



# American Recycler

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## Innovations in plastic recycling technology

by MAURA KELLER

*mkeller@americanrecycler.com*

While recycling technology has advanced, particularly in the plastics arena, there is more work to be done to build a circular economy. Not only is more investment required in recycling infrastructure to increase opportunities for recycling, but industry experts need to help consumers recycle. According to Alan Schrob, director of mechanical recycling at NOVA Chemicals, in a recent study conducted by NOVA Chemicals, 66 percent of consumers responded affirmatively that they would be willing to do additional sorting of flexible plastic to increase recycling rates.

“This presents an opportunity for public and private collaboration between producers and municipalities to educate and communicate with consumers to improve recycling practices,” Schrob said.

Raegan Kelly, head of product and sustainability at Better for All and a founding member of the company, said given the consistently low rates of recycling of five to nine percent for most plastics and high rates of loss to the environment for lightweight and single-use plastics, the industry is increasingly splitting its attention between the materials used and how they can be managed or recycled after use.

“For petrochemical plastics, the issues are manifold: Toxins present during processing and as products; difficulties sourcing consistent and economically viable recycling streams and then producing quality affordable recyclate; and the inevitable creation of persistent pollution and microplastics when products are thrown away, the large majority of which continue to end up on the side of the road or in landfill,” Kelly said.

The task of finding or creating materials that can compete with a 100+ year old entrenched global plastics industry is challenging. Kelly said these materials must also be better on many dimensions: they must be non-toxic, they must factor in carbon emissions, they must not persist in the environment for decades, they must function, and they must work with existing manufacturing equipment.

“For innovators looking to address one of these issues, additives that cause petrochemical plastics to ‘break down’ more quickly into smaller pieces or enzymes that can break molecular bonds after some time are two ongoing projects worth considering,” Kelly said. “On the product side, established CPG brands are offering single material solutions – i.e., cap, label and bottle all in PET so that all can be recycled in the same stream.”

These solutions, along with heavy-weight plastic “reuse” containers designed to be washed and reused, all mitigate the impact of petrochemical



A significant innovation in today's plastic recycling initiatives is the ability to use plant-based films for recyclability and composability.

plastic but don't solve for toxins, emissions (though reuse does reduce emissions per use), or persistent pollution. As a result, innovators are looking to improve bio-based and compostable polymers and this is a growing field of innovation.

“PLA, or polylactic acid, is an established market player with the scars to show it,” Kelly said. “The material suffers from low heat tolerance, its resemblance to petrochemical plastic, and its inability to biodegrade or compost anywhere but in strict commercial composting conditions. However, as commercial composting infrastructure grows in the United States, so does the adoption of PLA as an option.”

Paul Harencak, vice president of business development and technical services at LPS Industries, a manufacturer in the packaging industry, said the most significant innovation in today's plastic recycling initiatives is the ability to use plant-based films for recyclability and composability. These films have the strength and surface printability to offer good graphics and yet comply with sustainable characteristics.

“As for recycling, the work that needs to continue is providing the infrastructure to make it easier for the consumers and end users to find accessible curb side pickups,” Harencak said.

Harencak said one of the greatest innovations is reducing the incompatible substrates and working to use laminated and extruded structures that are compatible with recycling. For example, having a metalized polyester or a foil laminated to a paper or a polyester film makes for a difficult product for the recycling stream.

“With the government's help on a state level, banning single use plastic, with application exceptions, has reduced the landfill tonnage. These mandates, while

well intended, have increased public awareness for recycling,” Harencak said. “What is still an obstacle is the education that plastic pollution is caused by human actions. This will hold true for plastic recycling as well. It will take educating today's youth to understand that recycling is everyone's responsibility.”

While multiple recycling streams exist for rigid plastics, companies are exploring new programs designed to capture and recycle the growing amount of flexible packaging films. For example, at NOVA Chemicals' recycling facility in Connersville, Indiana, which will be recycling and producing SYNDIGO® recycled polyethylene (PE) at commercial quantities in early 2025, optical sorters and washing technology will separate and process PE wraps, sacks and films.

“Our latest innovations have proven that mechanically recycled PE can be repurposed into high-value applications and assist brands and retailers in reaching their sustainability objectives,” said Schrob.

The collection and transportation of acceptable plastics requires extensive planning and coordination across the value chain. As a polyethylene (PE) resin producer, PE recycler, and recycled PE producer, NOVA Chemicals assists retailers and distributions centers overcome this challenge by helping companies develop and implement film collection protocols, fostering collaborative relationships between brands, retailers and recyclers to divert plastic waste from landfills.

“Many brands and retailers have made commitments to include recycled content in their packaging, but most are unaware of its capabilities and how it can be incorporated into their products. We

**See PLASTIC RECYCLING, Page A4**

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# Kalamazoo Michigan launches recycling contamination campaign

The City of Kalamazoo, Michigan joined the Michigan Department of Environment, Great Lakes, and Energy (EGLE); The Recycling Partnership; and Saskatchewan-based Canadian cleantech startup Prairie Robotics to launch a contamination reduction campaign. The campaign uses high-tech cameras, global positioning systems, and computers on city recycling trucks to check the contents of curbside recycling carts and tailor constructive feedback as needed, household by household.

“The City of Kalamazoo has a long history of recycling, and last May launched a new campaign with The Recycling Partnership to expand recycling and improve resident education,” said Justin Gish, sustainability planner for the City of Kalamazoo. “This new project builds on Kalamazoo’s comprehensive recycling participation education and outreach program. It delivered in-home bins to nearly 1,600 homes and educational mailers to roughly 14,000 single-family households currently opted into the recycling program to bolster their recycling efforts.”

The campaign is spearheaded by the City of Kalamazoo Department of Public Services and is funded with \$104,500 in grants and technical support from EGLE and national nonprofit, The Recycling Partnership. The aim is to promote more and better recycling while decreasing the number of contaminated materials that are inadvertently deposited in recycling carts.

The project is a modified version of The Recycling Partnership’s “Feet on the Street” cart-tagging recycling program – a community-wide initiative to improve the quality of recycling in curbside recycling carts by providing residents with personalized and real-time curbside recycling education and feedback. Traditionally, this is done by temporary workers tagging carts on the street if contaminants – items that aren’t accepted for curbside recycling, such as plastic bags – are in the recycling cart.

Through the project, instead of a person reviewing contents and placing a tag on curbside recycling carts, Prairie Robotics will retrofit the city’s recycling collection trucks with state-of-the-art smart camera technology. Using machine-learning techniques, the technology scans the material as it is mechanically dumped from each recycling cart into the truck and recognizes unacceptable items such as plastic bags,

polystyrene foam, yard waste, and trash. Such items are flagged in real-time, allowing for a personalized postcard or digital notification to be sent to a resident with information about how they can recycle better.

The City of Kalamazoo becomes the fifth Michigan municipality to embrace Prairie Robotics technology for contamination reduction. The City of East Lansing was the first Michigan municipality to pilot the program with support from EGLE, Prairie Robotics, and The Recycling Partnership. Results show contamination was reduced by nearly 25 percent.

EGLE allocated more than \$924,000 in grant funding last year to nine recycling program grantees, representing more than 493,000 households across the state. The funding is part of EGLE’s strategy to support recycling infrastructure, improve the quality of recyclable materials, and promote market development using the Renew Michigan Fund, which the state Legislature created in 2019 in a bipartisan move to bolster the state’s recycling efforts.

Michigan’s recycling rate has hit an all-time high for an unprecedented third consecutive year. According to EGLE’s most recent analysis, Michigan’s recycling rate has risen from 14.25 percent before 2019 to 21 percent last year and over 23 percent now, putting Michigan on track to achieve its goal of a 30 percent recycling rate by 2029. The record-setting combined total of materials Michiganders recycled in 2023 would fill the football stadiums at Ford Field in Detroit, Michigan State University’s Spartan Stadium in East Lansing and the Big House at the University of Michigan in Ann Arbor.

Michigan residents recycled more than 330,000 tons of paper and paper products during 2023, including over 237,000 tons of metals, more than 67,000 tons of glass, and over 58,000 tons of plastics and plastic products. The total amount of residential recycled materials reported for FY 2023 was 703,369 tons – exceeding the record set the year before by more than 82,000 tons.

EGLE leaders attribute the state’s recent recycling success to EGLE’s 2019 launch of the national award-winning “Know It Before You Throw It” education campaign featuring the Recycling Raccoon Squad, as well as EGLE funding and technical support for projects that increase access to recycling services across Michigan.

# DTG Recycling faces potential penalty of \$3,389,000

The Washington Utilities and Transportation Commission filed a complaint against DTG Enterprises, Inc. (d/b/a DTG Recycling or DTG) for violating state law by engaging in business as a solid waste collection company without the required certificate between January 1, 2023, and June 30, 2023.

In January 2017, DTG received a Common Carrier Permit, which does not allow solid waste collection and disposal. From 2020 through 2023, UTC staff received complaints about DTG’s operations, including the transport and disposal of solid waste. Staff communicated with DTG about the violations with clear instructions on becoming compliant and attached an application for a solid waste certificate. The application was not submitted until July 2024.

In their investigation, staff found that DTG collected and received 186,898 tons of waste for disposal in Snohomish County. By doing so, DTG committed 3,389 violations of RCW 81.77.040 when it knowingly transported 3,389 loads of residual solid waste from its material recovery facility to Snohomish County solid waste facilities.

Staff recommends that the commission assess a penalty of up to \$1,000



for each violation, totaling \$3,389,000. Additionally, staff requests that a cease-and-desist order be issued, directing DTG to stop any operations that violate RCW 81.77.040, and other relief as appropriate.

The Utilities and Transportation Commission will hold a prehearing conference to establish a schedule to review the complaint.

Washington State law requires companies to obtain a solid waste certificate from the commission to transport solid waste for compensation. Customers can check to see if their solid waste company’s certificate is active using the UTC’s lookup tool and can report any suspected illegal garbage companies by emailing [reportillegalhauler@utc.wa.gov](mailto:reportillegalhauler@utc.wa.gov), calling 360-522-6121, or online.

DTG Enterprises, Inc. is the largest recycler of commercial, industrial, construction, and demolition waste in the Pacific Northwest, serving across Washington State.

# GFL Environmental to sell Environmental Services business valued at \$8 billion

GFL Environmental Inc. has entered into a definitive agreement with funds managed by affiliates of Apollo and BC Partners for the sale of its Environmental Services business for an enterprise value of \$8.0 billion. GFL will retain a \$1.7 billion equity interest in the Environmental Services business and expects to realize cash proceeds from the transaction of approximately \$6.2 billion net of the retained equity and taxes.

GFL intends to use up to \$3.75 billion of the net proceeds from the transaction to repay debt, making available up to \$2.25 billion for the repurchase of GFL shares, subject to market conditions, and the balance for transaction fees and general corporate purposes. Net Leverage, pro forma for the planned use of proceeds, is expected to be 3.0x.

