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NewsVoice of Salvage, Waste and Recycling

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FOCUS: Automotive

Scrap tire recycling market stays strong



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Embracing innovations in waste and recycling management

by MAURA KELLER

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Technological innovations and technically-advanced processes are fast becoming the core backbone of today's waste and recycling industries.

Matanya Horowitz, founder and chief executive officer at AMP said two trends they're watching with regard to waste technology are larger deployments of artificial intelligence (AI) and robotics technology and new applications of AI.

In terms of larger deployments of AI and robotics, more materials recovery facilities (MRFs) have adopted and begun to rely on automation in the last few years, but especially so during the pandemic as a path to operational continuity.

"The pandemic accelerated adoption and greater interest in larger and repeat orders, but it wouldn't have happened without increasing acceptance of AI and robotics," Horowitz said. "Thanks to continuous improvements in field performance and reliability, AI-guided robotics systems have become proven technologies. These larger deals validate their ability to help the industry enhance safety, increase productivity, and improve recovered resource quality."

What's more, AI improvements have paved the way for the expansion of categories for identification

by material type, form factor, and numerous other attributes. These advancements create new opportunities for applications like waste auditing and characterization, providing much-needed data and bringing greater transparency to the material stream.

According to Dan Kurtz, vice president of recycling for Waste Connections, who AMP has partnered with to deploy 24 systems, this technology "is giving us real-time data on what's going past the robots. We see everything. We can tell how much cardboard or paper is in a plastics stream, down to the brand level. It's also giving us a way to collaborate with brand owners and packaging producers and get a heads up on what's coming before it ever hits the market. This provides the opportunity to go after polypropylene, which is becoming more prevalent, because robots can identify the material in a split second."

According to Kevin Garcia, general manager of civil specialty solutions at Trimble, provider of a wide range of hardware and software solutions for the waste industry, including for weighing, transfer and landfill management, the industry is seeing a push toward technology solutions that can help eliminate inefficiencies all across the waste stream. For example, any



Technology has had a significant impact on the waste industry and allows landfills to operate much more efficiently.

landfill truck scale operator can tell you that most garbage trucks are significantly underloaded, and a landfill without proper management is a problem.

"Onboard scale technology can solve both problems by helping monitor and provide actionable data about the waste stream," Garcia said.

Technology also allows landfill operators to construct new cells efficiently and accurately. As Garcia explained, machine control systems enable operators to place refuse within the permitted airspace and compact it completely, while maintaining grade aid with water runoff.

"Compacting material completely means that machines move more efficiently, using less fuel and reducing maintenance issues," Garcia said. Drones allow landfill operators to measure their landfill sites

accurately and with little effort, which enables informed decision making.

New technology can have significant impacts on the industry. In addition to increasing efficiency, technology can also provide data that enables better decision-making across a waste management organization. For example, onboard scales optimize payload on every dumpster, but new reporting tools go even further to help optimize profitability per route or per customer, which puts the hauler in control of profitability. Similarly, as Garcia explained, drones give landfill operators a snapshot in time that can be used for measuring airspace, density, surface area and slope, all of which can be used to make better decisions.

With new technologies comes new challenges. As Horowitz explained, the

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Goodyear recently retrofitted a Caterpillar 725 with autonomous software by SafeAI, keying in to the benefits of artificial intelligence for multiple industry segments.

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NY DEC strives to improve food scrap recycling

New York State Department of Environmental Conservation (DEC) Commissioner Basil Seggos announced proposed regulations to implement a new statewide waste reduction initiative that supports food donation to help hungry New Yorkers and food recycling to help prevent the landfilling of food scraps. The proposed regulations would require composting and the donation of edible food by large food scrap generators to promote an effective reuse of materials otherwise headed for landfills. DEC will hold two virtual public hearings on the draft regulations on April 7, and is accepting public comments on the proposal until April 27.

“Reducing food waste has significant environmental benefits, including creating useful compost and decreasing the amount of materials that would otherwise be sent to a landfill, eventually creating methane gas that contributes to climate change,” Commissioner Seggos said. “Perhaps even more critical now, when so many New York families are struggling with food insecurity during the pandemic, these proposed regulations support initiatives to connect hungry people with edible food and support organizations like Feeding

New York State that are working to reduce hunger in our communities.”

The draft regulations would implement the Food Donation and Food Scraps Recycling Act, which goes into effect in January 2022. The regulations implement the Act’s requirements for all designated food scrap generators to donate excess edible food and send food scraps to an organics recycler if one is available within 25 miles of the generator. The increase in food donation will help New Yorkers in need and result in job creation to assist the not-for-profits that handle food donations. The act also requires generators to recycle food scraps by using organics recyclers (composting facilities, etc.) to reduce the amount of food scraps that would otherwise end up in landfills and ultimately produce methane, a potent greenhouse gas. Composting facilities and other organics recyclers produce beneficial organics soil conditioners that are needed to improve the quality of poor soils and reduce erosion.

DEC’s draft regulations define a food scrap generator as an entity that generates an annual average of two tons of food scraps or more per week at a single loca-

tion. These entities include, but are not limited to, supermarkets, food service businesses such as restaurants, higher education institutions, hotels, food processors, correctional facilities, and sports or entertainment venues. The proposal exempts New York City, hospitals, nursing homes, adult care facilities and elementary and secondary schools.

The draft regulations also detail requirements to donate excess food and recycle food scraps if an organics facility is available, as well as annual reporting. In addition, the proposal includes a temporary waiver provision for generators that demonstrate a need to be excluded from certain requirements, such as a lack of food scraps transporters nearby. The proposal also outlines requirements that apply to transporters, transfer facilities, landfills, and combustion facilities to ensure that once the food scraps are separated by the generator they are ultimately recycled and not disposed.

DEC will hold virtual public hearings on the proposed Part 350 regulations on April 7, at 1 p.m. and 6 p.m. via WebEx. The public is invited to submit written comments on the proposed regulations

through April 27, 2021. Written comments can be submitted by e-mail to FoodScrapLaw@dec.ny.gov or by mail to: ORRS-Part 350, NYSDEC, Division of Materials Management, 625 Broadway, Albany, NY 12233-7253. Please include “Comments on Proposed Part 350” in the subject line of the e-mail.

New York State has taken decisive action to combat food insecurity during the COVID-19 pandemic, including the launch of the Nourish New York program statewide and a pilot partnership with HelloFresh to provide fresh meals to veterans, military families, and other residents in New York City, among other initiatives. In July, Governor Cuomo announced \$1.5 million in funding for Feeding New York State to support its network of 10 regional food banks, as well as local farms to help provide milk and produce to food insecure New Yorkers in response to the increased need for food bank services due to the economic and public health impacts of the COVID-19 pandemic. The grant built upon more than \$4.3 million announced by the Governor earlier last year for projects across the state.



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Breweries to begin PPE recycling program

Brewers Collective, the craft business unit of Anheuser-Busch, announced a national partnership with innovative recycling company TerraCycle to promote the proper recycling of personal protective equipment (PPE).

Brewers Collective has installed TerraCycle Zero Waste Boxes, specially intended for single-use masks and gloves, at 18 craft breweries across the U.S. Once the boxes are filled, they will be returned to TerraCycle for recycling. The collected PPE will be cleaned, melted, and processed into a raw material that can be used to make new products, such as composite decking, outdoor furniture, and reusable shipping pallets.

