



American Recycler

NewsVoice of Salvage, Waste and Recycling

AmericanRecycler.com

FOCUS: Metals

Supply chain issues impact metal recyclers



WHAT'S INSIDE

- Scrap Metals MarketWatch..... 10
- Salvaging Millions..... 12
- Business Briefs..... 14
- Classified Advertisements..... 15
- Equipment Spotlight..... B4

- Food waste recycler opens plant in Connecticut. Page A6
- CMC shows substantial growth in earnings. Page A10
- Staten Island is the first city in New York to have waste plastic roads implemented. Page A13
- Steel imports down 10.9 percent. Page B2

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Damaged vehicles from Hurricane Ian present challenges for recyclers

by MAURA KELLER

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In late September, Hurricane Ian left a destructive path as it made landfall in Florida and traveled up the East Coast of the U.S. According to Cox Automotive, the parent company of Kelley Blue Book, an estimated 30,000 to 70,000 vehicles have been destroyed due to flooding and damage incurred during the hurricane. This influx of destroyed vehicles is expected to challenge the automotive recycling industry throughout the region.

Barry Porter, specialty quality assurance team lead at Sedgwick, said Hurricane Ian was devastating to the southeastern U.S., and vehicles of any kind are susceptible to excessive moisture – especially salt water.

“Automobiles, heavy equipment, RVs, golf carts and motorcycles all have an enormous amount of electronics today, particularly in and under the seat and along the floorboards. As a result, if the water line has risen to the seat level or just below the dash, the vehicle’s main electronics systems become compromised by this moisture, and most insurance carriers consider the damage a total loss and the vehicle is totaled,” Porter said.

As Porter explained, it has been estimated that up to 70,000 vehicles have been totaled in the areas affected by Ian and according to Carfax, as many as 358,000 have some form of water damage.

“This puts pressure on the insurance industry, recyclers, car dealers, repairers and others to handle the demand to dispose of and replace these vehicles,” Porter said. “Demand for vehicles was starting to even out before the hurricane, but now with this many vehicles being totaled, there will be an upwards pressure on new and used car values. The insurance industry and their vendors were strained by the number of losses, but they are working to catch up and return them to normal levels.”

Stefan Kleinekoort, founder and chief executive officer of The Driver Advisor, said the flooding of vehicles in the aftermath of hurricanes is a significant problem for recyclers.

“As cars and trucks are submerged, their batteries discharge, and their motors turn off. This makes these vehicles very difficult to recycle since they must be disassembled down to the component level to extract all of their usable materials,” Kleinekoort said.

Fortunately, recycling companies have developed special facilities designed specifically for dealing with



Despite being incapacitated by flood waters, many parts are still salvageable and valuable including steering wheels, tires, hoods, doors and other parts.

PHOTO BY DUNCAN NOAKES | DREAMSTIME

flooded vehicles. As Kleinekoort explained, these companies use high-pressure water jets or vibration machines to open the chassis and remove salvageable materials like plastic and metal parts.

“The major challenge for recyclers is that many flooded vehicles are wholly ruined and cannot be recycled,” Kleinekoort said. In these cases, the car will have to be scrapped or burned to release any hazardous materials that may still be inside.

Flooded vehicles pose a significant challenge for recyclers, but fortunately, some companies can help. If a consumer has a flooded vehicle that they would like to recycle, they can get in touch with their local recycling company or check their websites for information on how they deal with this type of material. Some recyclers may discard them, while others may try to find an alternate use. It ultimately depends on the individual recycling company and its policies regarding end-of-life cars.

John David Hernandez, owner of Assurance Automotive, a locally owned and operated auto repair shop in Miami, Florida, said Miami didn’t see the damage that places like Fort Myers and Coral Gables experienced.

“Speaking with other dealerships and auto repair shops, the damage throughout Florida to vehicles was immense,” Hernandez said. “Outside of

flooding, we’ve seen a lot of vehicles that are considered total losses by insurance companies from trees, debris, and branches landing on vehicles.”

Once a car has experienced a certain amount of flood damage, the title is not salvageable. That means someone who wants to buy a vehicle would not be able to get bank financing and likely couldn’t insure the car as well.

“However, not all cars that experience flood damage are totaled. It’s possible to dry the car out and repair any electrical damage that the flood damage caused,” Hernandez said. “For insurance purposes, however, it’s likely any significant flood damage would make the car a total loss.”

Automotive recyclers are able to use the parts from a vehicle to rebuild other cars. Hurricanes and floods may damage the car, but a lot of the parts of the vehicle still remain unaffected and can be repurposed.

“You might have a vehicle that won’t turn on because of flood damage, but that doesn’t mean there’s damage to the steering wheel, tires, hood, doors or other parts that are worth salvaging,” Hernandez said.

Space is also an immediate concern when there’s a huge flood. Suddenly there are all these damaged vehicles with parts that are salvageable, but there is nowhere to store them.

See FLOODED, Page A4

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Teams from Michigan earn more than \$2M in EGLE grants for recycling and reuse

Victors in a unique, Michigan-centric pitch competition that focuses on recycling, reuse and renewable resource projects in Michigan have split \$51,600 in prize money to help see their visions through.

Among the competitors were recipients of more than \$2 million in grants for 2022 from the Michigan Department of Environment, Great Lakes, and Energy (EGLE). Those awardees also are listed below.

NextCycle Michigan – an EGLE initiative to connect entrepreneurs, companies, organizations and communities to tech support, financing and capacity building to advance Michigan’s circular economy – hosted the Showcase competition at the Michigan Recycling Coalition’s (MRC) Season of Innovation.

NextCycle prepared teams from businesses and other organizations to pitch their project ideas at the competition, judged by entrepreneurs, investors, and industry leaders from Closed Loop Partners, the Michigan Economic Development Corp., Michigan Capital Network, United Way, Detroiters Working for Environmental Justice, Emmet County, EGLE and PADNOS. Awards and winners are:

•Resource Recycling Systems Best in Show Award: \$10,000 to BSG Tire Recycling, Detroit, and Porous Pave, Grant, to turn scrap from tires into pathways and public areas in Detroit. The companies also split a \$400 Shovel Ready People’s Choice Award.

•Centropolis Accelerator Award: \$10,000 to Recharge Recycling, Fenton, to collect, process and recycle lithium-ion batteries from electric vehicles and other sources in the Flint area.

•Community Based Solutions Pitch Award: \$7,500 to Benton Harbor Collaboration to develop recycling infrastructure and circular economy

opportunities in Benton Harbor. The collaboration includes the City of Benton Harbor and the West Michigan Sustainable Business Forum.

•Beyond Recycling Pitch Award: \$7,500 to Architectural Salvage Warehouse of Detroit to deconstruct buildings to keep environmental resources out of the waste stream and make affordable reused housing materials available to low- and moderate-income families.

•Shovel Ready Pitch Award: \$7,500 to American Classic, Greenville, to scale up its portable grinding operation for waste asphalt shingles to service all of Michigan.

•Wheel of Innovation Pitch Award: \$7,500 to VMX International, Detroit, to develop a recycling center in Detroit focused on lithium-ion batteries from electric vehicles.

•Beyond Recycling People’s Choice Award: \$400 to Pink Elephant Events, Detroit, to expand its zero-waste event services in Southeast Michigan to recover materials for marketing and diversion from landfills.

•Community Based Solutions People’s Choice Award: \$400 to Pontiac Regional Chamber to bring local communities together for collaborative recycling opportunities.

•Wheel of Innovation People’s Choice Award: \$400 to NecoTech, Delaware, Ohio, to create asphalt from mixed plastics for use in roads, bridges and highways in Michigan.

2022 EGLE GRANTS

Separate from the competition, participants in the Troy Showcase and a previous contest this spring in Ann Arbor have earned a total of \$2.28 million in 2022 grants from EGLE.

To see the complete list of all grant recipients, view this article on www.AmericanRecycler.com.

Vortex receives Governor’s Award of Excellence

Kansas Governor Laura Kelly announced that Vortex Companies has received the highest honor a business can receive in the State of Kansas, The Governor’s Award of Excellence.

“Vortex Companies exemplify what Kansas has become – a state where innovation thrives and businesses can grow and succeed,” Governor Laura Kelly said. “All of the To the Stars award-winners deserve credit for their significant contributions to Kansas’ record-breaking economy.”

