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Embracing organics recycling



Egg-shaped digesters originated in Germany in 1950s and they are used to treat sewage works sludge as well as other organics that break down and produce biogas.

PHOTO COURTESY MASSACHUSETTS WATER RESOURCES AUTHORITY

by MAURA KELLER

mkeller@americanrecycler.com

Today's schools, institutions, restaurants and corporations recognize that including environmental elements, namely organics recycling, into their waste management and recycling protocols is more than just green business – it's good business.

Rick Perez, founder and chief executive officer of Houston based Vanguard Innovative, one of the world's largest waste and recycling optimization companies employing over 600 with operations in 11 countries, said that while it is difficult to quantify the adoption rate or volume of organic waste currently recycled due to the lack of standards set in defining types of data, it is well documented that this segment for recycling is growing fast, faster than other segments like scrap metals or specific types of packaging.

"Companies, organizations and institutions are increasingly recognizing that organics recycling, by weight, is one of the largest negative impacts to sustainability program metrics, like Capture Percentage Rates, and causes a large negative impact on environmental metrics and ESG compliance," Perez said. "This makes it a very popular topic at corporate and government offices, as well as boardrooms."

Jen Panaro, owner of WasteWell, an organic waste collection company,

said that, generally speaking, the organic waste recycling industry is still quite small and has much room for improvement.

"However, I think it varies greatly by geography and local government leanings. A few areas have quite robust community-wide systems in place while most communities have next to nothing, at least with respect to broad infrastructure," Panaro said.

Panaro pointed to a growing interest from municipalities and private organizations to reduce their landfill waste through organic waste recycling programs and initiatives, but many are fairly cost sensitive.

"I understand why this is the case, and in some ways, there are certain initial costs that entities must absorb to change current waste management practices," Panaro said.

However, Panaro said there's a bit of an educational hurdle to overcome to help people understand that organics waste recycling can be a long-term cost shift (from landfilling and other waste management costs to organics recycling) instead of an additional cost that communities and organizations will forever add to their existing waste management cost structure.

According to Stephanie Miller, author of Zero Waste Living and founder of ZeroWaste in DC, a company providing zero waste household

consultations and advocacy through corporate and community presentations, California has always been a trendsetter on environmental regulation – whether in vehicle emissions restrictions or clean energy mandates. For organics recycling, they are also leading the way with the passage of the 2016 law (SB 1383) that takes effect in January 2022 requiring all residents and businesses to recycle their organic waste (primarily food scraps and yard trimmings) and all jurisdictions to provide collection services for this waste. This builds on previous mandates for businesses of a certain size to compost their organic waste.

"I believe California's efforts will spread because one of the easiest ways for states and cities to meet their ambitious greenhouse gas reduction targets is to divert organic waste from landfills," Miller said. "This will result in reduction of methane emissions produced when organic waste breaks down in landfills. Since methane is one of the most prevalent and potent greenhouse gases, and landfills are the third largest source of methane emissions, these efforts have a big impact in meeting emission reduction targets."

Legislative target setting is also a way to encourage the growth in new composting infrastructure, which falls far short across the country. And so far, organics recycling is largely an

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SWANA report addresses cost effectiveness of recycle right programs

Many local governments have implemented “recycle right” programs to help reduce contamination in curbside recycling. The SWANA Applied Research Foundation (ARF) has issued an important new report presenting the costs and effectiveness of these educational programs designed to address and improve recycling behaviors. The report, Encouraging Better Curbside Recycling Behaviors, follows the ARF report released in March 2021, Reducing Contamination in Curbside Recycling Programs, which addressed curbside recycling contamination.

“The new SWANA ARF report is a powerful tool for local governments assessing how to improve their recycling programs and reduce contamination,” stated David Biderman, SWANA executive director and chief executive officer. “With the recent issuance of EPA’s National Recycling Strategy and its identification of reducing contamination as a key objective, the report is particularly timely. SWANA will be

working closely with EPA and other recycling stakeholders to implement the Strategy, using some of the lessons learned from this report,” Biderman added.

The Recycling Partnership recommends that communities implement five strategies to reduce curbside recycling contamination. The ARF report provides summaries and cost effectiveness for each of these strategies.

“SWANA would like to recognize and thank the organizations that comprise the ARF’s Sustainable Materials Management (SMM) research group that identified and voted on this topic as well as supported and assisted in the research,” said Jeremy O’Brien, SWANA’s director of Applied Research.

The full report, Encouraging Better Curbside Recycling Behaviors, is currently only available to SWANA ARF subscribers. SWANA members receive free access to the report one year after publication.

Aurubis to open recycling and copper smelting facility

Georgia Governor Brian P. Kemp announced that Aurubis, a leading recycler of copper, precious metals and non-ferrous materials worldwide, will invest \$340 million in a state-of-the-art recycling and secondary smelting facility for multi-metal recycling in Augusta. This new facility will be the very first of its kind in the U.S. and will create 125 jobs in the Augusta area.

Aurubis’ commitment to sustainable development and to raw material security will play a role in building Georgia’s electric mobility value chain. From Augusta, the company plans to produce materials found in lithium-ion batteries and other electronics.

“With this investment, we are setting a clear example of sustainable growth, and will become a forerunner for multi-metal recycling in the U.S. as well – a role that we already have in Europe now,” said Roland Harings, chief executive officer of Aurubis AG.

Aurubis will build its facility on 150 acres at Augusta Corporate Park,

which is a “Georgia Ready for Accelerated Development (GRAD) Certified” site. Operations are expected to begin by the first half of 2024, and the company plans to begin hiring for positions as soon as summer 2022. Individuals interested in opportunities with Aurubis are encouraged to visit www.aurubis.com/en/career/jobs for additional information.

As a Georgia Ready for Accelerated Development (GRAD) Certified park, Augusta Corporate Park has completed due diligence and other specific certification requirements and due diligence prior to visits by prospective businesses. Receiving a GRAD certification with GDEcD is a proactive way both community planners and landowners can help catalyze economic growth and industrial development for the regions they serve. Thousands of Georgia jobs have been created on GRAD sites since the program’s inception in 2008.

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Organics

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untapped opportunity. As Miller explained, according to the Montgomery County, Maryland Department of Environmental Protection's website, food scraps are "the next frontier material, providing the greatest opportunity to recycle more, in the quest to reduce waste and recycle more..."

"California's goal of reducing organic waste by 75 percent by the end of 2025 is not dissimilar to the goals set at the federal, state and municipal levels and by educational institutions. The U.S. Department of Agriculture and the EPA announced in 2015 a goal of cutting food loss and waste in half by 2030," Miller said. "The recent Global Methane Pledge initiated by the U.S. in the lead-up to the Glasgow climate summit and signed by more than 100 countries also will surely generate pressure to increase these targets further."

Embracing Challenges

Perez said there are two buckets in terms of challenges with organics recycling: the first is environmental responsibility and regulatory compliance. It is well known that methane emissions resulting from the decomposition of organic waste in landfills are a significant source of greenhouse gases, contributing to global climate change and other environmental disasters.

