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## FOCUS: Solid Waste

### Waste and recycling alternative energy vehicles make inroads



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# Scrap metal market remains strong

by MAURA KELLER

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The shortage of lumber has made headlines in recent weeks as manufacturers and home owners alike grapple with trying to find much-needed material. The same can be said for steel as it faces short supply in the U.S., with prices surging and attention turning to the recycled metals marketplace.

CashForCars.com's Thomas Hopkins said the U.S.'s steel and aluminum tariffs are having a direct effect on the increase in demand for these materials.

As Hopkins explained, as many U.S. based steel mills were shut down during the pandemic, the supply of steel has not been able to catch up with the massive increase in demand. Since August of 2020, U.S. steel prices increased by 160 percent.

"In order to meet this demand, the importation of steel and aluminum is becoming more common as the production of these materials in the U.S., is just starting to pick up," Hopkins said.

The tariffs on steel and aluminum are also harming many businesses as they are not able to remain profitable with the increased taxes on these materials. This effect can also be felt in the automotive industry. Electric cars are becoming more and more popular, but many are unaware that these vehicles take six times the number of minerals to produce than their combustion engine counterparts.

"Metals, such as lithium and cobalt, are needed to produce these massive batteries that EVs depend on. This trend has caused massive spikes in many metals, most notably lithium and molybdenum, with a 91.4 percent and a 114.89 percent spike respectively, since the beginning of 2021," Hopkins said.

Bruce Slosse, president and chief executive officer of Vendavo, a global price optimization and management solutions provider, said during lockdowns, workers were often told to stay home, typically meaning both primary production and dismantlers struggled to keep up with production numbers.

"For those that could produce at their usual rate, reduced demand from their customers, sometimes had to cut production when inventory levels ballooned," Slosse said. "This is in addition to any issues that were caused by logistics and transportation curtailments caused by the pandemic."

As the economic stress from the pandemic eases, it's sometimes difficult to "restart" the workforce in tandem with either shortages or excesses of material required for production. And again, transportation constraints remain as supply chains rebuild.



Steel demand for automotive, including over-the-road trucks and trailers, RVs, appliances and infrastructure construction is expected to be strong domestically through 2021.

So how is this impacting the scrap metal market? Mike Petruski is a managing director with B. Riley Advisory Services. Petruski leads the firm's Metals & Mining Advisory Services vertical in the valuations of ferrous and nonferrous metal inventories, fabricated metals products, and machinery and equipment assets. With more than 30 years of industry specialization, Petruski has deep knowledge of international metals market pricing trends and works closely with asset-based lenders, investors, and private equity groups on complex, syndicated ABL credit facilities and the valuations necessary to expedite such transactions.

According to Petruski, in the short-term, prices for scrap should remain strong during 2021 with obsolete ferrous prices strengthening as mills use up prime sources. Additionally, due to some scarcity in prime from the manufacturing plant shutdowns earlier in 2020, obsolete scrap has seen increased usage in mills and should remain that way as long as the demand is strong downstream.

The metals market status may also mean a widening of discounts from prime LME/COMEX pricing for nonferrous materials. "The runaway pricing for nonferrous that we've seen this year, especially in aluminum, when you add in the Midwest transaction premium, almost certainly means the

discounts for scrap will be higher than usual," Petruski said.

Pandemic impacts aside, there are other issues at play, affecting the scrap metal market. One issue is quite simple – cars are on the road longer, meaning less feedstock for shred.

"Also, the continued electric arc furnace (EAF) expansion means more scrap demand in the near future and the decarbonization of mills – less integrated mills in the future means more consumption of scrap for EAFs," Petruski said. "Additionally, China has re-entered the world market and is now importing ferrous scrap and loosened restrictions around importing nonferrous scrap so the export market continues to be a draw for material."

While there is a shortage of metals in the short term, Petruski said it should balance out heading into the future. Steel demand for automotive, including over-the-road trucks and trailers, RVs, appliances and infrastructure construction is expected to be strong domestically through 2021.

"That, paired with high demand of export scrap from Turkey and India for heavy melting steel (HMS) and shredded scrap, has caused a scarcity of supply in the market. All the manufacturing industries are playing catch up on supply. When demand

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# Collaboration will bring the City of Baltimore closer to desired zero waste culture

The City of Baltimore announced a collaboration brought together by The Recycling Partnership, with American Beverage's Every Bottle Back initiative, Closed Loop Partners, Dow Packing & Specialty Plastics, the Baltimore Civic Fund, and Rehrig Pacific that will greatly expand Baltimore residents' access to safe, effective recycling and improved collection infrastructure.

This partnership supports a \$9.5 million project, consisting of a \$3 million total investment from The Recycling Partnership, which includes \$1.65 million from the beverage industry, a plastic resin donation for recycling carts from Dow Packing & Specialty Plastics, and lidded rollout carts manufactured by Rehrig Pacific, as well as a \$3 million investment from Closed Loop Partners' Infrastructure Fund. This collaboration will help Baltimore provide recycling carts to 190,000 households to collect and process more recyclable materials.

The Recycling Partnership and Closed Loop Partners have estimated that providing Baltimore households with modern recycling carts has the potential to generate an estimated 40 million new pounds of all recyclables per year – an 80 percent increase of recyclables per household in Baltimore. The program will also help collect and recycle nearly 30 million new pounds of plastic over 10 years, including 16 million new pounds of polyethylene terephthalate (PET) that might otherwise have gone to waste.

"The collaboration with The Recycling Partnership and Closed Loop Partners is essential for fostering a recycling culture in Baltimore," said Mayor Brandon M. Scott.

"Delivering free recycling carts to Baltimore City households will simply be a game changer for our waste diversion plan," said Baltimore City Department of Public Works Acting director Jason W. Mitchell. "By diverting waste from landfills, we not only decrease the workload on our routine services crews, who have been stellar throughout the pandemic, but we also lay the foundation to build a more sustainable and cleaner Baltimore for generations to come."

Providing residents with a free recycling cart is one of the key recommendations in the city's Less Waste, Better Baltimore Plan, which has identified options for improving solid waste diversion, recycling, and disposal in the city. Previously, Baltimore households who participated in the city's weekly recycling collections had to provide their own carts.

A move to larger-capacity, lidded recycling carts enables safer and more efficient collection, reducing the amount of manual labor needed, helping to prevent injury to collection staff while providing increased capacity.

Baltimore City will announce details regarding the distribution of recycling carts later this summer.

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# Novelis Yeongju Plant earns ASI certification

Novelis Inc., a leader in aluminum rolling and recycling, announced that its Yeongju Plant located in Gyeongsangbuk-do province, has been awarded the Performance Standard Certification by the Aluminum Stewardship Initiative (ASI).

This certification further strengthens the company's ability to meet the increasing needs of its customers in Asia for independently certified, sustainable aluminum. In addition, it demonstrates Novelis' broader commitment to sustainability and under-

scores its ambition to be the world's leading provider of low-carbon, sustainable aluminum solutions that advance business, industry and society toward the benefits of a circular economy.

The ASI Performance Standard defines 59 environmental, social and governance principles and criteria, with the aim to address sustainability issues in the aluminum value chain.

The certification of Yeongju follows the recent ASI certification of seven plants in Novelis' European

manufacturing footprint. Novelis aims to achieve ASI certification for both the Performance Standard and Chain of Custody in all the regions in which it operates with a target of achieving the certifications by the end of calendar year 2022.

Recently, Novelis' Yeongju Recycling Center announced that it has processed 120 billion aluminum cans since opening in 2012. The plant is the largest of its kind in Asia, with capacity to annually recycle 320,000 tons of aluminum.

# Scrap metal

Continued from Page 1

returns, then we will see supply balance," Petruski said.

However, future shortages could come into play with added electric arc furnace capacity. The mini-mills like Nucor and Steel Dynamics operate EAFs that primarily consume ferrous steel scrap unlike the integrated mills with blast furnaces that require coke, limestone and ferrous scrap (or DRI or HBI).

"Today over 71 percent of domestic steel production comes from EAFs but the amount of good ferrous manufacturing scrap, busheling, has not kept up with demand," Petruski said.

In Hopkins' opinion, the scrap and metal prices will continue to increase until U.S. steel production meets demand, or the tariffs on steel and aluminum are reversed.

"Tariffs are having the opposite effect of their intended purpose.

Increased demand in these materials is pushing businesses to import finished goods created from steel or aluminum rather than manufacturing them in the U.S. to avoid the tariffs," Hopkins said.

For the scrap metal market, the future is very bright overall. As Hopkins pointed out, with recent trends in green energy, consumer shifts towards products made of recycled materials, and the rising prices of non-recycled ferrous and nonferrous metals, manufacturers will start turning towards recyclable scrap material to meet their productivity demand.

This is especially true for electric vehicle manufacturers who are purchasing massive amounts of very expensive materials," Hopkins said. "We're seeing the S&P GSCI Industrial Metals index rise by 17.5 percent year-to-date, indicating that there is serious and sustainable growth in the metals industry, and in turn, the scrap metal and recycling industry."

