



# American Recycler

NewsVoice of Salvage, Waste and Recycling

AmericanRecycler.com

**FOCUS: ORGANICS**

**Composting accident won't slow growth**



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## Auto recycling: Rough roads ahead

by MARK HENRICKS

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The biggest problem in the automobile recycling business boils down to one thing – lack of cars. “Salvage acquisition continues to be the number one issue affecting the industry,” said Michael E. Wilson, chief executive officer of the Automotive Recyclers Association (ARA).

The ARA is a national trade group for salvage yards, used parts dealers and scrap processors. Wilson says there are about 8,400 United States auto recycling businesses, generating about \$23 billion worth each year.

The industry does a lot of good, both economically and environmentally. About 95 percent of vehicles retired from use are recycled. The process saves an estimated 85 million barrels of oil per year that would have been used to manufacture replacement parts.

Engines and transmissions are the most valuable and popular parts. However, virtually everything from upholstery to tires can be recycled into other products. In practice, about 84 percent of each vehicle is recycled one way or another.

An engine and transmission from a single car can be worth hundreds or thousands of dollars. Smaller parts, such as catalytic converters, can be worth up to \$250 each due to the platinum used in the converter.

A car that has had usable parts removed and is valuable only as scrap for the oil, gasoline, antifreeze, plastics and metal it contains is still worth approximately \$300 to \$400. That value changes over time, but not a lot. The Automotive Recycling Index compiled by Wrecknet shows prices the last 2 years have risen 6.27 percent, while declining 7.84 percent the last year. “The scrap prices have been pretty steady,” according to Bradley Alexander, president of Affordable Auto Parts, a Painesville, Ohio, recycler.

The percentage of salvaged cars sold as scrap has also held steady. That is about 13 percent to 14 percent, according to Greg Horn, vice president of industry relations for Mitchell International in San Diego and editor of Industry Trends Report, which studies the collision repair and property insurance businesses.

The percentage of salvaged parts used to repair vehicles has increased sharply, however. “In the average estimate, about 15 percent of the parts to repair a car are used parts,” Horn said. “That’s an increase of about 5 percentage points from 5 years ago.”

Used parts can be 30 to 70 percent less costly than new parts, which makes them appealing when times are hard. The more the



demand, the more valuable they become and that makes recyclers’ inventory of vehicles and parts more valuable. However, it’s bad news for makers of new parts, who have seen their dominance decline.

The new parts manufacturer’s market share fell from 74 percent as recently as 2008 down to 68 percent today, according to ARA’s Wilson. “It’s a significant drop off and they’re not taking it lightly,” Wilson says, pointing to efforts by parts manufacturers to invalidate warranties of car owners who use second parts to repair their vehicles.

See **ROUGH ROADS**, Page 4

## U.S. Navy’s alternative fuel test successful

The United States Navy successfully concluded its largest demonstration of shipboard alternative fuel use with the successful arrival of the Self Defense Test Ship (SDTS) to Naval Surface Warfare Center Port Hueneme.

The SDTS is a decommissioned Spruance-class destroyer ex-Paul F. Foster reconfigured to provide the Navy an at-sea, remotely controlled, engineering test and evaluation platform without the risk to personnel or operational assets. The ship received approximately 20,000 gallons of a 50-50 blend of an algae-derived, hydro-processed algal oil and petroleum F-76 from the Defense Fuel Supply Point at Naval Base Point Loma.

The ship began its 17 hour transit back to Naval Surface Warfare Center Port Hueneme using the 50-50 blend. While EDD 964 has 4 LM 2500 main propulsion gas turbines and 4 501-K17 ship service gas turbine generators, the ship only oper-



ated on 1 LM 2500 and 2 501-K17s during the demonstration, so 100 percent of ship’s propulsion power and 50 percent of service power came from the algal oil/F-76 fuel blend.

Meeting the Secretary of the Navy’s call for a drop-in fuel replacement, no changes were required to the infrastructure of the ship or fueling pier for the SDTS test. The demonstration also marked the only at-sea operational test of alternative fuels in the LM 2500 – the engine found in

most surface combatants – before the Green Strike Group demonstration in 2012.

“For the test, a baseline run was made on the ship’s transit from Port Hueneme to San Diego using F-76 fuel,” said Rick Kamin, Naval Fuels and Lubricants Cross Functional Team lead. “Using the 50-50 blend on the return run to Port Hueneme,

See **NAVAL TEST SHIP**, Page 2

# Waste Management earns more than 100 Wildlife Habitat Council Certifications

The Wildlife Habitat Council (WHC) said that Waste Management is the only company to achieve greater than 100 WHC certifications. WHC presented the company with 9 new certifications for Wildlife at Work<sup>SM</sup> programs (WaW), 35 WaW re-certifications, 1 new certification for Corporate Lands for Learning<sup>SM</sup> programs (CLL) and 7 CLL re-certifications. This brings the company-wide total to 128 certified programs at 110 sites.

Two Waste Management locations were also nominees for awards presented at the symposium, including Rookie of the Year, Corporate Habitat of the Year and Wings over Wetlands. Rookie of the Year and Corporate Habitat of the Year award nominees represent the top certified or re-certified programs of the year.

While the grassroots efforts of employee volunteers form the basis of Waste Management's wildlife programs, these programs involve a variety of community partners. Environmental experts, scouts, elementary and high schools, community volunteers and even other companies have joined the local Waste Management teams to improve wildlife



The Saybrook Boy Scouts are all smiles as they learn about wildlife at Waste Management's Geneva Landfill.

habitat and provide outdoor educational opportunities.