Nominees were reviewed and scored for various criteria such as business expansion, employee recruitment and retention practices, training and educational programs, capital investments, and support of local community events.

The 2022 Governor’s Award of Excellence winner, Vortex Companies, was founded in 1977 in Salina, Kansas. Vortex specializes in the design and manufacture of components for the transport and flow control of dry bulk solids. With a global service network that spans more than 120 countries, Vortex delivers global solutions through localized relationships to more than 20,000 companies.

Dry bulk solids handling was first introduced as a concept in the 1940s, primarily focused on flour. The city of Salina has a rich history in the industry dating back to the 1950s when the Heath Holsom Bakery began testing pneumatic conveying of flour. In 1961,

Neil Peterson, founder of Vortex Global, began developing formulators for conveying materials other than flour. Peterson developed a process to test conveying products with just a quart size sample. In 1977, Peterson and Lee Young, chairman of the board, founded Salina Vortex Corporation. Over the next four decades, Vortex would grow to become a global company handling dry bulk solid materials across a variety of industries.

This is the third Governor award that Vortex has received. Travis Young also received the Welcome Back Award this year. The Welcome Back Award recognizes entrepreneurs who left Kansas but have returned to make their mark in the Sunflower State. Young moved to the United Kingdom in 2008 to establish a European office for Vortex. After successfully launching the office and hiring key employees, Young and his family returned to Kansas in 2017.

Vortex had also won the Governor’s Exporter of the Year Award in 2008. The Governor’s Exporter of the Year award is presented annually to a single Kansas company that has demonstrated excellence in export sales and international marketing. The award recognized Vortex as a company committed to expanding sales in international markets and showcased it as a role model to other Kansas companies seeking similar success.



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Ypsilanti Township selected for investment through Every Bottle Back Initiative

Ypsilanti Township, Michigan, has been selected to receive an investment to expand residential recycling access and transform the current community recycling program from an opt-in system to universal distribution for more than 15,000 households. As part of the investment, 96 gallon recycling carts will be provided to all eligible residents of Ypsilanti Township – doubling the existing household access points for its curbside recycling service.

The investment is part of the Every Bottle Back initiative, a beverage industry-led effort to reduce the industry's plastic footprint and to create a cleaner environment, in collaboration with The Recycling Partnership and the Michigan Soft Drink Association.

"Through this initiative, Ypsilanti Township will be able to standardize

recycling collection and ensure equity in the program with every eligible household having a cart," said Cassandra Ford, community program manager at The Recycling Partnership.

Ypsilanti Township will receive \$243,000 from American Beverage Association through The Recycling Partnership, which benefits more than 50,000 Ypsilanti Township residents and over the next decade, is expected to bring more than 40 million pounds of new recyclables into the recycling stream, including more than 1.5 million pounds of polyethylene terephthalate (PET) and more than 607,000 pounds of aluminum. The grant also includes over \$15,000 for community education and outreach.

Ypsilanti Township is the latest in more than two dozen initial projects the

beverage industry has committed to under Every Bottle Back. Previous investments in Michigan total more than one million dollars from Every Bottle Back investments and over six million in community and state matching funds. These investments include collaborations in Ann Arbor, Trenton and Marquette County in Ishpeming Township, Marquette Township, Negaunee Township, Michigamme Township and Marquette City.

Launched in 2019 by American Beverage, the Every Bottle Back initiative is an integrated and comprehensive partnership featuring The Coca-Cola Company, Keurig Dr Pepper and PepsiCo that aims to improve the collection of the beverage industry's plastic beverage bottles, which are designed to be 100 percent recyclable.

Flooded

Continued from Page 1

"Assurance Automotive also has a towing and vehicle shipping business, and it's impossible to get to all the vehicles in a timely manner when a flood has caused extreme damage to that many vehicles like we saw with Hurricane Ian," Hernandez said.

An additional area of concern facing automotive recyclers is the influx of EV vehicles that have also been in flood damaged areas. The current culture of going green has moved the

electric vehicle (EV) market forward much faster than the standard automotive industry, which normally has the time to test these vehicles in different conditions over time. As a result of the EV's compressed timeline, the automotive recycling and insurance industries are facing challenges that they haven't experienced such as EVs under water.

"These vehicles have been designed to be safe around water, but salt water is especially corrosive so when these vehicles are exposed for an extended time, items can short out and cause fires, which can be difficult to extinguish," Porter said.

Hernandez added that floods can be especially detrimental to EV cars in coastal Florida because the flooding is generally from salt water. Salt water mixing with a lithium-ion battery can, in rare cases, combust.

"A flood from heavy rainfall in a different state isn't likely to cause an EV to burst into flames because it's the salt water mixed with the lithium-ion battery that causes the ignition of the fire," Hernandez said. "Typically, the challenge with flooding is that it ruins the battery, which is incredibly expensive to replace. While a vehicle fire is never good, it's also rare and the amount of cars that burst into flames was a very tiny percentage of the amount of electric vehicles that flooded during the storm."

Kleinekoort further pointed out that flooding is a significant challenge for recyclers and can often make it very difficult to extract usable materials from wrecked cars and trucks.

"Fortunately, some companies specialize in dealing with this type of material, and they will be able to help consumers recycle cars or trucks safely and efficiently," Kleinekoort said.

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CleanRobotics receives \$400,000 in EPA funding for AI trash sorting system

The U.S. Environmental Protection Agency (EPA) announced Longmont, Colorado-based CleanRobotics, Inc. will receive \$400,000 in Small Business Innovation Research (SBIR) funding to develop an artificial intelligence-powered TrashBot waste diversion technology for sorting and auditing waste at disposal. The company is among eight small businesses nationwide selected to receive a total of \$3,169,239 in funding to further develop and commercialize their environmental technologies, delivering economic and environmental benefits to the communities they serve.

“Companies like CleanRobotics are demonstrating true leadership in developing innovative products that improve the environment and quality of life in our communities,” said EPA regional administrator K.C. Becker. “The commercialization of the company’s trash sorting and auditing system will enhance recycling efforts across a wide range of applications and customers.”

EPA issues an annual SBIR solicitation for technology proposals for specific high priority environmental topics. Proposals are evaluated on their technical merit, potential for commercialization and impact in the given topic area. CleanRobotics and the other companies have already received Phase I contracts from EPA of up to \$100,000 for six months to prove the concept for their proposed technology. The companies

are receiving Phase II awards of up to \$400,000 to further develop and commercialize the technologies.

Additional small businesses receiving SBIR Phase II awards include:

- Geometric Data Analytics (North Carolina) – To develop a web based application that uses mathematical and statistical techniques to provide highly localized and accurate forecasts to mitigate pesticide drift.

- Kebotix, Inc. (Massachusetts) – To develop an artificial intelligence platform to develop polychlorinated biphenyls (PCB)-free pigments.

- KLaw Industries LLC (New York) – To develop a novel process to reuse wasted glass in high performance, low-carbon concrete.

- Ohio Lumex Company (Ohio) – To develop a sorbent trap for continuous emissions monitoring of metal hazardous air pollutant emissions.

- Sonata Scientific LLC (Connecticut) – To develop an air purifier that uses photocatalytic technology to destroy airborne pathogens.

- Triangle Environmental Health Initiative (North Carolina) – To develop a compact, modular treatment system for non-potable reuse of residential and commercial greywater.

- Zabble Inc. (California) – To develop a zero-waste management platform that uses artificial intelligence.

Food waste recycler opens plant in Connecticut

Bright Feeds, a New England-based green startup, opened its first food waste processing plant in Berlin, Connecticut in October. Licensed to process 450 tons of food waste per day for the next 10 years, the plant is positioned to fill a waste processing gap left by the July 2022 closure of the MIRA plant in nearby Hartford.

Bright Feeds’ 25,000 sq.ft. plant uses cutting edge artificial intelligence and drying technology to convert unwanted food into an all-natural, nutritious soy and corn substitute for animal feed. Bright Feeds developed its proprietary drying technology with engineers at Boston College and Worcester Polytechnic Institute. It uses best-in-class technology sourced from around the globe, and manufactured and assembled in the U.S.

At capacity, the environmental impact of the Berlin plant is equivalent to removing 22,000 cars from the road every year. The carbon-negative process uses less energy and is more scalable than other food waste recycling solutions.

Food waste is a key contributor to climate change:

- Globally, if food waste were a country, it would be the third greatest greenhouse gas emitter after China and the U.S. (World Resources Institute).