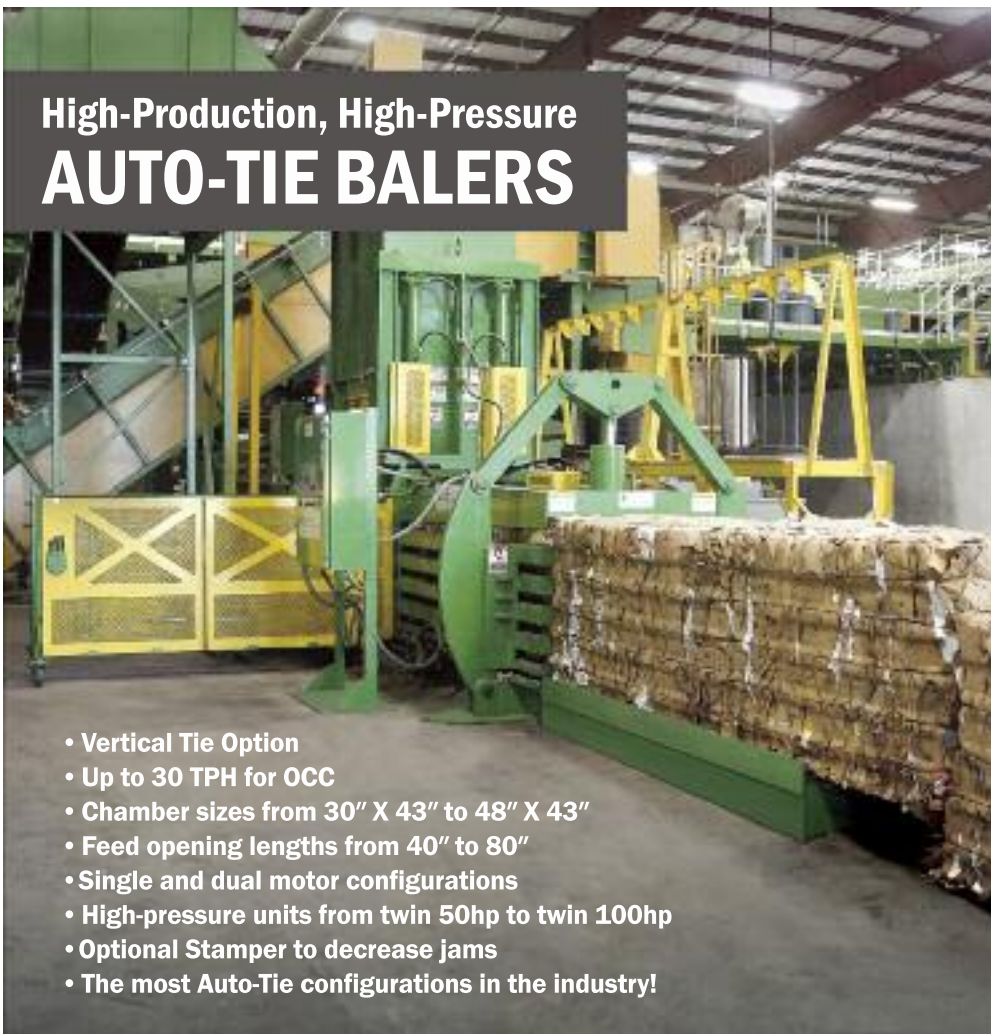
Slosse added that the long-term implications are inherently tied to increasing demand for steel and copper especially if the current infrastructure bill becomes law, as well as other metals essential to the electric vehicle boom.

"Primary metal production capacity will continue to increase, but due to these assets being capital intensive, investment will tend towards reducing risk – a bit slower than demand to ensure full asset utilization to meet return on investment and payback targets," Slosse said. For recyclers, this also means the scrap metal markets will be in a good condition for strong prices, but they will need to have business agility to pivot for short-term, locally significant exceptions.

"If your local market has new production capacity coming online soon – either primary or smelting/recycling – plan accordingly," Slosse said.

Recyclers should also keep in mind that the current shortage is probably more of a momentary supply issue from the impacts of COVID and the economy's recovery.

"The short-term shortage in some markets is due to transportation issues including a lack of trucks, railcars and shipping containers," Petruski said. "But in the long term, with increased domestic capacity coming online from new EAF production, there may soon be a persistent scrap shortage from what the historical supply balance has been."



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

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

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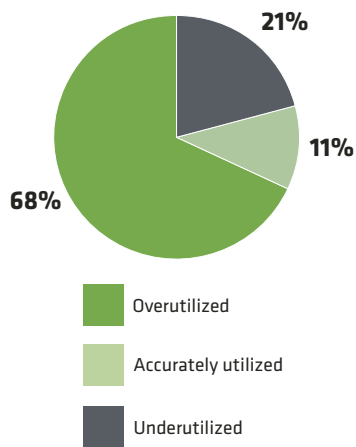
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# Collaboration will bring the City of Baltimore closer to zero waste culture

The City of Baltimore announced a collaboration brought together by The Recycling Partnership, with American Beverage's Every Bottle Back initiative, Closed Loop Partners, Dow Packing & Specialty Plastics, the Baltimore Civic Fund, and Rehrig Pacific that will greatly expand Baltimore residents' access to safe, effective recycling and improved collection infrastructure.

This innovative public-private partnership supports a \$9.5 million project, consisting of a \$3 million total investment from The Recycling Partnership, which includes \$1.65 million from the beverage industry, a plastic resin donation for recycling carts from Dow Packing & Specialty Plastics, and lidded rollout carts manufactured by Rehrig Pacific, as well as a \$3 million investment from Closed Loop Partners' Infrastructure Fund. This first of its kind collaboration will help Baltimore provide free recycling carts to 190,000 households to collect and process more recyclable materials, including beverage bottles and cans. As part of the effort, the city will launch a recycling education campaign to inform the community about the new carts and what can and cannot be recycled.

The Recycling Partnership and Closed Loop Partners have estimated that providing Baltimore households with modern recycling carts has the potential to generate an estimated 40 million new pounds of all recyclables per year – an 80 percent increase of recyclables per household in Baltimore. The program will also help collect and recy-

cle nearly 30 million new pounds of plastic over 10 years, including 16 million new pounds of polyethylene terephthalate (PET) that might otherwise have gone to waste.

"The collaboration with The Recycling Partnership and Closed Loop Partners is essential for fostering a recycling culture in Baltimore," said Mayor Brandon M. Scott. "My administration is committed to implementing the City's Less Waste, Better Baltimore Plan and building greener, healthier communities."

Baltimore is the eighth largest city in the U.S. without universal cart recycling access, a key driver in the city launching an ambitious zero-waste goal.

"Delivering free recycling carts to Baltimore City households will simply be a game changer for our waste diversion plan," said Baltimore City Department of Public Works Acting director Jason W. Mitchell. "By diverting waste from landfills, we not only decrease the workload on our routine services crews, who have been stellar throughout the pandemic, but we also lay the foundation to build a more sustainable and cleaner Baltimore for generations to come."

Providing residents with a free recycling cart is one of the key recommendations in the city's Less Waste, Better Baltimore Plan, which has identified options for improving solid waste diversion, recycling, and disposal in the city. Previously, Baltimore households who participated in the city's weekly recycling collections had to provide their own carts.

"This is The Recycling Partnership's single largest recycling grant to date, and I'm thrilled that it's in Baltimore. Building a multi-million-dollar grant like this one takes time and trust. We see a skilled and dedicated staff ready to ensure that Baltimore's new, free recycling program reaches community wide, serving the greater public with this key to protecting the environment," said Keefe Harrison, chief executive officer of The Recycling Partnership. "The Baltimore public can take pride in knowing that they're part of one of the most unique public-private partnerships to improve recycling. This hybrid of grant, investments, and donation of plastic resin to make the recycling carts themselves is the type of collaboration worthy of celebration."

Launched in 2019 by American Beverage, Every Bottle Back is an unprecedented initiative to reduce the beverage industry's plastic footprint by increasing the number of bottles that are collected and remade into new ones. Every Bottle Back brings together The Coca-Cola Company, Keurig Dr. Pepper, and PepsiCo with leading environmental and sustainability organizations – World Wildlife Fund, Closed Loop Partners, and The Recycling Partnership – to support the circular plastics economy.

A move to larger-capacity, lidded recycling carts enables safer and more efficient collection, reducing the amount of manual labor needed, helping to prevent injury to collection staff while providing residents with increased storage capacity for their recyclables at the same time.

# Michigan's Innovation Track is open for ideas

NextCycle Michigan's Recycling Innovation and Technology (RIT) Innovation Challenge Track is accepting applications through August 11. The program seeks novel material recovery or sorting technologies, recycled content products, waste minimization techniques, new uses for recycled or organic materials, or other innovations in Michigan.

NextCycle Michigan, an initiative from the Michigan Department of Environment, Great Lakes, and Energy, leverages public and private sector assistance along with investment across six Innovation Challenge Tracks to accelerate Michigan's recycling and waste recovery system. Boosting recycling and developing innovative solutions to waste management can reduce greenhouse gases and help Michigan on its path to carbon neutrality by 2050.

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## NJ DEP now accepting nominations

Nominations are being accepted in 10 categories for an annual recognition program to celebrate individuals, businesses and governments for excellence in recycling, and inspiring others to the same commitment, New Jersey Department of Environmental Protection Commissioner Shawn M. LaTourette announced.

The DEP, in conjunction with the Association of New Jersey Recyclers, annually recognizes excellence in recycling to highlight program successes achieved by agencies, businesses, individuals and others committed to keeping New Jersey communities clean and healthy.

Applications may be submitted in the categories of institution, business, retail merchant, government, leadership, rising star, recycling industry, outstanding educator/educational program, volunteer citizen and source reduction/resource management/sustainability. Award winners will be honored during a fall recognition ceremony.

New Jersey was the first state to require recycling by passing the New Jersey Statewide Mandatory Source Separation and Recycling Act in April 1987. Today, the state continues developing policies to further increase recycling rates, clean up the recycling stream, and to adapt recycling strategies to match current lifestyles.

## University of Kentucky collects tons of reusable items

During Spring Move-Out, the University of Kentucky's (UK) Recycling Program was happy to re-offer the Give and Go Donation Station Program to all resident students on campus. Donation stations were placed in the lobby of every residence hall on campus for students to donate items as they prepared to leave campus for the semester break. Students were encouraged to donate usable items, such as clothes, shoes, bedding, unused toiletries, school supplies, decor and non-perishable food.

The Give and Go Donation Station program is a collaboration among several UK departments – recycling, trucking, residence life, campus housing, auxiliary services, sustainability, Big Blue Pantry and Goodwill Industries of the Bluegrass. The goal of the program is to encourage students to donate rather than throw out usable items.

This year a total of 7.3 tons (14,600 pounds) was collected, a number UK Recycling was very happy with considering the unknowns of the semester due to COVID-19. Last school year, due to the beginning of the pandemic the program had been suspended. The year before (May 2019), over nine tons of items were collected.

"We are so proud of the students who took the opportunity to donate reusable items and nonperishable food, diverting them away from the landfill. We are so glad that our donation

efforts can support local charities/groups," said Esther Moberly, manager of the UK Waste, Recycling and Trucking Department. "This program is part of a large campus-wide effort to decrease how much is thrown away, which is a goal in the university's Strategic Sustainability Plan."

Since 2018, UK Recycling has been working on reaching the goal of having a waste diversion rate of 50 percent by 2022, as stated in UK's Sustainability Strategic Plan.

## Aspen considers new mandatory waste reduction

The Aspen, Colorado City Council is considering waste reduction policies that would make composting mandatory, require developers to divert construction materials from the local landfill, and impose electrification requirements on new buildings. Aspen climate action officials argue that voluntary participation in waste reduction programs is not enough to achieve the city's ambitious goals to limit carbon emissions.

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**ALUMINUM KING AK850 SMELTER**  
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60 Htz 3 phase 240/480 Volts John Deere Motor.



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This shredding system is in very good condition.



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# METALS

## Schnitzer reports increased earnings due to strong demand for recycled metals

Schnitzer Steel Industries, Inc. reported results for its third quarter of fiscal 2021 ended May 31, 2021.