"To one level or another, local governments have addressed organics recycling legislation and regulation, but there are no standards yet, so organizations and institutions are left to understand the law, comply with it and own their environmental responsibility," Perez said.

The second challenge, which is perhaps even more important than understanding what needs to be done, is how it needs to be done. As Perez explained, having options other than diverting to landfills is a big challenge, as well as contamination of utensils, paper products and plastic materials, which prevent organic recycling to be turned into animal feed, for example. Equipment is also a challenge, where organizations need to have a large

enough supply of organics to maintain a digester habitat.

According to Panaro, contamination is currently the most significant challenge for large scale organics recycling operations. Just about every process involves some level of sorting waste into different streams like landfill waste, organics recycling, and others.

"It's not always an easy task to sort properly, due to lack of education and lack of engagement," Panaro said. "It can be quite expensive and time-consuming to sort out the contamination during the recycling process which is reflected in the service costs to process organic recycling. We need far more education and, ideally, better technology to help make the sorting process more efficient and effective."

Costs and benefits pose challenges as well. Due to contamination, limited processing capacity and state regulations in some places, Panaro said the costs and operational hurdles to execute organic recycling are more difficult than they should be.

"Further, composting, at least in many parts of the U.S., is not well understood. I don't think many people know enough about the benefits to clearly see why it's such a cost effective and beneficial element of holistic waste management and cleaner, healthier communities in the long-term," Panaro said.

Miller added that the challenges encountered by California in rolling out its organic recycling program will be similar to those faced by other jurisdictions: the need for composting infrastructure to keep up with demand; the importance of public education and outreach; and the imperative – similar to that in traditional recyclable programs – of avoiding contamination in the organics collection process.

Programs Aplenty

Various programs are being established by schools, companies, universities and other institutions for organics recycling. This includes food recovery jointly with food rescue organizations, composting and soil enrichment, animal feed, and to a smaller scale recovery and conversion of sugars to energy.

"We need to organize corporate panels or think tanks between major organic producers, equipment manufacturers, and recyclers to 'round table' ideas for growth and implementation, Perez said. "Standardization of best practices, regulation, legislation, and processes would go a long way to grow, optimize and make organics recycling more efficient."

Panaro noted that the various types of programs being organized is evidence that the industry can develop a variety of organic waste recycling solutions that fit myriad needs. Institutions like schools, companies, and universities have everything from small programs like school lunch compost projects and classroom gardens for students to manage, to hired collection services that transport and process organic waste to a farm-based processing facility, on-site anaerobic digesters that significantly reduce the volume of

food waste before further composting elsewhere, and many more.

However, Panaro said that outdated regulation, especially when it doesn't acknowledge the differences between broad solid municipal waste and the subset that feeds organic recycling systems, hampers growth of the industry.

"It can make it really challenging to develop programs that are large enough and in the logical geographic areas to process organic waste in a regenerative way," Panaro said. "Many programs will benefit from refreshed regulation that considers the many ways organic recycling can operate effectively without posing hazards to the communities in which the facilities and operations are located." In many cases, organic recycling can actually help the health of local communities to the extent the facilities have finished compost that can rebuild soil or technology that uses the waste output to produce clean energy, for example.

Looking Ahead

As updated regulations reflect the myriad technology and benefits available from organic recycling, Panaro said programs can expand and will be less expensive, making them more accessible to a broader swath of communities.

"Furthermore, updated regulatory considerations along with better education about how organic recycling works can help alleviate some of the limitations individuals face when trying to participate in organics recycling programs or encouraging communities to participate together," Panaro said.

Many homeowners associations also prohibit composting, and a lot of municipalities don't allow community composting. Regulations more attuned to the specifics of organic recycling and its costs and benefits will likely open up more opportunities to run smaller community composting operations and demonstrate that properly-managed organic recycling systems don't pose the sanitation threats some people perceive.

As with other types of recycling, technology is taking over error prone processes driven by humans within the organics recycling segment of the industry.

According to Perez, with the use of artificial intelligence and machine learning, organics recycling can become much more efficient, allowing organizations and institutions to streamline a process from beginning to end, tracking volumes, optimizing diversion and capture and even monetizing outputs.

"As we see landfills filling up around the country, I don't think we have a choice but to adopt more organic recycling programs," Panaro said. "While the road ahead is long, I think more people are seeing the benefits and understand that organic recycling is both necessary and feasible. More people see the benefits to land use, soil management, and responsible resource management that organic recycling can help us accrue."



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SWANA partners with IDB to improve waste management

The Solid Waste Association of North America (SWANA) has partnered with the Inter-American Development Bank (IDB) to promote modern solid waste management in Latin America and the Caribbean. SWANA and the IDB recently signed a three-year Memorandum of Understanding (MOU) that calls for the two organizations to collaborate on a wide range of solid waste issues. SWANA expects this will include expanding its training and educational offerings for Latin America and Caribbean solid waste professionals.

“The IDB is happy to announce this new strategic alliance. This will make it possible to access an invaluable source of technical knowledge and advice in solid waste management projects. In addition, this MOU will promote the identification of climate change mitigation and adaptation actions in the sector, one of the pillars of the IDB’s Vision 2025,” said Sergio Campos, IDB’s Water & Sanitation Chief Division.

The Inter-American Development Bank works to improve lives in Latin America and the Caribbean by providing financial and technical support for countries working to reduce poverty and inequality through loans, grants, technical assistance, and extensive research. The IDB prioritizes social inclusion and equality; productivity and innovation; and regional economic integration in its development work across Latin America and the Caribbean.

SWANA and the IDB will collaborate through training, technical advice, identification of best practices, facilitation

of networking and technical visits and financing initiatives.

In November 2019, SWANA hosted a solid waste facility tour for Latin American solid waste professionals in Georgia, and, in late 2020, provided virtual landfill training in English and Spanish to about 75 professionals under a State Department grant. SWANA staff participated in a virtual trade mission and they are having conversations with governmental officials and other stakeholders in multiple countries about opportunities in 2022 and beyond.

SWANA is the U.S. and Canadian National Member of the International Solid Waste Association (ISWA). SWANA anticipates ISWA and its members in Latin America will play a role in implementing the MOU.

“The SWANA Caribbean chapter, based in Puerto Rico, is excited and looking forward to initiatives that will stem from this SWANA-IADB Agreement,” said Hanna Rodríguez and Naret Treviño, SWANA Caribbean board members. “We have had members from other Caribbean islands in the past and this MOU will likely provide more formalized interactions and opportunities between our islands. This will be an exciting endeavor for our chapter and as Young Professionals (YPs) for sure.”

SWANA has growing expertise and experience concerning the complicated issues associated with improving solid waste infrastructure in the Western Hemisphere. This agreement will help SWANA continue to expand its work in Latin America and the Caribbean.