“The sale of our Environmental Services business at an enterprise value of \$8.0 billion is substantially above our initial expectations and is a testament to the quality of the business that we have built,” said Patrick Dovigi, Founder and chief executive officer of GFL. “The transaction will allow us to materially delever our balance sheet, which will accelerate our path to an investment grade credit rating. A deleveraged balance sheet will provide ultimate financial flexibility to deploy incremental capital into organic growth initiatives and solid waste M&A and allow for a

greater return of capital to shareholders through opportunistic share repurchases and dividend increases, while maintaining a targeted Net Leverage in the low 3’s.”

Pursuant to the transaction agreement, GFL will retain a 44 percent equity interest in the Environmental Services business and the Apollo Funds and BC Funds will each hold a 28 percent equity interest. The transaction is expected to close in the first quarter of 2025 and is subject to certain customary closing conditions. The transaction is not subject to any financing conditions.

GFL’s board of directors (interested directors having recused themselves) unanimously approved the transaction upon the recommendation of a special committee comprised solely of independent and disinterested directors. In arriving at its unanimous recommendation that the transaction is in the best interests of the company, the special committee considered several factors, including among other things, a fairness opinion delivered to it by its independent financial advisor, Canaccord Genuity Corp., that the consideration to be received under the Transaction is fair to the Company from a financial point of view.



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# New Jersey names environmental excellence award winners

New Jersey Commissioner of Environmental Protection Shawn M. LaTourette named the winners of the 25th annual Governor's Environmental Excellence Awards and honored the late Congressman Bill Pascrell's legacy of environmental leadership by posthumously awarding him the prestigious Richard J. Sullivan Award. The awards were presented during a ceremony at the Historic Masonic Temple in Trenton.

"My DEP colleagues and I thank all of this year's awardees for their commitment to protecting our environment," LaTourette said. "Their work showcases the spirit of innovation and passion for doing what's right that has long made New Jersey an environmental leader. In that same spirit, we are humbled to honor the long career of Bill Pascrell, a true champion and fierce advocate for improving and protecting public health, safety, and the environment we all share because, simply put, he knew it was the right thing to do for the people of New Jersey."

The Governor's Environmental Excellence Awards are awarded annually to individuals and organizations that demonstrate commitment and leadership on a variety of environmental issues, including environmental justice, climate change, sustainability and education.

Named for New Jersey's first DEP Commissioner, the Richard J. Sullivan Award honors the state's pioneering environmental leaders. This year's Sullivan Award was posthumously awarded to Congressman Bill Pascrell, who died at the age of 87 in August. Pascrell tirelessly fought for cleaner air and water, and quality

parks and open spaces. He represented the 9th Congressional District, which includes Bergen, Passaic and Hudson counties.

In addition to the Sullivan Award, the 2024 Governor's Environmental Excellence Award winners for each category are:

**James J. Florio Emerging Environmental Leader: Carolyn He**

Carolyn He, a senior at Morris Hills High School, leads A Sustainable Future - a program focused on sustainable paper consumption and reducing wasteful printing in schools. Since 2023, the program has helped more than 75 school districts and 200 students across the country reduce excessive printing. Additionally, A Sustainable Future has expanded to offer its services worldwide and hosted its first "Climate Convention" to engage students about environmental issues.

**Climate: Metuchen Public Schools**

The Climate Change Committee of Metuchen Public Schools has supported the integration of climate change education throughout the school district's curriculum; ran a yearlong climate change awareness initiative for all district staff; championed Sustainable Jersey certification at Metuchen High School; supported environmental clubs; and collaborated with the Metuchen Shade Tree Commission to implement a Tree Ambassadors program.

**Watershed Management and Water Resources: Clean Ocean Action**

Clean Ocean Action organizes the Rally for Two Rivers annually to protect waterways. Utilizing community science efforts involving canine scent tracking

and water quality monitoring, the program identifies likely upstream pollution sources and enables municipalities to implement targeted efforts to eliminate them. The collected data helps DEP evaluate shellfish growing areas and is used to improve local stormwater management measures.

**Healthy Ecosystems and Habitats: Merrill Creek Reservoir**

Merrill Creek Reservoir uses a Forest Stewardship Plan to manage wildlife habitat and implement conservation projects to improve forest habitat, manage native grassland, and create and enhance demonstration pollinator gardens. In addition, reservoir staff create underwater structures and conduct monitoring to support fish populations and are working with NJ Audubon to test a deer barrier system as an alternative to conventional deer exclusion fencing options.

**Healthy Communities: Shereyl Snider**

Shereyl Snider is a community organizer with East Trenton Collaborative and a community hub leader with Lead-Free NJ. Snider has worked to reduce illegal dumping, abandoned housing, traffic safety issues and environmental hazards, and led the "Get the Lead Out of Trenton" initiative in her neighborhood. In addition, Snider collaborated with researchers at Rutgers University and lead-impacted community members to plan and implement a project to test for lead contamination in East Trenton.

**Environmental Justice: City Green**

Through its Dig In! program - a collaboration with the Passaic County Board of County Commissioners - City Green

is working to address the lack of green, natural spaces in urban neighborhoods and helped to create more than 75 community gardens in the county, particularly in overburdened communities. The program offers financial, technical and educational assistance in developing, building and supporting community gardens and neighborhood farms.

**Environmental Education: Academy for Environmental Science, Morris County Vocational School District**

Throughout their high school years, students at the Academy benefit from classes that link environmental concepts to a variety of subjects, including art, history and physics. The students also explore environmental issues through projects including work in the school's garden, cleanups at Lake Hopatcong, and a food pantry's food reclamation program. Additionally, senior students conducted a 10-month study of Mahlon Dickerson Reservation, setting up trail cameras to track species in the area so they could analyze its biodiversity and then shared their findings on social media.

**Sustainability: Hikma Pharmaceuticals USA**

Hikma Pharmaceuticals, a manufacturer of generic injectable medicines, furthered its commitment to sustainability by converting lights to LEDs throughout its facility, recycling tons of plastic waste into pellets and diverting waste from landfills, installing water bottle filling stations, installing Level 2 electric vehicle chargers, and preparing for the installation of solar panel equipped parking lot canopies.

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# Plastic recycling

■Continued from Page A1

work closely with brands and converters to design packaging that incorporates recycled materials and makes packaging product more recyclable in a wide variety of applications from e-commerce mailers to frozen food bags that require high puncture resistance and durability,” said Schrob.

## A Continuous Evolution

Studies indicate low percentages of plastics are actually being recycled and Harencak said the low recycling rate will continue until two major objectives are accomplished. First, the ability to make recycling easy for the consumer and end-user to separate trash from recycling. The current recycling of aluminum, glass and recyclable plastic containers needs to expand to film based recycling at curbside. This is added infrastructure needed for municipalities.

“Second, educate the general public and youth. Like seat belt use and cigarette smoking, plastic recycling will take a couple of generations and possibly some government intervention to make it work,” Harencak said.

And as Schrob further pointed out, managing the variety of packaging demands of brands, consumers and retailers is no small feat.

“As Extended Producer Responsibility (EPR) legislation gains traction, packaging producers are considering the end-of-life options for plastic materials, leading to a focus on designing for recyclability,” Schrob said.

Kelly believes traditional plastic product models need to and will take a page out of biomaterial product play books. As she explained, at the product design stage, impacts have to be considered throughout the life of the product including after use.

“To be certified commercial or home compostable, or USDA biobased for example, a product must pass a series of third-party lab tests. While I am not implying that lab tests are 100 percent applicable to real-world settings, testing does force material and product developers to tow the line regarding toxic ingredients and inaccurate end-of-life or material ingredient claims,” Kelly said. “To date, plastic product and packaging producers rarely think beyond immediate function and marketing impact. End users, waste management, and the world at large are on their own when it comes to dealing with the impact of this failure of imagination.”

Mixed material products, food contact plastics, eye-catching nonrecyclable containers, and small lightweight plastics all end up by necessity in the waste stream.

Kelly further pointed out that when setting out to create a product that will compost successfully in a commercial facility and at home, one must consider product use at every stage of the supply chain. What goes into the material? How is it processed at the manufacturer? How is it packaged? How is it printed? How is it consumed? What happens to it when it is washed, reused, thrown away, lost by the side of the road? Will it harm? Will



it be of value as a material input? Is it expensive to process? Do recyclers and organics recyclers happily accept this product? How can you improve it for their sake? Does it leave behind a toxic legacy?

“It is not easy to account for every use when conceiving a product, but for sure what we know is what we have been doing is not working,” Kelly said. “No single solution is perfect, but biobased materials like PHA offer a rethinking of what is acceptable.

They are tools in a growing toolbox of materials that address the problems created by petrochemical plastics – persistence, toxicity, carbon emissions,

and low-value recyclates.”

As new materials create efficiencies and gain market share, the cost of the materials will come down, and Kelly said the industry will see more widespread adoption of biobased nontoxic materials in limited-use applications.

“What I hope to see is greater engagement across the board similar to what we see at some stadiums and events working towards zero waste,” Kelly said. “And that careful thought is put into the material mix introduced into each setting, how it is managed on-site and afterward, and that data is collected and analyzed to see what worked and what needs improvement.”

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### Owner, Publisher and Editor

**ESTHER G. FOURNIER**  
news@AmericanRecycler.com

### Print and Digital Production

**JAN MEYER**  
jan@AmericanRecycler.com

### Marketing Representatives

**MARY M. THORNTON**  
maryt@AmericanRecycler.com  
**JAN MEYER**  
jan@AmericanRecycler.com

### Circulation Manager

**DONNA L. MCMANUS**  
news@AmericanRecycler.com

### Writers and Contributors

**MAURA KELLER**  
mkeller@AmericanRecycler.com  
**MARY M. THORNTON**  
maryt@AmericanRecycler.com

### Production Offices

28300 Kensington Ln, Ste 500  
Perrysburg, OH 43551  
877-777-0043 | fax 419-931-0740  
AmericanRecycler.com

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# METALS

## Tata Motors opens vehicle scrapping facility

Tata Motors, India's largest commercial vehicle manufacturer, and Tata International, the global trading and distribution arm of the Tata Group, today inaugurated a new Registered Vehicle Scrapping Facility (RVSF) in Pune. Named 'Re.Wi.Re – Recycle with Respect', this cutting-edge facility has an annual capacity to safely disassemble 21,000 end-of-life vehicles with environmentally friendly processes.

This RVSF is operated by Tata International Vehicle Applications (TIVA), a wholly owned subsidiary of Tata International, and is equipped to scrap passenger and commercial vehicles of all brands.

Speaking at the inauguration, Rajeev Batra, chief executive officer, Tata International Vehicle Applications, said, "TIVA and Tata Motors have taken a pivotal step in transforming the approach to the lifecycle of vehicles in India. With the capacity to dismantle 21,000 vehicles annually, this facility has been designed to address the growing need for efficient and safe vehicle recycling. We understand the critical role of end-of-life vehicle management in shaping a sustainable and organized ecosystem for our society. This initiative supports India's transition

toward a cleaner and more regulated vehicle-recycling framework. At TIVA, we constantly push ourselves to reach new heights and remain committed to delivering our best to the communities we serve."