### Third Quarter Fiscal 2021 Highlights:

- Diluted earnings per share from continuing operations of \$2.16, compared to earnings per share of \$1.54 in the second quarter of fiscal 2021 and a loss of (\$0.18) per share in the third quarter of fiscal 2020.

- Adjusted diluted earnings per share from continuing operations of \$2.20, compared to adjusted diluted earnings per share of \$1.51 in the second quarter of fiscal 2021 and \$0.05 in the third quarter of fiscal 2020.

- Net income of \$65 million, compared to net income of \$46 million in the second quarter of fiscal 2021 and a net loss of (\$5) million in the third quarter of fiscal 2020.

- Adjusted EBITDA of \$97 million in the quarter, compared to adjusted EBITDA of \$71 million in the second quarter of fiscal 2021 and \$19 million in the third quarter of fiscal 2020.

The company's performance during the third quarter of fiscal 2021 benefited from strong demand for recycled metals globally and for finished steel products on the West Coast, with ferrous, nonferrous and finished steel selling prices reaching multi-year highs during the quarter. In addition, results

for the quarter reflected the operating leverage benefits from significantly higher ferrous, nonferrous and finished steel sales volumes sequentially.

Tamara Lundgren, chairman and chief executive officer, stated, "Our third quarter financial and operational results are Schnitzer's best in over a decade. Our performance this quarter continued to benefit from both operating efficiencies gained from the implementation of our One Schnitzer organizational model and volume growth achieved from the execution of our strategic plan. Prices for recycled ferrous and nonferrous metals during the quarter rose to multi-year highs, with peaks and troughs in prices at respectively higher levels than we've seen in the past decade. The post-pandemic economic recovery and positive structural commodity trends are contributing to the higher price levels."

The benefits from higher sales volumes and increased average selling prices for ferrous and nonferrous recycled metals and finished steel products led to an expansion in operating margins, reflected in net income per ferrous ton of \$54 and adjusted EBITDA per ferrous ton of \$80, a sequential increase from \$47 and \$73, respectively.

The company's sequential performance also reflected seasonally

higher revenues from retail sales and benefits from the execution of commercial initiatives and productivity improvements supported by the One Schnitzer operating platform. Third quarter operating results also included benefits from average inventory accounting of approximately \$7 per ferrous ton compared to \$10 per ferrous ton in the second quarter of fiscal 2021.

On a sequential basis, ferrous sales volumes were up 24 percent and non-ferrous sales volumes were up 15 percent, both driven by strong global demand. Average ferrous and nonferrous net selling prices were up 3 percent and 17 percent, respectively. Finished steel sales volumes were up 12 percent and rolling mill utilization in the quarter was 98 percent. Average net selling prices for finished steel products were up 16 percent.

On May 22, 2021, the company experienced a fire at its Cascade Steel Rolling Mill in McMinnville, Oregon. There were no injuries to personnel, and property loss or damage from the incident was limited to the mill's melt shop. Given that the incident occurred near the end of the fiscal third quarter, there was no significant impact on the results of operations in the quarter.

The board of directors declared a cash dividend of \$0.1875 per common share, payable July 26, 2021 to shareholders of record on July 12, 2021. Schnitzer has paid a dividend every quarter since going public in November 1993.

## Steelmaker of the Year chosen

Lourenco Goncalves, chairman, president and chief executive officer, Cleveland-Cliffs Inc., was named Steelmaker of the Year at AISTech 2021 – The Iron & Steel Technology Conference and Exposition. The Steelmaker of the Year Award is presented annually by AIST to recognize notable leaders and their contributions to the steel industry.

Goncalves was honored in recognition of his distinguished career, strong leadership and outstanding contributions to the global mining and steel industries for more than 30 years; for his strategic vision to transform and grow Cleveland-Cliffs as an exemplary company in the U.S. steel industry; and for his passionate advocacy for the success of the domestic iron and steel industry.

AIST Distinguished Member and Fellow Award:

- Wendell L. Carter, senior vice president, flat rolled steel, Cleveland-Cliffs Steel LLC.

- Ruth Engel, consultant, Refractory Consulting Services.

- George J. Koenig, chief commercial officer, Phoenix Services LLC.

*A climate scientist and a climate change denier walk into a bar. The denier says, bartender, show me your strongest whiskey. The bartender says, this one here. It's 95 percent alcohol. The denier slams down his fist and leaves the bar in a hurry. The scientist says, you know, that's the problem with these guys. You show them the proof, and they still don't buy it.*



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Plate and Structural	per gross ton	321.00	335.00	370.00	400.00	475.00
#1 & 2 Mixed Steel	per gross ton	295.00	309.00	351.00	395.00	455.00
Shredder Bundles (tin)	per gross ton	165.00	190.00	285.00	298.00	305.00
Crushed Auto Bodies	per gross ton	165.00	190.00	285.00	298.00	305.00
Steel Turnings	per gross ton	106.00	106.00	135.00	189.00	225.00
#1 Copper	per pound	3.71	3.61	4.05	4.15	4.20
#2 Copper	per pound	3.99	3.36	3.74	3.88	3.80
Aluminum Cans	per pound	.68	.67	.71	.79	.65
Auto Radiators	per pound	1.64	1.51	2.19	2.05	2.12
Aluminum Core Radiators	per pound	.62	.59	.71	.66	.72
Heater Cores	per pound	1.35	1.43	1.51	1.27	2.01
Stainless Steel	per pound	.69	.68	.68	.73	.70

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

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

## METALS

### Reinstatement of Mutilated Coin Redemption Program sought

Inconsistencies within the U.S. Mint's mutilated coin redemption program have threatened to cost recyclers millions of dollars in redeemable coins.

The Institute of Scrap Recycling Industries (ISRI) submitted comments to the U.S. Department of the Treasury in response to the U.S. Mint's notice and request for comments regarding proposed revisions related to the exchange of uncurrent, bent, partial, fused, and mixed coins, updates to the redemption rates and procedures, and acceptance and processing of bent and partial U.S. coins.

In its comments, ISRI details the burden placed on recyclers when the program was unexpectedly suspended for a second time, after being reinstated in 2019. ISRI also references the historical significance of recyclers recovering coins, which has become an integral part of many recycling companies' operations, product mix and bottom lines. Additionally, ISRI's comments highlight the potential dangers of the Mint's proposal to prohibit the redemption of coins retrieved through the shredding process, as it may drive some recyclers to return to less effective manual sorting and separation processes that unnecessarily increase the risks to workers.

Excerpts from ISRI's comments follow:

**The recycling process and mutilated coins**

This practice began when recyclers would find loose coins that had fallen to the ground during the recycling process of cars, vending machines and other products. The business evolved with advances in sorting technology and the advent of new machinery capable of identifying very small items.

Shredding is the predominant method for recycling heavy steel-bearing end of life products into commodity grade products, including automobiles, appliances, coin operated laundry machines, and vending machines. Shredding greatly improved recycling productivity with great benefits for environmental protection, natural resource conservation, manufacturing sustainability and reliability as well as worker safety.

**Climate and responsible sourcing of precious metals**

In addition to protecting the integrity of the nation's coinage, the environmental benefits of redeeming and recycling old and mutilated coins fits well within the environmental and climate goals of the Biden Administration. Melting mutilated coins into new coins saves energy and reduces the environmental impacts compared to virgin materials.

For additional highlights,  
view this article on  
[www.AmericanRecycler.com](http://www.AmericanRecycler.com).

### Finished import market share estimated at 21 percent in June

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 June totaled 2,965,000 net tons (NT). This was a 12.4 percent increase from the 2,637,000 permit tons recorded in May and a 17.5 percent increase from the May final imports total of 2,523,000. Import permit tonnage for finished steel in June was 1,982,000, up 6.8 percent from the final imports total of 1,856,000 in May. For the first six months of 2021 (including June SIMA permits and May final imports), total and finished steel imports were 14,756,000 NT and 9,959,000 NT, up 19.0 percent and 15.2 percent, respectively, from the same period in 2020. The estimated finished steel import market share in June was 21 percent and is 19 percent year-to-date (YTD).

Finished steel imports with large increases in June permits vs. the May final imports include black plate (up 136 percent), heavy structural shapes (up 53 percent), oil country goods (up 38 percent), cold rolled sheets (up 26 percent), wire rods (up 18 percent), reinforcing bars (up 17 percent), hot rolled sheets (up 16 percent), cut

lengths plates (up 16 percent), mechanical tubing (up 15 percent), plates in coils (up 14 percent), line pipe (up 13 percent) and standard pipe (up 11 percent). Products with significant year-to-date (YTD) increases vs. the same period in 2020 include light shapes bars (up 55 percent), hot rolled sheets (up 54 percent), plates in coils (up 41 percent), cut lengths plates (up 34 percent), sheets and strip all other metallic coatings (up 31 percent), wire rods (up 25 percent), tin plate (up 24 percent), wire drawn (up 20 percent), sheets and strip galvanized hot dipped (up 12 percent) and hot rolled bars (up 10 percent).

In June, the largest finished steel import permit applications for offshore countries were for South Korea (284,000 NT, up 50 percent from May final), Japan (111,000 NT, up 15 percent), Germany (99,000 NT, up 2 percent), Taiwan (94,000 NT, up 13 percent) and The Netherlands (86,000 NT, up 36 percent). Through the first six months of 2021, the largest offshore suppliers were South Korea (1,341,000 NT, up 19 percent from the same period last year), Japan (514,000 NT, up 19 percent) and Germany (414,000 NT, up 10 percent).

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## AUTOMOTIVE

# Auto parts companies fined for selling 'defeat' devices

The U.S. Environmental Protection Agency (EPA) announced settlements with four automotive parts distributors for violations of the Clean Air Act. The companies illegally manufactured or sold aftermarket auto parts that bypass or disable required emissions control systems, otherwise known as defeat devices. The companies paid \$282,926 in penalties.

"These settlements are a very significant step toward our goal of stopping the sale of illegal defeat devices that cause harmful pollution in our communities," said EPA Pacific Southwest regional director of the Enforcement and Compliance Assurance Division, Amy Miller. "We will continue to investigate and penalize anyone who manufactures, sells, or installs these types of illegal products."

The practice of tampering with diesel and gasoline powered vehicles by installing defeat devices can bring about the emitting of large amounts of NOx and particulate matter, both of which contribute to serious public health problems in the U.S. These include premature mortality, aggravation of respiratory and cardiovascular disease, aggravation of existing asthma, acute respiratory symptoms, chronic bronchitis, and decreased lung function. Numerous studies also link diesel exhaust to increased incidence of lung cancer.