Republic Services facility turns food waste into renewable energy

Republic Services, Inc. announced the opening of the Sacramento area’s first organics pre-processing facility, which will help local communities divert food waste from landfills and turn it into renewable energy. A new California state law, SB 1383, aimed at combating climate change took effect January 1, 2022 and will require the majority of California homes and businesses to recycle food and yard waste.

“Republic Services is proud to offer solutions to support California’s climate goals and the effort to recycle food waste,” said Mike Caprio, area president. “As one of the largest recyclers and composters in the state, we continue to invest in infrastructure that will help our customers reduce their impact and provide a circular solution.”

Diverting food and yard waste to recycling programs has a dual benefit: This organic material can be recycled by converting it into renewable energy or a product like compost, and diversion reduces emissions. To meet the requirements of the new state law, CalRecycle

estimates that the state will need to double its current organics materials management infrastructure.

Republic’s new facility accepts food waste collected from businesses in Sacramento County. The operation removes contamination such as plastic bags and produces clean organic material that is delivered to an anaerobic digestion facility. This facility converts the organic material into renewable energy that is used to power the facility, and, ultimately, could be sold to the public utility grid.

The new Sacramento facility is capable of processing 40,000 lbs. of food waste per hour. This is Republic’s third organics pre-processing operation, all of which are in California. In 2020, the company processed more than 2.15 billion pounds of food and yard waste.

Republic Services was named 2020 Organics Recycler of the Year by the National Waste & Recycling Association, a recognition of the company’s innovation and leadership.

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EQUIPMENT SPOTLIGHT

Containers

by **MARY M. THORNTON**

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According to info posted by Waste Management, the company processed 3.38 million tons of source-separated organic materials, including yard trimmings, food waste and bio solids – sludge sourced from wastewater treatment facilities. The bulk of the organic waste collected is taken to facilities that create marketable compost and soil amendment products.

Globally, one-third of food goes to waste and then causes billions of tons of GHG emissions into the atmosphere. More than 60 million tons of food wasted each year in the U.S., and displaced food carries a price tag of well over \$160 million. Per the EPA, more food reaches landfills and incinerators than any other single material in our everyday trash, and is 22 percent of our waste stream. Organic materials – primarily discarded food and yard trimmings, are approximately 30 percent of our waste stream. That is a lot of material to manage along the way and there is no shortage of container options to choose from, in the marketplace.

Cindy Lapidakis, Bomac Carts vice president of sales and marketing, suggests that managing material handling processes with Bomac products can benefit efficiencies, as many as many Bomac customers have learned. The company manufactures heavy duty carts that are useful for the recycling of waste, paper, electronics and many other materials. All Bomac products are made in the U.S., with a focus on efficiency and designing the right cart for various processes and applications. All carts are made to order and offer modifications, custom carts and labeling.

“This is the reason that Bomac solutions meet the needs of the recycling industries. The quality and durability of

our products are supported by an amazing customer service team. We’ve manufactured carts for the material handling and waste industries since 2002 and Bomac has grown while expanding into warehousing/distribution, specialty manufacturing and some areas of construction. The Bomac Recycle Cart is one of our most popular items, and it fits many different uses in many markets. The robust design of our Recycle Cart and standard or forklift base options make this product even more popular. Check out our products online and give us a call if you’re looking for high quality products from a great company,” said Lapidakis.

“E-Pak Manufacturing has been producing industry leading, long lasting roll-off containers for over 30 years. What began as a custom metal fabrication shop has quickly evolved into a leader in the steel roll-off container industry. Quality, service and performance form the backbone of every E-Pak container,” noted Chris Seese, Sales Manager. With a focus on the environmental, scrap and refuse industries, E-Pak is constantly improving, innovating and designing custom solutions for their customers. The company manufactures roll-off containers of all shapes and sizes like: rear load, front load, tub style, waste open top, heavy duty open top, totes, double lid sludge, vacuum tank and many more.

E-Pak continually expands product offerings to meet the needs of new and existing customers by having an expert team of engineers ready to create made-to-order products to solve any job site problem. E-Pak’s containers can be used for a variety of applications, including environmental waste removal, construction clean up, scrap metal hauling and so much more. “Each container is designed to get the job done right and stand the test of time, so customers can keep their business thriving. Operating in two manufacturing spaces, the main building on E-Pak’s campus is over 80,000 sq.ft. in size and the second is a brand new,

13,000 sq. ft. facility, due for completion in Q1 of 2022,” explained Seese.

First manufactured over 30 years ago by Par-Kan Company, the Easy Dump system “Excels for the pick-up, hauling and dumping of yard waste, ground cover, food waste and recycling material. Also a tried-and-true solution for trash collection needs, the Par-Kan Easy Dump is designed to be a ‘flex’ refuse collector and is proven to improve operating efficiency. Convenient and reliable, the Easy Dump system is easy to install, maintain, operate and easy to remove if you need to use the truck involved, for another application. The Easy Dump unit is also built



E-Pak Manufacturing, LLC

tough, with a streamlined design,” Darcy Sroufe, sales and marketing manager – Refuse Division, said.

The Easy Dump can haul up to 4,000 lbs. on the back of a basic pick-up truck and is a low cost solution for rural routes, missed stops, parks, gated communities and other restricted areas. The product can quickly save customers time and money with no CDL requirements, less fuel usage, low maintenance costs, and low emissions. The Par-Kan Easy Dump can be used to expand current market opportunities by utilizing the unit to offer special services, such as door to curb collection, recycling, rural routes, and so many other possibilities. Sroufe continued, “Durable and designed to last, the body of this unit is completely powder coat painted and the heavy-duty steel design has wrapped corners for added strength. The self-contained dual cylinder electrical hydraulic system has a waterproof design, and the streamlined remote system allows for ease of operation. This container is a must have for any collector whether trash, organics, recycling, mulch and even manure. The Easy Dump is the easy solution for some of the toughest jobs!”



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METALS

Steel imports up 39 percent

U.S. IMPORTS OF FINISHED STEEL MILL PRODUCTS BY COUNTRY OF ORIGIN (Thousands of Net Tons)					
Preliminary	OCT 2021	SEP 2021	2021 (annualized)	2020 (12 months)	% Change 2021 Annual vs. 2020
SOUTH KOREA	203	299	2,758	2,015	36.9%
JAPAN	80	82	995	767	29.8%
TURKEY	149	118	989	562	75.9%
GERMANY	83	88	877	725	20.9%
TAIWAN	72	94	845	573	47.6%
VIETNAM	110	78	714	314	127.4%
NETHERLANDS	54	78	563	463	21.6%
CHINA	45	48	428	376	13.6%
All Others	1,530	1,587	14,645	10,344	41.6%
TOTAL	2,325	2,472	22,814	16,139	41.4%

Based on preliminary Census Bureau data, the American Iron and Steel Institute (AISI) reported that the U.S. imported a total of 2,708,000 net tons (NT) of steel in October 2021, including 2,325,000 NT of finished steel (down 16.7 percent and 6.0 percent, respectively, vs. September final data). Through the first 10 months of 2021, total and finished steel imports are 26,530,000 and 19,012,000 NT, up 38.5 percent and 39.6 percent, respectively, vs. the same period in 2020. Annualized total and finished steel imports in 2021 would be 31.8 and 22.8 million NT, up 44.6 percent and 41.4 percent.