Re.Wi.Re. is a cutting-edge facility, purpose-built for dismantling end-of-life passenger and commercial vehicles across all brands, with a focus on employing environmentally friendly practices. Five Re.Wi.Re. facilities are already running successfully in Jaipur, Bhubaneswar, Surat, Chandigarh, and Delhi NCR.

Each Re.Wi.Re facility is fully digitalized, with all its operations seamless and paperless. Equipped with cell-type and line-type dismantling for both commercial and passenger vehicles, there are dedicated stations for the safe dismantling of various components, including tires, batteries, fuel, oils, liquids, and gases. Every vehicle undergoes a meticulous documentation and dismantling process designed specifically to meet the responsible scrapping requirements of passenger and commercial vehicles, guaranteeing safe disposal of all components as per the nation's vehicle scrapping policy.

## CMC reports first quarter 2025 results

Commercial Metals Company (CMC) reported Q1 fiscal 2025 results with a net loss of (\$175.7) million, or (\$1.54) per diluted share, primarily due to a \$265.0 million litigation expense. Excluding this charge, adjusted earnings were \$88.5 million (\$0.78 per share), down from \$176.3 million (\$1.49 per share) in the prior year.

The company generated consolidated core EBITDA of \$210.7 million with an 11.0 percent margin. Despite economic uncertainty affecting construction activity and steel pricing, North America finished

steel shipments grew 4.4 percent year-over-year. CMC maintained strong liquidity with \$856.1 million in cash and cash equivalents, while returning \$71.0 million to shareholders through dividends and share buybacks.

The company's downstream backlog volumes remained stable year-over-year, with management expressing optimism about future project pipeline strength. The board declared a quarterly dividend of \$0.18 per share, representing a 13 percent year-over-year increase.



## GLE Scrap Metal and Mallin Companies partner

Two family owned and operated companies are forming a partnership to grow and expand Mallin Companies. Mallin Companies is a 96 year old 4th-generation family business operating two aluminum wire recycling lines in Kansas City, Missouri. GLE Scrap Metal is a 20 year old first generation family business operating six full service metal recycling centers in Michigan and Florida, a brokerage and trading division, an insulated copper wire recycling plant, and an R2-certified electronics recycling firm, Great Lakes Electronics Corporation.

GLE acquired an interest in Mallin

Companies effective December 31, 2024. Mallin's operations will remain in Kansas City, Missouri and will retain its existing leadership and employees.

Mallin Companies will continue to be operated by its president, Zach Mallin, and will have the full support of GLE Scrap Metal and its affiliates. GLE and Mallin have built a wonderful working relationship over many years, have similar values, and share a passion for growth in the recycling industry. The new partnership will allow Mallin Companies to achieve synergies to stay competitive and continue its leadership in insulated aluminum, ACSR, and URD processing.

Commodity	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5	
FERROUS						
#1 Bushelings	per gross ton	\$377.00	\$379.00	\$377.00	\$379.00	\$379.00
#1 Bundles	per gross ton	360.00	359.00	358.00	360.00	362.00
Structural	per gross ton	325.00	323.00	327.00	326.00	328.00
#1 & #2 Mixed Steel	per gross ton	304.00	309.00	310.00	299.00	302.00
Crushed Auto Bodies	per gross ton	215.00	217.00	215.00	219.00	215.00
Shredded Auto Scrap	per gross ton	369.00	370.00	372.00	325.00	329.00
NON FERROUS						
#1 Copper Bare Bright	per pound	4.05	4.01	4.00	3.99	4.15
#2 Copper Wire & Tubing	per pound	3.85	3.89	3.80	3.79	3.95
Aluminum Cans	per pound	.79	.80	.79	.80	.81
Al/Cu Radiators	per pound	1.79	1.75	1.73	1.74	1.75
Aluminum Radiators	per pound	.64	.63	.62	.58	.59
Heater Cores	per pound	1.39	1.45	1.49	1.51	1.52
Stainless Steel	per pound	.63	.64	.61	.62	.63

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

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



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# METALS

## Report shows domestic aluminum demand up

As part of its monthly Aluminum Situation report, the Aluminum Association released preliminary estimates showing demand for the aluminum industry in North America (U.S. and Canada) increased 4.6 percent through the first three quarters of 2024.

“This continued demand growth reflects the aluminum industry’s strength and ability to compete in a dynamic marketplace,” said Charles Johnson, president & chief executive officer of the Aluminum Association. “While there may be some uncertainty ahead, aluminum will continue to be a critical material used to build a stronger, more sustainable America, and the industry stands ready to deliver.”

- Among key takeaways from the report:
- Aluminum demand in the United States and Canada (shipments by domestic producers plus imports) totaled an estimated 20,712 million pounds through Q3 2024, compared to the Q3 2023 total of 19,798 million pounds.
  - Sheet & plate products saw 6.9 percent

year-over-year demand growth through the third quarter while foil, extrusions and electrical products showed declines.

- In total, semi-fabricated – or “mill” – product demand was up 2.5 percent year-over-year through Q3.
- Aluminum exports (excluding scrap) to foreign countries increased 23.3 percent in the third quarter.
- At 107.13, the Association’s Index of Net New Orders of Aluminum Mill Products (baseline index of 100) increased 1.2 percent over year-to-date 2023 (through November).
- Imported aluminum and aluminum products into the North America (US and Canada) have decreased 8 percent through Q3 2023.

In the last decade, Aluminum Association member companies have announced more than \$10 billion in investments for domestic manufacturing operations to meet demand for sustainable packaging, safe and efficient vehicles, greener buildings and vital infrastructure.

## Crude steel production increases

World crude steel production for the 71 countries reporting to the World Steel Association (worldsteel) was 146.8 million tonnes (Mt) in November 2024, a 0.8 percent increase compared to November 2023.

### Crude steel production by region

Africa produced 1.8 Mt in November 2024, down 5.0 percent on November 2023. Asia and Oceania produced 107.4 Mt, up 2.0 percent. The EU (27) produced 10.7 Mt, up 3.9 percent. Europe, Other produced 3.4 Mt, down 5.5 percent. The Middle East produced 5.1 Mt, up 2.7 percent. North America produced 8.5 Mt, down 5.2 percent. Russia & other CIS + Ukraine produced 6.5 Mt,

down 7.8 percent. South America produced 3.4 Mt, down 3.4 percent.

### Top 10 steel-producing countries

China produced 78.4 Mt in November 2024, up 2.5 percent on November 2023. India produced 12.4 Mt, up 4.5 percent. Japan produced 6.9 Mt, down 3.1 percent. The United States produced 6.4 Mt, down 2.8 percent. Russia is estimated to have produced 5.5 Mt, down 9.2 percent. South Korea produced 5.2 Mt, down 3.6 percent. Germany produced 2.9 Mt, up 8.6 percent. Türkiye produced 3.0 Mt, up 0.7 percent. Brazil produced 2.8 Mt, up 1.9 percent. Iran produced 3.1 Mt, up 0.1 percent.

Top steel-producing countries				
	Jan 2024 (Mt)	% change Jan 24/23	Jan-Jan 2024 (Mt)	% change Jan-Jan 24/23
China	78.4	2.5	929.2	-2.7
India	12.4	4.5	135.9	5.9
Japan	6.9	-3.1	77.1	-3.6
United States	6.4	-2.8	72.9	-2.2
Russia	5.5 e	-9.2	64.9	-7.0
South Korea	5.2	-3.6	58.3	-4.9
Germany	2.9	8.6	34.5	5.3
Turkey	3.0	0.7	33.9	11.2
Brazil	2.8	1.9	31.2	5.6
Iran	3.1	0.1	28.0	0.5

e-estimated. Ranking of top 10 producing countries based on year-to-date aggregate

## Steel shipments drop from previous month

The American Iron and Steel Institute (AISI) reported that for the month of November 2024, U.S. steel mills shipped 6,702,557 net tons, a 6.6 percent decrease from the 7,175,177 net tons shipped in November 2023. Shipments were down 4.1 percent from the 6,987,092 net tons shipped in the previous month, October 2024. Shipments year-to-date in 2024 are

78,985,764 net tons, down 4.0 percent vs. 2023 shipments of 82,255,551 net tons for eleven months.

A comparison of shipments year-to-date in 2024 to the first eleven months of 2023 shows the following changes: cold rolled sheet, up 4 percent, corrosion resistant steel, unchanged and hot rolled steel, down 6 percent.

## Steel imports down 13.7 percent

Based on preliminary Census Bureau data, the American Iron and Steel Institute (AISI) reported that the U.S. imported a total of 2,067,000 net tons (NT) of steel in November 2024, including 1,593,000 net tons (NT) of finished steel (down 13.7 percent and 13.5 percent, respectively, vs. October 2024). Total and finished steel imports are up 2.5 percent and 3.0 percent, respectively, year-to-date vs. 2023. Over the 12-month period December 2023 to November 2024, total and finished steel imports are up 1.9 percent and 1.6 percent, respectively, vs. the prior 12-month period. Finished steel import market share was an estimated 21 percent in November and is estimated at 23 percent over the first eleven months of 2024.


Key steel products with a significant import increase in November compared to October are oil country goods (up 45 percent), sheet and strip all other metallic coated (up 33 percent) and line pipe (up 22 percent). Products with a significant

increase in imports over the 12-month period December 2023 to November 2024 compared to the previous 12-month period include sheets and strip all other metallic coated (up 46 percent), sheets and strip hot dipped galvanized (up 36 percent), cold rolled sheets (up 24 percent), tin plate (up 23 percent) and wire rods (up 19 percent).

In November, the largest suppliers were Canada (475,000 NT, down 13 percent from October), Brazil (306,000 NT, down 16 percent), Mexico (282,000 NT, down 22 percent), South Korea (179,000 NT, up 10 percent), and Vietnam (120,000 NT, up 18 percent). Over the 12-month period December 2023 to November 2024, the largest suppliers were Canada (6,575,000 NT, down 4 percent compared to the previous twelve months), Brazil (4,719,000 NT, up 29 percent), Mexico (3,482,000 NT, down 19 percent), South Korea (2,869,000 NT, up 10 percent) and Vietnam (1,291,000 NT, up 136 percent).