This year's certifications also helped Waste Management meet and exceed two of its company-wide sustainability goals well before the target year of 2020. In 2007, Waste Management pledged to preserve and restore 25,000 acres of wildlife habitat across North America. The company achieved this goal in 2010 and now protects more than 26,000 acres. Waste Management also

committed to have WHC certified programs at 100 or more of its facilities. With the addition of this year's certifications, the company has surpassed this goal.

Waste Management has been working closely with WHC since 2000. In 2008, the company was the first recipient of the organization's William W. Howard CEO Award recognizing the company's efforts in conservation, education and outreach efforts.

## Truck stop owners to pay \$80,000 penalty

The Environmental Protection Agency (EPA) fined the former owners and operators of Speedy's Truck Stop, Lupton, Arizona, \$80,000 for violating federal hazardous waste and community right-to-know laws.

The violations at the Lupton, Arizona facility were found following a series of inspections by Navajo Nation EPA, the Arizona Department of Environmental Quality and the United States EPA in 2004. Inspectors uncovered violations of federal standards governing the handling and storage of hazardous waste. Among the violations were mislabeled, unlabeled hazardous waste, including benzene-contaminated wastewater, inadequate record keeping of a hazardous waste storage facility, failure to obtain a permit, mismanagement of used oil, failure to properly train employees and failure to comply with community right-to-know laws. The defendants in the complaint were Mark Nicholson, Brian Nicholson, the Dale A. Nicholson Trust, the Nicholson Children Trust, Speedy's Convenience Inc., and Native American Energy LLC.

In 2004, EPA emergency responders were on site to oversee the removal of approximately 1,900 cubic yards of petroleum contaminated soil along with the removal of approximately 23,000 gallons of benzene-contaminated wastewater.

## Naval test ship

■Continued from Page 1

the tested engines were assessed on their abilities to perform start sequences as well as motoring and purging operations noted in Engineering Operational Sequencing System procedures. We also collected data on compressor inlet temperature, engine speed, engine start time, fuel manifold pressure, turbine outlet temperature, turbine inlet temperature, ship service gas turbine generators power output, and gas turbine main engine shaft output."

"From our perspective as the ship's operators, there was absolutely no difference, whatsoever, in the operation or performance of the ship," said Naval Surface Warfare Center Port Hueneme Division's Mike Wolfe, underway project officer. "The fuel burned just like the traditional fuel we get from the Navy and have been burning for years. We could not tell the difference. The biggest success is that a Navy ship with engines identical to those in commissioned warships operated successfully on an overnight transit with the alternative fuel without a glitch in anything. Operationally, it was absolutely a success."

A popular airline recently introduced a special half rate fare for wives who accompanied their husbands on business trips. Expecting great feedback, the company sent out letters asking how they enjoyed their trip. Letters are still pouring in, asking, "What trip?"

Did you hear about the two little boys who found themselves in a modern art gallery by mistake? "Quick," one said, "Run! Before they say we did it!"

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## EPA highlights recycling efforts

The United States Environmental Protection Agency (EPA) is recognizing the progress made in recycling our country's waste and the work yet to be done.

EPA estimates that Americans generated 250 million tons of municipal waste in 2010, of which approximately 34 percent was recycled or composted. While this represents progress, it also shows that there is great opportunity for our nation to better manage natural resources that are too often disposed of in landfills. Recycling and other sustainable management practices protect our environment and strengthen our economy.

The United States disposes enough trash each day to fill 50,000 garbage trucks with 18,000 lbs. of trash in each. By reducing, reusing and recycling, the United States can put resources back into productive use, rather than disposing of them. Recycling just 1 cell phone saves enough energy to power a laptop for 44 hours. Recycling is not the only avenue. Adopting sustainable materials management practices can help minimize waste and help our country conserve energy.

Sustainable materials management examines the life cycle of materials and

products to identify opportunities to consume fewer natural resources, decrease the waste going to landfills, and create economic opportunities. There are a wide variety of sustainable materials management practices, including designing products that use fewer toxic constituents, reusing products, composting organic materials and recycling.

EPA and other federal agencies are not only encouraging Americans to adopt sustainable materials management practices, the federal government is leading by example. In July, a federal task force released a National Strategy for Electronics Stewardship – a strategy for the responsible electronic design, purchasing, management and recycling that will promote the burgeoning electronics recycling market and jobs of the future here at home. Additionally, through the Federal Green Challenge, EPA has challenged other federal agencies to reduce their own environmental impact through more sustainable practices by pledging a reduction goal of at least five percent per year in two of six focus areas: waste, electronics, purchasing, energy, water and transportation.

## Georgia Power's refrigerator recycling program helps customers save money

Georgia Power created the EarthCents Refrigerator Recycling Program for its customers, who simply contact Georgia Power to schedule a free pickup of their working secondary refrigerator or freezer. Customers receive \$35.

Refrigerators manufactured before 1993 use 75 percent more energy than

newer models and can cost owners as much as \$150 per year to operate.

The Refrigerator Recycling Program is a part of Georgia Power's EarthCents initiative. EarthCents is Georgia Power's portfolio of energy efficiency programs created to help customers save money and use energy efficiently.