Finished steel import market share was an estimated 24 percent in October and is estimated at 21 percent over the first ten months of 2021.

Key finished steel products with a significant increase in imports in October compared to September are hot rolled sheets (up 13 percent) and sheets

and strip hot dipped galvanized (up 12 percent). Products with a notable year-to-date increase vs. the same period in 2020 were hot rolled sheets (up 123 percent), plates in coils (up 95 percent), wire rods (up 62 percent), sheets and strip all other metallic coatings (up 59 percent), cut lengths plates (up 58 percent) and oil country goods (up 44 percent).

In October, the largest volumes of finished steel imports from offshore were from South Korea (203,000 NT, down 32 percent from September final), Turkey (149,000 NT, up 26 percent), Vietnam (110,000 NT, up 41 percent), Germany (83,000 NT, down 6 percent) and Japan (80,000 NT, down 3 percent). For the first ten months of 2021, the largest offshore suppliers were South Korea (2,298,000 NT, up 38 percent vs. the same period in 2020), Japan (830,000 NT, up 25 percent), Turkey (824,000 NT, up 66 percent) and Germany (731,000 NT, up 23 percent).

Finished import market share estimated at 25 percent

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 November totaled 2,678,000 net tons (NT). This was a 3.2 percent increase from the 2,594,000 permit tons recorded in October and a 2.2 percent decrease from the October final imports total of 2,740,000.

Import permit tonnage for finished steel in November was 2,304,000, down 2.2 percent from the final imports total of 2,356,000 in October. For the first eleven months of 2021 (including November SIMA permits and October final imports), total and finished steel imports were 29,239,000 NT and 21,347,000 NT, up 42.5 percent and 44.2 percent, respectively, from the same period in 2020. The estimated finished steel import market share in November was 25 percent and is 21 percent year-to-date (YTD).

Finished steel imports with large increases in November permits vs. the October final imports include black plate (up 82 percent), heavy structural shapes (up 53 percent), sheets and strip all other metallic coatings (up 32 percent), hot rolled bars (up 32 percent), standard pipe (up 26 percent), line pipe (up 26 percent), sheets and

strip hot dipped galvanized (up 21 percent), tin plate (up 21 percent), oil country goods (up 16 percent) and cold rolled sheets (up 14 percent).

Products with significant year-to-date (YTD) increases vs. the same period in 2020 include hot rolled sheets (up 126 percent), plates in coils (up 102 percent), sheets and strip all other metallic coatings (up 66 percent), wire rods (up 60 percent), oil country goods (up 60 percent), cut lengths plates (up 59 percent), cold rolled sheets (up 38 percent), hot rolled bars (up 31 percent), heavy structural shapes (up 30 percent), sheets and strip hot dipped galvanized (up 28 percent), wire drawn (up 24 percent), and reinforcing bars (up 21 percent).

In November, the largest finished steel import permit applications for offshore countries were for South Korea (220,000 NT, down 2 percent from October final), Vietnam (191,000 NT, up 74 percent), Japan (153,000 NT, up 90 percent), Turkey (118,000 NT, down 21 percent) and The Netherlands (94,000 NT, up 76 percent). Through the first eleven months of 2021, the largest offshore suppliers were South Korea (2,538,000 NT, up 42 percent from the same period last year), Turkey (1,437,000 NT, up 162 percent) and Japan (982,000 NT, up 38 percent).



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Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$372.00	379.00	390.00	460.00	587.00
#1 Bundles	per gross ton	367.00	368.00	379.00	445.00	584.00
Plate and Structural	per gross ton	354.00	356.00	389.00	435.00	489.00
#1 & 2 Mixed Steel	per gross ton	349.00	350.00	383.00	422.00	454.00
Shredder Bundles (tin)	per gross ton	204.00	210.00	279.00	279.00	305.00
Crushed Auto Bodies	per gross ton	204.00	210.00	279.00	279.00	305.00
Steel Turnings	per gross ton	126.00	129.00	194.00	205.00	299.00
#1 Copper	per pound	3.94	4.04	4.00	4.01	4.04
#2 Copper	per pound	3.74	3.75	3.64	3.81	3.75
Aluminum Cans	per pound	.77	.75	.83	.83	.80
Auto Radiators	per pound	1.90	1.75	2.25	2.35	2.39
Aluminum Core Radiators	per pound	.79	.70	.69	.75	.71
Heater Cores	per pound	1.49	1.49	1.59	1.42	1.79
Stainless Steel	per pound	.81	.76	.86	.87	.95

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

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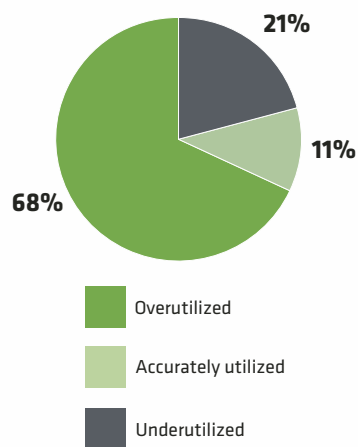
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AUTOMOTIVE

Design unveiled for connected steel autonomous vehicle for future sustainable urban mobility

Steel E-Motive, an initiative of WorldAutoSteel, the automotive group of the World Steel Association and its engineering partner Ricardo, an environmental, engineering and strategic consulting company, have unveiled the exterior styling vision for their fully autonomous ride-hailing, ride-sharing vehicle designed to showcase the benefits of using steel for global mobility-as-a-service.

The Steel E-Motive vehicle design has been optimized to include

technologies that are deployable by 2030 and beyond and meet requirements for inner-city driving needs. The design concept comprises both a compact, four-passenger vehicle, and a version with space for more passengers and luggage for out-of-town journeys. Designed by Maurizio Tancredi, chief style and industrial designer at Ricardo, Steel E-Motive's exterior styling is created around generative design thinking and is inspired by contemporary architecture in global cities,

enabling the vehicle to fit harmoniously into the urban landscape.

Cees ten Broek, director, WorldAutoSteel said: "Since this program began in November 2020, we have continued to progress with design and engineering of this steel-intensive ride-sharing, ride-hailing vehicle. We've focused on delivering a solution that meets the essential requirements for mass scale deployment in future mobility applications. It is efficient in its construction, manufacturing and total lifecycle emissions, as well as attractive in the landscape for which it is intended."

Using advanced high-strength steel for the design delivers aesthetic, safety, comfort and accessibility benefits. The steel is applied in a pattern that is part of the external visual design rather than being hidden behind outer panels, and the glazing on all sides of the vehicle – including the roof – offers passengers great views of the cityscape. The steel will enable the engineering team to meet mobility-as-a-service operational, safety and environment requirements: for example, its strength and formability supports a unique low-height coverless and integrated battery case, and flat-floor interior – which also aids better accessibility.