- In the U.S., about 40 percent of food is never eaten – and nearly 70 percent of that waste typically ends up in landfills or greenhouse gas-emitting incinerators (USDA; EPA).

•New England produced over 2 million tons of food waste in 2019, with 520,000 tons produced in Connecticut, where food makes up about 22 percent of disposed waste (Connecticut waste study).

“Forty-one percent of what we burn and bury every year is actually valuable material: It’s food scraps, it’s yard waste, it’s all kinds of organics that are incredibly valuable and can be repurposed,” says Dykes. “The Bright Feeds model is, for the first time, at scale, turning food waste into a food source for animals, which is one of the best uses for organic material under Connecticut’s waste hierarchy.”

According to the EPA, feeding animals is the top solution.

“Yes, we can turn it into compost. Yes, we can turn it into energy. Those are all good – but the best thing is to preserve it as food and use it,” said Bright Feeds board chairman and investor Scott Kalb. “That’s what we’re doing.”

Thanks to its pioneering technology, Bright Feeds can accept a wider variety of food waste than its competitors: not just dry, grain-based waste, but also vegetables, fruit and other wet waste.

Using a variety of food waste enables Bright Feeds to consistently produce a highly nutritious product. Bright Feeds then sells the meal to animal feed manufacturers who use it as an ingredient in their feed.



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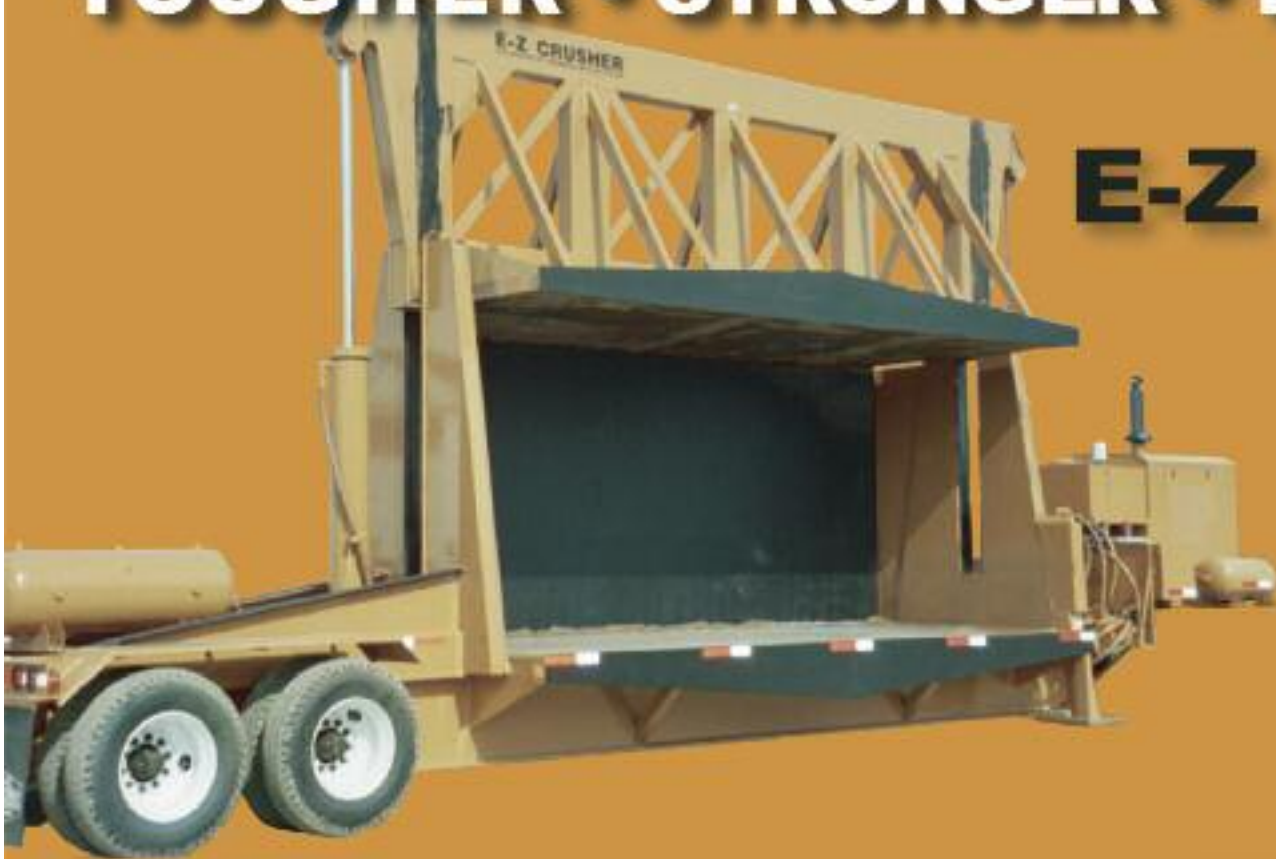
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METALS

CMC shows substantial growth in earnings

Commercial Metals Company announced financial results for its fiscal fourth quarter. Net earnings were \$288.6 million, or \$2.40 per diluted share, on net sales of \$2.4 billion, compared to prior year period net earnings of \$152.3 million, or \$1.24 per diluted share, on net sales of \$2.0 billion.

During the fourth quarter of fiscal 2022, the company recorded net after-tax costs of \$6.3 million primarily for purchase accounting adjustments related to the acquisition of Tensar Corporation. Excluding these items, fourth quarter adjusted earnings were \$295.0 million, or \$2.45 per diluted share, compared to adjusted earnings of \$154.2 million, or \$1.26 per diluted share, in the prior year period.

Barbara R. Smith, chairman of the board, president and chief executive officer, said, "Fiscal 2022 was another year of exceptional performance for CMC, with record financial results, as well as meaningful advancement of our growth plan and our commitment to enhance shareholder distributions. The financial benefits of past and ongoing strategic actions were clearly demonstrated through record profitability and returns on invested capital. We expect our more-recent strategic initiatives, including the acquisition of Tensar, the

construction of Arizona 2, and the announcement of a fourth micro mill to serve the Eastern U.S., will drive the next phase of our value accretive growth as we build on the solid operational foundation already in place. Shareholder distributions remain a core focus of our capital allocation strategy, with CMC repurchasing over \$100 million worth of shares during the quarter and raising our quarterly dividend by 14 percent."

The company's balance sheet and liquidity position remained strong. Cash and cash equivalents ended the quarter with a balance of \$672.6 million, while available liquidity totaled over \$1.3 billion. CMC repurchased approximately three million shares of common stock during the quarter, returning \$106.3 million of cash to shareholders. As of August 31, 2022, \$188.1 million remained under the current share repurchase authorization.

On October 11, 2022, the board of directors declared a quarterly dividend of \$0.16 per share of CMC common stock payable to stockholders of record on October 27, 2022. The dividend to be paid on November 10, 2022, marks the 232nd consecutive quarterly payment by the company, and represents a

See CMC GROWTH, Page B7

For more METALS news, see Page B1

Scrap Metals MarketWatch



Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
FERROUS						
#1 Bushelings	per gross ton	\$360.00	\$364.00	\$365.00	\$368.00	\$370.00
#1 Bundles	per gross ton	350.00	350.00	352.00	351.00	355.00
Structural	per gross ton	290.00	301.00	315.00	320.00	324.00
#1 & #2 Mixed Steel	per gross ton	282.00	280.00	299.00	310.00	320.00
Crushed Auto Bodies	per gross ton	190.00	192.00	194.00	201.00	225.00
Shredded Auto Scrap	per gross ton	378.00	369.00	371.00	369.00	370.00
NON FERROUS						
#1 Copper Bright	per pound	3.34	3.44	3.40	3.60	3.52
#2 Copper Wire & Tubing	per pound	3.10	3.20	3.20	3.41	3.30
Aluminum Cans	per pound	.69	.68	.70	.70	.71
Al/Cu Radiators	per pound	1.70	1.72	1.70	1.70	1.71
Aluminum Radiators	per pound	.57	.58	.59	.61	.64
Heater Cores	per pound	1.47	1.49	1.49	1.57	1.58
Stainless Steel	per pound	.52	.53	.54	.57	.59

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

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AUTOMOTIVE

Hydrogen vans receive road certification

First Hydrogen Corp. announced that its two light commercial vehicles (LCVs) have been certified legal on United Kingdom (UK), excluding Northern Ireland, roads by the Vehicle Certification Authority. The vehicles will now be able to undertake customer trials on public roads commencing January 2023 for a period of 24 months during which the company expects to collect significant proprietary data from fleet owners and to capture high-level interest for future

orders. The vans will be trialed in real-world conditions with major fleet operators initially in the UK and enable the company to publicly showcase its leading design and accelerate the adoption by light commercial vehicle owners of fuel cell-powered vehicles to replace aging diesel fleets. A total of 13 UK fleet operators in various industries including telecoms, utilities, infrastructure, delivery, grocery and healthcare have signed up to participate in the trials.