## Miami-Dade County has record-breaking year

Miami-Dade County's curbside single-stream residential recycling program has set a new collection record.

During Fiscal Year 2010-2011, which ended September 30, 2011, the County collected 61,171.80 tons of narrow-necked plastic bottles, aluminum and steel cans, paper, cardboard and other materials. This marks the highest total ever collected for recycling in Miami-Dade during an entire fiscal year.

"Our single-stream recycling program has been an incredible success story almost since it began in 2008," said Kathleen Woods-Richardson, director of the Miami-Dade County Public Works and Waste Management Department. "I attribute this success to both the simplicity of the recycling program and the cooperation and participation of our customers."

Indeed, Miami-Dade has been seeing outstanding results since it converted its residential recycling program to single stream in 2008. Recycling tonnages have just about doubled from the beginning of the new program, which simplifies recycling for residents and allows for the collection of more



materials than in the previous dual-stream program.

Under Miami-Dade County's single-stream recycling program, residents place all recyclable materials into one container, a wheeled cart with a lid. Recyclables stay dry, residents don't have to sort items for placement into multiple bins, and they can simply wheel the recycling cart out to the curb on recycling day. Also, more types of paper and cardboard are allowed in the program than before, along with steel and aluminum food and beverage cans, narrow-necked plastic bottles, glass jars and bottles, and "gable-top" (aseptic) milk and juice cartons.

Miami-Dade County provides curbside recycling service to more than 350,000 single-family households in the unincorporated areas of Miami-Dade County as well as all residences in 21 participating municipalities.

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# Soles4Souls partners with 1-800-GOT-JUNK?

Soles4Souls, an international shoe charity, has entered into a new partnership with 1-800-GOT-JUNK? to offer North Americans an opportunity to redistribute shoes from their closets. The professional junk removal company is offering its services to donors with large amounts of shoes, including city wide shoe collections and events. Instead of junking the shoes, 1-800-GOT-JUNK? will collect and redistribute the footwear to Soles4Souls. With franchise locations in every major metro in North America, Soles4Souls hopes to collect 1 million pairs of shoes throughout 2012.

"There is a distinction between used shoes and 'junk,' and we hope that our partnership will help the average household continue to separate the two in their minds," said Wayne Elsey, founder and CEO of Soles4Souls. "Our relationship with 1-800-GOT-JUNK? will offer additional support to our donor base and hopefully encourage more people to send us their shoes."

# Rough roads

Continued from Page 1

Whether or not new parts manufacturers can make used parts less attractive, auto recyclers face serious issues when it comes to getting cars to recycle. For one thing, fewer cars today are declared total losses after collisions. According to Horn, 5 years ago about 19 percent of insurance claims resulted in the car being totaled. Today, it's a little over 15 percent. That means fewer vehicles available for salvage.

Another growing problem is foreign competition. About 32 percent of vehicles sold at salvage auctions today are purchased by foreign buyers, according to Horn. "I'd say five years ago, the number was about half that," he said.

Overseas salvage vehicle buyers come from China, Africa and the Middle East. But the biggest player is Mexico. Since 2005, at least 3 million cars have been exported to Mexico, according to Lucas Davis, a University of California business paper who has studied the salvage car market. "At the peak it was a million a year," Davis says.

The Mexican exodus began in 2005 when export rules were eased. "It was like you turned on a faucet," Davis said. "Massive amounts of cars were flowing." In 2008, the Mexican government tightened its rules and the flow eased. "You still see cars going south but not in as large a volume as in 2005, 2006 and 2007," Davis said.

Most cars going to Mexico would have been scrapped in the United States, Davis said. In Mexico, they are being kept on the road, which is good for Mexican drivers, because they are much less costly than new cars. But it's not for United States auto recyclers. "There's no question that they are a loser here," Davis said.

American auto recyclers complain that foreign buyers inflate prices for salvage vehicles. Horn agreed. He calculated that in addition to the 32 percent of auctions foreign buyers win, prices in an equal number of auctions are higher because of losing foreign bids. "You're looking at 64

percent of the salvage business being heavily impacted by foreign buyers," he said.

Another source of competition for salvage vehicles comes from home-grown salvage operators. The major players here are so-called rogue tow-truck operators who buy wrecked or inoperable vehicles for as little as a few hundred dollars, then strip the parts and sell them online through eBay and Craigslist, Alexander said.