A unique rocker design offers superior crush force and protection not only to the occupant but the high voltage battery internals. Steel also delivers cost, weight and sustainability benefits over a conventional battery pack, using alternative materials, while meeting all current and future anticipated safety standards and legislation. Accessibility is also at the core of the vehicle design.

The requirement for low step-in height has driven the primary structure of the vehicle and is enabled by the novel battery case solution. A very wide door opening provides ample access for people and goods, while the unique door structure provides reduced outswing to the roadside.

The Steel E-Motive vehicle design also features battery electric propulsion, Level 5 autonomy and four-wheel steering for maximum functionality and maneuverability. The design and engineering reflect likely use in a mixed environment where both manual and autonomous vehicles are operating. Vehicle specifications are geared to high-volume manufacture with vehicle producers, fleet operators and ride-hailing users in mind.

SALVAGING Millions

by Ron Sturgeon
Autosalvageconsultant.com

Be your own advocate – Get help from others

You should surround yourself with people who are smarter than you are. Being successful in business takes brains. No doubt that you are smarter than some of the people who work for you. However, if you are always the smartest one in the room, you need to do a better job hiring.

The person in the engine room of the ship knows the engine inside and out, but he reports to the captain. Do you really think the ship would run as well if the captain spent all of his time in the engine room? The captain needs to delegate and direct a team of people competent in their specialties.

In the consulting I do with small business owners, I find that finance is an area that owners often do not turn over to the right level person soon enough. For example, if your salvage operation is selling more than \$1.5 to 2 million, you should upgrade from a bookkeeper to a comptroller level finance person.

When I reached that level of sales, I made a change. It cost me \$20,000 more per year to get a comptroller who had financial skills that neither the bookkeeper nor I had. She showed me ways to lower costs, increase sales and streamline my operations. I recovered the full increase in salary in two months.

Surround yourself with people who will do things that you won't. Sometimes, a longtime employee needs to be let go. Some owners can't do it, even when everyone involved would be better off for it. If you can't fire, make sure you have someone working for you who can and will let a person go at your direction.

Surround yourself with people that will do things you can't. I am not a web designer, but I have a very good understanding of internet marketing. It would be foolish for me to spend time trying to do my own web development and design work. I hire it out because I know people who do it much better and much faster than I ever could. Don't be afraid to hire smart people to do what you can't.

Surround yourself with people that can do things that you shouldn't. I have started and grown many businesses. One of the reasons that I have done so well is because of what I didn't do. My greatest talents are in strategic planning, marketing and managing with metrics.

At the start of an enterprise, you may wear many hats, but the sooner you can give the less important tasks away and focus on your strengths, the quicker you will be able to make your business grow. Should you really be ordering the office supplies? Make sure you put your time to its highest and best use.

Yes, you will have to tolerate some mediocrity to grow. The first and second time a new person takes over a task, he or she may not do it as well as you do. Let them learn. Give them a little mentoring.

Hire smart people. Delegate the tasks you can't, won't or shouldn't do. How much could your business grow if you could devote all of your time to doing what you can and should do? It could grow enough to replace your bookkeeper with a comptroller.

Adesa to deploy automated vehicle tracking solution

Adesa, a leader in scalable hardware design, announced the complete deployment of Adesa's fully automated vehicle tracking solution. The new service, the first of its kind to be fully deployed in the industry, combines a state of the art mobile app with a world class GPS-enabled IoT Device to help customers and employees locate vehicles faster at Adesa's more than 70 North America locations.

Affixed to each vehicle upon arrival at Adesa, the IoT devices can be accessed through the vehicle locator

functionality of the Adesa marketplace app. The app shares comprehensive vehicle information, pinpoint location services accurate to a single parking spot and real-time visibility. Enhanced safety and security measures include push alerts for movement in off-working hours.

Through CoreKinect's partnership with Comcast's MachineQ, the geolocating device technology and end-to-end solution for inventory management was successfully deployed across ADESA at an industry-leading pace.

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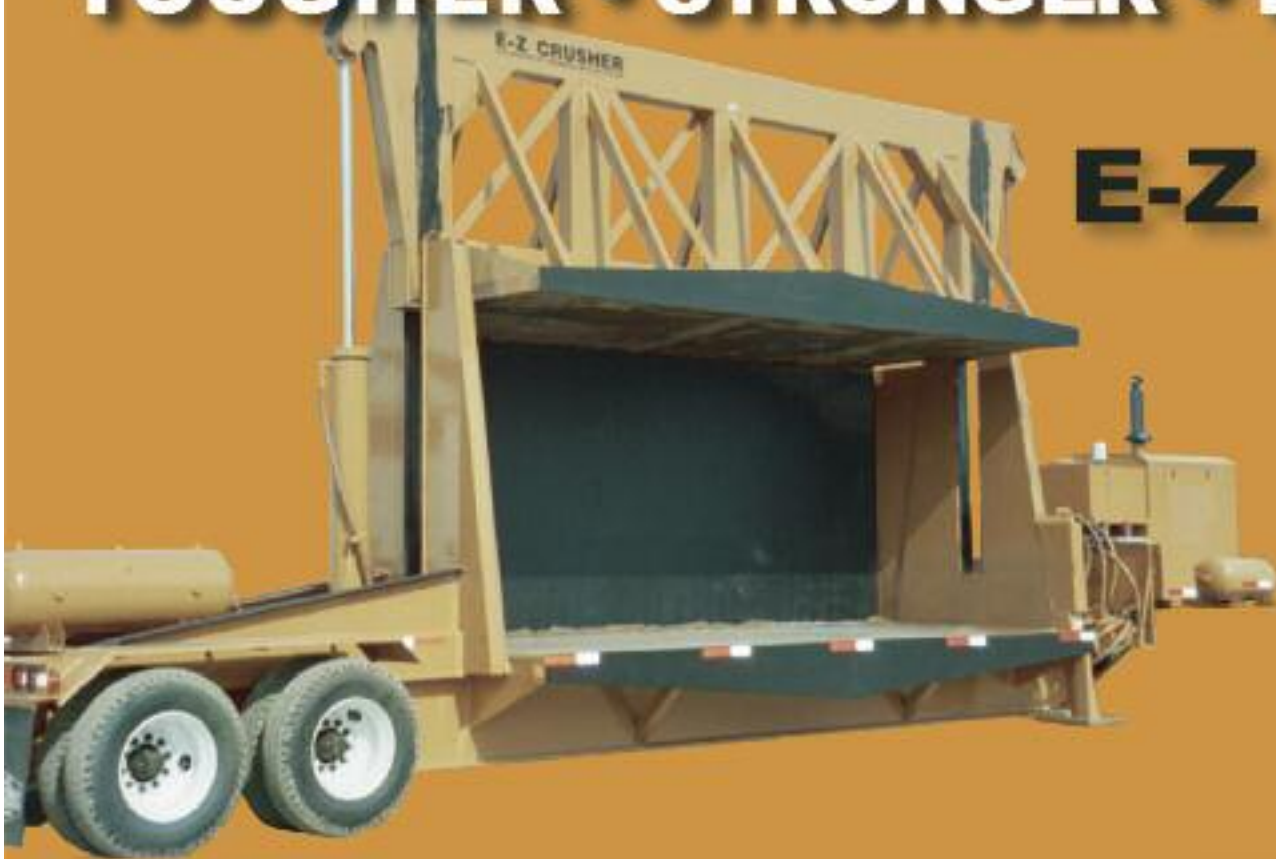
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BRIEFS