U.S. Imports of Steel Mill Products by Country of Origin (thousands of net tons)									
COUNTRY	OCT. 2024 PRELIM.	SEP. 2024 FINAL	% VAR. OCT. VS. SEP.	YTD 2024 (10 MON.)	YTD 2023 (10 MON.)	% VAR. 2024 VS. 2023	NOV. 2023 TO OCT. 2024	NOV. 2022 TO OCT. 2023	% VAR.
Canada	475	546	-12.8%	6,037	6,346	-4.9%	6,575	6,868	-4.3%
Brazil	306	364	-16.0%	4,384	3,607	21.6%	4,719	3,656	29.1%
Mexico	282	360	-21.8%	3,190	3,892	-18.0%	3,482	4,307	-19.2%
South Korea	179	162	10.3%	2,601	2,368	9.8%	2,869	2,600	10.3%
Vietnam	120	101	18.4%	1,254	524	139.5%	1,291	547	136.1%
Japan	77	138	-44.1%	1,105	1,110	-0.5%	1,183	1,229	-3.7%
Germany	74	140	-47.4%	977	937	4.4%	1,083	1,015	6.7%
Taiwan	86	47	82.0%	920	556	65.5%	943	623	51.4%
Netherlands	56	76	-26.2%	554	473	17.1%	589	516	14.0%
China	33	33	1.3%	445	565	-21.4%	477	618	-22.9%
Turkey	11	15	-24.9%	414	294	40.8%	432	332	30.2%
Romania	1	29	-95.4%	380	341	11.3%	414	392	5.5%
United Arab Emir.	70	32	118.9%	378	280	35.0%	400	310	29.2%
Italy	23	24	-5.2%	314	424	-25.8%	330	492	-32.8%
Spain	19	45	-56.9%	271	272	-0.5%	288	302	-4.7%
All Other	255	284	-10.3%	3,512	4,084	-14.0%	3,753	4,469	-16.0%
Total	2,067	2,396	-13.7%	26,735	26,074	2.5%	28,828	28,276	1.9%
memo EU-27	298	442	-32.6%	3,862	3,697	4.5%	4,168	4,087	2.0%

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# METALS

## Steel Dynamics provides fourth quarter earnings guidance

Steel Dynamics, Inc. provided fourth quarter 2024 earnings guidance in the range of \$1.26 to \$1.30 per diluted share. Comparatively, the company's sequential third quarter 2024 earnings were \$2.05 per diluted share, and prior year fourth quarter earnings were \$2.61 per diluted share.

Fourth quarter 2024 profitability from the company's steel operations is expected to be meaningfully lower than sequential third quarter results, based on lower average realized pricing, seasonally lower shipments, and an unplanned outage at the company's Butler Flat Roll Division further reducing volume by an estimated 50,000 tons. Flat rolled steel prices have stabilized, and underlying steel demand remains seasonally steady for the primary steel consuming sectors, as evidenced through solid customer order activity. Customers have been positive concerning the business outlook for 2025.

Fourth quarter 2024 earnings from the company's metals recycling operations

are expected to be significantly more than sequential third quarter results, based on steady ferrous volume and flat average realized pricing.

Fourth quarter 2024 earnings from the company's steel fabrication operations are expected to be lower than sequential third quarter results, based on seasonally lower shipments and less than a five percent decline in average realized pricing. The order backlog is steady, extending deep into the first half 2025 at attractive pricing levels. Current order activity is steady with expectations for improved volumes in 2025, as interest rates decline and the support from the U.S. infrastructure program and onshoring are expected to positively impact demand for not only steel joist and deck products, but also for flat rolled and long product steel.

Based on continued confidence in the company's earnings outlook and cash flow generation, the company repurchased \$250 million, or just over one percent, of its common stock during the fourth quarter through December 10, 2024.

## Steel import permit applications increase

Based on the Commerce Department's most recent Steel Import Monitoring and Analysis (SIMA) data, the American Iron and Steel Institute (AISI) reported that steel import permit applications for the month of December totaled 2,407,000 net tons (NT). This was a 10.8 percent increase from the 2,172,000 permit tons recorded in November and a 16.4 percent increase from the November final imports total of 2,067,000. Import permit tonnage for finished steel in December was 1,874,000, up 17.7 percent from the final imports total of 1,592,000 in November. For the full year 2024 (including December SIMA permits and November final imports), total and finished steel imports were 29,142,000 NT and 22,554,000 NT, up 3.5 percent and 3.9 percent, respectively, from the same period in 2023. The estimated finished steel import market share in December was 22 percent and is 23 percent for the full year of 2024.

Steel imports with large increases in December permits vs. November final imports include hot rolled sheets (up 74 percent), hot rolled bars (up 50 percent), wire rods (up 46 percent), tin plate (up 46 percent) and plate in coils (up 43 percent).

Products with significant increases for the full year of 2024 vs. 2023 include sheets and strip all other metallic coated (up 52 percent), sheets and strip hot dipped galvanized (up 35 percent), tin plate (31 percent), cold rolled sheet (up 26 percent) and wire rods (up 19 percent).

In December, the largest steel import permit applications were for Canada (513,000 NT, up 8 percent from November final), Mexico (382,000 NT, up 36 percent), Brazil (293,000 NT, down 4 percent), South Korea (293,000 NT, up 64 percent) and Romania (98,000 NT, up 7,354 percent). For the full year of 2024, the largest suppliers were Canada (6,502,000 NT, down 6 percent from the same period last year), Brazil (4,650,000 NT, up 18 percent) and Mexico (3,536,000 NT, down 16 percent).

\*Note that import permits data are counts of tonnages requested in applications for licenses to import steel products and are not actual import volumes. For a number of reasons, permit tonnages may understate or overstate actual import volumes for the month, preliminary estimates of which will be available later this month.



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## PLASTICS

### The University of Michigan sets new record for largest recycling event in school history



The University of Michigan fans who attended the November 2 game at Michigan Stadium in Ann Arbor against the top-ranked Oregon Ducks helped achieve the largest recycling event in the University of Michigan history.

Together, they collected a new record of more than 22 tons of recyclable materials at pre and postgame tailgate parties and during the game inside the stadium as part of the school's second-ever Recycle Bowl.

The Recycle Bowl is an innovative campaign aimed at growing recycling awareness among college football fans for recycling at the game and during tailgate festivities. It is supported by partners including The University of Michigan Athletic Department, Absopure, Amcor Rigid Packaging, Clean Tech, Husky Technologies, National Association for PET Container Resources (NAPCOR), Penn Color and Plastipak.

"Michigan Athletics is pleased to once again participate in the Recycle Bowl," said Paul Dunlop, associate athletic director for facility operations and capital projects.

"We put a lot of effort into diverting as much waste as possible from landfill at Michigan Stadium," Dunlop said. "Our zero-waste initiative is one of many ways the Athletic Department supports campus-wide efforts to advance sustainability. To have our efforts rewarded by setting a new record at this year's Recycle Bowl is a great opportunity for us to showcase our commitment and dedication to sustainable practices."

Michigan's total this year surpassed the 20 tons (or 40,000-plus pounds) of recyclable materials processed during its inaugural Recycle Bowl in 2023.

During the 2024 Recycle Bowl, Michigan Athletics collected more than 44,000 pounds of reused or recyclable materials, including PET plastic bottles, aluminum, paper, cardboard, wooden pallets, composting and food donations. Polyethylene terephthalate (PET) – easily identified by the #1 on the container – is a type of polyester plastic

that's strong, lightweight, and recyclable. PET, the most recycled plastic in the world, is used to package food and beverages, including water, juices, and carbonated soft drinks.

Showcasing the circularity of PET packaging, which can be endlessly recycled, and the benefits of recycling, the PET plastic collected from the game will be turned into new water bottles by Michigan-based Absopure. Those bottles will be distributed for free to fans at Michigan's February 21 basketball game against Michigan State University at Crisler Center in Ann Arbor.

A zero-waste Michigan Stadium supports the University of Michigan's deep commitment to sustainability within its education, research and operations. Michigan Stadium has a 20-year recycling tradition and is committed to diverting recyclable and compostable materials from landfills.

On any given Saturday during a Wolverine football game, the more than 111,000 people who filter in and out of Michigan Stadium generate approximately 6.5 tons of recyclable materials, such as cardboard pizza boxes, aluminum cans and plastic bottles and containers. They also produce approximately two tons of compost, including specially designed compostable food trays, napkins, coffee lids, soda cups, cheese cups and lids, deli wraps, popcorn bags, spoons, forks, knives, straws and food waste that Michigan Athletics serves to patrons through its Michigan Stadium food and beverage vendors.

The compostable items from Michigan Stadium were delivered to WeCare Organics LLC in Ann Arbor for sorting. All recycling materials were taken to the Western Washtenaw Recycling Authority.

Michigan Athletic's Recycle Bowl announcement comes as the Great Lakes State's recycling rate has hit an all-time high for an unprecedented third consecutive year. At its current pace of improvement, Michigan is on track to achieve the state's goal of a 30 percent recycling rate by 2029.

### Refinity acquires rights to technology for recycling of mixed plastic waste

Refinity announced the global licensing of rights from VTT Technical Research Centre of Finland for its proprietary fluidized bed advanced plastic waste conversion technology. Refinity plans to use the licensed technology to commercialize the cost-effective conversion of mixed plastic wastes to chemical precursors, required in all petrochemical production, to replace fossil feedstock used for the precursors.

Refinity will work with VTT to optimize the technology for conversion of different plastic waste feedstocks to sustainable chemicals that will replace fossil-derived chemicals. The work will focus on increasing yield of sustainable chemicals from plastic wastes that are not suitable for conventional thermochemical conversion or mechanical recycling and that are currently landfilled or incinerated. Refinity plans to scale up and deploy the technology in future commercial plastic waste-to-value conversion facilities.

VTT's innovative technology transforms hard-to-recycle minimally sorted plastic waste directly into drop-in petrochemical raw materials, including olefins such as ethylene and propylene, and has been demonstrated at pilot scale. Compared to conventional

thermochemical processes, the innovative process concept offers the conversion of mixed plastic waste into petrochemical precursors with higher yields and lower carbon dioxide emissions using easily scalable industrial process units. Refinity expects to integrate its manufacturing plants with existing petrochemical operations, unlocking economics needed to support scalability to reshape the recycling landscape.

Bill Grieco, who currently serves as Innventure's Chief Technology Officer, will take the helm of Refinity as chief executive officer. Grieco is an entrepreneur, innovator, and business leader who has spent the last 25 years leading R&D and commercialization organizations in the chemical, pharmaceutical, clean tech, and specialty materials industries. He holds a Ph.D. and Master's degree from M.I.T., and a Bachelor's degree from Georgia Tech, all in chemical engineering.

Adam Javan will join Refinity as chief operating officer. Javan is a seasoned executive with over 25 years of running businesses at blue chip companies as well as startups. Prior to Innventure, Javan served as chief strategy officer of a biotech startup company, leading to a successful public offering in 2021.

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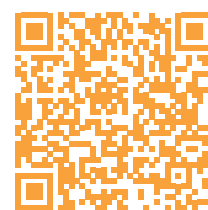


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**WASTE**

# Waste Pro wins over \$900 million in new contracts

Waste Pro closed out 2024 as a record year for new and renewed municipal contracts and acquisition growth. This includes 32 new and 32 renewed exclusive long-term municipal contracts. These municipal agreements serve nearly 460,000 residential customers, with Waste Pro welcoming nearly 200,000 new customers across our footprint, and account for approximately \$906,000,000 in net revenue during their initial life. The contract terms vary from one to ten years and provide for further long-term extensions. Among the largest new contracts are Sarasota County, Florida, and a new, expanded agreement in Orange County, Florida, together totaling over \$320 million and serving about 140,000 homes. Seven of the new or renewed contracts in Georgia, North Carolina, Tennessee, Florida, and Louisiana totaled over \$20 million over their initial terms.