These two demonstrator vehicles will showcase the advantages fuel cell electric vehicles have over battery electric vehicles in terms of range and refueling speed. First Hydrogen vehicles offer 400-600km of range on a single refueling, which takes a matter of minutes. The certification is a significant milestone for the company and will help with further approvals required as First Hydrogen scales up its vehicle demonstrator program to trial the vehicles in the European Union, U.S. and Canada. The global light commercial vehicle market is projected to reach \$786.5 billion by 2030 (according to Allied Research) and First Hydrogen's vehicles will help the sector meet zero emission targets.

First Hydrogen is also working in parallel to arrange green hydrogen generation and distribution under its "Hydrogen as a Service" or Haas program to provide a holistic solution to the market. First Hydrogen's plans are underway in the UK, Europe, and North America to provide this solution.

Steve Gill, chief executive officer of Automotive for First Hydrogen said: "This is an important step which validates our engineering and technical expertise. The whole team has worked hard to deliver this certification and we can now move forward with the important customer trials commencing in early 2023."

Honda and LG partner

Ohio Governor Mike DeWine, Lt. Governor Jon Husted, and JobsOhio leaders announced that Ohio will continue its historic dominance in the automotive manufacturing industry as Honda selected Ohio to lead its electric vehicle (EV) production and, with LG Energy Solution, a joint venture battery plant.

Honda and LG Energy Solution confirmed that their combined investments of at least \$4.2 billion will create a combined 2,527 new jobs in Ohio between the establishment of a new EV battery plant in Fayette County and the retooling of existing Honda plants in Union, Logan and Shelby counties for electric vehicle production.

Of the total investment, Honda and LG Energy Solution will invest \$3.5 billion in the new Fayette County battery plant, which will create at least 2,200 new jobs. A total of \$700 million will be invested by Honda to retool its Marysville Auto Plant in Union County, Anna Engine Plant in Shelby County, and East Liberty Auto Plant in Logan County.

Construction is expected to begin in early 2023, with a goal of starting up by 2025. The site, at Interstate 71 and U.S. Route 35, offers more than 1,500 acres and is less than an hour's drive from Columbus, Dayton, Cincinnati and Chillicothe.

SALVAGING Millions

by Ron Sturgeon
Autosalvageconsultant.com

How much is too much? Coping with the Labor Shortage

The Big Trends in Small Business newsletter on LinkedIn touched on a subject that is vexing many entrepreneurs, the labor shortage. The article featured a pair of San Francisco-based family restaurant owners who have had to close their pizzeria from time to time because of labor shortages. Their problems aren't unique to their industry, they are systemic, including recyclers.

Entrepreneurs have adopted a variety of strategies to cope. They have revisited their tipping policies and raised wages for servers and cooks. They have implemented QR codes and other labor-saving tactics and reduced staff, finding ways to work with fewer people.

Many detractors will say that I don't understand, and they can't raise prices. If you can't raise prices, then your product offering isn't as good as it should be, and the sole arbiter of that is the customer, not you. Or maybe you don't manage expenses well enough. It seems no matter how fast we adapt, the battle never stops. Either embrace the battle and smile as you learn to compete, or sell out, because it's never going to stop and its never going to be "like it used to be".

Recyclers that are on their game have been able to raise prices significantly, by looking at supply and demand, and their average tickets are up. Why sell that one hot engine 3 days after its inventoried for \$2,750, when if you wait until the 20th day, and say no 8 times, you can sell for \$3,750. Supply chain issues with the OEMs are also causing some used parts to be worth as much as new, but

you've got to really pay attention to find these items.

You know that parts puller that left a few months ago "because he was moving?" He's working at one of your competitors with a \$7/raise. And the driver you thought took a job with his uncle, he's working at your competitor with a noticeable raise also. If you are paying based on performance, the top performers are likely making enough that they won't leave, but if you are paying hourly or salary, don't think others aren't trying to poach your employees. Consider reviewing the employee list for this potential problem. Also, it makes a perfect opportunity to do written performance reviews and give raises if warranted, and to have an arm around the shoulder talk about how they are valued. Really senior staff members may need a raise, or a bonus or spiff based on some future criteria, and execute an employment agreement. I recently did that with my most senior employees, for five years forward. It gave us a chance to talk about their valued contributions, and future raises and responsibilities, as we grow.

When I think back on my business successes, this isn't really such a new problem, 20 years ago we were paying more than most of our competitors and offering signing bonuses for the right people. As a result, we had the best of the best and grew. My competitors used to say "Sturgeon, how can you have 150 employees when I can't hire 10?"

You certainly can't solve the labor shortage at all businesses, but you can start to solve it at yours.

Remember, only you can make BUSINESS GREAT!

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

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PLASTICS

New alliance to address the needs of PET recyclers

Bühler and Pellenc ST have officially joined forces to offer PET plastic recyclers a complete front and back-end solution for plastic bottle and flake sorting. A North America agent agreement has been the first to be signed as part of this global-spanning collaboration by two prolific companies with shared cultures and interests.

PET plastics recyclers are set to benefit from the recently combined expertise and innovations developed by the Swiss-based Bühler Group and France-based Pellenc ST.

Carlos Cabello, sales director of Digital Technologies and lead of Bühler in Northern Europe, said, "This alliance has been set up to streamline the sorting process for PET plastics recyclers, providing one port of call for our companies' collective customer-base."

Both companies' long-term aim is to work together to tackle upcoming issues in the global plastics industry.

The two family owned, independent companies have a number of shared interests, one of which is to accelerate the circular economy using their complementary portfolios. Secondly, both Bühler and Pellenc ST are highly committed to R&D investment.

Staten Island is the first city in New York to have waste plastic roads implemented

Staten Island is now home to the first public roads in New York to be created using waste plastic, following a partnership between New York City Department of Transportation (NYC DOT) and British waste plastic road company MacRebur.

The two roads, located on Rice Avenue and Royal Oak Road, form the first stages of a revolutionary trial that sees otherwise unrecyclable plastics re-engineered into a new, high quality, sustainable polymer and given a new lease of life within asphalt mix in road construction.

The new eco-friendly surfaces have saved over 7,331kg of CO2e in comparison to traditional asphalt and diverted the equivalent weight of 214,534 single use plastic bottles from landfill.

Taking place over four days, MacRebur and NYC DOT have worked with asphalt producer City Asphalt to lay four different types of asphalt mix, using over 2,400 tons of hot mix asphalt.

While the first mix contains solely traditional asphalt, the remaining three each consist of asphalt mixed with a percentage of MacRebur's waste plastic additive, which replaces part of the bitumen (fossil fuel) binder.

The trial sections will now be tested and monitored to measure per-

formance against traditional asphalt by Dr Thomas Bennert at Rutgers University – one of the leading U.S. universities in asphalt research and testing, with results expected before the end of the year.

Roddy McEwen, international business officer at MacRebur, said, "Having worked with the team at NYC DOT for just over a year, it's refreshing to see such enthusiasm about new technology and products for use in asphalt."


"While trials sections such as these typically take up to three years from start to finish, we have worked together to begin trials within just four months – with a long-term goal of utilizing local waste for local roads."

Producing and laying 1.1 million tons of asphalt each year, NYC DOT is one of the U.S. leaders in using recycling asphalt pavement, and typically use 40 percent in every mix.

Ydanis Rodriguez, NYC DOT commissioner, said: "Using recycled plastic waste has the potential to solve our growing plastic waste problem and improve the quality of our streets by cutting carbon emissions and reducing potholes."