KAR Global hires Coyle as chief digital officer

■ KAR Auction Services, Inc., d/b/a/ KAR Global, has hired James Coyle as chief digital officer. Coyle will be responsible for a number of the company's digital marketplace businesses and other digital offerings. He will focus on expanding the company's digital footprint and delivering a differentiated suite of products and services to KAR's commercial, dealer, financial institution, rental and fleet customers. Coyle will be a member of the company's executive leadership team and will report to KAR's Global chief executive officer.

Coyle brings a broad range of leadership, technology and digital experience to KAR, including previous roles at Microsoft and Amazon, where he served as the category leader for consumer electronics. He was most recently the chief executive officer at RealSelf, a digital marketplace connecting consumers with physicians for medical and cosmetic procedures.

Brokk hires Corey Lewis as corporate controller

■ Brokk, a manufacturer of remote-controlled demolition machines, announced Corey Lewis as its corporate controller. Lewis manages all accounting operational functions, financial statements and reports, internal control evaluation, budgets and process improvements.

Lewis brings more than six years of accounting experience to his new role. A portion of that time was spent with a manufacturer of steel buildings and the remaining time in public accounting, working for two different CPA firms. He also served in the U.S. Marines with the 1st Battalion, 5th Marines.

Following his service in the military, Lewis attended Bellevue College for his Associates Degree and went on to the University of Washington to complete his Bachelor of Arts in business administration with an emphasis in accounting.

Sharps Compliance adds Gary R. Enzor to board

■ Sharps Compliance Corp., a full service provider of comprehensive waste management solutions including medical, pharmaceutical and hazardous, announced the appointment of Gary R. Enzor to its board of directors.

Enzor brings extensive experience with Fortune 50 companies across a broad range of industries. He currently serves as director of Boasso Global, which operates the largest bulk liquid chemical intermodal transportation and depot network in the U.S. and Europe, and serves on the board of directors at USA Truck. Previously, he served as chairman and chief executive officer of Quality Distribution, operator of the largest bulk liquid chemical transportation network, chemical intermodal depot and container services network in North America, from 2013 to 2021.



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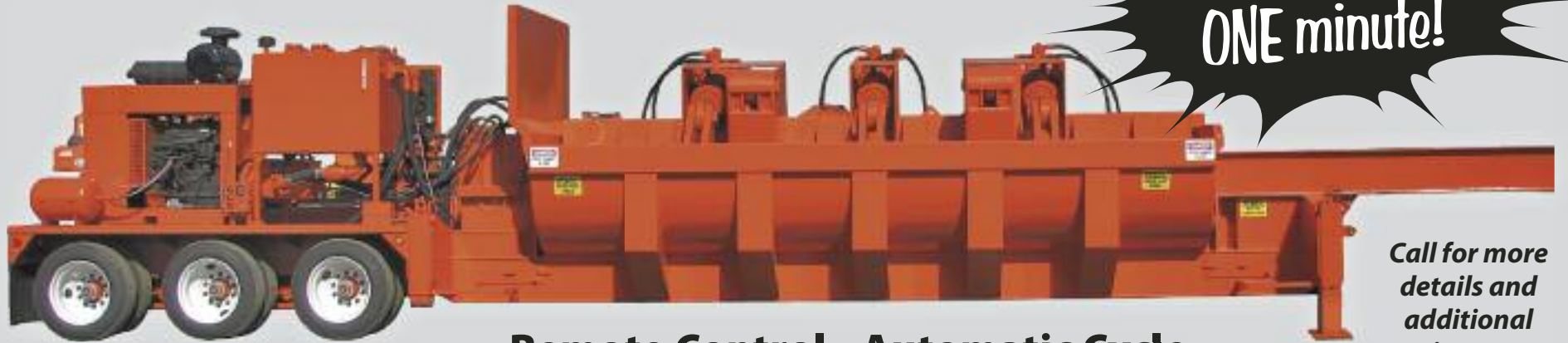
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Harris Equipment
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Interstate Batteries Recycling, LLC
Iron Ax
Kobelco Construction Machinery USA
OBC Industrial
S3 Software Solutions
SAS Forks
ScrapGo LLC
Supershear, Inc.
swissRTec America, Inc.
United Catalyst Corporation
Vortex De-Pollution & Recycling Equipment
WEIMA America, Inc.

Conveyors

BELTS

BEKON Energy Technologies Inc.
Bunting
Coperion
eFactor3
Ely Enterprises Inc.

Excel Manufacturing, Inc.
Harmony Enterprises, Inc.
Harris Equipment
Karl Schmidt Manufacturing, Inc.
Mallin Companies, Inc.
Maren Balers & Shredders
OBC Industrial
Precision Husky
Redwave Solutions US LLC
Sebright Products Inc.
Sierra International Machinery, LLC
Vortex De-Pollution & Recycling Equipment
Warren & Baerg Manufacturing, Inc.

BULK HANDLING EQUIPMENT

Andela Products
BCA Industries
Bunting
CM Shredders
Coperion
DJS Enterprises, LLC
Ely Enterprises Inc.
Hallco Industries, Inc.
Harmony Enterprises, Inc.
International Baler Corporation
Karl Schmidt Manufacturing, Inc.
Keith Manufacturing Co.
Maren Balers & Shredders
OBC Industrial
Redwave Solutions US LLC
Sherbrooke OEM

PNEUMATIC

Coperion
Ely Enterprises Inc.
Harmony Enterprises, Inc.
Karl Schmidt Manufacturing, Inc.
Mallin Companies, Inc.
OBC Industrial
Vortex De-Pollution & Recycling Equipment

VIBRATING

Action Vibratory Equipment
BCA Industries
CM Shredders
Coperion
Ely Enterprises Inc.
Engineered Recycling Systems, LLC
Magnetic Products, Inc. (MPI)
Mallin Companies, Inc.
OBC Industrial
Precision Husky

OTHER CONVEYORS

Action Vibratory Equipment
American Baler Company
BCA Industries
CM Shredders
Coperion
Ely Enterprises Inc.
Hallco Industries, Inc.
Imabe of America
International Baler Corporation
Karl Schmidt Manufacturing, Inc.
Keith Manufacturing Co.
OBC Industrial
Precision Husky
Sierra International Machinery, LLC
Warren & Baerg Manufacturing, Inc.