From January through December of 2024, Waste Pro closed on 15 acquisitions. These acquisitions added to Waste Pro's residential customer base in Alabama, Florida, Georgia, Louisiana, Mississippi, North Carolina, and Tennessee and expanded the company's residential service area to include the state of Kentucky. The company invested

\$140 million in total purchase considerations, which will net approximately \$62 million in annual revenue. The companies that are now part of the Waste Pro portfolio include Workbox, Gulf Pride Waste Solutions, Republic Service's Cumming Georgia operations, Florence Recycling, McMinn Waste Removal, Cash Sanitation, Chase N Green Transfer Station, Geaux Waste, SPI Waste & Recycling (aka Stinky Pinky), Killona Ventures Landfill, Total Waste Solutions, Sunshine Grove Landfill, 98 Waste, and Goodwin Sanitation. Five of these companies are in Louisiana, expanding Waste Pro's operations to be the dominant solid waste and recycling company in the Bayou State. These significant acquisitions have strategically bolstered Waste Pro's current southeastern footprint.

"This has been an important year in Waste Pro's growth and maturity on the national stage. We not only grew organically with several high-profile municipal contracts but saw the opportunity to bring additional growth and expansion with acquisitions," said president and chief executive officer Sean Jennings. "When my father founded this company nearly 25 years ago, he had a vision for the next 100 years, and we are laser-focused on that goal."

# EGLE awards \$1 million in brownfield funding

The Michigan Department of Environment, Great Lakes, and Energy (EGLE) is awarding a \$1 million grant to the redevelopment of two unregulated dumps in Romulus. The nearly 290 acre site at 36411 Ecorse Road contains dumps historically known as the Dump Near Wicks and the Mendrek Dump. Both were used from 1957 through 1972. The Dump Near Wicks has been vacant since then. The Mendrek Dump property was used for pallet reconditioning from 1972 through 2020 and has been vacant since.

Site assessments found PCBs, methane, metals, volatile and PFAS compounds at the site. The \$1 million EGLE Brownfield Redevelopment Grant will pay for further site assessments, field monitoring, limited transportation and disposal of contaminated soil and waste, and a vapor mitigation system for the new buildings. The city of Romulus, EGLE, and the Michigan Economic Development Corporation have also approved

a little more than \$25 million in Tax Increment Financing (TIF) to pay for other work including a barrier to prevent contact with any remaining contamination, utility upgrades, and site preparation. TIF allows the increase in property tax revenue on the finished project to reimburse the developer for eligible brownfield costs.

Redevelopment plans call for the construction of two multi-tenant industrial buildings, approximately 470,000 and 547,000 square feet in size. The project will draw \$75 million in capital investment and create an estimated 675 full-time equivalent jobs. Construction is scheduled to be finished in winter of 2027.

More than half of EGLE's annual budget supports local projects, protects public health and the environment, and helps create economic growth and jobs for Michigan workers. Redevelopment increases the value of brownfield sites and other nearby properties.

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# BUSINESS BRIEFS

## Executive leadership team new hires and promotions at PLASTICS

■ The Plastics Industry Association (PLASTICS) has announced a series of new hires and promotions within its executive leadership Team. These appointments reinforce the association's commitment to protect, promote, and grow the industry towards a goal of creating a sustainable plastics industry.

Chris Rager will join the PLASTICS team as vice president of government affairs. Rager joins PLASTICS after serving as the head of state government affairs for the American Petroleum Institute, where he managed the day-to-day operations of 8 regionally based offices and nearly 50 staff members and consultants that covered API's nationwide integrated advocacy capability. With over 20 years of experience in government relations, Rager brings a wealth of expertise from his previous roles and will focus on building a robust government affairs strategy at PLASTICS. His leadership will be instrumental in advancing PLASTICS' advocacy and policy efforts at all levels of government.

Angela Mealy joins PLASTICS as executive director of NPE: The Plastics Show. In this newly created role, Mealy will oversee the strategy, operations, budget, project management, and overall success of NPE2027. Mealy brings extensive experience from her tenure as senior director of event services at the Association of Equipment Manufacturers, where she directed three major trade shows.

PLASTICS also announced the following promotions within its executive leadership Team:

- Ashley Hood-Morley to senior vice president, industry engagement
- Patrick Krieger to senior vice president, sustainability and policy
- Stephanie Strategos Polis to vice president, public affairs
- Apryl Alexander-Savino to vice president, events and marketing
- Mónica Mancilla Cooke to vice president, human resources

## Waste Pro acquires Geaux Waste

■ Waste Pro announced that Treshur Jones joined the Waste Pro team as territory manager, covering north Baton Rouge for Waste Pro. Treshur joins the team with more than a decade of experience in the waste industry. For over 12 years, Treshur worked at Dennis Steward Equipment Rental, managing the company's roll-off division. In April 2018, she branched off, taking the roll-off division and forming a new company, Geaux Waste Services. Treshur ran that business successfully. Her duties included the day-to-day operation of dispatching, billing, and customer service.

She sold Geaux to Waste Pro but wanted to continue contributing to it. She will now serve as the market expert for commercial and construction businesses in the northern Baton Rouge area.



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## Continuous evolution in the auto recycling industry

by MAURA KELLER

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

Look back a few decades and you'd be amazed at how the automotive recycling industry has evolved. Long gone are the dusty "junk yards" of previous generations – today's auto recycling enterprises are technology-driven, streamlined companies that are embracing the latest innovations in dismantling and recycling end-of-life vehicles.

Todd Bialaszewski, owner of Junk Car Medics, a nationwide junk car buyer, pointed out that much stricter standards and regulations in the auto recycling industry have emerged over the last decade. Specifically, both federal and state regulations have increased regarding the handling of fluids and hazardous materials.

"This has caused many yards to invest in specialized equipment and to revamp their processes," Bialaszewski said. "There has also been a large shift in how inventory of parts is handled, with most of that now being handled with online platforms. Then of course, the introduction of EVs and the different processes that are needed to handle the batteries."

The evolution of the auto recycling industry in the last decade has also seen a huge shift towards a self-service model. According to Troy Webber, president of Chesterfield Auto Parts and chief executive officer of Yardsmart, the national automotive recycling convention used to have one or two seminars on the topic, and now there is one every session.

"Most full service and late model recyclers are either switching to the self-service model or integrating some part of it into their business," Webber said.

Not surprising, the biggest change the auto recycling industry has faced is in the realm of technology. Modern cars are becoming little more than gasoline-powered computers. As Webber explained, previously, computers were used to make the car more efficient, but now they control everything from the engine to the radio.

"All a mechanic has to do to fix a car these days is plug in a computer," Webber said.

This is one of the biggest hurdles

the auto recycling industry faces and it requires vigilance. According to Webber, as new vehicle manufacturers use more and more proprietary technology in their vehicles, auto recyclers don't have access to the proprietary information necessary to supply the parts to the customers.

"If the OEM will not tell us what cars the parts go on, we can't sell them," Webber said.

Another big change within the automotive recycling space has been in the reuse of parts, which has expanded greatly.

"The rise of e-commerce has made it much easier to market, distribute, and profit from used parts," said Timothy Gotsick, EV expert and vice president

of technology and innovation at MacDermid Ethone Industrial Solutions, a Waterbury, Connecticut-based manufacturer of chemical compounds catering to all facets of surface finishing applications including the automotive industry. "This, in turn, has extended the lifetime of automobiles currently in use. Although this may slow the changeover to new technologies, such as EVs, it is a net benefit to both users and the environment. The 'Right to Repair' movement has recently emerged as a potent force in the electronics industry, but the automotive industry has long served as an example of this successful consumer-supplier cooperation."

Gotsick further pointed out that in true recycling, continued improvements in mechanical sorting technology have made it possible to "pre-purify" waste streams more easily, reducing the intensity of chemical processing necessary to break down and purify valuable commodities that are present in small proportions.

The auto recycling industry has also faced its fair share of challenges. The COVID pandemic caused a big shift in scrap prices and the demand for parts.

As Bialaszewski explained, currently

inflation is impacting the industry just like every other industry, with the cost of labor and materials continuing to rise.

"But the biggest change is the EV aspect," he said. "The handling of the lithium batteries is unique and requires specialized training that not all yards have."

The way vehicles are dismantled also has greatly changed. According to Bialaszewski, robotic systems and other automated solutions can strip vehicles quicker than the average employee.

"The industry getting online in terms of managing their inventory allows yards to expand their customer base from the local market to nationwide," Bialaszewski said. "There's also a bunch of certification programs that were introduced, with the Automotive Recycling Association (ARA) being a driving force."

Of course, recycling industries always struggle with profitability. Automotive recycling requires significant capital investment for startup and has substantial fixed operating costs.

"But the profit available is dependent on commodity prices, which can fluctuate significantly," Gotsick said. "In periods of

falling commodity prices, the profit available may not be enough to cover operating and capital costs."

Gotsick added that government regulation is a double-edged sword for the industry. On one hand, regulations that encourage or mandate recycling are a boon for the industry. However, as he explains, recycling operations themselves are, by nature, a bit messy due to the variable conditions in which the obsolete vehicles are received.

"The vehicles can be seriously damaged or degraded from use and there is no guarantee that they only contain the components that came from the factory," Gotsick said. "This can cause tighter regulations on emissions from recycling operations and increase operating costs."

### The Role of EVs

Electric vehicle (EV) technology has impacted the automotive recycling industry and its impact is expected to grow. In fact, EV technology has outpaced the ability of the end-of-life vehicle industry to properly handle it.

"As EVs become more common and  
See AUTO RECYCLING, Page B6



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# New Jersey hits electric vehicle milestone



New Jersey has reached a significant milestone by surpassing 200,000 electric vehicle registrations, demonstrating increasing consumer confidence in these vehicles and the availability of charging infrastructure, as well as the success of policies implemented by Governor Phil Murphy. Nearly 208,000 battery electric and plug-in hybrid electric vehicles, or EVs, are now registered with the New Jersey Motor Vehicle Commission, more than double the number of EVs registered in the state just two years ago.

Transitioning to electric vehicles to reduce greenhouse gas emissions, improve air quality, and move the state to a cleaner, more sustainable transportation future is a core priority for the Murphy Administration, which has implemented some of the nation's most progressive programs to incentivize purchases of EVs and ensure the availability of charging infrastructure to help consumers overcome "range anxiety."

"New Jersey is leading the charge in transitioning toward a zero-emission future. Reaching this 200,000 EV milestone clearly demonstrates growing consumer confidence in the performance of electric vehicles and our growing regional network of charging infrastructure," said Governor Murphy. "During my Administration, registrations of electric vehicles have grown exponentially, due in large part to our policies that are giving consumers and businesses the confidence to make the EV switch. The steps we take today to lower emissions will improve air quality and mitigate climate impacts for generations to come, all while increasing access to cleaner car choices."

## Exponential Growth in Registrations

In 2016, there were 10,911 EVs registered in the state. This grew to 91,515 by the end of 2022. As of the most recent reporting available, the number of EVs in September of this year was 207,268, a doubling since 2022 that has resulted from strong policies, increasing consumer demand, vehicle availability and choice, and expansion of charging infrastructure.