A Staten Island plastic road. L-R Qadir Hosseini, executive director NYCDOT; Matthew Cruz, general manager of city asphalt; Dr. Thomas Bennert research professor at Rutgers University




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BUSINESS BRIEFS

American Battery Materials makes key team changes

■ American Battery Materials, Inc. a U.S.-based environmentally responsible minerals exploration and development company focused on direct lithium extraction (DLE) as well as other minerals for refining, processing and distribution, has appointed Ross Saldarini as chief financial officer and Scott Avanzino as chief operating officer. Both appointments are effective immediately.

Saldarini brings over 25 years' experience in corporate finance, mergers & acquisitions, business and retail strategy, and ecommerce in technology services within the consumer products and financial marketplaces. Prior to joining ABM, Saldarini was chief financial officer of Upper Echelon Products and from 2018-2022 was a managing partner with Yellowstone Advisors LLC, a strategic advisory, M&A, and management consulting services company.

Avanzino is an oil and gas development and marine construction expert with 25 years of experience in exploration geology, wellsite operations, marine logistics and operations. Prior to joining the company, he was a business development executive with Quaternary Resource Investigations, LLC and previously was owner, geologist and technical advisor with Paradise Mineral Consulting, LLC, where he serviced the Gulf Coast energy sector and marine construction industry with fully integrated project management and oil and gas field services.

Allied Industrial Partners invests in Wall Recycling

■ Allied Industrial Partners LLC (AIP), an industrial focused private equity firm, has made a strategic investment in Wall Recycling, LLC, a regional provider of solid waste hauling, disposal and recycling services for municipal, commercial and industrial waste generators throughout North Carolina.

The company will continue to be led by its founder and chief executive officer Dan Wall.

Founded in 2006, Wall Recycling has established itself as one of the most complete recycling businesses in the Research Triangle and one of the leading waste management companies in North Carolina with over 13 locations across the state.

Their streamlined recycling and waste services include front-end load, rear-load, roll off collection, critical transfer and disposal infrastructure. In addition, Wall provides recycling facilities that service municipal, commercial and industrial clients throughout the state.

Wall Recycling marks AIP's largest investment to date and is its second platform in the waste and recycling sector, having announced the acquisition of Waste Eliminator in June, while also supporting Waste Eliminator's two add-on acquisitions in July. AIP applies a thematic investment approach focused on defensive industrial businesses that are poised for accelerated growth.

The terms of the transaction were not disclosed.

RePlanet names new secretary general

■ The board of RePlanet has appointed Karolina Lisslö Gylfe as secretary general. Since 2021, Lisslö Gylfe worked for RePlanet's member organization in Sweden, helping to create a popular platform for people who support both a sustainable future and human flourishing.

Lisslö Gylfe is an award winning social entrepreneur. She co-founded two businesses, Greenovate, which sells organic products from local birch sap, and Bee Urban, which offers services for pollinating insects and birds. With Mat-tecentrum, she helped grow a free service for help with homework in mathematics into the Best Education Website in Sweden. Lisslö Gylfe is trained as a biologist, having obtained a degree from Stockholm University.

VLS Environmental opens waste processing facility

■ VLS Environmental Solutions, LLC, a provider of environmental solutions that helps businesses achieve their sustainability goals, has opened a waste processing facility in Hockley, Texas. The facility will provide processing of non-hazardous wastes with solutions such as waste-to-energy, solidification, recycling, and engineered fuel services and will service organizations from the Southwest to the West Coast.

As a company this brings VLS' facilities to 32, adding to their mission of delivering innovative environmental solutions.

Ascend buys majority stake in Circular Polymers

■ Ascend Performance Materials has purchased a majority stake in California-based Circular Polymers, a recycler of post-consumer polymers, including polyamide 6 and 66, polypropylene and polyester. The deal provides Ascend with a consistent supply of high quality PCR materials for its ReDefyne™ sustainable polyamides.

Circular Polymers, which as part of the deal is renamed Circular Polymers by Ascend, reclaims and processes post-consumer carpet via a unique technology and has redirected approximately 85 million pounds of waste from landfills into new goods since 2018.

Ascend, a fully integrated producer of durable materials, has a sustainability strategy based on three pillars: empowering people, innovating solutions and operating without compromise.

Morgan McCarthy joins GBB as project manager

■ Morgan McCarthy has joined Gershman, Brickner & Bratton, Inc. (GBB) as a project manager. McCarthy has over 13 years of environmental, recycling and waste management experience as a consultant and in the private sector.

Prior to joining GBB, she was a project manager for two West Coast environmental consulting firms, where she led a wide range of projects assisting local governments in providing efficient and sustainable environmental services and programs to residents.

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BRIEFS

Balcones Resources achieves gold certification

■ The Glass Recycling Coalition (GRC) announced Balcones Resources as a recipient of a Gold-level certification for its MRF in Austin, Texas. The Balcones Resources Austin MRF previously held a Silver-level certification since 2019, and with recent upgrades to its glass cleaning equipment, it was able to recertify at the highest level available from the GRC. Balcones Resources is the third gold certified MRF in Texas and the tenth MRF to hold this certification in the country. The Austin MRF is the second Balcones certified facility, with Single Stream Recyclers in Sarasota, Florida also holding a gold certification.

The free certification program recognizes MRFs with additional equipment and operational procedures to clean up glass in both single- and dual-stream systems – producing more marketable and higher-quality glass.

The operations team at Balcones prioritizes glass recycling as part of the company's commitment to a circular economy, and approximately 20 percent of their inbound material in Austin is glass. To produce the highest recovery rates possible, the MRF underwent a retrofit in 2019 to install a four-deck glass separator. Two years later, the team also installed a new air drum separator that removes fines and lights from the glass. Further, dedicated team members specializing in glass recycling test the glass multiple times daily to ensure its cleanliness. All these steps contributed to an output of almost 90 percent clean glass, and hence, the Gold-level certification.

ALLU adds new dealer manager in Asia

■ ALLU, a private limited company specializing in environmental equipment, announced that Daniel Lexander has joined ALLU as a dealer manager for South East Asia. Lexander studied mechanical engineering and has been working in sales since 2005.

Lexander previously worked as a sales engineer, general manager and sales director.

Interstate Waste acquires Cipollini Carting & Recycling

■ Interstate Waste Services, Inc., based in Teaneck, New Jersey, announced the acquisition of Cipollini Carting and Recycling, Inc. based in Rockaway, New Jersey.

Cipollini Carting is a nonhazardous waste and recycling collections provider serving residential and commercial customers throughout northern and central New Jersey.

Terms of the transaction were not disclosed.

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Supply chain issues impact metal recyclers

by MAURA KELLER

mkeller@americanrecycler.com

Metals recyclers have long been a key element of the metal equipment manufacturing process. When there are supply shortages, manufacturers will explore avenues where they can obtain materials, which includes recycled product. But with the continued supply chain issues and labor shortages, what does this mean for the metal equipment manufacturing sector and subsequently, the recycled metals market?

Terry Ryan, managing director at Carl Marks Advisors has decades of experience working with public and private companies in the metals manufacturing, defense, oil & gas and other industries. He understands today's supply chain challenges and how these impact the metals industry, as well as the manufacturers who rely on them.

According to Ryan, the trends in volume and price in the metal equipment manufacturing space are normally geographic and a function of supply and demand, although import and export situations in other countries (e.g., China or the war in Ukraine) can affect pricing just like the market pricing of prime material.

"Generally speaking, scrap pricing has been a significant issue over the past 12 to 18 months as it shot up quickly and now has dropped significantly," Ryan said. "Ferrous and nonferrous have followed similar trends," Ryan said. "Bundle prices for steel and related surcharges on scrap-based steel have been dropping significantly; down about 50 percent in the last four to five months. We saw this in SDI's Q3 earnings report as they are one of the largest recyclers of ferrous metals in the country."

Ryan added that most of the pricing with ferrous and nonferrous scrap is due to supply and demand balance issues, which can be caused by geographic location, trade imbalance or changes in international trade policy or even movement in energy pricing.

"A few of the other metals that I've followed that have also had demand and supply balance issues include nickel, molybdenum and vanadium. Nickel, in particular, was seeing significantly higher surcharges from mills in Q3 2022 versus the earlier part of the year but announcements recently by some mills shows this returning closer to prior levels," Ryan said.

Natalia Rubiano, chief executive officer of Grozina, a marketing firm that works with metal equipment manufacturers, said labor shortage and materials can be offset by automated machinery as well as domestic production. However, it is important to evaluate how the manufacturing industry designs, delivers, operates and maintains its infrastructure.



