of a broad co-construction and social dialogue approach and will rely on negotiating a three-year framework agreement that will not entail any layoffs. The plan does not rely on plant closures," the world's second largest tire manufacturer said in a statement.

According to the company, the step will affect 1,100 positions in offices and 1,200 positions in plants. Some 60 percent of reductions will be implemented through not replacing workers as they retire and offering payouts to others who were willing to leave. The layoffs which will come

over three years equate to nearly two percent of Michelin's global workforce.

The tire maker was forced to reduce its workforce in France, Germany and the U.S. by almost 1,500 since 2017 amid tough competition from low-cost manufacturers. In France, the company currently employs around 20,000 people.

Michelin said it would create other jobs focused on higher end tires, and those destined for agricultural, industrial or competition use. The company is also planning to focus increasingly on sectors that include hydrogen development, 3D printing, adhesives and plastic recycling.

The manufacturer plans to generate 30 percent of its revenues from activities that are not focused on tire making by 2030.

Scrap tires

■Continued from Page B1

recycled materials and can be utilized repeatedly," Amick said.

Many states have specifications for the types of pavement that can be utilized in a given state. But USTMA has seen that several state specifications do not include the use of rubber modified asphalt and they have encouraged states to open their specifications to include its use.

"We are encouraged by the growing number of states that include the use of rubber modified asphalt in their state specs, including California, Arizona, Texas, Florida, Georgia, Massachusetts, Rhode Island, New Hampshire, Kentucky, South Carolina among others, depending upon the specific pavement type," Amick said.

As Hosage pointed out, earlier in 2020 we also saw Green Distillation Technologies, an Australian recycling plant, sign a deal to build its first tire recycling plant here in the U.S., which is very exciting news for the industry.

"Of course, COVID-19 interrupted a lot of development, but we're looking forward to the picking-back-up of this type of development as the vaccine comes into effect," Hosage said. "Our biggest concern about COVID-19's effects on the tire recycling marketplace is that people will continue to be nervous to go out to the recycling centers and ensuring that the tires are going to the right location and not just the dump. But the urge and need for greener ways to deal with waste is very present, and we're thinking that tire recycling will continue forward strongly."

The Biden administration has announced a focus on developing sustainable infrastructure in the years ahead. As such, USTMA continues to educate policy makers about the role that scrap tires have in developing sustainable infrastructure solutions – such as the use of scrap tires in rubber modified asphalt and tire derived aggregate (larger shreds of scrap tires) in stormwater infiltration galleries.

"The Biden administration has also announced that action to reduce carbon emissions is a priority," Amick said. "USTMA will continue to educate policy makers of the importance of considering the circular economy and waste disposal in creating actions to mitigate climate change."

As an example, several USTMA members have invested in operations to produce recycled carbon black, which advances the circular economy by extracting carbon black from scrap tires and utilizing recycled carbon black in manufacturing new tires. Additionally, roughly 37 percent of all annually generated scrap tires are used as fuel in cement kilns, pulp and paper mills and electric utilities.

"We encourage policy makers to consider waste disposal in future climate policy and to allow for fuel flexibility to prevent waste disposal implications," Amick said. "The EPA recognizes the biogenic or natural rubber fraction in tires as carbon neutral and we anticipate in the years ahead, that with the increased use of renewable and recycled materials in tires that the biogenic fraction in tires will increase; decreasing the GHG emissions associated with the use of scrap tires as fuel."



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Bridgestone accelerates sustainability initiatives

Bridgestone clarifies long term target of achieving a carbon neutral state by 2050 and beyond

Bridgestone Corporation shared its Sustainability Business Framework, a roadmap for guiding its initiatives for supporting safe and secure mobility and contributing to the realization of a carbon neutral society.

Bridgestone has consistently sought to reduce its use of resources in its tire and rubber business through means such as developing “Dan-Totsu (class leading)” products with longer lifespans and that use fewer resources. At the same time, the company is promoting the reuse of resources in its solutions businesses, which provide value to customers in the product use phase. Examples of these efforts include Bridgestone’s retread (tire-to-tire) business in which the tread portion of worn-down tires is replaced so they can be reused. Looking ahead, the company is looking at a new recycling (tire-to-rubber/tire-to-raw materials) business that includes converting used tires into usable raw materials.

Looking to 2030, Bridgestone will move ahead with the development of this business and seek to build a unique sustainable business model that provides benefits for society and customers as well as for Bridgestone. This

business model will be designed to contribute to the creation of a circular economy and CO2 emissions reductions across the entire value chain, which encompasses manufacturing, use by customers, and recycling.