### Following are highlights of four separate settlement agreements:

AutoAnything, Inc. sold aftermarket exhaust systems designed to defeat the emissions control systems on motor vehicles and motor vehicle

engines. The firm also sold products, commonly known as 'tuners,' which enable the user to easily turn off emission controls installed and certified by vehicle manufacturers to comply with the Clean Air Act. The company, headquartered in San Diego, California, paid a \$125,000 penalty.

No Limit Enterprises Inc., doing business as No Limit Fabrication and No Limit Diesel, manufactured and/or sold tuner-related products and other components that bypass, defeat, or render inoperative emission controls installed and certified by vehicle manufacturers to reduce vehicle emissions. The company, headquartered in Moorpark, California, paid a \$150,000 penalty, which was reduced due to financial hardship.

Integrated Strategic Resources, Inc., doing business as Andy's Auto Sport, sold aftermarket exhaust systems designed to defeat the emissions control systems on motor vehicles and motor vehicle engines. The company, headquartered in Monterey, California paid a \$5,000 penalty. The penalty amount was reduced due to financial hardship.

T&R Performance Solutions sold aftermarket parts designed to defeat the emissions control systems of motor vehicles and motor vehicle engines. The company, headquartered in Simi Valley, California, paid a \$2,926 penalty. This agreement was reached under EPA's expedited settlement policy, which is only used in certain circumstances to address minor, easily correctable violations.

## SALVAGING Millions

by Ron Sturgeon  
Autosalvageconsultant.com

### The Bridge Plan: How Are We Going to Get There?

When my partners and I bought Ford's auto recycling subsidiary, it was losing huge buckets of money. As we prepared our financial forecast on the turnaround, the asset-based lender and venture capital firm that were our stakeholders wanted to understand exactly how we were going to increase sales and reduce expenses.

The stakeholders required us to produce a credible plan. For each line in our forecast, when we said we would raise sales or lower expenses, we prepared a bridge plan. There were over 100 lines. How exactly would we achieve the numbers we were forecasting? What resources would be needed to meet the forecast? How would our initiatives affect each month's numbers going forward? How many months would the initiative take? Our bridge plan spelled out detailed answers to each of these questions.

To make a good bridge plan requires recognizing that some initiatives take longer to execute than others and that some initiatives bleed through the financials more than others. If we were forecasting a 10 percent increase in parts sales (or cash flow), how would it be achieved? Increased turns? Raising prices? Better close rates? Bringing in more customers for that product or service?

We had to document each tiny step – including the resources needed and the person accountable for planning, executing, and measuring of results. Though simple in principle, making a bridge plan is a daunting task in practice.

Does your plan forecast a 10 percent increase in sales? Build a bridge with each component of sales you will need to reach the goal. A good bridge plan to achieve a 10 percent increase has more than one sales component and a total forecasted bridge that delivers at least a 20 percent increase. Some components won't hit their goal, so build in some wiggle room.

Bridge plans can be used for almost any initiative, such as expanding marketing, processing more inventory, hiring more people, or achieving greater profits.

Get your team in by making them a part of creating the bridge plan, knowing they will be held accountable for the results they forecast. If you're competitive and your team wants to deliver, creating bridge plans gives you an exciting opportunity to lead and inspire.

Knowing how to create bridge plans will make you a better business person and increase the odds that you will hit the short and long term goals you set for your business.

## Next generation aluminum doors offer lightweight solution

Alumobility, a non-profit organization focused on advancing the adoption of aluminum automotive body sheet, announced the results of its study demonstrating affordable lightweighting through the proposed conversion of a mass-produced C-segment SUV passenger door from steel to aluminum.

The results of the study show the new aluminum door design meets or exceeds safety and other customer performance criteria to reach 45 percent weight savings. While the study focuses

on a mid-size SUV door, Alumobility expects comparable results for other door architectures.

As automakers continuously look for ways to lightweight vehicles at a competitive cost throughout the manufacturing process, adoption of aluminum doors has increased. These lightweight doors are highly recyclable at a vehicle's end of life, which contributes to overall sustainability, reducing CO2 emissions and enabling a more circular economy.



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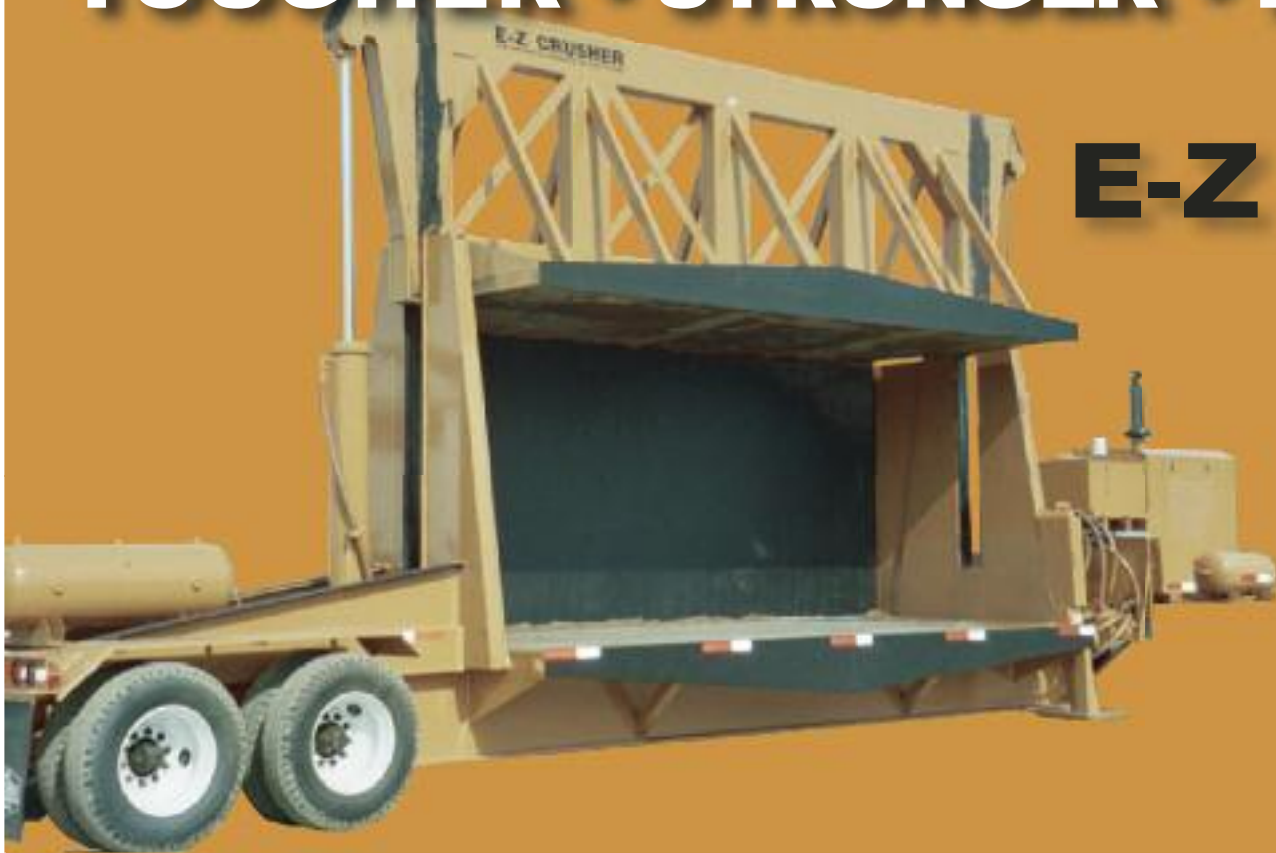


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*This article was provided by autosalvageconsultant.com, which was formed in 2001 by recyclers for recyclers, to help them improve their businesses.*

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## PLASTICS

# Plastic recycling rates reflect the need for investment

North American recyclers continue to recycle the majority of the post-consumer plastic recovered for recycling. Recycling has risen roughly eight percent since 2017 but the industry faces ongoing challenges, according to a survey sponsored by the Association of Plastic Recyclers (APR), the Foundation for Plastic Recycling, and the American Chemistry Council (ACC).

The 2019 U.S. Post-Consumer Recycling Data Report shows that most of the material recovered for recycling in the U.S. in 2019 was purchased by reclaimers in the U.S. or Canada (87.9 percent combined) with just 12.1 percent exported overseas. Within the 12.1 percent of exports, bottle exports rose slightly by 26 million pounds; non-bottle rigid exports stayed flat; and post-consumer film exports dipped by 28.5 million pounds.

The 2019 U.S. Post-Consumer Plastic Recycling Data Report, based on surveys by Stina Inc. and NAPCOR, presents the findings of the major plastic categories recovered for recycling, by destination, with changes over time. In 2019, a total of 5,094 million pounds of post-consumer plastic sourced in the U.S. was recovered for recycling. Post-consumer plastics in the study included bottles, non-bottle rigid plastics, film, and other plastic but not foam.

In aggregate, recycling of bottles, non-bottle rigid plastic and film declined

by 27 million lbs. in 2019 or 0.5 percent. Compared to 2018, the largest increase in recycling in 2019 was among non-bottle rigid plastics (45.9 million lbs.) and the largest drop in recycling was in PET bottles (39.3 million lbs.). Although film plastic overall declined, there was an increase in film recovered for recycling from retail and agricultural sources. Plastic bottles continued to make up the majority of the plastic recovered at 55.2 percent, with non-bottle rigids accounting for 25.3 percent, film 19.2 percent, and other plastic, excluding foam, making up the remainder at 0.3 percent.

“Flat or declining recycling rates are a sign that the system needs support. Declines in mature recycling streams, such as PET and HDPE bottles, make brand company commitments to increased recycled content even more challenging. There are many opportunities to support continued growth in film and non-bottle rigid recycling as well as turn the course for bottles by focusing on what recyclers need to succeed as they are the engines of the circular economy,” said Steve Alexander, APR’s president and chief executive officer. “Our modes of commerce and consumption are changing and our system of recovering resources must change too. Collection of quality material is essential for recyclers to produce quality feedstock at lower environmental and economic costs.”

## BUSINESS BRIEFS

### Cummins to acquire 50 percent of Momentum Fuel

■ Rush Enterprises and Cummins have signed a letter of intent for Cummins to acquire a 50 percent interest in Momentum Fuel Technologies, the industry’s first complete CNG fuel system solution. The joint venture is expected to be finalized later this year and will combine the strength of Momentum’s CNG fuel delivery systems with Cummins’ powertrain expertise to produce Cummins-branded natural gas fuel delivery systems for the North American market.

The partnership will provide customers with expanded and improved parts and service support for both the fuel delivery system and engine through the combined networks of Rush Truck Centers dealerships and Cummins distributors – more than 250 certified service, parts and support locations throughout the U.S. and Canada.