Supply chain issues can be traced back to a wide variety of sources, such as driver shortages, material insufficiencies and fuel price increases.

"Critical minerals like lithium, cobalt and graphite are difficult to substitute, and access to them has a large economic and political influence in the global economy," Rubiano said. "These metals are required to create single-use and rechargeable batteries, for example, and their demand increases in direct proportion to society's enthusiasm towards portable devices, smart appliances and electric vehicles."

In the area of metals required for batteries, for example, the largest sources of lithium are closed-basin brines. Australia ranks highest as a lithium producer, followed by Chile, China, Argentina, and Zimbabwe in the top five. Rubiano pointed out that this list may not be maintained as this does not reflect the actual reserves that exist with mining potential. According to that list, Chile ranks first with having over 55 percent of the world's lithium reserves, and the U.S. is a far off fifth with 4.1 percent.

"China has over 80 lithium-ion battery factories with over a hundred planned, making other countries' manufacturing efforts pale in comparison. Europe also plans to have infrastructure that nearly doubles the U.S. by the end of the decade," Rubiano said. "Another concern dwells in Chile, where the majority

of the water in Salar de Atacama – a dry, desert area – is being used to pump out brines; in turn, pollution and water scarcity has become a growing problem for the local population."

Also, cobalt, which is also used in metal equipment manufacturing, is dependent on the mining of copper and nickel as a byproduct, and while it can be found in most rocks, the majority of its usable reserves is found in the Democratic Republic of Congo.

"This causes problems, as this region is very politically unstable, and while they are the largest producer of mined cobalt, the majority of refined cobalt comes from China. Because of this, the unrestricted export of lithium is in question for the future," Rubiano said. "It is in the best interest of everyone to protect the resources batteries require and recycle the battery components already distributed to consumers. It is now not only a question of transitioning to clean energy, but to do so without causing adverse environmental effects, negatively impacting local mining populations, or forming unbalanced dependence on other countries."

See METAL WASTE, Page B6

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Steel imports down 10.9 percent

Based on preliminary Census Bureau data, the American Iron and Steel Institute (AISI) reported that the U.S. imported a total of 2,237,000 net tons (NT) of steel in September 2022, including 1,858,000 NT of finished steel (down 10.9 percent and 10.8 percent, respectively). Total and finished steel imports are up 4.4 percent and 22.5 percent, respectively, year-to-date vs. 2021. Over the 12 month period October 2021 to September 2022, total and finished steel imports are up 17.9 percent and 33.0 percent, respectively, vs. the prior 12 month period. Finished steel import market share was an estimated 22 percent in September and is estimated at 24 percent over the first nine months of 2022.

Key steel products with a significant import increase in September compared to August are line pipe (up 63 percent) and standard pipe (up 19 percent). Products with a significant increase in imports over the 12-month period October 2021 to September 2022 compared to the previous 12-month period include oil country goods (up 70 percent), wire rods (up 63 percent), plates in coils (up 47 percent), line pipe (up 47 percent) and standard pipe (up 46 percent).

In September, the largest suppliers were Canada (539,000 NT, down 8 per-

U.S. IMPORTS OF FINISHED STEEL MILL PRODUCTS						
BY COUNTRY OF ORIGIN (Thousands of Net Tons)						
Preliminary	SEP 2022	AUG 2022	YTD 2022	Prev 12 mths to SEP 2022	Prev 12 mths to SEP 2021	% Change 2022 Prev 12 mths vs. 2021
CANADA	539	589	5,250	6,924	6,612	4.7%
MEXICO	316	484	4,215	5,679	4,066	39.7%
SOUTH KOREA	305	177	2,243	2,915	2,571	13.4%
BRAZIL	188	176	2,172	2,750	3,952	-30.4%
VIETNAM	48	107	814	1,266	555	128.1%
JAPAN	79	92	934	1,243	976	27.3%
TURKEY	101	101	862	1,203	808	48.9%
TAIWAN	102	83	857	1,110	743	49.5%
GERMANY	77	94	819	1,057	1,278	-17.3%
RUSSIA	0	0	465	916	1,189	-23.0%
INDIA	57	32	539	703	258	172.8%
CHINA	51	69	492	650	402	61.7%
NETHERLANDS	37	55	419	593	572	3.7%
ALGERIA	15	13	442	568	227	149.9%
ROMANIA	1	79	345	428	299	42.8%
All Others	320	359	3,348	4,484	3,054	46.8%
TOTAL	2,237	2,510	24,215	32,489	27,562	17.9%

cent vs. August), Mexico (316,000 NT, down 35 percent), South Korea (305,000 NT, up 72 percent), Brazil (188,000 NT, up 7 percent) and Taiwan (102,000 NT, up 24 percent). Over the 12-month period October 2021 to September 2022, the largest suppliers were Canada (6,924,000 NT, up 5 percent compared to the previous 12 months),

Mexico (5,679,000 NT, up 40 percent), South Korea (2,915,000 NT, up 13 percent), Brazil (2,750,000 NT, down 30 percent) and Vietnam (1,266,000 NT, up 128 percent). Above is a chart on steel imports by country and estimated finished steel import market share in recent months.

Novelis breaks ground for recycling center

Novelis Inc., a sustainable aluminum solutions provider and a leader in aluminum rolling and recycling, broke ground on a new \$50 million recycling center. With an annual casting capacity of 100 kilotonnes of low-carbon sheet ingot, the center is expected to reduce Novelis' carbon emissions by more than 420,000 tons each year.

"As the world leader in sustainable, low-carbon rolled aluminum solutions, we are focused on accelerating the transition of the aluminum industry to a circular economy model through the increased use of recycled content in our products," said Sachin Satpute, president of Novelis Asia. "Doing so will reduce our carbon footprint – as well as that of our customers and industry as a whole – and lead us closer to realizing our 2050 goal for carbon neutrality."

A groundbreaking ceremony for the recycling center for Novelis was attended by Doo-Gyeom Kim, Ulsan Metropolitan City Mayor, Yeon-Chul Lee, Chairman, Ulsan Chamber of Commerce and Nolan Barkhouse, Principal Officer, U.S. Consulate in Busan.

The facility is expected to come online in 2024.

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Import market share nearly unchanged for October

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 October totaled 2,298,000 net tons (NT). This was nearly unchanged from the 2,301,000 permit tons recorded in September and a 2.6 percent increase from the September final imports total of 2,241,000.

Import permit tonnage for finished steel in October was 1,873,000, up 0.7 percent from the final imports total of 1,860,000 in September. For the first ten months of 2022 (including October SIMA permits and September final imports), total and finished steel imports were 26,517,000 NT and 21,542,000 NT, up 3.3 percent and 18.6 percent, respectively, from the same period in 2021. The estimated market share in October was 22 percent and is 24 percent year-to-date.

Steel imports with large increases in October permits vs. September final imports include sheets and strip galvanized electrolytic (up 98 percent), heavy structural shapes (up 69 percent) and wire rods (up 52 percent).

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

Minnesota aluminum recycler opens \$6 million distribution center

Spectro Alloys, a Midwest based recycler of aluminum, celebrated the opening of its state-of-the-art distribution center with employees, customers and local officials. The \$6 million project completed this fall provides a new face to the facility and is part of the company's ongoing efforts to modernize and become Minnesota's recycling plant of the future.

The 70,000 sq.ft. distribution center helps streamline the production, shipping and receiving processes at Spectro Alloys, which provides recycled aluminum ingots to regional die casters and foundries. The recycled material is then made into new products people use every day in the automotive, power sports, home, turf and snow maintenance, and many other industries.

"This building is a direct result of working together as a team to find ways to make our processes better and to continue to deliver more benefits from aluminum recycling," said Luke Palen, Spectro Alloys president. "The steps we've taken in the past few years to invest in our operations and environmental performance will secure our role in aluminum recycling for decades to come."

After coming off the casting line at 375 to 450 degrees, the aluminum ingots cool in the new distribution cen-



The 145' mural was designed by a local artist, Adam Turman. The image captures the entire aluminum recycling process.

PHOTO COURTESY OF SPECTRO ALLOYS

ter before being shipped to customers. In the cooler months, heat from the cooling ingots will be used to warm the building, reducing energy consumption. It's also optimized for solar power. The idea for the new facility came from Spectro Alloys employees, who sought ways to reduce truck traffic and improve the atmosphere inside the recycling plant.