Manufacturers are currently offering 57 EV models to consumers in New Jersey. According to data curated by the Northeast States for Coordinated Air Use Management, New Jersey's market share of EV sales as of the third quarter of 2024 is 14.4 percent compared to a national average of 10.2 percent. In fact, for the last three years, New Jersey's market share of EVs has consistently exceeded the national average.

## Driving the State's Success: Partnership to Plug-in

The state's success in EV growth has

been driven by the collaboration among the Department of Environmental Protection, Board of Public Utilities, and Economic Development Authority in developing a complementary and robust suite of incentives that encourage both consumers and businesses to make the switch to electric vehicles. Key incentives include:

- **Charge Up New Jersey:** A rebate program offering up to \$4,000 for individuals purchasing or leasing an eligible new EV. To date, \$113,705,200 has been issued or reserved for consumers purchasing or leasing new EVs.
- **NJ Zero-Emission Incentive Program (NJZIP):** A voucher program incentivizing the use of zero-emission medium and heavy-duty vehicles.
- **Clean Fleet EV Program:** An incentive program for local, state and non-profit entities purchasing new EVs and/or EV charging stations.
- **Diesel Modernization Program:** A program to incentivize the transition to electric medium and heavy-duty vehicles and equipment.

Since 2019, the Murphy Administration has provided over \$600 million in incentives for private, local government, state government, airport and port vehicles, e-mobility projects, and charging stations. Visit Drive Green NJ to learn more about the benefits of EVs, and see a comprehensive guide to rebates, charging options, and available incentives.

## Increasing Charging Capacity

The number of charging ports in the state has increased exponentially in the last few years, due in large part to New Jersey incentive programs such as It Pay\$ to Plug In, EV Tourism, and the Multi-Unit Dwelling EV Charger Incentive Programs. For comparison, in 2016, there were just 150 charging ports in the state. There are now more than 4,000 publicly accessible charging ports and thousands more are expected to be funded and come online over the next year, giving consumers ready access to charging at a variety of locations, including workplaces, multi-unit dwellings, public parking lots, and tourist locations. In addition, the BPU has funded 7,000 home chargers, which will satisfy the majority of charging needs for those residents. In 2020 and 2021, the BPU approved utility programs that provide incentives for public, residential, multi-unit dwelling, and workplace chargers.

New Jersey led a multi-state collaborative initiative, which received a \$250 million award to deploy electric vehicle charging infrastructure for commercial zero-emission medium and heavy-duty vehicles along the I-95 corridor. New Jersey is committed to the expansion of publicly accessible chargers and awaits selection announcements on multiple proposals submitted for federal funding consideration.

New Jersey's incentives for EVs and EV charging stations can be bundled together and be used along with utility incentive programs. In addition, the federal government provides tax credits to purchasers of EVs and EV charging stations, which includes businesses and tax-exempt organizations.

# Honda marks 25 years of hybrid-electric sales



Honda celebrated a quarter-century of hybrid-electric sales in America, a legacy that began with the original Honda Insight, the first mass production hybrid-electric vehicle ever sold in the United States, and continues today with hybrid-electric vehicles playing a key role in the company's electrification strategy. Over 25 percent of Honda brand sales today are hybrid-electric vehicles, with the Civic, Accord and CR-V each powered by Honda's award-winning two-motor hybrid-electric system.

Launched in December 1999, the Honda Insight was designed from the ground up as a hybrid with a combination of revolutionary technologies and it remains the most fuel-efficient non-BEV automobile ever sold in America with an EPA highway mileage rating of 70 mpg.

"Twenty-five years after making history with America's first hybrid-electric vehicle, hybrids now account for more than 25 percent of Honda auto sales," said Jessika Laudermilk, assistant vice president of Honda Auto Sales. "As we advance step-by-step toward our goal of carbon neutrality for all products and corporate activities, our popular hybrid models are a critical part of our longer-term electrification strategy that supports our ultimate goal of zero environmental impact by 2050."

Built alongside the NSX and S2000 sports cars at the company's Takanezawa Plant in Japan, the award-winning first-generation Honda Insight remains the most fuel-efficient gasoline-powered mass production automobile ever sold in America with an EPA mileage ratings of 61 mpg city and 70 mpg highway. Equipped standard with a 5-speed manual transmission, the original Insight was sold from 1999-2006.

Insight's advanced aerodynamics and the use of aluminum for the two-seater's skin and the frame were critical to achieving its record fuel economy rating. Honda pioneered the use of aluminum in automobiles with the first-generation NSX supercar being the world's first mass-produced all-aluminum production car.

This considerable experience, and many of the same technologies, were applied to the design of Insight to create a new type of lightweight aluminum structure with high levels of body rigidity and advanced safety performance at a lower cost. Utilizing stamped aluminum

sheets, an extruded aluminum frame and aluminum die-castings the body weight of Insight was nearly 50 percent less than the steel body of a Civic Hatchback, yet with 38 percent more torsional rigidity.

## Hybrid-Electric Models Made in America

Current Honda hybrid-electric models are made in the U.S. and Canada. The Honda CR-V hybrid is produced in three plants, including the East Liberty Auto Plant in Ohio, the Indiana Auto Plant and the Alliston Auto Plant in Canada. The Accord hybrid is produced at the Marysville Auto Plant in Ohio. The Civic Hatchback hybrid is produced at the Indiana Auto Plant, while the Civic Sedan hybrid is produced at the Alliston Auto Plant.

Associates at Honda Power Unit Operations in Ohio build both the two-motor hybrid-electric power unit (Ohio Transmission Plant) and 2.0-liter Atkinson-cycle four-cylinder engine (Anna Engine Plant) for the Civic, Accord hybrid and CR-V hybrid models.

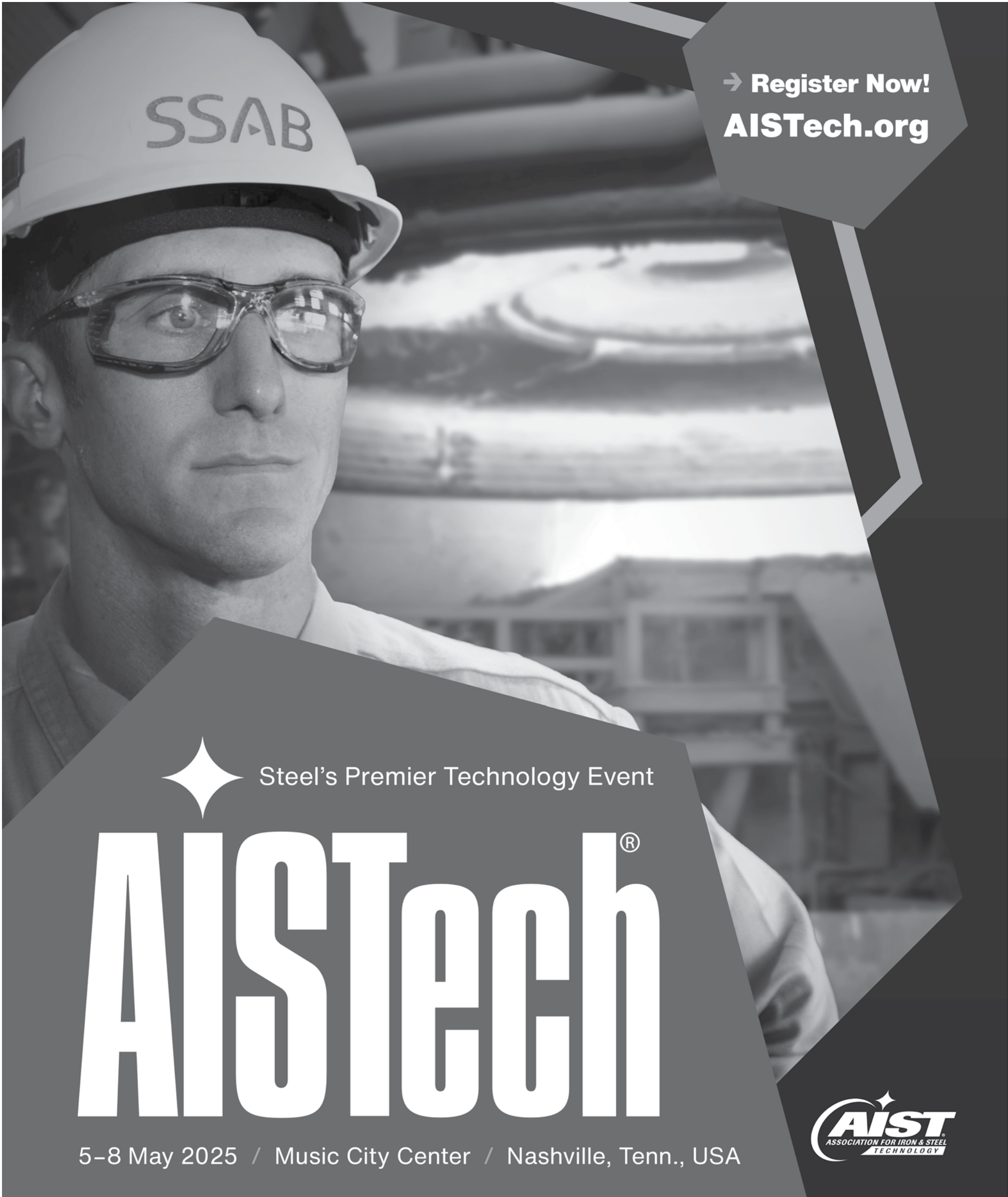
## Honda Electrification Strategy

Toward the company's global goal to achieve carbon neutrality for all of its products and corporate activities by 2050, the Honda vision is to make battery-electric and fuel cell electric vehicles represent 100 percent of its vehicle sales by 2040.

Hybrid-electric vehicles are a key step in this Honda electrification strategy, which includes equipping its core models with hybrid-electric powertrains. In 2023 the Honda CR-V hybrid was America's best-selling hybrid vehicle, and the Accord hybrid was the most popular hybrid car in the country. Hybrid-electric trims powered by the award-winning fourth-generation of the Honda two-motor hybrid-electric powertrain now represent more than 50 percent of Accord and CR-V sales, and the new 2025 Civic hybrid models are expected to ultimately represent about 40 percent of Civic sales. Cumulative sales of Honda electrified vehicles top the one million mark.

Honda began sales this year of the Honda Prologue, the brand's first all-electric SUV. Honda will begin EV production of its original EVs based on the new Honda-developed EV platform at the Honda EV Hub in Ohio in late 2025. The Honda EV Hub will create the flexibility to produce petrol, hybrid-electric and battery electric vehicles on the same manufacturing line.





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# EQUIPMENT SPOTLIGHT

## Shredders

by MARY M. THORNTON  
maryt@americanrecycler.com

The 2023 global car recycling market size was valued at \$86.42 billion by Straits Research and the firm's data also estimates the global car recycling market will reach \$244.31 billion by 2032. Factors such as a post-pandemic market and the inflation that followed for items such as labor, fuel and materials weigh heavily in the continuing conditions observed. One industry workhorse that is key in auto recycling is the shredder that can process such a complex product – or metals in general.