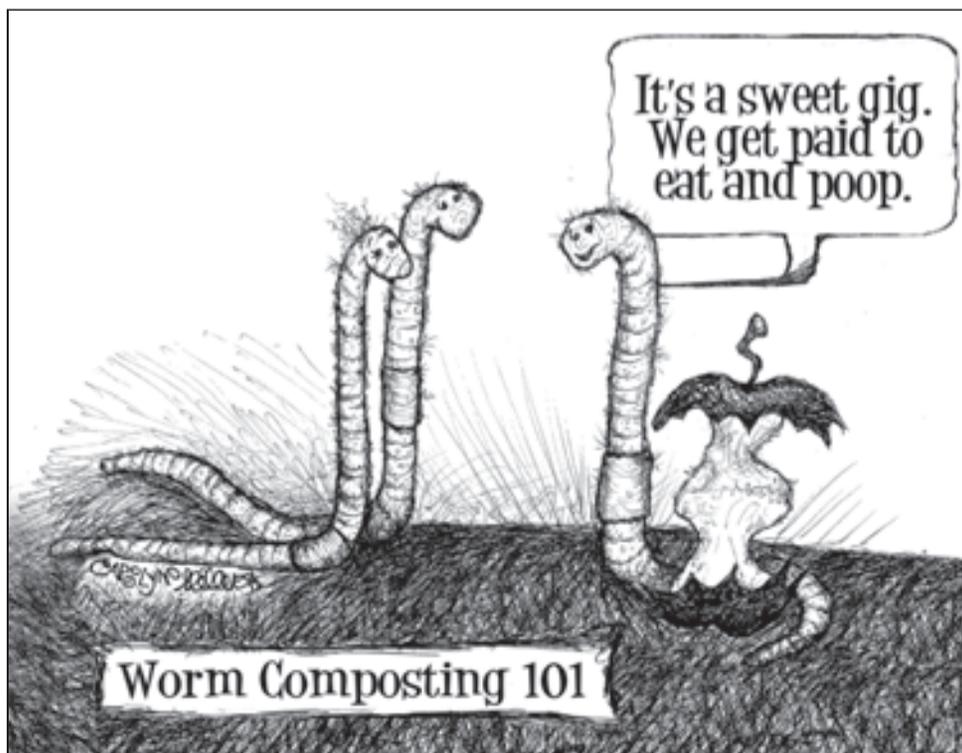
The problem, according to Alexander, is that these competitors rarely have required salvage and other permits, don't transfer title properly, misrepresent themselves as private individuals, and process vehicles in facilities without environmental safeguards. "We're being outbid by people who are unlicensed and unregulated," he said. He and others would like to stop salvage operations by tow truck drivers and other unlicensed operators.

Auto recyclers today are joining together to lobby state governments to enforce licensing and regulatory rules, and appealing to eBay to police online sellers of used parts. Organizations such as ARA work with the federal government to promote participation in the National Motor Vehicle Title Information System, a government backed country-wide registry inaugurated in 2009 to keep stolen vehicles from being resold.

Insurance companies are pushing to open salvage auctions so that individuals without salvage licenses can also bid for cars. The new car slump, which helps increase values for used and salvage cars alike, won't last forever, although it hasn't lifted yet. And China and Mexico's appetite for salvage cars remains high. The result is a complex playing field unlike anything auto recyclers have seen before.

"It's more than a 3-D chessboard," said ARA's Wilson "You have all these people competing for market share for vehicles. You have the Chinese pushing to get more scrap metal. That is probably the newest part - how to compete in an open market economy. It's one thing to have open markets. But they have to be fair and open. That's where we're focusing our education efforts today."

Evening news is where they begin with 'Good evening', and then proceed to tell you why it isn't.



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## Mid-Atlantic municipalities partner with Dart Container

A growing number of entities throughout the Mid-Atlantic are working to increase foam recycling services to their residents and businesses.

These entities are partnering with Dart Container Corporation, a manufacturer of foam #6 foodservice products, on a free program to collect clean post-consumer foam from designated drop-off sites. Local residents, businesses and organizations can recycle their used foam products, including cups, plates, egg cartons, foodservice trays and foam protective packaging typically used to protect consumer goods and electronics.

Since July of this year, Dart has initiated these recycling programs with several entities throughout the Mid-Atlantic, including the state of Delaware, the cities of Philadelphia and Baltimore, Carroll County, Maryland, and Dauphin County, Pennsylvania, which includes the City of Harrisburg.

Dart provides the collection and transport of materials at no charge to

these partners, helping eliminate any increased costs associated with this recycling expansion. This also allows many businesses to reduce expenses by saving on waste disposal, helping bolster local economies while reducing landfill use.

Once collected, Dart transports the material to its nearby manufacturing facility for processing. Once processed, the material is sold to other manufacturers that use it to create a variety of new products, including premium picture frames, crown molding and nursery plant containers.

Commonly referred to as "Styrofoam," a registered trademark of the Dow Chemical Company, foam #6 is a recyclable product that is used in a wide range of products, from foam cups and foodservice containers, to the large molded blocks used to package electronics. As a responsible manufacturer, Dart accepts a variety of clean foam products, even those that the company doesn't produce.

## RailAmerica reports October 2011 monthly carloads

RailAmerica, Inc. reported that its total freight carloads for the month ended October 31, 2011 were 71,418, down 1.9 percent from 72,826 in October 2010.

The company had increased shipments in October 2011 in seven out of twelve commodity groups compared to October 2010. The largest increases were in coal, waste and scrap materials, and metallic ores and metals. Coal shipments increased largely due to shipments to a power plant that had maintenance downtime in October of 2010. This increase was partially offset by source shifts affecting the Indiana Southern Railroad. Waste and scrap materials were up primarily due to higher shipments in the Southeast and Northeast regions. Metallic ores and

metals were stronger largely due to increased shipments in the Central and Southeast regions.

The largest declines were in agricultural products, chemicals and petroleum. Agricultural products carloads were down largely due to fewer shipments in the Midwest and Central regions. Chemicals carloads declined primarily due to lower shipments in the Midwest and Northeast regions. Petroleum carloads were lower primarily due to decreased shipments in the West and Northeast regions.

October 2011 carloads include 498 carloads from the acquisition of three railroads in Alabama. On a "same railroad" basis, carloads declined 2.6 percent.