The decision to focus on PPE recycling emerged from the continued widespread public use of protective equipment due to the COVID-19 pandemic.

In 2020, Johns Hopkins University estimated that the U.S. was using an average of 45 million masks per day, most of which are not approved for traditional recycling bins. As PPE usage continues, community streets, parks, and beaches are being littered with single-use gloves and masks, which poses a dangerous contamination risk.

“Sustainability has always been a core focus for our company and our craft brewery partners, and this past year presented a new and unique set of environmental challenges for our industry overall. By partnering with TerraCycle, we are addressing the very time-sensitive issue of safely recycling our brewery PPE, while also creating a solution that supports the larger community,” said Marcelo “Mika” Michaelis, president, Brewers Collective, Anheuser-Busch.

In addition to installing Zero Waste Boxes, select breweries will also be promoting broader community awareness of proper PPE recycling through local “Pints for PPE” efforts at their brewpubs. “Pints for PPE” offers refreshing incentives such as gift cards or merchandise for consumers who bring their used PPE into local participating brewpubs. Details and timing of local “Pints for PPE” events will be shared on participating breweries’ social channels.

This new partnership with TerraCycle expands on Brewers Collective’s ongoing investments in the long-term health of our environment and our communities, as well as Anheuser-Busch’s broader sustainability goals for 2025, which focus on renewable electricity and carbon reduction, smart agriculture, water stewardship and circular packaging.

Search for #RecyclingHeroes 2021 launched

The Global Recycling Foundation is calling for nominations for the award of Recycling Hero 2021 from individuals to business leaders, sole traders to multinational businesses, communities, towns and cities that have continued to recycle during the Covid-19 crisis.

All entrants will have a chance to win a US\$500 prize and the winners will feature on the Global Recycling Day social media channels. Ten recycling heroes will be chosen as the winners representing the various continents of the world.

Ranjit Baxi, founding president of the Global Recycling Foundation, commented, “We want to champion Recycling Heroes during a particularly difficult year, and encourage the world to recognize the critical importance that recycling makes to the preservation of our planet.”

“Every year on Global Recycling Day we applaud the innovative recycling practices of our heroes and report what they have achieved to our millions of supporters around the world.”

Recycling has been acknowledged as the Seventh Resource upon which humanity depends for the supply of raw materials and its essential role has continued throughout the coronavirus crisis.



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Events

March 21st-23rd
2021 C&D World Annual Convention. AT&T Hotel and Conference Center, Austin, Texas. 866-758-4721 www.cdrecycling.org

March 30th-31st
Northeast Recycling Council's Spring Virtual Workshop. 802-254-3636 www.nerc.org

April 8th-10th
United Recyclers Group Training Conference. Hyatt Regency Dallas, Dallas, Texas. 888-874-3463 www.u-r-g.com

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Aluminum Association Spring Meeting 2021. The Ritz-Carlton, Miami Beach, Florida. 703-358-2960

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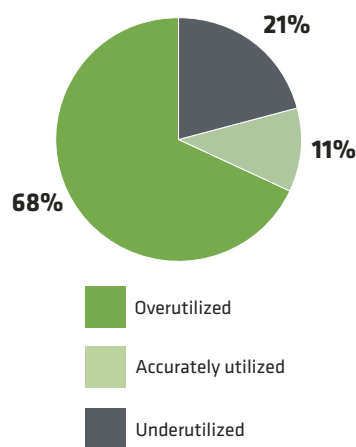
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Innovations

■Continued from Page 1

economics and efficiency of identifying and sorting paper, plastics, metals, and other recyclables from the waste stream creates a major challenge for material recovery.

In recent years, the waste industry has also faced stricter international quality standards for contamination-free imports of recycled materials, leaving the industry in search of cost-effective alternatives to meet these requirements.

“COVID-19 then forced many businesses to suspend recycling operations due to concerns for worker safety,” Horowitz said. “Simultaneously, the pandemic increased demand for high-quality recycled feedstock to overcome supply chain interruptions and shifts in raw material availability.”

AI and robotics technology is helping the waste industry meet these challenges by modernizing recycling – improving material quality, ensuring worker safety, increasing productivity, lowering costs, diverting waste from landfill, and reducing greenhouse gas emissions – while increasing overall rates of recycling and resource recovery.

“The expansion of AI applications for material identification and recovery is a major focus for the future,” Horowitz said. AMP is developing new vision system offerings, innovating data capture for waste characterization to support operators, and expanding data access to packaging producers to help them achieve recycled content goals.

“AI opens up opportunities that make recycling a more important part of the waste ecosystem,” Horowitz said.

COVID-19 shifting the waste stream from commercial to residential has highlighted the need for those in the waste management sector to be able to pivot quickly. “Accurate real-time waste stream data using accurate sensors like onboard truck scales unlocks opportunities to improve profitability,” Garcia said. “Landfill consents close to the waste source are more challenging, so we need to do more with the landfill resources we have.”

Another challenge that Garcia pointed to is a shortage of skilled, technologically savvy people interested in waste management careers. Landfills are getting big enough that small improvements in efficiency can have big financial gain, but the technology must both provide value to field operations and be easy to use and learn without extensive training.

“Our drone mapping and machine indicate systems, for example, are purpose-built to be user-friendly, easy to implement, and to drive value,” Garcia said. “Technology must meet all three of these criteria in order to take hold in the waste management sector.”

Technology Innovations & Landfills

One area of the waste management industry that has received increased focus is within the landfill environment – specifically as it relates to the transformation of landfills and landfill gas. There has been a shift in focus from the use of landfill gas as fuel to create electricity in favor of using it as

a raw feedstock to create Renewable Natural Gas (RNG).

One of the biggest challenges faced by waste management companies today is how they present themselves as “green” and environmentally friendly, especially in a political climate that has made sustainability a cornerstone of the new administration’s agenda.

“By voluntarily implementing RNG projects, waste management companies are able to show the local communities how they are materially impacting the environment in a positive way,” said Michael Bakas, executive vice president at Ameresco. “This voluntary act will go a long way with local governments, permitting agency and the community.”

This RNG technology being utilized within landfills is a more efficient use of the renewable fuel and has an effective way to decarbonize the natural gas grid and the traditional use of natural gas as well as the transportation sector,” Bakas said. “We’re also seeing a push to organics from landfills, especially in more progressive states, which increase the cost of disposal, create a need to find ways to safely treat this waste and will negatively impact the generation of landfill gas at the landfills.” Ameresco is a leading, diverse clean technology integrator with a comprehensive portfolio of energy efficiency and renewable energy supply solutions.

In general, the U.S. has experienced a tremendous amount of focus by many on “going green” initiatives. The move toward a low-carbon economy continues to gain momentum.

Primarily state policymakers are working to formulate a comprehensive U.S. energy policy that addresses climate change, security of supply and affordability within a framework that supports the transition to a low-carbon future.

As Bakas explained, business leaders are considering sustainable growth strategies and integrating sustainability in the way they manage their businesses.

“Corporations bought a record amount of clean energy in 2019 – up more than 40 percent from the previous year’s record with most of this purchasing occurring in the U.S. In addition, many organizations are being pushed to address their carbon risk exposure by shareholders,” Bakas said.