Since 1908, American Pulverizer Company has been making size-reduction equipment used by customers in many industrial markets around the world. The firm's heavy duty automobile shredders are designed for today's scrap processor, handling anywhere from 1,000 to 30,000 TPM of automobile bodies – as well as miscellaneous sheet iron, white goods, and more. American Pulverizer shredders are furnished with self-supporting grates, reject doors, hydraulic pin pullers, vibration isolation packages, and an extended skid base for uniting the shredder and feed chute to a common baseplate. "These features minimize downtime and reduce operational costs, making shredders more appealing to businesses aiming for high productivity and sustainability," James Holder, vice president of sales, stated.

A true single-source manufacturer, the American Pulverizer product line includes an extensive amount of machines for scrap processors and other recyclers. This includes hammermills, ringmills,

slow-speed high-torque shredders, knife choppers, impactors, trommel screens, jaw crushers, horizontal shaft impactors, and vertical shaft impactors.

Together with their wholly owned subsidiary, Hustler Conveyor Company, they offer complete crushing, shredding, and conveying systems. This facilitates downstream separation processes using magnets, eddy currents, and air classifiers to recover and sort recyclable components. American Pulverizer also provides services such as in-house machining and assembly, rotor teardowns and rebuilds, and spare parts for all types of shredding equipment.

The Forrec dual shaft FX shredder features four gearboxes and four hydraulic motors, delivering exceptional power and torque. Operating at a low speed of three to six rpm, this shredder minimizes noise and vibrations, making it ideal for processing scrap autos. Its patented design includes bolted knives, which allow for easy maintenance and replacement, reducing downtime and operational costs. Power options range from 490 HP to 600 HP and up to 1090 HP, enabling shredding capacities between 10 to 15 tons per hour and 20 to 25 tons per hour, depending on the model. This versatility makes the FX suitable for a wide range of applications, from small and medium-sized scrap yards and vehicle processing yards – where quiet operation is essential for neighborhood compliance – to large metal collection centers requiring high throughput and efficiency.

Forrec is represented in the U.S. by the vehicle processing specialists, Vortex. Vortex chief executive officer Nigel Dove



American Pulverizer

said "Compared to traditional shearing machines, Forrec's dual-shear technology delivers heavy duty structures at a competitive price level. The FX stands out for its high torque, ensuring precise and reliable shredding of even the most challenging materials, while maintaining a cost-effective solution for parts replacement. Through a commitment to innovation and customer satisfaction, Forrec provides not only a technologically advanced product but also an excellent price-to-performance ratio. The FX series shredder is a trusted solution for those looking to optimize light metal and vehicle recycling operations, reduce noise pollution, and achieve high production volumes efficiently."

Dove concluded, "The FX is hands down the best value for performance ratio on the market. Whether you are processing vehicle scrap or mixed light metals, Forrec's FX range gives you the best cost per ton available. At the forefront of recycling technology for over 20 years, Forrec offers innovative solutions for light metal and vehicle treatment and the FX dual-shaft shredders are designed for the size reduction of vehicles and light metals, with a perfect balance of performance, durability, and efficiency."

Zato's Blue Devil twin shaft rotary shear is a popular solution for pre-shredding car bodies, mainly for hammermills between 500-2500 HP with counter rotating shafts and 60 alloyed blades that cut material at a slow speed of 6 rpm, with extremely high torque. This shredding action

produces uniform, dense material that is free of explosive and unshreddable risks, perfectly prepared to go into a hammermill. As a primary shredder, the Blue Devil is used throughout the US to create products like prime, busheling, prepared #2, and hammered shred. Capacity is 25 tons per hour, available in electric or diesel power.

The Blue Shark, Zato's compact hammermill, provides a smart, reliable solution for creating shredded steel, zorba, and zurik, at a fraction of the cost of other options. With a tight footprint and a hydraulic feeding ram, customers report seeing better liberation and fewer explosions, with a quieter, cleaner system. Capacity is 30 tons per hour with the ability to build modular downstream and the power needed to achieve recovery goals.

"Zato is the premier Italian brand when it comes to shredding, mobile shears and downstream integration. The success that Zato has seen in North America stems from a simple accomplishment – supporting customers' goals and maintaining near perfect uptime. The biggest growth market we see in North America is aluminum refinement. Operators that can purchase mixed loads and create valuable segregated products are only going to grow over the next 10 years. Our compact hammermill adds processing capability to this operation, allowing users to buy oversized material and produce liberated, uniform metal for sorting. Our largest success lies within our consultation services. With more than 40 years of downstream experience, Zato's team provides insight into recovery, refinement, and sales of material products. No

See Shredders, Page B5



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# Shredders

## ■ Continued from Page B4

two recyclers are the same, and a custom, personalized solution is the standard that Zato has set,” commented North American director of sales, Ian Laffey. Zato specializes in metal recycling operations with volumes between 800 to 7,500 tons per month. With American headquarters in Northern Kentucky, the firm services customers in more than half the US states and Canadian territories.



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3/11-3/14

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### APRIL

4/10-4/12

**United Recycler's Group**  
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4/23-4/25

**Aluminum Association Spring Meeting**  
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### MAY

5/5-5/8

**WasteExpo Las Vegas Convention Center**  
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5/5-5/8

**AISTech 2025**  
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724-814-3000

5/20-5/21

**CARE 23rd Annual Conference** Sea Bird Resort  
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# Auto recycling

■ Continued from Page B1



eventually reach end-of-life, the nature of automotive recycling will fundamentally change. The battery pack is typically 30 to 40 percent of the cost of an EV and is often 20 to 30 percent of the total weight of the car,” Gotsick explained. “Recycling batteries is very different than recycling engines and poses some different safety challenges. During the period when EVs are a small proportion of cars being sent for recycling, it is reasonable to expect that specialized recycling operators will arise to serve this nascent market. As EVs gradually replace many ICE (Internal Combustion Engine) uses, the pressure to recover and reuse parts from ICEs, or for specialized manufacturers to take over replacement part production, will increase.”

What’s more, EVs contain lithium-ion batteries that require specialized training and equipment to dismantle, store, and recycle. As Bailaszewski explained, not all yards have the resources to properly handle them, which can lead to issues for some.

“The volume of EVs that enter the recycling stream will significantly increase in the coming years, so yards must act fast,” he said.

For years, Webber has been getting hybrid and EVs in his operations, without any way to dispose of an extremely dangerous component they contain – the battery. “The auto recycling industry was not involved in the development or consulted in the implementation of the hybrid/EV auto industry,” Webber said. “When this technology entered the scrap stream, we were left holding the batteries and asking, ‘Now what?’ Only in the past year or so have we had a source for disposal of these batteries, and these cars have been around for 20 years.”

## Continuous Improvement

The concept of the traditional “junk yard” is long gone within the auto recycling industry as today’s automotive recycling companies often are tech-savvy enterprises that are making a positive impact on the environment and have made a name for themselves in the automotive space.

What’s more, the automotive recycling industry is projected to grow to \$243

billion by 2032, according to the Global Vehicle Recycling Marketing Report.

“The lifespan of vehicles is increasing and consumers are repairing their vehicles with recycled parts,” Bailaszewski said. “So the industry is expected to thrive into the future. It will be exciting to see the impact AI will have on the industry in 5 or 10 years from now.”

Webber also believes the future of the industry is bright and he doesn’t see the need to recycle end-of-life-vehicles going anywhere, anytime soon.

“Whether they are internal combustion or electrically powered, cars are here to stay. The only constant in the auto industry is change. New car manufacturers go to great lengths to change their cars every year,” Webber said. “We, in the industry, need to pay attention and adapt as the industry changes. We must have a united voice as an industry and be heard by law makers and the public.”

Gotsick added that mandated recycling can help, but it also can be a crutch that prevents recyclers from becoming economically independent. Eventually, recyclers will need to make an economically sound proposition on their own merits, without the use of mandates.

“Also, pollution regulations sometimes pose a cost for recyclers, but they are necessary to ensure public health and worker safety. Although difficult, there needs to be rational dialogue about the pros and cons of various regulations, particularly due to the benefits that recycling brings,” Gotsick said. “For instance, easing the permitting of recycling operations might make sense when one considers that the alternative is letting waste degrade in the environment, which often means many small releases of hazardous materials. The greater good is achieved by making it easier for recycling operations to start and continue operation. Likewise, the same leniency in regulation could be made available to producers that source a significant fraction of their raw materials from recyclers. The problems of the past cannot be solved by looking at isolated nodes in their supply chains; there needs to be a holistic approach to the issue.”

# Toyota Motor North America reports increased sales for 2024



## TOYOTA

Toyota Motor North America (TMNA) reported year-end 2024 U.S. sales of 2,332,623 vehicles, an increase of 3.7 percent on a volume basis and an increase of 3.1 percent on a daily selling rate (DSR) basis compared to 2023.

The company reported fourth quarter 2024 U.S. sales of 603,104 vehicles, a decrease of 2.7 percent on a volume basis and a decrease of 5.2 percent on a DSR basis compared to the fourth quarter of 2023. December 2024 U.S. sales totaled 209,953 vehicles, a decrease of 7.1 percent on a volume basis and a decrease of 3.4 percent on a DSR basis compared to December 2023.

“Our multi-pathway powertrain approach continues to attract customers, meeting their lifestyles and budgets,” said Jack Hollis, executive vice president and chief operating officer, TMNA. “Our teams are working with suppliers and dealers to prepare for a busy 2025 as we introduce approximately 24 all-new, refreshed or special edition Toyota and Lexus vehicles, and start battery production at our new \$13.9 billion North Carolina facility to meet future demands of our customers.”

### Highlights (volume basis)

- 2024 electrified vehicle sales of 1,006,461 – an all-time best ever – up 53.1 percent; represents 43.1 percent of total sales volume
- 30 total electrified vehicles currently

available in dealerships between both the Toyota and Lexus brands, the most among any automaker

- Projected to be the number one seller of passenger vehicles for the 13th consecutive year, and 16 of the last 17 years
- Since 2020, TMNA has announced new investments of nearly \$21 billion into its U.S. manufacturing operations to support electrification efforts to meet customer demand
- Continued successful rollout of digital retail platforms, Smartpath for Toyota and Monogram for Lexus, as well as ramp up of Smartpath and Monogram Service
- Lowest incentives among full-line manufacturers

### Toyota Division:

- 2024 electrified vehicle sales of 883,426 – an all-time best ever – up 56.1 percent; represents 44.5 percent of total sales volume
- Projected to be the number one retail brand for the 13th consecutive year
- Projected to be the number one retail brand for passenger cars for the 13th consecutive year
- Six Toyota brand vehicles starting under \$30,000
- More than \$1 billion in accessory sales, a best-ever
- Camry number one passenger car in America for the 23rd consecutive year
- Tacoma number one small pickup in America for the 20th consecutive year
- RAV4 best-selling SUV in the U.S. for the 8th consecutive year

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# Ford U.S. sales grew at double the pace in 2024



The Ford Motor Company strategy of offering customers a variety of powertrains and vehicle types helped Ford grow retail sales six percent in 2024, double the estimated rate of the broader industry. Fourth quarter retail sales growth was even stronger at 17 percent, led by a 25 percent retail gain in F-Series.