## America Recycles Day 2011 video contest winners chosen

Recycling is no joke, and neither was Keep America Beautiful's first-ever America Recycles Day video contest. Entrants were asked to create a funny, short video that showed recycling in a positive light.

Over the past 2 months, entrants of all ages submitted a total of 80 videos starring creative characters from recycling superheroes to talking bottles and cans. Creative submissions took the form of rap songs, skits, one-liners, animations and more.

The America Recycles Day judging committee selected the top 10 videos based on creativity and use of the "Recycling is no Joke" theme. These top 10 videos were posted on YouTube and the public was asked to vote for their favorite. In total, the videos received over 18,000 views.

With 554 votes, Ryan Francis' great rap mix – with recyclables creating the percussive background music – won first place, a cash prize of \$1,000. The second-place winner with 533 votes was created by William Mosquera and Shadrack Agyeman, also a rap that encouraged everyone to recycle "Like a Boss."

The America Recycles Day judging committee also selected two honorable mention awards. Students from Hollis Hands Elementary School in LaGrange, Georgia, were recognized for being "youngest in the top 10." And Jake Jurich's time traveling recycler earned judges' honors for its use of cinematography, special effects and pure creativity.

## One million tons of ash become an opportunity

Ecomaine, a nonprofit municipally owned and operated waste disposal entity, is participating in what general manager Kevin Roche calls a win/win/win opportunity for ecomaine municipalities, business, and the environment. In a first-in-the-nation operation, a division of Reserve Management Group (RMG, Ohio) has begun sifting through one million tons of ash to acquire scrap metal. The ash is a result of ecomaine's waste-to-energy plant, which has been burning trash to produce electricity for 23 years.

Roche explained, "The three-year contract with Reserve Management Group will allow ecomaine to reclaim up to 12,000 cu. yds. of its ashfill/landfill space in South Portland. That's good news for our 21 owner-communities. And RMG will also pay ecomaine a per-ton fee for reclaimed metal that is extracted; com-

bined with the value of reclaimed space, the total benefit could be worth as much as \$500,000." It's good news for RMG, too. Tests performed on ecomaine's ash show that 12 to 13 percent of the content is ferrous metal that can be sold as scrap metal. "As scrap metal, it will be recycled by another company into new uses – and that's a 'win' for the environment."

Roche said the arrangement with RMG was made after more than two years of study and careful calculations by ecomaine, the City of South Portland, RMG, and the Maine Department of Environmental Protection.

RMG is now operating on one acre of ecomaine's land that has been prepared to hold its sifting and screening equipment. This automated process produces four piles of metal that are separated by size and a fifth pile that consists of residue ash.

## Virginia's recycling rate increases

Virginia's recycling rate surpassed 40 percent for the first time according to the state's Department of Environmental Quality (DEQ).

Using data from the recycling rate reports submitted by Virginia's 71 solid waste planning units, DEQ reports that Virginia recycled 40.5 percent of its municipal and other solid wastes in 2010. The report quantifies the continuing growth of recycling the Commonwealth and shows an increase over the 2009 recycling rate of 38.6 percent.

One of the main reasons for the increase in recycling is the adoption in more localities of single stream collection

methods for recyclable goods. This means that more residents are allowed to place all of their recyclables in a single bin without sorting into bottles, cans, paper, etc. All of the separation into marketable grades and types of material happens at the processing center.

Each planning unit is required to achieve a minimum 25 percent recycling rate – unless its population density is less than 100 people per square mile, or its unemployment rate is 50 percent or more above the statewide unemployment average. Localities meeting these criteria are required to achieve a minimum 15 percent recycling rate.



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## Winners of the 2011 Energy Star National Building Competition declared

The Environmental Protection Agency (EPA) said that the University of Central Florida (UCF) is the winner of EPA's 2011 Energy Star National Building Competition: Battle of the Buildings. In its second year, the competition featured teams from 245 buildings across the country in a head-to-head battle to save energy, reduce costs, and protect people's health and the environment. UCF's winning building was a parking garage where energy use was decreased by 63.2 percent. Together, competitors cut their energy costs by \$5.2 million.

From improvements in operations and maintenance to upgrades in equipment and technology, the competitors saved a combined total of more than 240 million kBtus of energy and \$5.2 million on utility bills annually. Competitors reduced annual greenhouse gas emissions equal to the electricity used by more than 3,600 homes. The top overall finishers and their percent-based reductions in energy use include:

- University of Central Florida, Parking Garage C, Orlando, Florida – 63.2 percent.
- Twinsburg High School and Sports Complex, Twinsburg, Ohio – 46.3 percent.
- Polaris Career Center, Middleburg Heights, Ohio – 43.4 percent.
- Hartman Elementary School, Wylie, Texas – 43.2 percent.
- Scientific Instruments, West Palm Beach, Florida – 42.2 percent.
- Fannie Mae Office Building, 3939 Wisconsin Ave., Washington, District of Columbia – 34.6 percent.

•North Suburban Medical Office Building, Thornton, Colorado – 33.7 percent.

•Office Depot, Raleigh, North Carolina – 33.1 percent.

•Kokomo High School, Kokomo, Indiana – 32.3 percent.

The energy efficiency improvements achieved by UCF demonstrate that opportunities exist to save energy even in buildings that are not typically associated with sizeable energy use. Lighting accounts for the majority of energy consumed by an above-ground parking structure, therefore UCF focused their efforts to improve the quality and efficiency of the garage lighting. Improvements included upgrading the main garage to high performance T-5 fluorescent lights, retrofitting the top deck with light emitting diode (LEDs) fixtures, and adding motion sensors in the storage areas.