The environmental benefits of natural gas combined with upcoming emissions requirements will drive continued growth in natural gas vehicles for the foreseeable future.

### Logistics Recycling opens Minneapolis facility

■ Logistics Recycling, Inc. (LRI) has opened a new facility in the Minneapolis, Minnesota area that joins the existing headquarters in Green Bay and significantly expands the company’s Midwestern footprint. LRI provides specialized recycling services to commercial, governmental and industrial customers, delivering tailored solutions that allow customers to focus on their business rather than their waste.

LRI focuses their recycling services in areas that can be challenging in order to make sustainability simple and relieve compliance concerns for the businesses they serve. Primary services include recycling lamps, batteries and ballasts; electronics; medical/dental waste and products; hazardous waste; and PFAS related waste. LRI provides simple and streamlined receptacles with all necessary labeling and packaging. Depending on customer needs, pick up of materials is offered on an on-call/as needed basis or on a regular set schedule.

### Interstate Waste acquires Kohler Waste Services

■ Interstate Waste Services, Inc. (IWS) has acquired Kohler Waste Services, Inc. (KWS) based in Berkeley Heights, New Jersey. Founded by Lynne and Kelly Kohler, KWS is a highly regarded solid waste collection company serving residential and commercial customers primarily in Somerset and Hunterdon counties in central New Jersey.

IWS is the largest privately held, vertically integrated provider of solid waste collection, transfer, recycling and disposal services serving the greater New York City and New Jersey markets. The KWS acquisition is the second this year for IWS within the Central New Jersey market area and will build upon their expansion efforts within the region.

“After 25 years and much consideration, KWS is excited to join the IWS family. We have been looking for a partner that shares the same customer values as us for a long time and have finally found our perfect match,” said Lynne Kohler. To ensure the continued success of KWS as part of the Interstate Waste family, the Kohlers will continue to be actively involved in the sales, customer service and collection responsibilities, working from the newly renovated IWS Bridgewater location.

### New Way opens new customer support center

■ Scranton Manufacturing and its New Way Trucks brand marked the beginning of its 50th anniversary of manufacturing operations with the opening of a new customer support center at the campus of its main headquarters in Scranton, Iowa.

The customer support center houses the company’s accounting, logistics, information technology, warranty, marketing, purchasing and sales support functions.

### Steel Dynamics names Millett as board chairman

■ Steel Dynamics, Inc. announced that Mark D. Millett, a company founder and its president and chief executive officer, will also serve as the chairman of the board, effective immediately. Pursuant to the company’s corporate governance policies, Keith E. Busse, also a company founder, has stepped down as the chairman of the board to ensure an orderly transition of board leadership, and remains a director based on the results of the company’s 2021 Annual Meeting of Shareholders. James C. Marcuccilli will remain the company’s lead independent director.

### Rubicon partners with XL Fleet for fleet electrification

■ Rubicon®, a software platform that provides smart waste and recycling solutions to businesses and governments, has announced an agreement with XL Fleet Corp., a leader in electrification solutions for commercial and municipal fleets, to bring XL Fleet’s offerings to Rubicon’s network of waste and recycling hauler partners.

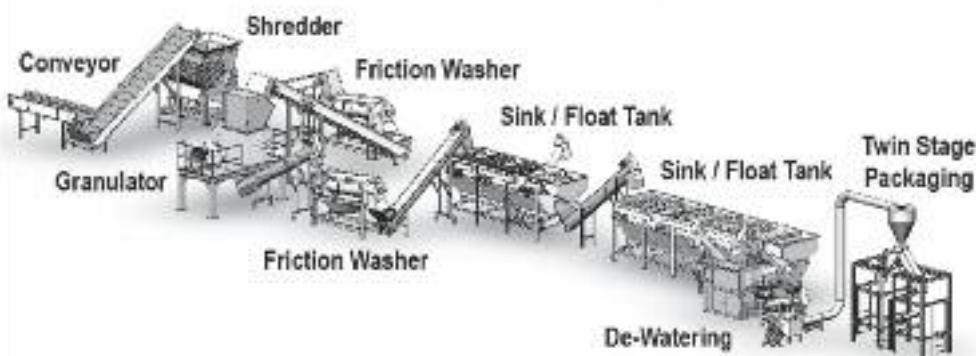
This will allow XL Fleet to grow its customer base by jointly approaching Rubicon’s partner network with the Electrification-as-a-Service offering. XL Fleet aims to provide hybrid electric, plug-in hybrid and all-electric solutions, as well as deliver charging infrastructure through its XL Grid division as a complete, end-to-end offering to Rubicon’s network of over 7,000 vendor and hauler partners across the U.S. XL Fleet and Rubicon can accelerate fleet electrification by reducing upfront costs and complexity. This also creates an opportunity for infrastructure investments into clean vehicle and charging infrastructure assets. See more details on page B7.



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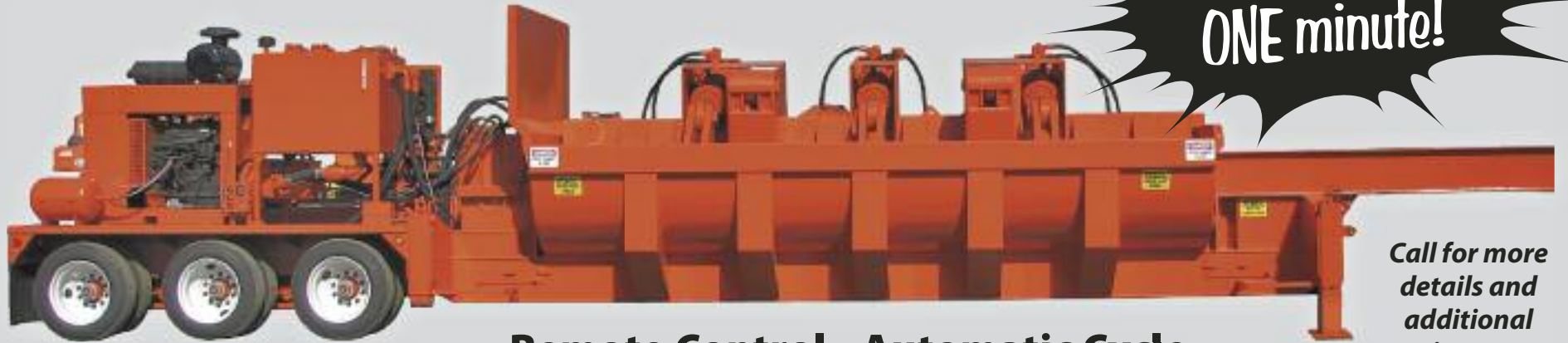
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## Alternative energy vehicles make inroads in the waste and recycling industries

by MAURA KELLER

[mkeller@americanrecycler.com](mailto:mkeller@americanrecycler.com)

As the waste and recycling industry continue their efforts to be ecologically aware, the type of waste and recycling vehicles being driven are changing. As alternative vehicles and fuels are making inroads in the industry, more and more companies are embracing these technologies.

### Going Green

Faced with high energy costs, environmental concerns by consumers, and government regulatory measures, the world's leading waste vehicle manufacturers are embracing new technological advancements to make today's waste vehicles more fuel efficient and environmentally friendly than ever before. Electric vehicles are making strides in the waste and recycling industry especially among companies that are eager to "go green".

"We see great potential and strong demand for alternative fuel vehicles (AFVs) in the waste and recycling industry," said Gerardo Gimeno, vice president sales, commercial vehicles, Leclanché, a leading provider of high-quality energy storage solutions, based on lithium-ion cell technology. "First, it helps close the loop in sustainability and makes sense given that recycling activity is aimed at reducing emissions – so clearly the vehicles helping collect waste and recyclables should be carbon neutral themselves. Additionally, diesel vehicles are very loud

and require extensive maintenance; AFVs, on the other hand, operate silently and their electronics require far less maintenance."

According to Eric Foellmer, director of marketing at XL Fleet, on average, refuse collection trucks travel 25,000 miles annually and contribute around 1.4 percent of the transportation industry's overall fuel consumption, reflecting an attractive, high-impact opportunity for the electrification and decarbonization within the commercial and municipal fleet space.

"This market opportunity to help electrify the waste and recycling industry is significant as fleets look to meet ambitious sustainability goals," Foellmer said. As the demand for sustainable vehicle solutions in this market has grown steadily in recent years, XL Fleet has recently announced partnerships with Curbtender to develop all-electric and plug-in hybrid refuse trucks and Rubicon to accelerate fleet electrification in the waste and recycling industry.

"We are seeing tremendous demand for all-electric, plug-in hybrid, and hybrid electric commercial trucks for use in waste management applications," Foellmer said.

Kurt Neutgens, president and chief technology officer at Orange EV, said they have seen waste and recycling leaders experience great success using the company's Pure Electric Yard Trucks (a.k.a. Terminal Tractors, Hostlers, Spotters, etc.) in their operations.



Waste and recycling companies can benefit both economically and environmentally from AFVs.

PHOTO BY JACK ROBERTS

"We find that beyond the hard savings, lower Total Cost of Ownership (TCO), and greatly improved uptime, many customers also have operations that occur within an enclosed or partially enclosed facility which amplifies the benefit to employees," Neutgens said. The Orange EV yard trucks provide fume free and emissions free operation that can be operated safely in 100 percent enclosed facilities, as well as in transfer stations, recycling yards, pallet secondary markets and landfills.

As Neutgens explained, electric vehicles (EVs) offer a wealth of benefits including

significantly reducing cost, improving uptime and reduced emissions and diesel fumes in local neighborhoods and globally. In addition, EVs reduce noise pollution for on-site personnel and local communities, offer improved safety versus diesels, including approximately 50 percent shorter stopping distances, and feature a longer expected life of the vehicle before significant re-investment.

Gimeno said waste and recycling companies can benefit both economically and environmentally from AFVs. "Currently, hybrid or all-electric vehicles in this market have a positive cost impact

(ROI) in five to six years," Gimeno said. "All-electric vehicles require less maintenance and upkeep compared to diesel vehicles. They don't require an exhaust system, turbo replacement or oil change and the vehicles' brake pads last longer due to regenerative braking."

AFVs also produce less CO<sub>2</sub>, CO and NO<sub>x</sub> than diesel-powered vehicles. For example, on Class Seven water tank trucks, a vehicle can require 100 to 120 kWh daily of energy instead of some 60 to 80 gallons of fuel – a cost savings of as much as 90 percent daily. Additionally,

See VEHICLES, Page B2

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# Vehicles

Continued from Page B1

AFVs are less noisy than diesel-powered garbage trucks. This means fewer complaints from sleeping residents at 8 a.m.