The Ford F-Series best illustrates the company's Freedom of Choice strategy with gas, diesel, hybrid and electric models. All of these F-Series versions saw year-over-year sales growth in the final month of 2024. No other truck manufacturer in the industry offers customers this choice of powertrains. Total F-Series Q4 sales were up 21 percent to end the year as America's best-selling truck for the 48th straight year.

Ford total Q4 sales increased 9 percent compared to a full-year sales gain of 4 percent, with a total of 2,078,832 vehicles sold. Ford outpaced the total industry – as well as the retail – with a total estimated industry sales increase of 2 percent for 2024, expanding its market share.

Entering 2025, Ford bolstered its vehicle inventory to help offset the impact of expected supply reductions during plant changeovers for key product launches, including the new Expedition, Navigator and Bronco. The move reflects Ford's strategy to keep its product lineup among the freshest in the industry for customers and dealers.

## Ford's Electrified Vehicles Set New Records

Customers favored Ford's electrified vehicles in 2024, driving growth and setting record sales for the year. With 285,291 electrified vehicles sold (HEV, PHEV and electric), sales were up 38

percent in 2024 over a year ago, exceeding the sales of GM and Stellantis.

Ford's Power Promise, a program which includes a complimentary home charger with standard installation at no extra charge and access to a 24/7 Ford advisor for electric vehicle support, helped boost Ford electric vehicle sales in Q4 to a new best-ever electric vehicle sales record with 30,176 electric vehicles sold. With the success of the program, Ford is extending the Ford Power Promise complimentary home charger and standard installation into the new year to build on the momentum of record sales growth. In 2024, each of Ford's electric vehicles set new sales records, with Mustang Mach-E sales totaling 51,745 – up 27 percent; F-150 Lightning sales totaling 33,510 – up 39 percent and E-Transit sales of 12,610 – up 64 percent. For the quarter, Mustang Mach-E posted its best-ever quarterly sales result with 16,119 vehicles sold, making it America's best-selling electric SUV behind only Tesla's Model Y in 2024.

Hybrid powertrains increased Ford's total electrified vehicles on record 2024 sales of 187,426 hybrid vehicles – up 40 percent over 2023. Hybrid strength came from a record surge in hybrid truck sales, with F-150 hybrid finishing the year as America's best-selling hybrid truck on sales of 73,845 trucks – up 47 percent. Second only to the F-150, Maverick hybrid established a new sales record on sales of 68,752 – up 31 percent.

For the year, Ford Explorer sales totaled 194,094 SUVs making it America's best-selling three-row SUV. Sales of Ford's Expedition were up 6 percent on sales of 78,035, with the all-new Expedition ready to launch in Q1 of 2025.

For the year, overall Ford SUV sales totaled 771,042; Bronco family totaled 233,873 for the year with a strong year-end performance with Q4 sales up 38 percent on 62,568 Broncos and Bronco Sports sold.

# American Honda increases annual auto sales

American Honda announced an all-time record for hybrid and EV sales in 2024.

"Our strong sales results in 2024, including record sales of light truck, hybrid-electric and battery-electric vehicles, is a direct reflection of our commitment to meeting customer demand today, even as we look to the electrified future," said Lance Woelfer, vice president of Auto Sales at American Honda Motor Co. Inc. "We plan to carry this momentum into 2025 with all-new products helping drive sales increases while maintaining our balanced approach of offering cars and light trucks powered by both ICE and electrified powertrains."

- American Honda posts annual sales of 1,423,857 Honda & Acura vehicles in 2024, an increase of 8.8 percent year over year.
- Honda brand sales of 1,291,490 units

beat sales targets, finishing up 11.1 percent; with three models #1 in segment (Civic, Pilot, Odyssey), best-ever sales for CR-V, HR-V and electrified models.

- Honda electrified models (EVs and hybrids) represent more than a quarter of total Honda sales in 2024.
- Acura brand sales of 132,367 units in 2024 reflects strong momentum with 2nd half sales up 7 percent compared to the 1st half, and December marking the best month of 2024 (12,997).
- Acura ends the year with the best SUV sales since 2021, and the best month for the all-electric ZDX.
- AHM set an all-time annual sales record for electrified models with 349,020 units in 2024; including all-time best sales for both hybrid-electric (308,554) and all-electric models (40,408)

# Mercedes-Benz USA reports growth for passenger car sales

Mercedes-Benz USA (MBUSA) reported Q4 2024 group sales of 88,259 passenger



cars. This brings total passenger car sales for 2024 to 324,528 units, representing a 9 percent year-over-year increase.

"I am extremely proud to close out 2024 by celebrating our best-ever retail month in December and reporting strong sales momentum sustained from Q3 throughout the final quarter of 2024. This represents an outstanding result that directly reflects the resilience and hard work of our teams and the exceptional overall appeal of our brand and highly desirable product range. Our Top-End segment sales continued to dominate, setting new benchmarks with record-breaking Mercedes-AMG sales and an all-time high for sales of the iconic G-Class. We celebrate this substantial achievement and thank our fantastic dealer partners for their incredible support. Collectively, we remain steadfast in our commitment to be the most desired luxury brand with an unwavering commitment to innovation."

## PHEV

Group sales in the Plug-in Hybrid (PHEV) segment are up 470 percent compared to Q4 2023. This was propelled by wider availability of our 5 long-range plug-in hybrids, alongside our high-performance hybrids, ensuring we provide even greater choice for our customers.

## Top-End

Top-end vehicle sales including Mercedes-AMG, Mercedes-Maybach and G-Class, are up 52 percent in Q4 2024 compared to Q4 2023. It was a record quarter for Mercedes-AMG high-performance models, totaling 16,169 units and representing a 50 percent increase from the same quarter last year. The G-Class group sales of 10,987 in 2024 exceeded

10,000 units for the first time ever, representing a 12 percent year-over-year increase.

## Core

Group sales are up 18 percent in the core segment for 2024 versus 2023. With the introduction of the GLE 450 Coupe in Q4 2024, group sales of the GLE are up 12 percent in Q4 2024 versus Q4 2023. Strong availability for the GLC brought a year-over-year increase of 58 percent. The E-Class saw a 60 percent increase compared to Q4 2023, with 6,165 units for the quarter.

## Vans

Group sales for vans totaled 9,819 units in Q4 2024. The eSprinter, the first fully electric van in North America from Mercedes-Benz USA, bolstered sales of 828 total units year-to-date. Total 2024 group sales reached 49,573 units.

## 2024 Year in Review

2024 was an exciting year for Mercedes-Benz USA, marked by stand-out innovations and remarkable achievements. MBUSA launched several highly anticipated new vehicles, including the groundbreaking all-electric G 580 with EQ Technology and the sporty and elegant CLE Coupe and Cabriolet. In addition, the Mercedes-Maybach SL celebrated its highly anticipated world premiere at the Pebble Beach Concours d'Elegance, showcasing the ultimate open-air driving experience that will be available to customers in the second half of 2025.

Mercedes-Benz received numerous prestigious accolades, including the E-Class earning the title of MotorTrend Car of the Year, the GLC 300 securing a place on the Wards 10 Best Interiors & UX Awards list, the E 450 Sedan capturing a spot on the Car and Driver 10 Best list and Kelley Blue Book recognizing Mercedes-Benz as the Most Refined Luxury Brand and Best Car Styling Luxury Brand.



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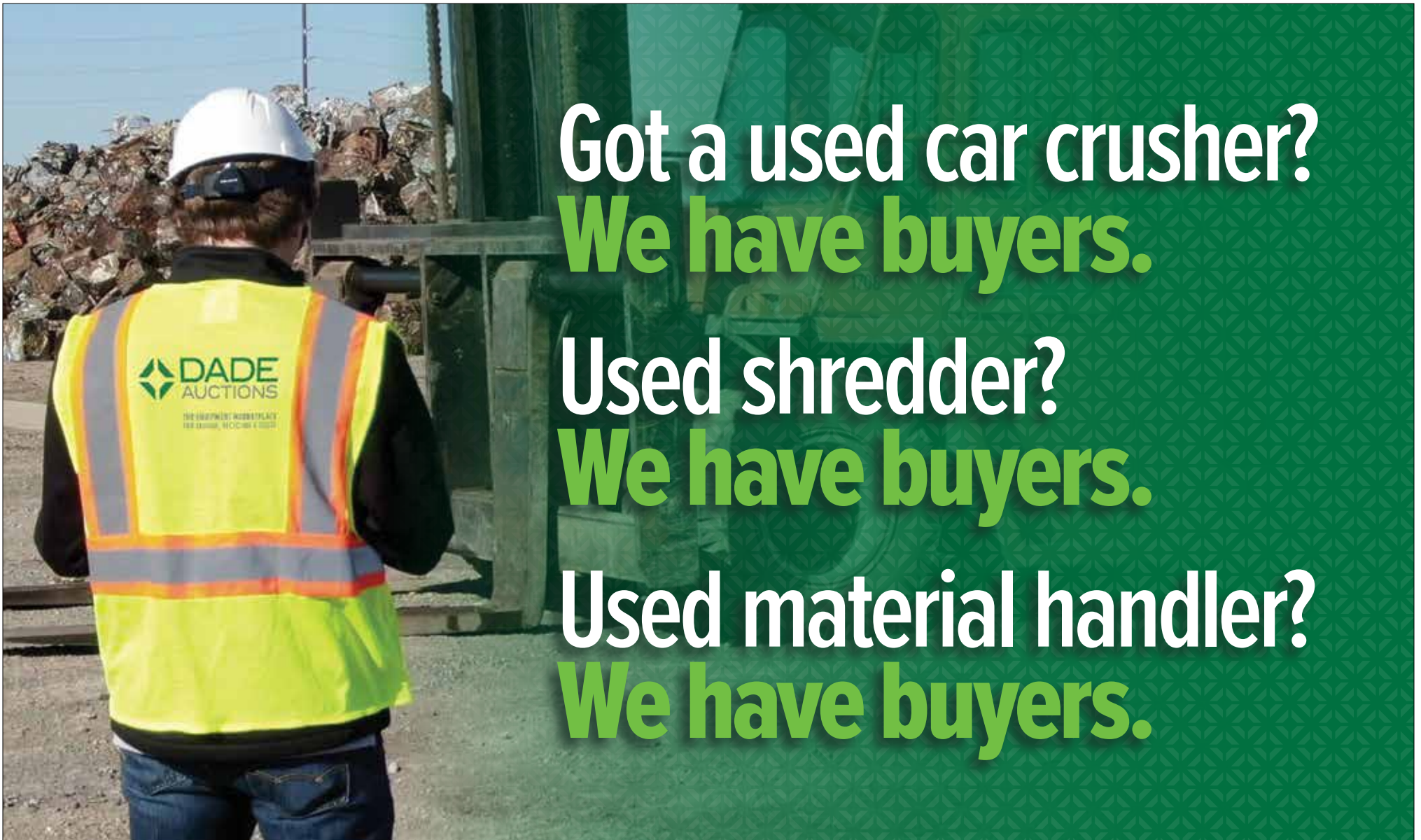


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