But, with great progress made addressing the “electric side” of the carbon footprint, organizations are now turning to the thermal side of the equation. This is where the benefits of RNG come into play.

“RNG is an ultra-clean and ultra-low carbon natural gas alternative that can help end users reduce their Scope 1 Emissions on a one-for-one basis – something that most other renewable fuels cannot do for the thermal side,” Bakas said. “Given the Biden Administration’s interest in hydrogen and carbon sequestration, it would seem logical that visibility into this market will drive investment into advancing technology in order to spur the growth in this sector – possibly using renewable natural gas as feedstock for these projects.”

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METALS

Steel imports declined 21.2 percent in 2020

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

Preliminary	DEC 2020	NOV 2020	2020 (annualized)	2019 (12 months)	% Change 2020 Annual vs. 2019
SOUTH KOREA	222	127	2,015	2,576	-21.8%
JAPAN	56	46	767	1,242	-38.2%
GERMANY	66	67	725	1,043	-30.5%
TAIWAN	43	43	573	830	-31.0%
TURKEY	14	53	562	328	71.9%
BRAZIL	39	18	504	534	-5.7%
NETHERLANDS	86	51	463	550	-15.8%
CHINA	26	34	376	544	-30.8%
All Others	789	743	10,154	13,405	-24.3%
TOTAL	1,340	1,181	16,139	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 1,494,000 net tons (NT) of steel in December 2020, including 1,340,000 net tons (NT) of finished steel (up 9.0 percent and 13.5 percent, respectively, vs. November final data). Full year 2020 total and finished steel imports were 22,019,000 and 16,139,000 net tons (NT), down 21.2 percent and 23.3 percent, respectively, vs. 2019. Finished steel import market share was an estimated 18 percent in December and is estimated at 18 percent for full year 2020.

Key finished steel products with a significant increase in imports in December compared to November are line pipe (up 223 percent), oil country goods (up 148 percent), plates in coils

(up 84 percent), hot rolled sheets (up 36 percent), hot rolled bars (up 15 percent), cold rolled sheets (up 14 percent) and tin plate (up 10 percent).

In December, the largest volumes of finished steel imports from offshore were from South Korea (222,000 NT, up 75 percent from November final), The Netherlands (86,000 NT, up 69 percent), Germany (66,000 NT, no change), Japan (56,000 NT, up 21 percent) and Taiwan (43,000 NT, up 1 percent).

For full year 2020, the largest offshore suppliers were South Korea (2,015,000 NT, down 22 percent vs. 2019), Japan (767,000 NT, down 38 percent), Germany (725,000 NT, down 31 percent), Taiwan (573,000 NT, down 31 percent) and Turkey (562,000 NT, up 72 percent).



Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$323.00	330.00	328.00	412.00	495.00
#1 Bundles	per gross ton	298.00	328.00	318.00	391.00	483.00
Plate and Structural	per gross ton	295.00	321.00	329.00	388.00	389.00
#1 & 2 Mixed Steel	per gross ton	212.00	293.00	301.00	370.00	370.00
Shredder Bundles (tin)	per gross ton	139.00	174.00	185.00	247.00	250.00
Crushed Auto Bodies	per gross ton	139.00	174.00	185.00	247.00	250.00
Steel Turnings	per gross ton	104.00	99.00	105.00	151.00	184.00
#1 Copper	per pound	3.00	3.31	3.15	3.21	3.39
#2 Copper	per pound	2.75	3.10	2.95	3.02	3.12
Aluminum Cans	per pound	.59	.61	.61	.64	.58
Auto Radiators	per pound	1.53	1.49	1.94	1.92	2.01
Aluminum Core Radiators	per pound	.54	.54	.55	.58	.60
Heater Cores	per pound	1.24	1.39	1.27	1.28	1.62
Stainless Steel	per pound	.59	.61	.65	.64	.71

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

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WASTE

Casella Waste publishes 2020 Sustainability Report

Casella Waste Systems, Inc. published its 2020 Sustainability Report, outlining the company's progress toward its sustainability vision, and sharing a roadmap for the next 10 years. A pioneer in sustainable waste and recycling innovation, Casella established the first recycling facility in Vermont in 1977, was a charter member of the EPA Climate Leaders program, and this report is the company's fifth biennial report on its sustainability activities.

"We have spent most of our 45-year history building a business around sustainability through the work we do, the infrastructure we build, and the expertise we bring to challenges like recycling and resource management," said John Casella, chairman and chief executive officer. "We have set our sights on creating a sustainable business culture – from our people to our operations – and creating more sustainable value, especially for our customers but for all our stakeholders as well."

With this report, the company announced 10 sustainability goals for the year 2030. The goals were selected through a materiality assessment process aimed at identifying the company's most significant impacts on and opportunities to improve society, natural resources, and the environment.

While some goals focus on lessening negative impacts (e.g., reducing Scope 1 and 2 greenhouse gas emissions), many of the goals focus on amplifying beneficial impacts (e.g., increasing tons recycled to 2 million tons per year, and doubling the company's renewable energy production).

One goal aims to grow the company's Net Climate Benefit Factor, a measure of the climate benefit of its recycling, energy, and sequestration activities divided by its scope 1 and 2 emissions. The company, using USEPA factors, calculates that it currently reduces or prevents 2.9 tons of emissions for every ton it emits, and aims to grow this factor to 5x by 2030.

"This report represents real progress, not only in the sophistication of our sustainability reporting, but in telling the story of how ingrained and important these efforts are to our present and future success as a company," Casella said. "Our industry is evolving and our company is proud to be one of the leaders of this evolution."

In response to growing stakeholder interest in Environmental, Social, and Governance (ESG) disclosures, the company also this year issued a Sustainability Accounting Standards Board (SASB) report, filed a CDP Climate report, and launched an ESG hub on its website.



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WASTE

CALSTART recognizes DSNY with Blue Sky Award

The New York City Department of Sanitation (DSNY) received the CALSTART Blue Sky Award for its greenhouse gas (GHG) reduction goals, part of which will be realized through the utilization of the Mack® LR Electric model for refuse pickup.

The award recognizes outstanding market contributions to advanced sustainable transportation that cleans the air, improves energy efficiency and reduces greenhouse gas emissions.

DSNY accepted the keys to the Mack LR Electric demonstration model in September, when it began rigorous real world testing in New York City, the world's largest municipal sanitation department with more than 6,000 vehicles collecting 12,000 tons of refuse and recyclables each day.

CALSTART is a nonprofit organization working nationally and internationally with businesses and governments to develop clean, efficient

transportation solutions. They provide services and consulting to spur transportation technologies, fuels, systems and the companies that make them.

"We fully intend to work toward reducing GHG emissions by 80 percent by the year 2035," said Rocco DiRico, deputy commissioner for Support Services at the New York City Department of Sanitation.

Mack began commercialization in Q1 2021 of the Mack LR Electric model at Lehigh Valley Operations in Macungie, Pennsylvania, where all Class 8 models for North America and refuse are assembled.

DSNY's Mack LR Electric demonstrator model is equipped with two 167 kW motors, offering a combined 536 peak hp and 4,051 lb.ft. of torque available from zero RPM. The vehicle features a two-speed Mack Powershift transmission and Mack proprietary S522R 52,000-lb. rear axles.