## CNG Vehicles

Electric vehicles aside, another alternative vehicle technology is compressed natural gas (CNG) engines. Autocar first introduced CNG to the refuse truck market in 2004. In fact, Autocar was the very first OEM to offer CNG refuse collection and recycling engines in their trucks and approximately 60 percent of the trucks they sell are CNG, making Autocar the largest supplier of Class 8 cabover CNG trucks across all industries.

“For years, municipalities and private enterprises across North America have expanded their refuse and recycling fleets to alternative fuel options,” said Tim Thornton, vice president and general manager refuse

at Autocar Truck. “The fuel cost differential primarily drives this change as well as new environmental laws and Americans’ drive to reduce carbon emissions and convert trucks to renewable energy.”

With the adoption of CNG, the waste and recycling industry became more energy independent, sustainable and environmentally conscious. Plus, waste hauling companies realized the positive financial impact of CNG.

As Thornton pointed out, according to the U.S. Department of Energy, refuse fleets that use CNG saved an average of 50 percent on their fuel costs, which resulted in an annual savings of \$13,000 per truck, not to mention the additional savings in tax credits, weight exemptions, grants, rebates or vouchers. “Time and again, CNG results in significantly lower – and more predictable – operating costs, less noise, better rear visibility and the “green” badge of honor their customers appreciate,” Thornton said.

He also believes fleet owners, large and small, will need to overcome

the total upfront cost of building the infrastructure to support the technology. In addition to the infrastructure costs, the chassis costs are often times more expensive until they get established.

“For some owners, it’s difficult to distinguish between procurement capital and operating capital,” Thornton said. “The return on investment of these vehicles will be over the lifecycle and won’t be realized at the time of purchase unless subsidies are available to offset the startup costs.”

## Ongoing Focus

New technologies and innovative products can keep any industry fresh. And the waste and recycling industry is no exception. As more technology becomes available, alternative fuel vehicles will continue to grow and initial vehicle costs will decrease in relation to conventional fuel vehicles.

Foellmer sees an incredible opportunity in the waste management and recycling industry as companies in this space are going to increasingly look to electrifying their vehicles and driving tangible sustainability success across their businesses and operations.

Of course, the transition to alternative fuels and subsequent alternative vehicles will require an upfront investment of time and money, especially if a company requires a large fleet. In addition, Gimeno said that fleet operators will need to buy new vehicles or retrofit existing vehicles and then install the required charging infrastructure. Additionally, personnel will need to be trained to service battery electric vehicles instead of internal combustion engine vehicles.

“Sites are concerned that the electrical infrastructure will be very expensive. But most fleets find that it is much less expensive than they thought,” Neutgens said. While large deployments may require electrical upgrades, most sites already have the electrical infrastructure needed to deploy several EV trucks.

Thornton is excited about the future role alternative vehicles will play in the waste and recycling industry. “The majority of truck fleets plan to be fully electric or use renewable energy by 2030. Just as heavy-duty CNG trucks were, alternative fuel vehicles are the future.”

Industry experts agree that alternative fuel use is just in its infancy, therefore education is key. And while alternative fuel technology is still relatively new, it is no longer a boutique product only available to certain segments of the industry.

State incentives for alternative fuels and vehicles have also helped spur growth and adoption in many regions. The Alternative Fuels Data Center collects up-to-date information on available incentives for all alternative fuels, and can be a good resource in indicating whether a state or region is primed for growth. Also, it offers an up-to-date database of the various tax incentives, rebates, and credits available on a state-by-state basis for fuel producers, retailers, and vehicle owners.

# SWACO seeks safety in waste hauling industry

SWACO celebrated a nationally recognized safety initiative that encourages and advocates for stronger safety practices on the road to protect our community’s valued waste haulers and collection workers. Solid waste collection is the sixth deadliest job in the U.S., making it an even more dangerous occupation than first responders. In fact, on average, one collection worker dies every 1.5 weeks in the U.S., with numbers increasing each year since 2009.

In partnership with the Solid Waste Association of North America and local waste and recycling haulers, a series of safety outreach events were held at the Franklin County Sanitary Landfill and SWACO Transfer Stations during which waste haulers and landfill and transfer station operators were invited to take the Safety Pledge. The pledge is a way for employees in the industry to commit to protecting themselves and others from harm, with the promise of helping “everyone get home safe every single day.”

“Our community’s waste haulers and recycling workers are essential and highly valued members of our community whose jobs play a critical role each day in our ability to safely and efficiently manage waste across Franklin County,” said Scott Perry, director of operations and maintenance for SWACO and a member of the SWANA board of directors. “We are proud that SWACO leads the way in both service and safety, but we implore the public to exercise caution on the road as a way to show that we all care about and value these important members of our community. As SWANA says, everyone deserves to go home safely from their job at the end of the day.”

Specifically, SWACO encourages drivers to slow down or move over when approaching or preparing to pass a waste hauling truck, whether they’re in transit or in the process of collection. These vehicles, which include SWACO’s recycling trucks, often have to operate big equipment in tight spaces. As always, motorists should proceed with caution when going through a construction zone, or even when passing a public safety vehicle stopped alongside of the road.

“Our employees are our best asset and we make their safety our highest priority,” said Joe Huston, SWACO’s safety manager. “We’re pleased to have a very low incidence of accidents involving our employees and credit that to their commitment to keeping one another safe as well as the on-going regular training they receive. We encourage the public to exercise caution when approaching SWACO or any other waste or recycling hauling vehicle.”

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

## Meridian Waste awarded



Marty Kelly and Ricky Rochester proudly display the 2021 Reader's Choice certificate.

Meridian Waste, an integrated, non-hazardous solid waste services company, has been voted the Nassau County Record's Best Trash Company for the second consecutive year.

"Once again, we've been voted as the favorite waste management firm by a majority of local newspaper readers, and we couldn't be prouder," said Meridian Waste area president Dave Shepler. "Our team works hard for the community, and it's wonderful to be recognized for our efforts on the front lines of so many clean and healthy neighborhoods."

Meridian Waste Florida brings together a team of experts in the environmental services industry comprising 20 to 30 years of professionalism. The full Meridian Waste Florida team of 25 employees is led by:

- Dave Shepler, a 30 year industry veteran serving as the area president for Meridian Waste Florida, is responsible for all aspects of the solid waste collections operation which includes more than 5,000 residential customers, and 850 commercial and industrial customers.

- Marty Kelly, facility manager, brings 30 years of experience in the environmental services industry and is an expert in maintenance from maintaining facilities, fixing equipment, procurement of parts and materials, and operational management.

- Donna West, office manager and customer care team leader, brings 20 years of experience, including customer service, billing and specializing in community and municipal relationship building.

- Ricky Rochester, residential manager, has nearly 13 years of experience in the industry. Rochester knows the business from his dedication as a garbageman who works closely with residential customers along his routes. He oversees all residential collections and truck routing in addition to the overall safety of his drivers and helper teams.

- Ricky Williams, commercial manager, has been in the industry for 25 years. Currently, he oversees all commercial business efforts including roll-off container deliveries for Duval County and Nassau County.

## EcoSouth acquires DeSoto Recycling & Disposal and Gabbert Waste

EcoSouth Services, LLC, a portfolio company of Kinderhook Industries, LLC has acquired Desoto Recycling and Disposal, LLC (DRD) and Gabbert Waste Solutions, LLC (GWS), collectively, a vertically-integrated waste company consisting of the DRD Landfill, the GWS Transfer Station, and complementary hauling services located in central and southwestern Florida. The acquisition of DRD and GWS represents the third add-on acquisition for EcoSouth and Kinderhook's 56th environmental services transaction since inception. Financial terms of the transaction were not disclosed.

"Over the years, we have built a dynamic, vertically-integrated com-

pany at DRD and GWS that contemplates the full waste collection cycle," said Jim Gabbert, president of Desoto Recycling and Disposal. "We are ecstatic to partner with Kinderhook, Jeff Claunch, and the team they have assembled at EcoSouth to focus on the next phase of growth."

"The landfill assets of DRD along with the transfer station and hauling services of GWS enable EcoSouth to enter the growing Florida market with a well-established operational base and a clear and exciting runway," said Jeff Claunch, chief executive officer of EcoSouth. "We are very happy to own these assets and are excited about the prospect of building out our Florida operations further."

## NWRA names 2021 Drivers and Operator of the Year

The National Waste & Recycling Association (NWRA) announced its 2021 Drivers of the Year and Operator of the Year winners. The awards recognize the drivers and an operator from member companies who put safety as their top priority.

"Safety is a core value at NWRA and for our members. Our members and their employees are dedicated to keeping our communities clean and safe on a daily basis. Therefore, it is important that we recognize the drivers and operators who make safety a priority. I congratulate them on their achievement," said NWRA president and chief executive officer Darrell Smith.

The Operator of the Year award is for employees working in post-collection for a materials recovery facility, landfill or transfer station who safely operate heavy equipment.

The Driver of the Year awards are for those drivers who operate their trucks in a safe and responsible manner, have outstanding performance records and whose contributions have enhanced the overall safety and image of the solid waste industry.

The finalists were determined by a computerized scoring system. Independent judges selected the winners based on letters of recommendation and, for drivers, the difficulty of the route. During judging, operators were also judged on difficulty of their equipment to operate.

**The 2021 Driver of the Year Awardees:**

- National Commercial – Dedre McKinley, Republic Services, Inc.

- National Industrial – Redgnel Forrest, Republic Services, Inc.

- National Residential – James Davis, Republic Services, Inc.

- Regional Commercial – John Weiss, Rumpke Consolidated Companies

- Regional Industrial – Lawrence Jackson, Recology

- Regional Residential – Aaron Meier, Recology

- Local Member – Dana Hale, WIN Waste Innovations

- Public Sector – Ryan Jones, Wasatch Front Waste and Recycling

**The 2021 Operator of the Year Awardee:**

- Victoria Barragan, Republic Services, Inc.

NWRA recognizes and thanks the judges who generously gave their time to review the applications. The 2021 judges are:

- Adrienne Gildea, Commercial Vehicle Safety Alliance

- Drew Mitrisin, Burns & McDonnell

- Elisabeth Barna, American Trucking Associations

- Ellen Voie, Women in Trucking

- Jeana Hysell, J.J. Keller & Associates

- Joseph Casper, Brick Industry Association

- Ryan Pietzsch, National Safety Council


- Steve Ralston, Ashley Furniture

- Tom Moore, National Private Truck Council


- Wayne Bailey, FedEx Freight

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# EQUIPMENT SPOTLIGHT

## Primary Reduction

by MARY M. THORNTON

maryt@americanrecycler.com

As metal prices have recently increased, removing especially valuable materials from the waste stream via primary reduction is extremely profitable. While magnets and picking by hand can recover a lot of metals, many in the waste and recycling industries process material via shredding – a more thorough way to recover even more metals. The same practice is used for plastics recovery, especially as the price of oil increases. Some of the factors involved in choosing the appropriate machines for materials processing follow.