E-Scrap Processing

AUTOMATED SORTATION

Ely Enterprises Inc.

OBC Industrial
Redwave Solutions US LLC
SICON America LP
TOMRA Sorting Recycling
Van Dyk Recycling Solutions

CRT EQUIPMENT (GLASS CUTTING & SEPARATION)

Andela Products
OBC Industrial
SICON America LP
swissRTec America, Inc.

SHREDDERS

BCA Industries
OBC Industrial

OTHER E-SCRAP PROCESSING EQUIPMENT

BCA Industries
Bomac Carts
DJS Enterprises, LLC
Ely Enterprises Inc.
Granutech-Saturn Systems
International Baler Corporation
OBC Industrial
Philippi-Hagenbuch
SICON America LP
swissRTec America, Inc.
TOMRA Sorting Recycling

Glass Processing

CRUSHERS

Andela Products
OBC Industrial
Sebright Products Inc.

PROCESSING PLANTS

Andela Products
CM Shredders
OBC Industrial
Redwave Solutions US LLC
Sherbrooke OEM
Van Dyk Recycling Solutions

PULVERIZERS & GRINDERS

Andela Products
Granutech-Saturn Systems
OBC Industrial
Shred-Tech

OTHER GLASS PROCESSING

ALLU Group, Inc.
Andela Products
Bomac Carts
CM Shredders
Induction Innovations
OBC Industrial
Philippi-Hagenbuch
TOMRA Sorting Recycling

Loaders & Forks

AUTO SALVAGE FORKS

Bateman Manufacturing
SAS Forks

BUCKET FORKS

J.J. Scheckel Corporation
Mecalac North America
SAS Forks

SEE ALPHABETICAL COMPANY DETAILED LISTINGS STARTING ON PAGE B3.



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SAS Forks

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Bateman Manufacturing
Mecalac North America

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Bateman Manufacturing
J.J. Scheckel Corporation
Mecalac North America
Precision Husky
SAS Forks

Material Handlers & Processing

AIR CLASSIFIERS

Action Vibratory Equipment
Andela Products
BEKON Energy Technologies Inc.
eFactor3
Ely Enterprises Inc.
Mallin Companies, Inc.
SICON America LP

AIR KNIVES

Action Vibratory Equipment
SICON America LP

GRAPPLES

Bateman Manufacturing
Builrite Manufacturing
Equipment International
Indeco North America
Iron Ax
Precision Husky
Sierra International Machinery, LLC

MAGNETS & MAGNETIC SEPARATORS

Action Vibratory Equipment
BCA Industries
Bateman Manufacturing
Bunting
CM Shredders
Ely Enterprises Inc.
Engineered Recycling Systems, LLC
Equipment International
Iron Ax
Magnetic Products, Inc. (MPI)
OBC Industrial
Sennebogen LLC
Sherbrooke OEM
SICON America LP
Van Dyk Recycling Solutions

OPTICAL SORTERS

OBC Industrial
Redwave Solutions US LLC
Sherbrooke OEM
SICON America LP
TOMRA Sorting Recycling
Van Dyk Recycling Solutions

SCREENS

Action Vibratory Equipment
BCA Industries
eFactor3
Ely Enterprises Inc.
Engineered Recycling Systems, LLC
J.J. Scheckel Corporation
OBC Industrial
Sherbrooke OEM
SICON America LP
Van Dyk Recycling Solutions
West Salem Machinery Co.

WEIGHING & HANDLING EQUIPMENT

Builrite Manufacturing
Coperion
Equipment International
J.J. Scheckel Corporation
Keith Manufacturing Co.
Kobelco Construction Machinery USA
Maren Balers & Shredders
OBC Industrial
Sennebogen LLC

OTHER MATERIAL HANDLING & PROCESSING

ALLU Group, Inc.
Bateman Manufacturing
Harmony Enterprises, Inc.
DADE Auctions, Inc.
Ely Enterprises Inc.
E-Pak Manufacturing
International Baler Corporation
Interstate Batteries Recycling, LLC
Iron Ax
J.J. Scheckel Corporation
Kenco Corporation
Leadpoint Business Services

Magnetic Products, Inc. (MPI)
Mecalac North America
OBC Industrial
Philippi-Hagenbuch
SAS Forks
Sennebogen LLC
Sierra International Machinery, LLC

Metal Processing

BALERS (VERTICAL & HORIZONTAL)

AI-Jon by C&C Mfg
American Baler Company
Andritz ASKO Inc.
Baletech Recycling Equipment
DJS Enterprises, LLC
Ely Enterprises Inc.
Engineered Recycling Systems, LLC
Harmony Enterprises, Inc.
Harris Equipment
International Baler Corporation
Iron Ax
Maren Balers & Shredders
OBC Industrial
OverBuilt/OVB Holdings LLC
Sebright Products Inc.
Sierra International Machinery, LLC
Vortex De-Pollution & Recycling Equipment

METAL SORTING SYSTEMS

Action Vibratory Equipment
BEKON Energy Technologies Inc.
BCA Industries
Bunting
DJS Enterprises, LLC
Ely Enterprises Inc.
Engineered Recycling Systems, LLC
Imabe of America
Magnetic Products, Inc. (MPI)
Mallin Companies, Inc.
OBC Industrial
Redwave Solutions US LLC
S3 Software Solutions
Sherbrooke OEM
SICON America LP
swissRTec America, Inc.
TOMRA Sorting Recycling

SERVICES & YARDS

DJS Enterprises, LLC

SHEARS (ALLIGATOR & GUILLOTINE)

AI-Jon by C&C Mfg
Andritz ASKO Inc.
DJS Enterprises, LLC
Ely Enterprises Inc.
Equipment International
Imabe of America
Iron Ax
OBC Industrial
RES Corp.
Sierra International Machinery, LLC
Vortex De-Pollution & Recycling Equipment

SWEAT FURNACES

DJS Enterprises, LLC
Recycling Services Intl, LLC

WEAR PARTS

Ely Enterprises Inc.
OBC Industrial
SICON America LP

OTHER METAL PROCESSING

BCA Industries
Harmony Enterprises, Inc.
CM Shredders
Crow Environmental
DADE Auctions, Inc.
DJS Enterprises, LLC
Engineered Recycling Systems, LLC
E-Pak Manufacturing
E-Z Crusher/R.M. Johnson Company
Granutech-Saturn Systems
Imabe of America
J.J. Scheckel Corporation
Kenco Corporation
Mallin Companies, Inc.
OBC Industrial
OverBuilt/OVB Holdings LLC
Philippi-Hagenbuch
Recycling Services Intl, LLC
SAS Forks
Supershear, Inc.
swissRTec America, Inc.
United Catalyst Corporation
WEIMA America, Inc.