The New York City Department of Sanitation (DSNY) recently received the CALSTART Blue Sky Award for its greenhouse gas reduction goals, part of which will be realized through the utilization of the Mack® LR Electric demonstration model for refuse pickup. Top: Pictured left to right are DSNY superintendent Anthony Donofrio; deputy director Michael Matkovic; deputy director Spiro Kattan; assist. chief Joseph Cendagorta; deputy commissioner Rocco DiRico; Mack Trucks national account manager John Stuart; Vasso Waste Systems president Tony Vasso; DSNY deputy director Giovanni Ianniello; DSNY superintendent James Anderson.

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BUSINESS BRIEFS

Vortex makes executive management changes

■ Vortex made executive management changes to set the stage for its next generation of corporate leadership. Founded in Salina, Kansas in 1977, Vortex has grown from a regional business to a multi-national manufacturing and engineering company specializing in process equipment for handling dry bulk foods, chemicals and minerals.

In addition to his role as chief executive officer, Travis Young has been appointed president. He is the fourth president and chief executive officer in the company's 44 year history. Young has been with Vortex for 16 years.

Jeff Thompson is stepping down as president and chief operating officer; but will retain his position as Vortex's chief financial officer. In his role, Thompson will also serve as a senior advisor to the new leadership team and will continue to oversee IT, human resources and accounting.

Brain Burmaster has been promoted to chief sales and marketing officer. Burmaster will be responsible for client retention, customer service, operational engineering and overall revenue growth for the company. Burmaster previously served as vice president of sales and has been with the company for 14 years.

Cory Downing has been promoted to chief operating officer. In his new role, he will have responsibility over Vortex's production, facilities, operations, product development and organizational development. Downing has been with the company for 15 years.

Meridian Waste closes Sunrise Sanitation acquisition

■ Meridian Waste, an integrated, non-hazardous solid waste services company, has closed on the purchase of Sunrise Sanitation in the greater Greenville, South Carolina, marketplace, thereby expanding operations to the company's seventh state.

The acquisition includes the assets of Sunrise Sanitation, Inc. located in Easley, South Carolina. The terms of the purchase agreement remain private. This marks Meridian Waste's first acquisition within South Carolina and the fourteenth acquisition since the company transitioned to private stock under the ownership of Warren Equity Partners in April 2018.

The Sunrise Sanitation acquisition includes residential subscription and commercial contracts in Anderson and Greenville Counties. The frontline team members of Sunshine Sanitation remain with Meridian Waste team ensuring a seamless transition and quality service.

South Carolina is the seventh state in which Meridian Waste now operates.

Altronix appoints Stettner as sales manager

■ Altronix Corp. has appointed Steve Stettner as sales manager for the Northeast region in the U.S.

Stettner brings more than four decades of industry experience. His territory coverage includes Connecticut, Maine, Massachusetts, New Hampshire, New York, Rhode Island and Vermont.

Michigan EGLE names Browne as a director

■ Elizabeth Browne has been named director of the Materials Management Division (MMD) at the Michigan Department of Environment, Great Lakes, and Energy (EGLE), the agency announced. Browne, who has served as acting division director since July 2020, assumed her new role February 21.

MMD is responsible for program areas that deal with solid, liquid, medical and hazardous waste; hazardous products; energy; and radioactive materials. The division also leads statewide efforts regarding pollution prevention, recycling, sustainability, scrap tire management, electronic waste takeback programs and radon safety.

Managing the various waste and sustainability efforts within EGLE has prepared Browne for this next step. She is a New York City native who was raised in northeastern New Jersey. She earned a Bachelor of Science in wildlife management from Michigan State University, and has lived in the Lansing area since her arrival in the state in 1974.

Browne has spent her entire career working for the State of Michigan, hiring in as a water quality technician for the Department of Natural Resources in 1980. During her tenure at the Department of Environmental Quality (now EGLE), Browne most recently has led efforts in the hazardous and solid waste programs, in addition to scrap tire management, medical waste and radiological protection, along with energy and sustainability-related efforts.

Mecalac adds new dealers in North America

■ Mecalac, a manufacturer and distributor of compact construction equipment for urban environments, welcomed five North American dealers to its network.

Helping connect Mecalac with contractors in central Pennsylvania is Wood's CRW Corporation. With nearly 60 years of industry experience, this heavy equipment distributor services the northeastern U.S. through locations in Vermont, Massachusetts, New York and in Carlisle, Pennsylvania.

Illinois-based Hall Equipment will help with sales and service for contractors in the Greater St. Louis region. They specialize in excavation equipment and have over 20 years of experience.

Trekker Group will expand Mecalac's coverage throughout Florida. The group originated in Puerto Rico more than 66 years ago and reached mainland U.S. in 2010. Trekker Tractor, the equipment sales rental and service division, will offer Mecalac products at six locations throughout Florida.

On the West Coast, Fontana, California based Scott Equipment is a full-service dealership featuring new and used equipment sales, a shop/field service department, a parts department and a wide range of equipment rentals.

Gear Equipment is dedicated to bringing new technology to Canadian contractors. Through locations in Ontario and soon in British Columbia, Gear Equipment will offer Mecalac's complete range of excavators as well as loaders and site dumpers.

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Auto recyclers see robust 2020 despite Covid-19

by MAURA KELLER

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A few years ago, the automotive recycling industry was experiencing one of the worst slowdowns in industry history. Exports of scrap metal were down, primary commodity prices had dropped, and the tariffs imposed against China were affecting the auto recycling industry immensely. Fast forward to 2020 and the industry experienced one of its busiest years in recent memory. While some industry experts are scratching their heads and wondering how, during a global pandemic and people driving less and less, an industry such as automotive recycling could see significant growth in certain areas of the business.

According to Amanda Richards, head buyer at Junk Cars New England and marketing manager at Seymour Auto Wrecking, the auto recycling industry has experienced growth in the area of used car parts, while other areas of the business have slowed.

“The pandemic has caused used part sales to soar because people want to find cost-effective ways to repair their vehicles rather than junking their car,” Richards said. Of course, since the onset of the COVID-19 pandemic people have been traveling much less, thus fewer cars are on the road, resulting in fewer accidents.

“Wrecked cars that we usually get from the auction are less available, causing an increase in the amount we have to pay to get those types of vehicles,” Richards said. Also, because of economic instability, many people are choosing to hold onto their cars longer, where in the past, they may have been more willing to junk their car and buy a newer vehicle.

“This has definitely affected the supply and caused the price that we have to pay to purchase junk cars from people to go up within the last year,” Richards said.

According to Melanie Musson, automotive expert at CarInsurance-Comparison.com, there are several factors that have come together to



A recent report indicates the defining factor in the growth of the automotive recycling market is technology.

contribute to the strong growth of auto recycling. The three biggest factors are demand, ability to supply, and environmentally conscious decisions.

“There is a demand for recycled metals to manufacture new, lightweight, efficient vehicles,” Musson said. “Recycling technology has progressed enough that recycling plants finally have the ability to separate vehicle components and isolate materials that can be recycled.”

And while recycling takes a lot of work, time and money, people and organizations are driven to invest in recycling in order to use natural resources as responsibly as possible.