The 2011 Energy Star National Building Competition measured energy performance from September 1, 2010 through August 31, 2011. Competitors tracked their building's monthly energy consumption using EPA's Energy Star online energy tracking tool, Portfolio Manager. UCF won the competition by demonstrating the largest percent-reduction in energy use, adjusted for weather and the size of the building. The energy use intensity and square footage for each top overall finisher was verified by an independently licensed professional engineer or registered architect at the conclusion of the competition. This marks the second year a university has won the competition.

## Novelis to invest \$50 million for new coating line in Brazil

Novelis, a producer of rolled aluminum, announced that it will invest approximately \$50 million to install a coating line for beverage can end stock at its operations in Pindamonhangaba, Brazil.

"This expansion is the most recent step in an ongoing program to expand our leadership position in supplying Brazil and South America with high-quality beverage can sheet for this growing region," said Phil Martens, president and chief executive officer for Novelis.

Novelis, a supplier of can body stock and can end stock in South America, forecasts the demand for aluminum

beverage cans in the region to grow by seven percent per year until 2020.

The new coating line, which will be fully integrated with in-line levelling and trimming using the latest technology, is expected to come on stream in late 2013. The line will have the capacity to process 100,000 metric tons of aluminum sheet per year.

The Pindamonhangaba facility is an integrated aluminum rolling and recycling complex located in the state of Sao Paulo. The plant is currently in the midst of a \$300 million expansion of its rolling mill and a \$32 million expansion of its aluminum recycling capacity.

## PepsiCo's Dream Machine arrives in Minneapolis-St. Paul

PepsiCo entered into a partnership with Freedom Valu Centers convenience stores in Minnesota that will make the Dream Machine recycling program available at 19 Freedom Valu locations in metro Minneapolis-St. Paul. The launch positions Freedom Valu Centers among the first convenience store chains to launch the Dream Machine program in Minnesota.

The Dream Machine recycling initiative, created by PepsiCo in collaboration with Waste Management and Keep America Beautiful, is introducing thousands of recycling kiosks and bins at popular public locations across North

America. The kiosks are computerized receptacles that include a personal reward system, powered by Greenopolis, which allows consumers to earn points for every bottle or can they recycle in the kiosk. Those points can then be redeemed for local discounts on entertainment, dining and travel by visiting [www.greenopolis.com](http://www.greenopolis.com). In addition, the more bottles and cans people recycle in Dream Machines, the more support PepsiCo will provide to the EBV, a national program offering free, experiential training in entrepreneurship and small business management to post-9/11 U.S. veterans with disabilities.

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## PAPER

# AF&PA paper reports

The American Forest & Paper Association released its October 2011 United States paper statistic reports.

The October 2011 United States paperboard report showed total boxboard production decreased by 6.1 percent compared to October 2010, and decreased 3.9 percent from September.

- Unbleached kraft folding production increased over the same month last year, and last month.

- Total solid bleached boxboard and liner production decreased compared to October 2010, and was lower than last month.

- The production of recycled folding decreased compared to October 2010, but increased when compared to last month.

- Inventory of solid bleached kraft paperboard grew over a year ago.

The October 2011 Recovered Paper Monthly Report showed total United States industry consumption of recovered paper was 2.5 million tons, 6 percent lower than October of last year, but 1.5 percent higher than September 2011. Modest increases compared to last month were observed across three grades of recovered paper, led by newspaper consumption which went up 11 percent, followed by a 10 percent

increase in high grade deinking consumption. Overall, though, year-to-date consumption compared to the same period in 2010 has now decreased by 5 percent. Inventories remained essentially flat compared to last month and to October of last year, but are still at relatively high levels for 2011.

United States exports of recovered paper dropped 5 percent in September compared to August, which is the highest drop since February. Nevertheless, year-to-date exports in 2011 continue to be 14 percent higher than last year by volume. Imports, despite being relatively inconsequential in United States recovered paper trade, are 30 percent higher year-over-year.

Containerboard production was flat decreasing just 0.1 percent when compared to September 2011, however, the month over month average daily production, was down 3.3 percent. The containerboard operating rate for October 2011 was down slightly from October 2010 to 95.1 percent from 96.0 percent.

Additional key findings from the containerboard report include:

- Linerboard production was flat compared to last year.

- Medium production was down from October 2010.

## Maine executive order puts forest certification on equal footing

Maine Governor Paul LePage signed an executive order directing that "any new or expanded state buildings shall incorporate green building standards that give certification credits equally to forest products grown, manufactured and certified under the Sustainable Forestry Initiative Standard, Forest Stewardship Council, American Tree Farm System and Programme for the Endorsement of Forest Certification systems."

"Inclusive and leading programs such as ANSI/GBI 01-2010: Green Building Assessment Protocol for Commercial Buildings and the ANSI/ICC 700-2008: National Green Building Standard for residential construction would meet the requirements set out for state construction in Maine. However, green building rating

tools like the US Green Building Council's (USGBC) LEED rating tools that do not recognize forest certification equally would not meet the requirements of this executive order, in our opinion," said Kathy Abusow, president and CEO of the Sustainable Forestry Initiative® Inc. (SFI)

The Maine Executive Order comes after 100 Members of Congress and Governors, and over 6,000 individuals around the world, encouraged the USGBC to reward wood from North American forests by equally recognizing their LEED rating system. Currently, the LEED rating tool fails to recognize nearly three-quarters of North America's certified forests leaving builders to give preference to FSC wood offshore over SFI certified wood in North America.