At the grand opening celebration, the company also unveiled a new 145'

mural designed by local artist Adam Turman, which captures the entire aluminum recycling process from used scrap to the final products that people use every day.

Combined with recent air filtration and pollution control system upgrades, and a new business office, Spectro Alloys has invested significantly in its operations over the past year. In 2023, Spectro Alloys will celebrate 50 years of recycling in Rosemount.

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EQUIPMENT SPOTLIGHT

Shredders

by MARY M. THORNTON

maryt@americanrecycler.com

At least one recent source projected that the steel scrap market will reach 748.2 million metric tons by 2026, worldwide. Those who offer machines for processing that material offer an array of equipment options.

For specialty shredding, Danieli offers their Grinder Mill as a solution to provide balled up densified scrap or coolant scrap. Also the company's inverter package allows users to control peak demand as well as maximize motor utilization and torque. "The inverter package is a game changer because it provides maximum shredder production as well as total control of power use and torque. Our patented Danieli Inverter VSD Drive allows you to run at a lower cost, with less maintenance, and the lower cost and lower maintenance AC Squirrel Cage motor is more reactive to auto pilot use. An existing Wound Rotor Motor can also be utilized, so operators no longer need to use a liquid rheostat," noted Jim Stepanek, North American sales director. The small Danieli Shredder (1000 HP) can process 2,000 tons per month and the largest (10,000 HP) Danieli Shredder can process 60,000 tons per month, depending on material, shifts of operation and days per week of production.

Stepanek commented, "EAF steel mills are looking for more shredded scrap. Once you have selected the best shredder solution you will need a properly sized property with good access. Then permits, electrical and civil works are needed for approval. Once this is accomplished, it can take up to a year to receive the shredder system equipment and conduct installation. A proper crew will be needed to run the operation as well as maintenance personnel. Another product that can enhance production is a pre-shredder—for processing autos, bales and logs, ahead of an automobile metal shredder, to help mitigate explosions and find catastrophic unshredables. Other concerns such as explosions, emissions and sound can be regulated city by city and state by state. Danieli offers a solution that helps to mitigate such regulations.

"Electrical issues such as power demand and dirty power can be solved with a Danieli Inverter VSD System. Pollution, explosions and noise regulations have become more of an



Granutech-Saturn Systems

issue for many metal shredding plants, depending on their location. A reliable, reputable, knowledgeable supplier is key to shredder installation success. Latest design and automation are also important to the success of any shredding plant. Local and experienced service and engineering support is also important. Danieli is a supplier that can provide a complete line of products to meet your needs. There are over 170 of our metal shredders in place, worldwide, we've manufactured shredders for over 30 years and boast the largest installed base of pre-shredders, globally."

Granutech shredders are best suited for processing light ferrous and mostly nonferrous metals such as copper and aluminum. The company is also heavily involved in tire recycling and about 20 percent of that consists of scrap tire metal. Granutech's partner company, 3TEK, makes portable hammermills and can provide most types of ferrous processing. Greg Wright, vice president, said, "We have shredders for materials such as radiators, copper bales, aluminum extrusions, used beverage cans and more. Shredding is usually done to separate out base metals such as the copper and aluminum in radiators, but processing may also be needed to prep material, so that it is a size suitable for feeding into a smelter." He continued on, regarding the market for metal processing equipment, "The market is directly correlated to the price of scrap metals processed. Scrap metals had a large run-up but prices have been dropping for about the last 6 months."

Granutech-Saturn Systems has a 50 year history, which started with the introduction of the MAC Auto Flattener. For many years, the firm has also made shredders for several materials in addition to metal and rubber—including paper, plastics, foam, e-scrap, and waste-to-energy applications.

According to Edgar Root, North American sales manager, the Zato Blue Devil is quickly becoming a favored piece of machinery in American scrap yards. With 60 blades on twin counter rotating shafts, the Blue Devil easily processes mixed grade, steel plate, whole autos with engines and even rebar and steel coils. The machine will process up to 30 tons of scrap per hour and no expensive foundations or dedicated operator is

See SHREDDERS, Page B7



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Supply chain

Continued from Page B1

Metal equipment manufacturers are also sourcing their metal materials ethically, as well as sustainably. For instance, Rubiano pointed to Apple, which has made progress towards utilizing recycled and renewable materials in their manufacturing process.

Supply Chain & Labor Issues

So how has the supply shortage impacted the metal equipment manufacturing process and what does this mean for the metals recycling industry?

Most companies have faced challenges obtaining the necessary parts and components that were needed to manufacture machinery. With this, came innovation and new companies entered the market to provide domestic parts and components that were not impacted by the logistics of importing or exporting.

"The metals recycling industry has a lot of potential. For example, disposing of garbage is a growing concern for small islands in the Caribbean who have little if no space for landfills," Rubiano said. Lacking proper management of this waste causes tire fires, a fast-burning event and a slow-burning pyrolysis that can continue for decades. Like all fires, tire fires in particular are difficult to extinguish and produce smoke that carries toxic chemicals such as cyanide and carbon monoxide from the breakdown of synthetic rubber compounds. These fires occur next to hospitals, universities and people's homes.

"Companies such as Cadwell Inc. have removed and recycled more than 3.4 million pounds of waste from the Caribbean. By transporting them from the islands back to their factory in Boca Raton for recycling, many of the metals can be used for manufacturing. Doing something for the well-being of the environment is a great way to engage employees back into the manufacturing

industry, as most people today are looking at the corporate social responsibility of the company more than ever," Rubiano said.

Another area of concern facing metal equipment manufacturers is in the area of employment recruitment and retention.

Adam O'Brien with Accurate Converter, a full service catalytic converter recycler for the recovery of platinum, palladium and rhodium, said today's labor shortages remain at the crux of manufacturing problems. "The end result is a domino effect as upstream labor shortages slow production. In addition to their own labor issues, the upstream bottleneck causes additional delays among manufacturers further along the supply chain," O'Brien said.

To combat that, manufacturers are offering higher salaries, better work environments, training and career growth potential to entice new hires and retain existing staff.

And while some companies still struggle to recruit employees in the metal equipment industry, other automated options are becoming available to help offset staffing shortages in the industry. Using automated CNC machines, thousands of tons of metals can be extruded.

"Companies such as Green Oxen and Ocean Machinery use automated machinery to meet the gap between labor shortage and high demand for metals in various industries such as transportation, construction and building materials," Rubiano said. "The global aluminum extrusion market size was valued at \$77.8 billion in 2019 and is projected to reach \$118.7 billion by 2027, growing at a CAGR of 5.4 percent from 2020 to 2027. The demand for these metals has been the driving force in the market growth of aluminum, or steel."

An Italian businessman went to Indonesia for a business trip. He hated the local food, so he asked the concierge in his hotel, "Is there any restaurant where I can find Italian food here?"

The concierge said, "You're lucky, sir! A new pizza restaurant just opened and they deliver." The businessman asked for the restaurant's number, went back to

his room, and ordered a pizza.

Thirty minutes later, the delivery guy showed up. The businessman ate the pizza right away. Suddenly, he started sneezing uncontrollably and shouted to the retreating delivery person, "Hey, what did they put on this pizza?!"

The delivery guy said, "We put exactly what you ordered — pepper only!"

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Shredders

■Continued from Page B4

required. Virtually no maintenance is necessary for the extremely robust Blue Devil blades and they only need changing on average, after every 25,000 tons of scrap processed. This product can be used as a stand-alone shredder to densify and add value to your scrap volume or as a pre-shredder for a hammermill.

As a pre-shredder, the Blue Devil will neutralize any potentially explosive items and filter out unshredables before they have a chance to potentially damage the hammer mill. By pre-shredding scrap with a Blue Devil, hammer mill operators can increase tons per hour output by around 40 percent. Because machines are manufactured continually, Zato can provide very low lead times for delivery—around 3 months, from order date. Installation and set-up take less than a week and with no need for expensive foundations.



Zato North America

Root stated, “As scrap has become generally lighter but bulkier and transport costs continue to rise, it is imperative for scrap yards to densify their volume. This saves yard space, increases loads per

truck or container and reduces melt times at the steel mill. The Blue Devil excels in densifying scrap with no need for an operator. Until recently, many small to medium sized scrap yards have relied on

less efficient mobile shears attached to excavators, each with a dedicated operator and only processing 3 – 4 tons per hour. Even medium sized shear balers will not process much more than 10 – 12 tons per hour and also need an operator to work efficiently. The Blue Devil costs around the same as a medium sized shear, needs no operator and will process up to 30 tons per hour, and will process around 85 percent of most scrap delivered to scrap yards.”