While Seymour Auto Wrecking has experienced growth, the company has faced recent challenges due to the pandemic.

“It’s been hard trying to maintain a steady workforce,” Richards said.

“Employees have had to quarantine on various occasions due to possible exposure or contraction of the COVID virus. Also, it’s been hard to get people to work because of the unemployment benefits being offered due to the pandemic. This is making it difficult to get consistent, reliable workers to show up to work every day and that’s been slowing things down a bit.”

That said, Musson indicated that the automotive recycling market is expected to grow by at least 25 percent over the next five years. “As the recycling process becomes more accessible and streamlined, you can expect to see that kind of growth continue for several more years,” Musson said.

In fact, the IMARC Group released its research report, “Vehicle Recycling Market: Global Industry Trends, Share, Size, Growth, Opportunity and Forecast 2020-2025.” During that study, the

IMARC Group found that global vehicle recycling market size reached \$19.6 billion in 2019.

The report indicates the defining factor in the growth of the automotive recycling market is technology. As car manufacturers continue to focus on creating lightweight, fuel efficient vehicles, they are also focusing on the widespread use of steel in their manufacturing processes. As consumers continue to turn their attention to “going green” in all facets of their lives – including the vehicles they drive, they are eager to incorporate recycled materials when their automobiles need parts replaced. As such, automotive recyclers are turning to sophisticated tools, including optical sensors, to recycle all facets of a vehicle, including fluids, natural materials, polymers, and of course, metal.

See AUTO RECYCLERS, Page B6

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General Motors plans to be carbon neutral by 2040

General Motors (GM) plans to become carbon neutral in its global products and operations by 2040 and has committed to setting science-based targets to achieve carbon neutrality. The company has also signed the Business Ambition Pledge for 1.5°C, an urgent call to action from a global coalition of UN agencies, business and industry leaders.

“General Motors is joining governments and companies around the globe working to establish a safer, greener and better world,” said Mary Barra, GM chairman and chief executive officer. “We encourage others to follow suit and make a significant impact on our industry and on the economy as a whole.”

In addition to GM’s carbon goals, the company worked with the Environmental Defense Fund to develop a shared vision of an all-electric future and an aspiration to eliminate tailpipe emissions from new light-duty vehicles by 2035. GM’s focus will be offering zero-emissions vehicles across a range of price points and working with all stakeholders, including EDF, to build out the necessary charging infrastructure and promote consumer acceptance while maintaining high quality jobs, which will all be needed to meet these ambitious goals.

“With this extraordinary step forward, GM is making it crystal clear that taking action to eliminate pollution from all new light-duty vehicles by 2035 is an essential element of any automaker’s business plan,” said Envi-

ronmental Defense Fund president Fred Krupp. “EDF and GM have had some important differences in the past, but this is a new day in America – one where serious collaboration to achieve transportation electrification, science-based climate progress and equitably shared economic opportunity can move our nation forward.”

A Science-Based Approach

General Motors is committed to reaching carbon neutrality in its global products and operations by 2040, supported by a commitment to science-based targets. To reach its goals, GM plans to decarbonizeⁱⁱⁱ its portfolio by transitioning to battery electric vehicles or other zero-emissions vehicle technology, sourcing renewable energy and leveraging minimal offsets or credits.

Electrification

The use of GM’s products accounts for 75 percent of carbon emissions related to this commitment. GM will offer 30 all-electric models globally by mid-decade and 40 percent of the company’s U.S. models offered will be battery electric vehicles by the end of 2025. GM is investing \$27 billion in electric and autonomous vehicles in the next five years – up from the \$20 billion planned before the onset of the COVID-19 pandemic.

This investment includes the continued development of GM’s Ultium battery technology, updating facilities such as Factory ZERO in Michigan and Spring Hill Manufacturing in Tennessee to build electric vehicles from globally sourced parts and investing in

new sites like Ultium Cells LLC in Ohio as well as manufacturing and STEM jobs.

More than half of GM’s capital spending and product development team will be devoted to electric and electric-autonomous vehicle programs. And in the coming years, GM plans to offer an EV for every customer, from crossovers and SUVs to trucks and sedans.

The company will also continue to increase fuel efficiency of its traditional internal combustion vehicles in accordance with regional fuel economy and greenhouse gas regulations. Some of these initiatives include fuel economy improvement technologies, such as Stop/Start, aerodynamic efficiency enhancements, downsized boosted engines, more efficient transmissions and other vehicle improvements, including mass reduction and lower rolling resistance tires.

Renewable Energy

To address emissions from its own operations, GM will source 100 percent renewable energy to power its U.S. sites by 2030 and global sites by 2035, which represents a five-year acceleration of the company’s previously announced global goal. GM is the 10th largest offtaker of renewable energy in the world and in 2020, the company received a 2020 Green Power Leadership Award from the U.S. Environmental Protection Agency.

Supply Chain and Infrastructure

GM’s carbon neutral commitment applies to its global product portfolio

and owned operations. The company is implementing plans today to reduce the impact associated with its supply chain while supporting grids and utilities to power electric vehicles with renewable energy. GM has worked with some of its largest suppliers to create a sustainability council to share best practices, learn from each other and create new standards for the industry. In addition to the council’s work, GM is collaborating with suppliers to set ambitious targets for the supply chain to reduce emissions, increase transparency and source more sustainable materials.

While electric vehicles themselves do not emit tailpipe emissions, it is critical that they be charged with electricity generated from renewable sources like wind and solar. GM has worked with utilities and developers to support investments in renewable energy found in and around communities that have GM facilities via power purchase agreements and green tariffs. The company is also working with EVgo to triple the size of the nation’s largest public fast charging network by adding more than 2,700 new fast chargers by the end of 2025, a move set to help accelerate widespread electric vehicle adoption. The new fast chargers will be powered by 100 percent renewable energy. GM believes that the energy sector is well on its way to a decarbonized grid and that an all-electric future will be supported by renewable infrastructure and technology.

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Initiative created to advance automotive aluminum

Constellium and Novelis announced the launch of Alumobility, a non-profit organization focused on providing innovative implementation-ready solutions to advance the adoption of aluminum automotive body sheet. This global ecosystem of the leading aluminum producers and downstream technology partners will drive value for automakers and consumers by helping to fulfill the promise of a lighter, more efficient, more sustainable mobility future. Through collaborative technical projects and thought leadership, as well as working in partnership with global automotive manufacturers, Alumobility will help further develop smarter, lighter, safer, and more sustainable vehicles.

Automakers continue to rely on lightweight, high-strength, sustainable aluminum to shape the future of mobility. To further their efforts, Alumobility has already developed technical studies that address the next-generation aluminum door and an all-aluminum structural B-pillar. The design solutions reveal that aluminum can effectively compete with other materials for mass production vehicles at an attractive cost to manufacturers.

"Alumobility is a collaboration of organizations to enthusiastically innovate and demonstrate the advantages of aluminum auto body sheet in vehicle applications," said Pierre Labat, president of Alumobility and vice president, global automotive at Novelis. "Our global ecosystem approach

is focused on action and leverages the best minds in our industry to support OEMs and deliver aluminum enabled mobility."

Alumobility represents a commitment of collaboration to further advance the technical capabilities of automotive aluminum body sheet in order to compete with other materials in next-generation vehicle design.