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## PLASTIC

# California Attorney General challenges manufacturers use of 'biodegradable' claim

California attorney General Kamala Harris filed suit against two bottled water makers and their bottle supplier for falsely claiming that the bottles biodegrade.

The suit alleges that the claims are false and their use violates California law. The suit calls for the bottles, tens of thousands of which are sold at retailers throughout California, to be pulled from shelves.

"The manufacturers of these bottles are taking advantage of Californians' concern for their environment," said Attorney General Harris. "Consumers are led to believe they are being environmentally friendly by choosing these bottles. In fact, they could be further damaging our natural resources."

"Consumers are being misled by companies who use environmentally friendly ploys to sell their products, when in reality there is no benefit," said Senator Mark DeSaulnier (D-Concord), author of the 2008 legislation that prohibited marketers from misusing claims such as 'biodegradable' on their bottles. "I am pleased that the Attorney General has been able to use our law to crack down on out of state bottle manufacturers who are blatantly ignoring the law and marketing environmentally bad products to California companies."

The lawsuit, filed in Orange County Superior Court, names bottled water pro-

ducers Aquamantra, Balance Water and bottle-maker ENSO Plastics.

"These falsely labeled bottles pose several serious problems," said Mark Murray, executive director of Californians Against Waste.

The most serious and costly problem is the threat of contamination these chemical additives pose to California's 100 million dollar plastic recycling industry.

The so-called 'bio-bottles' used are mostly made from PET plastic (#1), and look identical to every other water or soft drink bottle. Today, Californians are returning more than 75 percent of PET bottles for recycling. Increasingly these bottles are being washed and 'flaked' here in California where the finished product can be re-used to manufacture a myriad of products and packaging.

Just a small amount of these chemically altered bottles can contaminate thousands of pounds of otherwise valuable feedstock.

"The chemical contamination from these bottles is catastrophic for our business," said Ed Byrne, CEO of Peninsula Packaging. "When we remold products, the different types of plastics melt at widely varying temperatures. It is extremely dangerous to our technicians to deal with these problems. Moreover, consumers reject products packaged in contaminated containers, simply because of the disgusting appearance."

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## ELECTRONICS

# Forecasters call for growing e-waste recycling

E-waste recycling and reuse services include a wide plethora of business types, such as collectors, de-manufacturers, material processors, asset managers, recyclers and refurbishers. Companies involved in the e-waste recycling and reuse industry purchase, refurbish, recycle and sell used (working or non-working), obsolete or surplus electronic and electrical items – including everything from computers and cell phones to refrigerators and microwaves, as well as electrical components and parts – including CRT tubes, plastics and precious metals.

The e-waste recycling and reuse services industry is complex and sometimes could even be referred to as elusive. A simple route for an electronic item on its way to be recycled may entail collection from a garbage collector, triage by a dismantling company and then final processing by an end proces-

sor, such as a smelter or refiner. More complex routes may be more difficult to track and electronic items may find themselves undocumented in storage somewhere, overseas illegally or even in landfills. It is not uncommon for an e-waste collector, or even dismantler, to have little or no knowledge regarding the destination of its products. This situation is changing, however, as the regulatory framework for e-waste services becomes more established – at least in some regions – and as the market continues to evolve and grow.

In 2010 the e-waste recycling services market value totaled close to \$6.8 billion, up from \$6.2 billion in 2009. Industry growth is expected to continue on its uphill path at least through the next decade, with collection services alone more than tripling by 2020. In 2010, China and India (out of the top 10 country pool) are estimated to retain the

largest market shares, in terms of value, with approximate shares of 23.7 percent and 21.6 percent respectively.

Growth in the e-waste recycling services industry is being spurred by the ever-increasing amounts of e-waste being created around the world, as purchases of electronic products are on the rise – in some regions dramatically, and as old electronic items become obsolete at an accelerated rate. Another driving factor in e-waste market growth is the growing recognition of valuable substances, such as lead, copper and gold, found in some e-waste components. These resources may be reclaimed at a profit and subsequently reused, which makes a lot more sense than simply throwing them away.

Instances of corruption and “backyard recycling” may be somewhat exaggerated by the media, with both good and bad consequences. Pictures depict-

ing hazardous working conditions, such as those of African children breathing fumes from burning copper wire, have helped to incite an increase in e-waste regulations and enforcement and have spurred the persistence of environmental watchdogs, such as the Basel Action Network and Greenpeace. Due to the persistence of groups such as these, the e-waste R&R services market is being upheld to a higher standard, although this increased scrutiny has also hindered growth for many involved in the industry.

MarketResearch.com has added a new report “E-Waste Recycling and Reuse Services Worldwide” to their collection of Environment market research.

For a direct link to the new report, view this article on [www.AmericanRecycler.com](http://www.AmericanRecycler.com).

## Metech Recycling approved as 2012 e-waste consolidator

Metech Recycling received approval from the State of Maine to be an E-Waste Consolidator in accordance with Maine’s E-Waste Law.

The law, enacted in 2004, established a shared responsibility system for the recycling of end-of-life electronics generated by households in Maine.