As John Neuens, sales and marketing director of BCA Industries explained, “High volume reduction of oversized metal or plastic feedstock has long frustrated recyclers because the task can slow and even cripple production when shredding equipment breaks down. The challenge is this – traditional, large capacity shredders have points of vulnerability such as knives, shafts, bearings and hydraulics which are not truly designed for such volumes or loads. This can result in costly break-downs and production downtime, with long lead times for critical replacement parts and rebuilds. We provide a new generation of advanced shredding technology that can reliably shred even the toughest scrap metal and plastics to chips at high volumes.”

Neuens then described BCA’s customizable ES2000 shredder, “The Beast,” which has 24” diameter hard-faced knives, 55” to 72” x 48” cutting chambers, 8” 4130 Chromoly steel

shafts and is available as a stationary or portable unit. The ES2000 can shred 15 to 35 tons of metals or dense materials an hour. When even more throughput is required, it can be rated up to 800 hp and utilize dual cutting chambers. When incorporated into the ES2000, BCA’s patented Triplus “knife” technology uniformly cuts to any size in a single pass without a screen, very quickly reducing scrap to a reclaimable proportion and dramatically reducing shipping costs by minimizing voids in containers due to oversized material. A shredder using this design can produce over 85 percent correctly sized material in one pass with less than 10 percent oversized material.



Granutech-Saturn systems

While such units are typically hydraulic, all-electric versions of the ES2000 are an attractive option if a very large chamber size is required, but not the highest torque (*i.e.*, mild steel). Neuens noted that all-electric versions are simpler, quieter, less costly, and even easier to maintain



BCA Industries



Zerma America

since the machines have no valves or hoses requiring maintenance or fitting inspections.

Greg Wright, vice president of Granutech-Saturn Systems, commented, “The term ‘waste’ can indicate quite a variety of areas. Sometimes there is physical value in

waste such as with plastics or metals. Our shredders are used to reduce the size of various waste materials so that separation of the items can be conducted more easily. Other times, material value might be stored in waste as energy and our shredders are used to reduce material size so that it can be fed into a kiln and burned – a process of material energy recovery. Because waste exists in so

many forms, there isn’t always a one size fits all approach and different types of shredders may be applicable. Granutech offers the Saturn line of dual and quad shaft shredders, our single shaft roto-grinds, and our medium speed Grizzly grinders; all of which are used to process waste in one form or another. To identify the shredder we’d recommend for your application, we always need to identify answers to the following questions: what is the material involved, what is the final material size needed, and what is the overall volume production size needed?”

Wright also noted, “Typical processing volume for our clients is in the 1,000 lbs. per hour to 20 tons per hour range. If the right equipment is not

See PRIMARY REDUCTION, Page B6

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Continued on Page B6

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## Contamination reduction report free to SWANA members

The Solid Waste Association of North America's (SWANA) Applied Research Foundation (ARF) report addresses the issue of increased contamination in curbside recycling programs in recent years and its effect on costs and safety at material recovery facilities (MRFs). The ARF report, *Reducing Contamination in Curbside Recycling Programs*, is now available for download to SWANA Members.

*Reducing Contamination in Curbside Recycling Programs* identifies and addresses the key reasons why residents place contaminants in their recycling bins. A better understanding of what causes these recycling behaviors should enable recycling and sustainability program managers to develop and implement more effective anti-contamination programs that address the underlying reasons for curbside recycling contamination.

"We are pleased to make this important ARF report available to all SWANA members. It provides useful and actionable information to recycling managers throughout the U.S. and Canada that can be used to reduce contamination and program costs," stated David Biderman, SWANA's Executive director & chief executive officer. "We hope local governments and companies take full advantage of the insights and analysis in the report and join the ARF to help guide our future research efforts."

In response to contamination concerns, many state and local governments are implementing "recycle right" programs that provide clearer and simplified instructions to residents on what recyclables are included in their curbside programs. SWANA supports these efforts and anticipates this report will serve as an important resource. The report looks at local governments that have implemented cart inspection and tagging options to reduce contamination and increase public awareness as well as what to do to enforce rules for non-compliant households.

The full report, *Reducing Contamination in Curbside Recycling Programs*, is currently available to SWANA ARF subscribers and members. The general public will receive free access to the ARF industry report in March 2022.

## Covanta to be acquired by EQT Infrastructure for \$5.3 billion

Covanta Holding Corporation, a leader in sustainable waste and energy solutions, has entered into a definitive agreement with EQT Infrastructure, whereby EQT will acquire all shares of Covanta common stock for \$20.25 per share. The purchase price represents an approximately 37 percent premium to Covanta's unaffected share price of \$14.78 on June 8th, the day prior to initial media speculation of a transaction. The acquisition is subject to Covanta shareholder approval, as well as customary government approvals, and is expected to close in the fourth quarter of this year. The agreement resulted from a competitive sale process and is not subject to a financing condition.

"We are pleased to announce this agreement with EQT," said Michael Ranger, Covanta president and chief executive officer. "Our comprehensive analysis during the past nine months has been singularly focused on enhancing value for our shareholders. EQT certainly recognizes the value we see in our business, and this transaction represents an excellent outcome of our strategic

review. Furthermore, as an organization dedicated to sustainability and environmental stewardship, EQT shares our vision for a safer, cleaner and more prosperous future through sustainable waste management thereby ensuring no waste is ever wasted. We couldn't ask for a better partner as we embark on this next phase of our company's evolution, delivering on our goal of building a sustainable future for all stakeholders."

Following the completion of the acquisition, EQT will work with Covanta's management team to build upon its strengths including its portfolio of assets that provide essential waste services to municipalities and commercial customers, its long-term community relationships, as well as its numerous growth opportunities, including through a robust UK project pipeline of new waste-to-energy infrastructure and Covanta's Environmental Solutions platform. Covanta will maintain its corporate headquarters in Morristown, New Jersey and its management team is expected to remain in place.

## Kinderhook combines with three companies

Kinderhook Industries, LLC has merged Circon Environmental, Chemtron Corporation and KilnDirect Inc. Each company will be rebranded under the Circon Environmental name. The merger will create a leading pure-play provider of sustainable waste management solutions.

Circon, Chemtron and KilnDirect each are dedicated to

the engineering and processing of non-hazardous and hazardous waste streams to create high quality and valuable fuel replacements. The vertically-integrated platform will have the scale and capabilities to provide extensive, end-to-end environmental solutions on a national level for waste generators across all end markets. Circon will be able to solve the

most complex waste challenges, while continuing its commitment to a sustainable and circular economy.

Frank Iezzi, who will serve as chief executive officer of the combined platform added, "We are excited to welcome Chemtron and KilnDirect into our growing family of companies."

  
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## NEW PRODUCT SHOWCASE



### BRASS KNUCKLE SMARTSHELL SAFETY GLOVE THAT DOES IT ALL

Some jobs need a glove that covers it all: impact protection, cut protection, excellent grip in wet conditions and high visibility. It must do all of this without sacrificing comfort, because an uncomfortable glove is an unworn glove, and that is the ruin of compliance and safety programs.

Brass Knuckle® SmartShell™ BKCR4499 gloves start with a machine knit, ultra-high-molecular-weight polyethylene with ANSI cut level A5 protection on the palms. Thermoplastic rubber padding is sonically welded to the back and a gritty black nitrile palm coating offers excellent wet grip.

#### Brass Knuckle Safety Products

1335 Ridgeland Parkway  
Alpharetta, GA 30004  
770-674-8930

[www.brassknuckleprotection.com](http://www.brassknuckleprotection.com)



### INTIMUS' POWERFUL SSD DESTROYER IS COMPACT AND QUIET

Intimus announces the immediate availability of a new compact granulator for the destruction of solid state devices, optical media, and small magnetic media.

Total destruction of data storage media is achieved by two industrial solid steel cutting heads that rotate in opposition to one another to rip and tear items into tiny shreds until they are small enough to pass through a user selectable waste sizing screen. Screens can be changed depending on the level of destruction/security required. Final particle sizes as small as 2mm x 2mm can be achieved when a 3mm sized screen is utilized. This translates to DIN levels E-5, F-4, O-6, T-7.

#### Intimus International

251 Wedcor Avenue  
Wabash, IN 46992  
800-775-2122

[www.intimus.com](http://www.intimus.com)



### MECALAC BRINGS FLEET MANAGEMENT SYSTEM TO NORTH AMERICA

Mecalac's fleet management system, MyMecalac, is now available in North America. It delivers everything from high-level summaries to specific machine details, including maintenance, inspection and damage notifications to boost efficiency and machine uptime.

The system is accessible through a web portal and a mobile app, providing a complete fleet overview showing which machines are in top shape and which need attention. Users can zoom into a specific machine to see everything from fuel consumption and oil pressure to the current engine load percentage and machine hours. This allows fleet managers to plan ahead to avoid the inconvenience of downtime.

#### Mecalac North America

282 Dedham Street  
Norfolk, MA 02056  
508-921-3076

[www.mecalac.com](http://www.mecalac.com)



### REDWAVE OFFERS METAL SORTING WITH ADVANCED TECHNOLOGY

The Redwave XRF/C, the most advanced nonferrous sorting system, can sort Zorba and Zurik into clean fractions of aluminum, stainless steel, copper, brass, stainless, zinc and others. It can also concentrate printed circuit boards, scrap for refiners and sort different grades of aluminum and stainless steel based on alloy composition.

More applications include processing meatballs to remove any residual copper impurities and sorting nonferrous residue from incinerated bottom ash to recover precious metals such as gold and silver.

#### Redwave Solutions US LLC

2775 Pacific Drive  
Norcross, GA 30071  
470-699-1688

[www.redwave.com](http://www.redwave.com)



### WEST SALEM MACHINERY REDESIGNS SUPER SCREENER

WSM's new Super Screener is the next generation – redesigned and manufactured for reduced maintenance, increased production and longer operating life.

New rugged features include longer machine life thanks to a 15 percent lighter basket and increased durability with oversize hangers. Material moves up to four times faster thanks to the steep slope, stainless steel pan bottom which is ideal for wet materials.

The relocated drive unit and easy access to the screens from the back of the basket for quicker change out reduce maintenance downtime and expense.