"Aluminum offers the promise of a stronger, more collaborative, more sustainable mobility future," said Jack Clark, vice president of Alumobility and Constellium's senior vice president of manufacturing and chief technical officer. "The technical work published by Alumobility will reinforce the vital role of lightweight, sustainable aluminum, particularly for electric vehicles, while increasing recycling and reducing carbon emissions throughout the lifecycle."

An executive director, who will be named in the coming weeks, will lead the organization, which is governed by a board of directors representing member companies.

Alumobility will include additional member companies with downstream expertise, such as joining, forming and other specialized manufacturing processes that actively contribute to increasing the adoption of aluminum auto body sheet. Members will be required to contribute unique technical expertise and support marketing initiatives. All resulting work will be available upon request.

Auto manufacturers still struggling to comply with Obama era standards

The U.S. Environmental Protection Agency (EPA) released its annual Automotive Trends Report, which provides the public with a single source of information about new light-duty vehicle greenhouse gas (GHG) emissions, fuel economy, technology data, and auto manufacturers' performance in meeting the agency's GHG emissions standards. The report shows that fuel economy remains high but has slipped slightly from the record pace set in previous years and that reducing emissions through innovation remains a priority for automotive manufacturers.

"This report shows in detail how few auto manufacturers were able to meet the unrealistic emissions standards set by the Obama administration without resorting to purchasing emission credits," said EPA administrator Andrew Wheeler. "We have set realistic standards in 2020 that will reduce emissions as well as vehicle costs and maintain consumer choice going forward."

Fuel economy for Model Year (MY) 2019 was 24.9 miles per gallon, lower than MY 2018 by only 0.2 mpg. Since MY 2004, when the fleet averaged 19.3 mpg, fuel economy, and CO2 emissions have improved in 12 out of 15 years.

The report also assesses compliance performance for individual automakers, and for the U.S. fleet, with the GHG emissions standards for light-

duty vehicles. This year's report once again shows that only three large manufacturers complied with the MY 2019 standard, based on technology factors of their vehicles alone. When accounting for credits, however, the report shows all large manufacturers are in compliance. Eleven out of 14 large manufacturers used a combination of technology improvements, banked credits, and purchased credits to maintain compliance in MY 2019.

Key Highlights


- Due to a combination of technology, innovation and regulatory flexibility, the average new MY 2019 vehicle sold in the U.S. was near record low GHG emissions and near record high fuel economy.

- New vehicles continue to make progress on emissions while providing consumer choice for Americans. For example, sport utility vehicles reached record high market share, while also achieving record high fuel economy and record low CO2 emissions.


- Manufacturers continue to have a large bank of credits to use toward compliance in future model years, however, about two-thirds of the current credits will expire after model year 2021.

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

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EQUIPMENT SPOTLIGHT

Auto Crushers

by MARY M. THORNTON

maryt@americanrecycler.com

Car crushing machines are used in the process of recycling automobiles, along with a number of other practices that are often employed, to extract maximum value from the myriad of materials involved.



Al-jon Manufacturing, LLC

Al-jon by C&C Mfg. designs, manufactures and supplies a complete line of mobile and stationary ferrous and nonferrous scrap metal and scrap vehicle crushers and balers. The firm ships products worldwide and manufactures the Impact V with the revolutionary Quad Post Guide System. The key to the Quad-Post system is the equal distribution of the crushing force to the four corners of the crushing lid. The crushing lid is connected to the four sliding guides by heavy-duty pivot lugs mounted on each corner. The stress is distributed equally across the guide posts, sliding guides and pivot lugs, giving the Impact V greater stability and durability. The back wall has been designed incorporating high strength steel, which provides an operator with a solid backboard for positioning vehicles during loading and unloading. High strength steel accounts for over 25 percent of the Impact V's total weight.

Along with the Impact V Car Crusher, Al-Jon manufactures the 580 Car logger. "The Al-jon 580CL continues to be the #1 best-selling logger/baler in the industry. The running gear, which makes the machine mobile, is incorporated into the baler design. The design provides a very low lift requirement for loading material or vehicles into the huge 19'4" x 10' crushing chamber. Other balers on the market require trailer use and added components, which result in significantly higher lift requirements. The Al-jon 580CL features include a 10' box opening, which provides easy loading and unloading of bulk and loose scrap material—and the box is 1'6" wider than the competition!" stated Curt Spry, sales manager.



The RM Johnson Co., Inc.

"OverBuilt manufactures the fastest car crusher on the market, with our High Speed Oil Bypass system, allowing reduced cycle times of up to 50 percent. We have the largest crushing chamber opening at 10', which allows operators to get more tonnage per stack and 22' and 24' models are also available. We produced our first car crusher in 1996 and we've shipped over 750 crushers to clients around the world," explained Steve Besch, sales manager.

The crusher has a 400 gallon on-board waste fluid recovery system and the largest fuel cell available in the industry at 400 gallons. The latter allows customers to fuel other yard equipment right off the crusher with an optional lockable, auxiliary fuel pump. All of this was done using existing space on the crusher. While some crushers offer only hydraulic landing gear for quick setup, only OverBuilt crushers include safety lid locks that can be activated from the ground by the operator," Besch said.

He continued, "OverBuilt has been proactive in meeting the challenges of the scrap and auto salvage markets over the years. Our baler logger, introduced in 2008, also provides scrap recyclers with fast and efficient performance. With its 20' charge box, and a crane providing a 26.5' reach and greater lifting capacity; it compresses metal and vehicles into a denser, more stackable form. That results in faster loading and transporting of finished product to market and so maximizes transport loads. Our bale cycle is 225 tons of pressure per door and the logging cycle is 175 tons per ram using a twin ram system—making it powerful enough to handle any job in the industry. It is a high quality, long lasting machine, literally OverBuilt to last. We also offer outstanding parts availability and service after the sale. Keeping our customers up and running for the life of their machines is second only to building the highest quality products available."



OverBuilt

"Our E-Z Crusher will crush cars, trucks, buses, farm equipment, metal, tin and more. The crusher is also very easy to use," stated David Van Vleet, sales manager at R.M. Johnson Company. Three models are offered: the A Model (super crusher), for the most demanding, custom crushing jobs; the B Model (standard crusher), perfect for most salvage yard owners and the C Model (single crusher), an affordable model for small or large yard operations.

All E-Z Crushers are available as portable or stationary, and include a unique hydraulic system that provides maximum power. Mounted on the bottom deck of the unit, hydraulic cylinders pull rather than push the crusher deck down, which puts less stress on the machine. So, at the point of great-

See AUTO CRUSHERS, Page B5

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EPA eases implementation of heavy duty vehicle regulations

The U.S. Environmental Protection Agency (EPA) issued two actions regarding technical adjustments to improve testing procedures for vehicle and engine emissions programs. These amendments will increase compliance flexibility, improve harmonization with other requirements, increase clarity, correct errors, and remove outdated and unnecessary regulatory text.

The first action is a final rulemaking that will reduce testing burden and improve accuracy of required emissions testing procedures for heavy duty vehicles and engines. The action also amends test procedures for exhaust emissions standards for light duty vehicles, heavy duty vehicles, highway motorcycles, locomotives,

marine engines, other nonroad engines and vehicles, and stationary engines.