Zato is one of Italy’s leading manufacturers of twin shaft shredders, hammer mills and mobile shears. The corporate office is based in Italy and the firm has manufactured shredders for over 20 years and has sold 180 of them around the globe – including 10 Blue Devil twin shaft rotary shears located in the U.S. A wide variety of spares is stocked at a Zato U.S. office and warehouse location in Georgia. An expert, U.S.-based, service team is also available, to make sure the shredder is always running at optimal levels.

CMC growth

■Continued from Page A10

14 percent increase from the dividend paid in July 2022.

Demand for CMC’s finished steel products in North America was again robust during the quarter, with several key internal and external indicators pointing toward continued strength. Downstream bid volumes, a significant indicator of the construction project pipeline, increased meaningfully from a year ago, resulting in year-over-year expansion of contract backlog levels. Demand from industrial end markets was stable, with conditions in most end-use applications unchanged from the sequential quarter, but improved compared to the prior year period.

The North America segment reported adjusted EBITDA of \$370.5 million for the fourth quarter of fiscal 2022, which was largely unchanged on a sequential basis, and up 75 percent compared to \$212.0 million in the prior year period. The year-over-year improvement was driven by record margins on steel products and a significant increase in the margin over scrap on sales of downstream products. Steel products have now experienced six consecutive quarters of year-over-year margin expansion. Controllable costs per ton of finished steel shipped were up modestly compared to the third fiscal quarter and increased relative to the prior year period, primarily as a result of higher per unit purchase costs for energy, alloys and freight.

Shipment volumes of finished steel, which include steel products and downstream products, followed typical seasonal patterns and were down slightly from the prior year period, due largely to destocking activities by customers as well as the slower pace of construction on numerous job sites stemming from staffing challenges. The average selling price for steel products increased by \$204 per ton compared to the fourth quarter of fiscal

2021 while the cost of scrap utilized declined \$47 per ton, resulting in a year-over-year increase of \$251 per ton in steel product margin over scrap. Average pricing declined by \$6 per ton from the previous quarter. The average selling price for downstream products increased by \$334 per ton from the prior year period and \$104 per ton on a sequential basis. Future pricing indicators on new work entering the backlog remain positive, as average price levels for bids and new awards climbed significantly from the prior year period.

The Europe segment reported adjusted EBITDA of \$64.1 million for the fourth quarter of fiscal 2022, down 5 percent compared to adjusted EBITDA of \$67.7 million for the prior year period. Average selling price increased by \$125 per ton in the fourth quarter compared to the prior year period, while the cost of scrap utilized declined \$13 per ton. The result was a year-over-year increase in margin over scrap of \$138 per ton. The modest year-over-year decline in adjusted EBITDA occurred despite expanded margin over scrap, primarily due to lower shipment volumes, higher costs for energy and alloys, the negative earnings impact of selling higher cost inventory, and the impact of the weakening Polish Zloty in relation to the U.S. Dollar. Earnings levels remained historically strong, as the fourth quarter result was three times higher than the quarterly average adjusted EBITDA of the prior ten fiscal years.

Europe end market demand was mixed during the quarter. Polish construction activity continued to grow on a year-over-year basis, while industrial production across Central Europe has contracted for several months. Volumes during much of the fourth quarter were negatively impacted by a supply chain destocking cycle that occurred in the wake of widespread safety stock procurement by end users and intermediaries following the outbreak of war in Ukraine. The purchase of safety stock meaningfully benefited CMC’s ship-

ments during the fiscal third quarter, but the fourth quarter experienced the opposite effect. This, however, appears to have subsided late in the quarter, as evidenced by a strong rebound in shipment volumes on both a sequential and year-over-year basis.

The recent investment in a third rolling mill has positioned CMC’s Europe segment well to navigate current volatility. The asset has provided improved operational and commercial flexibility, as well as enhanced margins by eliminating billet sales in favor of converting material to finished product.

The company’s new Tensar business generated EBITDA of \$10.2 million during the fourth quarter. Excluding a \$6.5 million charge to reflect the purchase accounting effect on inventory, EBITDA amounted to \$16.7 million on net sales of \$74.1 million, yielding a margin of 22.5 percent. Tensar’s financial performance is included within CMC’s existing operating segments, with North American results incorporated into CMC’s North America segment and all other operations included in the Europe segment.

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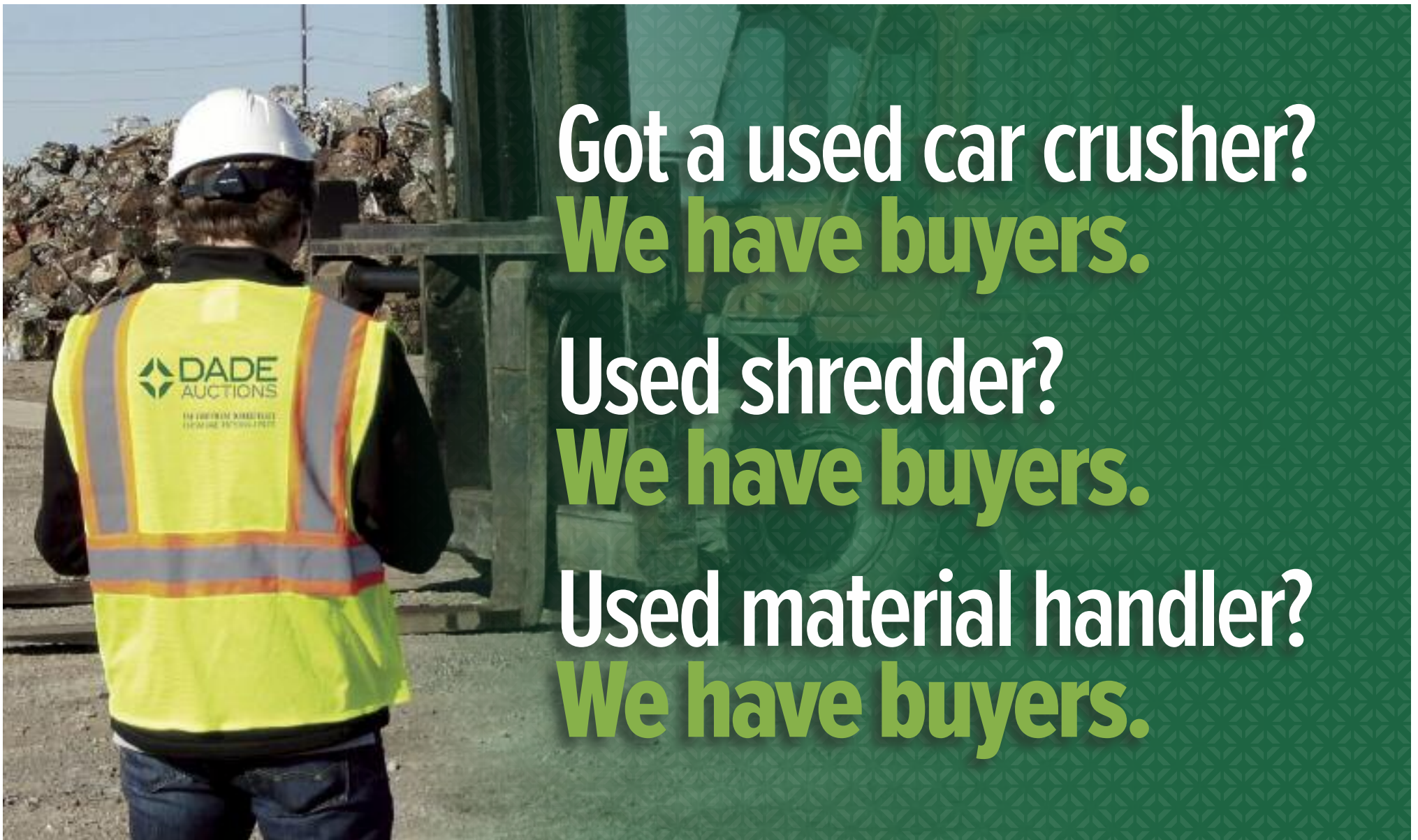
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