#### West Salem Machinery

PO Box 5288  
Salem, OR 97304  
503-364-2213

[www.westsalem.com](http://www.westsalem.com)

## Primary reduction

■Continued from Page B4

selected for processing, contamination of the waste stream can pose problems. Often those who purchase shredders believe that contaminants such as heavy steel or concrete blocks will be removed prior to shredding. If they are incorrect and have a machine incapable of handling such materials, a lot of damage to the machine is the result. Mitigating contamination is a large factor when choosing the right shredder for an application."

Granutech has manufactured automobile crushers since the late 60s, and they've been involved in the metals market ever since. "With the acquisition of Saturn Shredders in the late 70s, we began offering solutions for shredding various materials for a variety of markets. We've continued to grow and diversify ever since," Wright said.

The Zerma ZHS Series of industrial horizontal shredders includes a single-shaft shredder featuring an angled hydraulic ram, suitable for a wide range of material shapes and sizes. It is equipped with a 600 mm diameter E-type rotor, a knife holder fixing system and is available in widths from 1,500 mm to 2,600 mm. The final material size is determined by the screen, which can easily be changed, based on requirements. The ZHS Series shredder can be tailored to owner recycling requirements, including various drive strengths, knife configuration and a discharge option. "The ZHS Series shredders provide an economical solution for recycling of plastics, wood, paper, and general waste streams. The industrial horizontal shredders have been engineered for strength and reliability in daily operation. These shredders can easily be integrated into complete lines with other Zerma products and accessories such as conveyors, granulators, and more," said E.J. Stratman, national sales director.

"All Zerma machines are developed and manufactured by an international team of experienced engineers in close cooperation with our partners and

customers. Almost all components are manufactured by us, we avoid suppliers and outsourcing wherever possible, made possible by our modern machining centers and our experienced, well-trained staff. This independence makes it possible for us to be a global leader in the manufacturing of all size reduction equipment," concluded Stratman.

## MANUFACTURERS

Continued

### Jordan Reduction Solutions

Richard Pyle  
888-733-8248  
[www.jrs.com](http://www.jrs.com)

### Komar Industries, Inc.

Mandy Howenstine  
614-836-2366  
[www.komarindustries.com](http://www.komarindustries.com)

### Komptech USA

Brandon Lapsys  
720-890-9090  
[www.komptechusa.com](http://www.komptechusa.com)

### Lindner America

Chris Howard  
800-235-1391  
[www.lindner.com](http://www.lindner.com)

### Metso Metal Recycling

Mark Haire  
210-491-9521  
[www.metso.com](http://www.metso.com)

### Pallmann Maschinenfabrik GmbH & Co. KG

Marchal Michel  
49 6332 802 141  
[www.pallmann.eu](http://www.pallmann.eu)

### Precision Husky Corporation

Steve Briscoe  
205-381 7189  
[www.precisionhusky.com](http://www.precisionhusky.com)

### Shred-Tech

Michael Hillstrand  
800-465-3214  
[www.shred-tech.com](http://www.shred-tech.com)

### SSI Shredding Systems, Inc.

Lee Sage  
503-682-3633  
[www.ssworld.com](http://www.ssworld.com)

### Untha America, Inc.

Bernhard Martinz  
603-601-2304  
[www.untha-america.com](http://www.untha-america.com)

### Van Dyk Recycling Solutions

Adam Lovewell  
203-967-1100  
[www.vdrs.com](http://www.vdrs.com)

### Vecoplan, LLC

Kirsti Nelson  
877-738-3241  
[www.vecoplanllc.com](http://www.vecoplanllc.com)

### Weima America Inc.

Madison Burt  
888-440-7170  
[www.weimaamerica.com](http://www.weimaamerica.com)

### Zerma America

E.J. Stratman  
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## NY DEC secures \$4 million to resolve hazardous waste, oil spill contamination

New York Attorney General Letitia James and New York Department of Environmental Conservation (DEC) Commissioner Basil Seggos disclosed a \$4 million agreement that resolves years of hazardous waste disposal and oil spill contamination at the former Tonawanda Forge site in Tonawanda, New York (PDF). The agreement stipulates that American Axle & Manufacturing agrees to compensate the state of New York for costs associated with the state's cleanup of contamination at the site.

"Too many of New York's communities still struggle with pollution resulting from a legacy of environmental abuse, neglect, and injustice," said Attorney General James. "Through our action here, we are recouping \$4 million, which will be essential to eliminating a long standing site of contamination in the heart of the greater Buffalo community. My office is committed to holding polluters accountable, and protecting the health and safety of all New Yorkers, as well as our state's environment."

Over the years, a number of soil, sediment, groundwater and surface water sampling investigations of the Tonawanda Forge site have found the presence of asbestos; petroleum in soils; and hazardous substances – including polychlorinated biphenyls (PCBs), pesticides, heavy metals (such as lead and arsenic), volatile organic compounds, and semi-volatile organic compounds – at and around the site. Some of this contamination was found at levels exceeding state cleanup standards designed to protect public health and the environment.

General Motors (GM) began manufacturing axles, tie-rods, and other automobile parts at the approximately 33 acre Tonawanda Forge site in the 1950s. In 1994, GM sold the site to American Axle, which operated the site until 2008. American Axle used the same production processes as GM, producing similar parts and generating similar by-products. Logs show that – at least since the early 1990s and into the mid-2000s – the processes GM and American Axle utilized involved use of the hazardous substances found through sampling investigations at the site. An investigation conducted by the Office of the

Attorney General (OAG) uncovered evidence that both GM and American Axle had mishandled hazardous wastes and allowed spilled chemicals to leak into the ground through cracks in concrete floors.

In 2008, American Axle sold the Tonawanda Forge site to Lewis Brothers, a scrapper that partially dismantled the site. American Axle also removed some of its equipment after 2008, as part of an agreement with Lewis Brothers. During the removal of the equipment at the site, Lewis Brothers caused petroleum contamination and a PCB oil spill.

Earlier this month, OAG filed an action in U.S. District Court for the Western District of New York against American Axle under the federal Comprehensive Environmental Response, Compensation, and Liability Act (CERCLA). The action sought recovery of past and future costs associated with hazardous waste cleanup of the former Tonawanda Forge site. In 2017, OAG filed a lawsuit in New York State Supreme Court, Albany County against American Axle and Lewis Brothers seeking recovery of costs incurred by the state in cleaning up and removing the petroleum contamination at the site.

The federal district court consent decree with American Axle addresses the company's liability under CERCLA for the hazardous waste cleanup and damages to natural resources at the former Tonawanda Forge site. The company has agreed to pay the state \$3.6 million to resolve this matter, which will be directed to the DEC's Hazardous Waste Remedial fund to support the cleanup of this and other hazardous waste sites in the state. The agreement also references the settlement of the oil spill cost recovery action taken against American Axle for \$425,000 – funds that will be deposited in the state's Environmental Protection and Spill Compensation (Oil Spill) Fund. OAG and American Axle expect to discontinue the lawsuit over the oil spill upon OAG's receipt of this payment. Additionally, American Axle has agreed to pay \$25,000 for damages to natural resources, which will be deposited in the DEC's Natural Resources Damages Fund.

## Judge fines contractor \$30 million

A pile of over 300,000 cu.yds. of illegally disposed construction and demolition waste at the ARCO Recycling site was removed following an 8 month cleanup in 2018. The \$8.8 million cleanup was paid for by Ohio EPA and done in cooperation with the Cuyahoga County Board of Health, the city of East Cleveland, the Cleveland Division of Air Quality and the Cuyahoga County Executive's Office.

Cleveland, Ohio Judge Shannon Gallagher wrote that George Michael

Riley Sr., owner of ARCO, showed "blatant recalcitrance" and defied state law at every step of the way. The demolition contractor must pay \$30 million in fines and leave the industry permanently, the Cuyahoga County Common Pleas Court judge ruled.

The state accused Riley of presenting Arco as a recycling facility for demolition debris, when in fact little material was recycled. Instead, it was a pile of debris grew higher and higher.

## Fleet electrification in waste and recycling vehicles accelerates

XL Fleet Corp., a leader in fleet electrification solutions for commercial and municipal fleets, announced an agreement with Rubicon, a software platform that provides smart waste and recycling solutions for businesses and governments worldwide, to bring XL Fleet's offerings for fleet electrification to Rubicon's network of waste and recycling hauler partners.

This will allow XL Fleet to grow its customer base by jointly approaching Rubicon's expansive partner network with the Electrification-as-a-Service offering. XL Fleet aims to provide hybrid electric, plug-in hybrid and all-electric solutions, as well as deliver charging infrastructure through its XL Grid division, as a complete, end-to-end offering to Rubicon's network of more than 7,000 vendor and hauler partners across the U.S. XL Fleet and Rubicon can significantly accelerate fleet electrification in this space by reducing upfront costs and complexity. This also creates an opportunity for infrastructure investors to deploy significant capital into clean vehicle and charging infrastructure assets.

With over 150 million customer miles driven and more than 4,300 units on the road, XL Fleet is the leader in fleet electrification solutions for Class 2-6 commercial and municipal vehi-

cles, with plans to expand its product offering into heavy duty applications including waste management. The company is excited to advance on its Electrification-as-a-Service offering and accelerate the electrification of Rubicon's network of hauler partners.

"We are committed to securing smart waste and recycling solutions for our customers and partners, who are now increasingly looking to electrify their fleets and drive tangible sustainability success in their businesses and operations," said David Rachelson, chief sustainability officer at Rubicon. "With XL Fleet's cutting-edge electrification solutions, analytics capabilities, and charging infrastructure solutions, we can deliver real value by streamlining the process of fleet electrification. Rubicon is looking forward to helping our sustainability-focused hauler partners electrify their recycling and waste management fleets with the help of XL Fleet's comprehensive Electrification-as-a-Service suite of offerings."

This latest partnership builds on XL Fleet's existing initiatives in the waste and recycling space announced earlier this year, including a key partnership with refuse trucks provider Curbtender, to develop all-electric and plug-in hybrid vehicles.

## Waste Pro Solid Waste Industrial Revenue Bonds issued

CTBH Partners LLC announced the closing of \$105.2 million aggregate principal amount of tax-exempt solid waste industrial revenue bonds for its client, Waste Pro USA, Inc. As financial advisor to the borrower, CTBH represented Waste Pro in the issuance of the Florida Development Finance Corporation Solid Waste Disposal Revenue Bonds (Waste Pro USA, Inc. Project) Series 2021 for the benefit of Waste Pro.

The bonds, which bear a 3.000 percent coupon for approximately 11 years, were priced at 104.584, with aggregate proceeds of approximately \$110.0 million, to yield 2.375 percent. The bonds will mature on June 1, 2032.

The bonds are not a general obligation of the issuer and do not constitute indebtedness of the general credit of the issuer. Citigroup Global Markets Inc. served as the book runner and senior manager.

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

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