EPA is also issuing a supplemental notice of proposed rulemaking that would issue corrections, clarifications, flexibilities and adjustment factors to improve the Greenhouse Gas Emissions Model (GEM) compliance tool for heavy duty vehicles. The proposed amendments concerning GEM included in this notice would be required for model year 2022 and later vehicles and optional for model year 2021.

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

Auto crushers Continued from Page B4

est resistance, the cylinder is at its strongest position. This configuration is also beneficial because the travel height of the machine is the same as the operating height of 13'3", so the entire unit is easy to transport.

Made of seamless high-grade polished steel, each cylinder can be operated independently, "giving the operator more leverage and maneuverability. Independent cylinders indicate that two different hydraulic oil 'circuits' lead to a common drive pump, which makes troubleshooting easier. The pressure is adjustable as a safety

relief valve is built into each cylinder. This prevents possible damage to the cylinder. It isn't necessary to move cylinders when relocating the machine, so there's no set up time required. E-Z Crusher is ready to work when you arrive at a site. The R.M. Johnson Company has fine tuned the design of the E-Z Crusher over many years, making the product as easy to use as possible. It is built with more steel than similar products available and our strong after purchase support provides maximum customer satisfaction," Van Vleet said.

Adesa transforms vehicle inspection capabilities

Adesa, a business unit of KAR Auction Services, Inc. d/b/a KAR Global, announced advanced inspection capabilities, delivering consistency and confidence throughout the wholesale buyer and seller experience. Adesa's new software platform offers quality inspections – making significant leaps in transparency, relevance and accuracy.

"The most important element for the digital transformation of our industry is the condition report – the ability to emulate that in-lane tire kicking through a virtual format," said Srisu Subrahmanyam, chief operating officer of Adesa. "So we're investing heavily in enhanced digital inspection tools to support a more consistent experience and give dealers the confidence and peace of mind they need when purchasing vehicles through digital channels. Everyone benefits – sellers can access information faster to make smarter

reconditioning choices, and buyers will have high resolution images and inspection details to make the most informed bidding decision."

Adesa's new inspection platform enables on-site vehicle inspectors with an advanced, hand held, phone based technology and a fine tuned software application to capture more precise and complete vehicle information. Inspections will include higher quality and higher resolution photos to enhance vehicle condition reports. With a more intuitive design, inspectors can complete each inspection more accurately and consistently, presenting the vehicle for sale with the most relevant and meaningful information to potential buyers. Adesa has rolled out its new inspection capabilities across all U.S. locations, and anticipates completing onboarding of its Canada locations in the first quarter of 2021.

Honda earns environmental award

Ohio EPA director Laurie A. Stevenson recognized Honda R&D Americas, Inc. (HRA) with the Agency's platinum level environmental stewardship award. The company earned the top award for its emphasis on waste reduction, community service and outreach.

Honda R&D Americas is responsible for creating advanced technologies and automobile and powersports products for Honda and Acura customers.

Ohio EPA's Encouraging Environmental Excellence program recognizes environmentally beneficial activities and serves as an incentive for organizations to commit to ongoing environmental stewardship. To earn the award, a business or organization must expand their environmental program beyond their facilities and demonstrate how their environmental stewardship efforts benefit the local community, region or larger geographic area.

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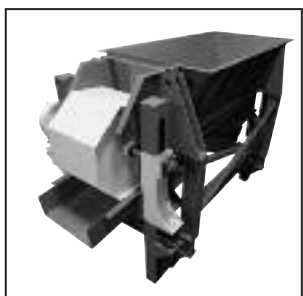


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BROKK OFFERS G32 NEW GRAPPLE FOR THE BROKK 70 MACHINE

Brokk, a manufacturer of remote-controlled demolition machines, offers the compact G32 grapple for soft demolition, separation and sorting. The G32 is specially designed for the Brokk 70, the company's most compact machine.

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MCCLOSKEY UNVEILS NEW MOBILE FEEDER STACKERS

McCloskey International has introduced new feeder stackers to its lineup – the RF80 and the RF80R – designed to be the largest and most productive products in the category.

Versatile in its use across industries, the RF80 Feeder Stacker facilitates the handling and stockpiling of materials including, but not limited to, aggregates, coal, C&D waste, sand and gravel, topsoil and compost. All can be fed into the large feed hopper with large loaders and excavators, while variable speed prevents material from building up, allowing for more controlled flow of material.

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Auto recyclers ■Continued from Page B1

As the IMARC report indicates, "other factors, including the increasing utilization of recycled batteries in the manufacturing of consumers electronics and the implementation of government regulations to minimize environmental hazards associated with the disposal of batteries, rubber, oils and other materials, are expected to drive the market in the upcoming years."

One growing area of focus within the automotive recycling segment of the industry is the handling of electric vehicle batteries.

According to Jeff Spangenberg, director of ReCell Center, Argonne National Laboratory, electric vehicles are still very new to auto recyclers. In fact, vehicles using lithium-ion battery technology didn't really hit the market until around 2012, and even then sales were small relative to gasoline engine-only vehicles. The Argonne National Laboratory is home to ReCell, the Department of Energy's lithium ion battery recycling center. A large focus of their work is on the challenges of recycling electric vehicles (EVs).

"The average lifespan of a vehicle is around 11 to 13 years so that makes the average early-EVs to hit the road reach their end of life around 2023 to 2025," Spangenberg said. EV battery warranties typically last 8 to 10 years so that means the battery will not be the cause of early retirement since the manufacturer will fix it.

"EVs reaching the auto recyclers will start to ramp up over the next decade and will continue to grow rapidly, quickly becoming commonplace," Spangenberg said.

As the EV market grows, so too do the challenges to automotive recyclers who have to properly and effectively handle the recycling of the EV batteries. As Spangenberg explained, learning how to safely remove and handle the EV batteries is a challenge that auto recyclers face.

"Making the economics work is another challenge," Spangenberg said. "There will likely be less net value in these vehicles because of the cost of handling, transporting and recycling the batteries in them. Auto recyclers are going to have to be creative to get the most value out of an EV they are processing."

The grand goal, in an effort that includes the battery recyclers, is to make the batteries in these end-of-life EVs a valuable asset, actually increasing the value of these vehicles at end-of-life above the gasoline engine-only vehicles.

Aside from the growth and opportunities of the EV market, Richards wants to be optimistic about the status of all areas of the auto recycling marketplace.

"With the distribution of the COVID vaccine now underway, people's daily lives can start to go back to normal, therefore allowing for the flow of cars on the road to increase again," Richards said. And unemployment benefits may begin to dwindle, causing people to seek steady work. Unfortunately, there could be more regulations on the recyclers due to the change in the political administration. And metal prices can fluctuate due to the tariffs that were put in place during the previous administration."

In addition, focus on new areas of vehicle recycling is expected to add to the industry's growth. In the research report, "Car Recycling Market - Global Industry Analysis, Size, Share, Growth, Trends, and Forecast, 2020 - 2030" released by Transparency Market Research, one area of auto recycling that is expected to expand significantly is plastics recycling.

According to the report, currently there are approximately 39 types of plastics and polymers used in automobiles and the "rising environmental standards worldwide and growing emphasis on recycling plastics is estimated to boost the recycling rate of plastics used in interiors, bumpers and fuel tanks."