In 2012, Bridgestone unveiled its long term environmental vision, kicking off initiatives aimed at helping realize a sustainable society. New targets for these initiatives were established with the introduction of the new Milestone 2030 set of medium-term environmental targets in 2020. Guided by these targets, the company is accelerating efforts to decouple business growth from adverse environmental impacts and increased resource consumption. To accelerate its contribution toward a carbon neutral society, Bridgestone has clarified its long term environmental target of achieving a carbon neutral state by 2050 and beyond along with its target of reducing its total CO2 emissions by 50 percent from 2011’s level by 2030. These targets are aimed at facilitating further reductions to CO2 emissions and more aggressive contributions to the realization of a carbon neutral society.

Bridgestone has defined a vision of providing social value and customer value as a sustainable solutions company toward 2050 and established its Mid-Long Term Business Strategy to serve as a guide in accomplishing this vision.

Continental ships truck tires from new plant in Mississippi

Continental, a large tire and automotive technology supplier, has shipped the first tires from its green-field plant in Clinton, Mississippi, less than four years after the initial groundbreaking. The Clinton plant produces large truck and bus tires for the North American market, and employs approximately 500 people. It is Continental’s second location producing truck tires in the U.S., along with Mount Vernon, Illinois.

Beginning to ramp up production despite the pandemic was a challenge. The company’s first priority was the safety of its employees, leading to implementation of additional safety requirements, such as the wearing of personal protective equipment, as well as increased frequency of disinfection in common areas, stations with personal hygiene supplies, and an on-site nurse. More than 280 employees collaborated safely to deliver the shipment of tires on time.

Continental has seen customer demand for commercial vehicle tires growing globally in the past decade, both in new truck and bus tires, as well as tire retreads. This growth led the company to establish further production capacity in the U.S. The Clinton plant is Continental’s first new plant for the truck tire business globally in more than 10 years.

Continental develops pioneering technologies to make commercial fleets safer, more efficient, and more connected. With innovative tire technology and digital fleet solutions, Continental optimizes tire lifecycle management to deliver the Lowest overall driving cost to fleets and strives to become the preferred partner to our independent tire dealers.

Continental is currently one of the five largest brands in the medium/heavy truck tires segment in the U.S. by market share.

Two hunters were in the woods, when one of them suddenly collapsed. He wasn’t breathing and his eyes looked glazed. Thinking quickly, the other guy grabbed his cell phone and called for help. He shouted, “I think my friend is dead!”

What do I do!?”

“Calm down,” the operator replied.

“First, we need to make sure he’s dead.”

The phone went silent for a second, then the operator heard a gunshot.

“Ok,” said the hunter, “now what?”

Klean wins lawsuit against ReKlaim Inc, Pyrolyx’s AG joint venture partner

Klean Industries Boardman, Inc. advised that it has won the court case that it brought against ReKlaim Inc. in the Circuit Court of Morrow County, Oregon. The Court entered a default order and default judgment against ReKlaim for the full amount of damages sought by Klean. Specifically, the Court entered a default judgement against ReKlaim for breach of contract, breach of the covenant of good faith and fair dealing, fraud and fraudulent concealment. As a result, if ReKlaim were to file for bankruptcy protection, the judgment for fraud is unlikely to be discharged.

Jesse Klinkhamer, Klean’s chief executive officer commented, “I’m very pleased with the outcome of the lawsuit against ReKlaim. It’s no surprise that we received a default order and default judgement against ReKlaim, even after its attempted delays. While this is a win, it is still upsetting that ReKlaim and its management team conducts itself in this manner, which in our opinion is reprehensible. Considering what Klean experienced in Boardman, Oregon after acquiring the site from ReKlaim, it’s our view that no one should have been surprised at all that ReKlaim’s new joint venture facility with Pyrolyx in Terre Haute, Indiana went bankrupt

before it even entered commercial operation. In light of the prior failed ventures, we believe the writing was on the wall before they even began efforts in Indiana. Sadly, it is likely the shareholder and investors that will pay the price for what appear to be bad decisions by ReKlaim, Pyrolyx and their executives. While it is unlikely that Klean will recover the damages awarded by the Court, this process shows that progress is being made in regards to holding corporations accountable for their poor behavior. We believe that it is time to hold businesses, owners and executives accountable for their actions.” Klinkhamer went on to say, “We can only hope in the future people consider the outcome of working with these types of businesses, that they act accordingly and take the right measures and steps to protect their investors and shareholder alike.

“With this now behind us, there are exciting times on the horizon for Klean and the Port of Morrow as detailed design and engineering is near completion for the new facility, and we intend to break ground in the first quarter of 2021 with plant construction planned for competition in less than 24 months.

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