Miscellaneous

COMPUTER SOFTWARE

DJS Enterprises, LLC

DUST CONTROL

Buffalo Turbine

Ely Enterprises Inc.
Philippi-Hagenbuch
Recycling Services Intl, LLC
SICON America LP
WEIMA America, Inc.

SAFETY PRODUCTS

Buffalo Turbine
Crow Environmental
Industrial Netting
Recycling Services Intl, LLC

OTHER MISCELLANEOUS

Harmony Enterprises, Inc.
Equipment International
Induction Innovations
Industrial Netting
Kenco Corporation
Kobelco Construction Machinery USA
Leadpoint Business Services
Philippi-Hagenbuch
Recycling Services Intl, LLC
ScrapGo LLC
Sennebogen LLC
Sterner Consulting
Supershear, Inc.
United Catalyst Corporation

Organics & Composting

CHIPPERS

ArmorHog
BCA Industries
DynaHog
Precision Husky
West Salem Machinery Co.

SHREDDERS, GRINDERS & HOGS

ArmorHog
BCA Industries
BEKON Energy Technologies Inc.
DynaHog
Ely Enterprises Inc.
Hogzilla
Indeco North America
OBC Industrial
Precision Husky
Shred-Tech
West Salem Machinery Co.

TUB GRINDERS

ArmorHog
CM Shredders
DynaHog
Precision Husky

OTHER ORGANIC PROCESSING

ALLU Group, Inc.
BCA Industries
BEKON Energy Technologies Inc.
Harmony Enterprises, Inc.
Imabe of America
Philippi-Hagenbuch
West Salem Machinery Co.

Paper Processing

BALERS

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Baletech Recycling Equipment
BEKON Energy Technologies Inc.
Ely Enterprises Inc.
Excel Manufacturing, Inc.
Harmony Enterprises, Inc.
Harris Equipment
Imabe of America
International Baler Corporation
Maren Balers & Shredders
OBC Industrial
Sebright Products Inc.
Sierra International Machinery, LLC
SP Industries Inc.
Van Dyk Recycling Solutions

BALING WIRE SYSTEMS & SUPPLIES

Baletech Recycling Equipment
Ely Enterprises Inc.
Harmony Enterprises, Inc.
Maren Balers & Shredders
OBC Industrial

SORTING LINES

BEKON Energy Technologies Inc.
Bomac Carts
Ely Enterprises Inc.
Imabe of America
Leadpoint Business Services
Redwave Solutions US LLC
TOMRA Sorting Recycling
Van Dyk Recycling Solutions

OTHER PAPER PROCESSING

BCA Industries
CM Shredders

Excel Manufacturing, Inc.
Harmony Enterprises, Inc.
Imabe of America
Leadpoint Business Services
OBC Industrial
WEIMA America, Inc.

Plastic Processing

CLEANING SYSTEMS

BEKON Energy Technologies Inc.
Bunting
eFactor3
OBC Industrial

DENSIFIERS

Ely Enterprises Inc.
Harris Equipment
OBC Industrial
Sebright Products Inc.
Sierra International Machinery, LLC
Warren & Baerg Manufacturing, Inc.

EXTRUDERS & PELLETIZERS

Coperion
eFactor3
OBC Industrial

GRANULATORS

ArmorHog
BCA Industries
CM Shredders
DynaHog
eFactor3
Ely Enterprises Inc.
Granutech-Saturn Systems
OBC Industrial
Shred-Tech
WEIMA America, Inc.

MECHANICAL SEPARATION

BEKON Energy Technologies Inc.
Bunting
Ely Enterprises Inc.
Imabe of America
OBC Industrial
Van Dyk Recycling Solutions

PERFORATORS

BEKON Energy Technologies Inc.

OTHER PLASTIC PROCESSING

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BCA Industries
Bomac Carts
CM Shredders
Coperion
eFactor3
Ely Enterprises Inc.
Granutech-Saturn Systems
Imabe of America
International Baler Corporation
Leadpoint Business Services
OBC Industrial
Philippi-Hagenbuch
Sierra International Machinery, LLC
TOMRA Sorting Recycling
VZN Group, LLC

Services

DADE Auctions, Inc.
DADE Capital Corp.
Rosen Systems
Sterner Consulting
United Catalyst Corporation

Tire & Rubber Recycling

BALERS

Ely Enterprises Inc.
E-Z Crusher/R.M. Johnson Company
Harmony Enterprises, Inc.
International Baler Corporation
Maren Balers & Shredders
OBC Industrial
Sebright Products Inc.
Sierra International Machinery, LLC
Vortex De-Pollution & Recycling Equipment

GRANULATORS

CM Shredders
Granutech-Saturn Systems
OBC Industrial
Shred-Tech
Vortex De-Pollution & Recycling Equipment

SHREDDERS

BEKON Energy Technologies Inc.
CM Shredders
eFactor3
Ely Enterprises Inc.
Granutech-Saturn Systems

OBC Industrial
Shred-Tech
Vortex De-Pollution & Recycling Equipment

OTHER TIRE & RUBBER RECYCLING

BCA Industries
Bomac Carts
CM Shredders
Coperion
DADE Auctions, Inc.
E-Z Crusher/R.M. Johnson Company
Granutech-Saturn Systems
OBC Industrial
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**Trucking Equipment
& Transportation****CRUSHED CAR HAULERS**

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Brothers Equipment
E-Pak Manufacturing
Industrial Netting
ScrapGo LLC

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Demco
Hallco Industries, Inc.
Keith Manufacturing Co.

TRUCKS

Benlee, Inc.
Brothers Equipment
Philippi-Hagenbuch
ScrapGo LLC

OTHER TRUCKING EQUIPMENT

Benlee, Inc.
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Demco
E-Pak Manufacturing
Industrial Netting
Philippi-Hagenbuch
ScrapGo LLC
Talbert Manufacturing

**Waste & Recycling
Collection****COLLECTION BINS**

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E-Pak Manufacturing
Harmony Enterprises, Inc.

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Ely Enterprises Inc.

**ROLL-OFF TRAILERS
& HOOK-LIFT SYSTEMS**

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Brothers Equipment
Ely Enterprises Inc.

TRAILERS

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Brothers Equipment
E-Pak Manufacturing
Hallco Industries, Inc.
Keith Manufacturing Co.

TRUCKS

Benlee, Inc.
Brothers Equipment
Shred-Tech

**OTHER WASTE & RECYCLING
COLLECTION**

American Baler Company
Benlee, Inc.
Bomac Carts
Sebright Products Inc.
Shred-Tech
Sierra International Machinery, LLC

Used Equipment**USED EQUIPMENT**

Baletech Recycling Equipment
DADE Auctions, Inc.
DADE Capital Corp.
DJS Enterprises, LLC
Ely Enterprises Inc.
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Recycling Services Intl, LLC
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john@bca-industries.com

BEKON ENERGY TECHNOLOGIES INC.

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mario.vazquez@cmshredders.com

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shari.lake@coperion.com

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**E-PAK MANUFACTURING**

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info@epakmanufacturing.com

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