In addition to the expected increase in the amount and type of plastics being recycled from automobiles in the future, another expected impact on the auto recycling is China's recent lifting of the scrap steel ban that was put in place in 2018 to prevent global dumping of low-grade scrap waste.

As of January 1, 2021, China released new standards for what is officially known as "recycled iron-steel raw materials" and they broaden the range of steel scrap that can be imported, which may open up opportunities within the automotive recycling industry.

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Ford increases investment in electric vehicles to \$29 billion

Ford Motor Company ended 2020 strongly, improving its automotive and credit businesses in the fourth quarter while showing and shipping must-have new vehicles designed to delight customers, expand profitability and sustain free cash flow.

“The transformation of Ford is happening and so is our leadership of the electric vehicle (EV) revolution and development of autonomous driving,” said Ford president and chief executive officer Jim Farley. “We’re now allocating a combined \$29 billion in capital and tremendous talent to these two areas, and bringing customers high-volume, connected electric SUVs, commercial vans and pickup trucks.”

Customers in the U.S. in the fourth quarter began taking delivery of the all-electric Mustang Mach-E; the Bronco Sport, ahead of the summer return of the legendary Bronco; and the 2021 F-150 pickup – all expected to be significant contributors to 2021 results.

In fourth quarter 2020, the company generated \$1.9 billion in adjusted free cash flow and ended the year with sequentially higher cash (nearly \$31 billion) and total liquidity (almost \$47 billion).

Ford produced quarterly company adjusted EBIT (earnings before interest and taxes) of \$1.7 billion, up from \$485 million, and an adjusted EBIT margin of 4.8 percent. (Unless otherwise noted, all comparisons are year-over-year.) The automotive EBIT margin was 3.8 percent. Gains were broad-based and largely resulted from improved pricing and lower structural costs, as well as the overlap with UAW contract-ratification costs in 2019.

According to John Lawler, Ford’s chief financial officer, the third and fourth quarters of 2020 provided evidence of progress against the plan to turn around the company’s automotive business and improve profitability. Financial objectives of the plan include:

- Maintaining a strong balance sheet and sharp discipline in allocating capital

- Deriving greater benefits from

the ongoing redesign of Ford’s global business and its products and services portfolio

- Targeting an 8 percent adjusted EBIT margin – 10 percent in North America and 6 percent in Europe, with all regions profitable – and healthy adjusted free cash flow, increasing the company’s financial flexibility

- Investing in strategic areas like EVs, connected services and autonomous vehicles – the returns on which are expected to further fortify the balance sheet and fuel growth.

“We are profoundly changing the trajectory of our earnings power,” said Lawler, “unlocking the tremendous value Ford can create for customers, shareholders and other stakeholders.”

The company improved quarterly operating results in every one of its regional auto businesses along with Ford Credit. Cumulative EBIT outside of North America was \$666 million better than a year earlier.

North America EBIT was up 53 percent to \$1.1 billion. The increase was attributable to yield management and the absence of UAW contract ratification costs in the quarter – offset, as expected, by lower vehicle volumes because of manufacturing changeovers at two plants to introduce the all-new, 2021 F-150. Under the UAW-Ford collective bargaining agreement, the company’s North America pre-tax profits will generate about \$3,625 in profit-sharing payouts per eligible UAW-represented employee on a full-year basis. The payments will be made in March.

Ford will now invest at least \$22 billion in electrification through 2025, nearly twice what the company had previously committed to EVs. He said the company is “all in and will not cede ground to anyone” in developing and delivering connected electric vehicles and services in mainstream areas of strength for Ford: pickups, commercial vans and SUVs.

“We are accelerating all our plans – breaking constraints, increasing battery capacity, improving costs and getting more electric vehicles into our product cycle plan,” Farley said. “People are responding to what Ford is doing today, not someday.”

The Mustang Mach-E, he said, is receiving great customer and critical reviews, and will be followed by the first E-Transit commercial van (late 2021) and an all-electric F-150 pickup (mid 2022). He added that EVs will be fundamental to the Lincoln luxury brand and the Transit commercial lineup, the latter across a variety of body styles and customized interiors.

Ford’s development and delivery of connected vehicles will be enhanced by a new, six-year partnership with Google. The two companies are establishing a collaborative group – Team Upshift – to unlock personalized consumer experiences, and create and make the most of data-driven

opportunities.

The relationship will help Ford accelerate its transformation in key areas – modernizing operations, disrupting how it does things, partnering for expertise and efficiency, and creating must-have products and services – through Google’s operating system, apps and services.

As EVs become primary in Ford’s lineup, he said, dedicated manufacturing capacity for them will expand around the world. To date, the company is producing electric vehicles, or plans to produce them, in Michigan (F-150); Missouri (E-Transit); two plants in Canada (SUVs); and Mexico and China (Mach-E), with others to follow.

SALVAGING Millions

by Ron Sturgeon
Autosalvageconsultant.com

Ron, all I need is more money!

I get so many calls from folks who insist that their only problem is that they need more money. Read my lips: “If your only problem is that you need more money, then you don’t have any problems.” This is true in almost all the cases I have seen. Trust me: there is plenty of money out there. The banks need to loan it. Investors are sitting on the sidelines. (However, that could change in coming months.)

I do believe that you think you need more money. It’s a battle, day after day: trying to buy enough cars, pay bills, etc.

I have seen it over and over. A recycler gets a new loan, or a line of credit, and then runs it up to limit, usually buying cars or funding operating losses. Sales spike temporarily and then level back off at previous levels. But now there is new debt!

The main reason you think the whole problem is money? It’s because your profits and cash flows have deteriorated. They have been declining for years, but it’s subtle, and you can’t or don’t want to recognize it.

Other underlying reasons (in some semblance of order) are these:

1. Too many employees - It’s the number one poison. If you aren’t doing at least \$15k per month per employee, you have too many. Many have a third too many!

2. Too many brokered parts, not enough of your own inventory.

3. Not understanding the true cost of goods, with period correct statements, or not projecting sales at time of purchase. Remember, as my

good friend Jim Counts says, “We don’t buy cars; we buy sales.”

4. Lack of pay for performance - Paying dismantlers by the car, drivers by the stop, and parts pullers and order fulfillment personnel by their performance.

5. Failure to understand how much your current computer system is handicapping you - It’s unfortunate, but you don’t know what you don’t know. Sounds silly, but it is so true. You’ve upgraded your trucks and equipment, so why don’t you consider what’s new in computers and software?

6. Failure to plan - Very few folks have anything resembling a plan which includes operational and financial goals.

7. Failure to get help – There are lots of peers, associations, and folks to help you out there.

I always say there are four hurdles to success. Who will get through them first – you or your competition? First, you have to realize that things are tougher. Everyone is getting that one. Second, you have to figure out what is wrong. Third, decide on a plan to improve. Fourth, execute the plan. Sadly, many folks don’t get past the first hurdle. In spite of this, those who are paying attention are doing very well; don’t let anyone tell you that it’s bad everywhere or that it’s okay to do poorly since “everyone” is. In every region of the U.S. there are folks doing well. Trust me, while you are wringing your hands, some of your competitors are doing well.

Remember, only you can make BUSINESS GREAT!

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

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