Approval as a consolidator is based on technical ability, financial capacity,

and competitive costs. As a BAN Certified e-Stewards Recycler, Metech Recycling meets or exceeds Maine’s requirements regarding environmentally sound management of e-waste. Metech Recycling guarantees it does not landfill or export hazardous electronics waste material. All hard drives on systems that are recycled are securely shredded to ensure data security.

## Best Buy eliminates e-waste fee

Best Buy Co., Inc. has eliminated the \$10 recycling fee for electronics items with screens collected through its nationwide in-store electronics recycling program. The elimination of the fee for items with screens expands the convenience of these programs; consumers can now drop off any item, including those with screens (up to 32” for tube screens, and up to 60” for flat panel screens), free of charge.

The in-store recycling program accepts such items as televisions and computer monitors, DVD players, audio and video cables, cell phones and more.

Consumers currently recycle more technology through Best Buy than any other retailer nationwide: its comprehensive programs collected 83 million lbs. of electronics and 73 million lbs. of appliances in 2010, and the company has established an ambitious goal to collect 1 billion total lbs. of electronics by the end of 2014.

Best Buy works only with certified third-party electronics recyclers, all of which carry either R2 or eStewards certification, which handle the recycling of electronics collected nationwide through all Best Buy recycling programs.

## LG Electronics USA collects 10 million pounds of e-waste in 2011

As the exclusive consumer electronics national sponsor for America Recycles Day, LG did its part by co-hosting two dozen electronics recycling events in 2011, while emphasizing the importance of replacing old electronics and appliances with Energy Star qualified products. So far this year, LG has collected more than 10 million pounds of unused and unwanted electronics products for responsible recycling.

“The LG Electronics Recycling Program provides consumers with a conven-

ient and responsible way to dispose of used, unwanted, obsolete or damaged consumer electronics products,” said Wayne Park, president and CEO, LG Electronics USA. “After recycling their old products, consumers can save energy by upgrading to Energy Star qualified products,” Park continued, encouraging consumers to join LG in taking the “Change the World, Start with Energy Star” pledge and save energy by recycling old products.

## Sunnking Electronics changes leadership

Sunnking Inc., which has been in the business of collecting, dismantling and recycling electronics and equipment since early 2000 has decided to make some leadership changes to continue growth and ensure future success.

Former CFO Michelle Read, who joined Sunnking in April of 2001, has been promoted to president and will oversee all operational, financial, logistical and sales/marketing functions of Sunnking Recycling, in conjunction with, and direction from owner

Duane Beckett, Sunnking’s current chairman/CEO.

Dave Boscoe will be expanding his current role as eBay sales manager and will now be leading all online product sales, inventory production, wholesale, and the Sunnking retail division as the new director of product sales.

Steve Dewey, former director of business development, will be leading all business sales and marketing efforts as the new director of sales and marketing.

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## WASTE

### Casella Waste reports second quarter results

Casella Waste Systems, Inc. reported financial results for its second quarter fiscal year 2012.

Highlights for the quarter included:

- Revenue growth of 5.7 percent over the same quarter last year.

- Overall solid waste pricing growth of 1.6 percent was primarily driven by strong collection pricing growth of 3.4 percent as a percentage of collection revenues.

- Adjusted EBITDA was \$30.5 million for the quarter, down \$0.3 million from same quarter last year.

- Free cash flow was \$6.0 million for the quarter and \$3.4 million year-to-date.

For the quarter ended October 31, 2011, revenues were \$129.9 million, up \$7.0 million or 5.7 percent from the same quarter last year. Operating income was \$11.6 million for the quarter, down \$0.7 million from the same quarter last year. Excluding the non-recurring \$0.4 million legal settlement charge and the \$0.1 million development project charge in the current quarter, operating income was down \$0.2 million from the same quarter last year.

The company's net loss attributable to common shareholders was (\$0.8) million, or (\$0.03) per common share for the quarter, compared to a net loss of (\$1.2) million, or (\$0.04) per share for the same quarter last year.

"We continued to make great progress during the second quarter improving the fundamentals of our core business," said John W. Casella, chairman and CEO of Casella Waste Systems. "Collection price was up 3.4 percent from the same quarter last year, a big improvement from the muted pricing we realized last year. The strong pricing is a reflection of the hard work by our divisional teams to move pricing from an annual event to a core process, their efforts to intelligently manage yield in their markets through the use of the customer profitability analytics, and our constant drive to create value for our customers through resource solutions."

"We are also driving increased collection volumes through our ability to differentiate our service offerings with resource solutions, such as Zero-Sort® Recycling, and our heightened focus on customer care," Casella said. "In spite of the stagnant economic environment, MSW and C&D landfill volumes were up for the quarter, while historically lumpy special waste volumes were down this quarter at most of our sites."

### Federal agencies track Japan tsunami debris



It is estimated that the United States will see debris hit the west coast by March 2013.

The Environmental Protection Agency (EPA) and other federal agencies are teaming up to document and track potential marine debris generated by the Japan earthquake and tsunami in March.

EPA and the National Oceanic and Atmospheric Administration will issue a monthly bulletin to keep key stakeholders informed about tsunami debris activities, an effort resulting from an EPA lead marine debris workshop held in Honolulu.

The workshop, part of the regular Oceania Regional Response Team meeting, explored options for a coordinated response to the tsunami debris. The ORRT, comprised of federal, state and U.S. Territory agencies, has an area of responsibility that includes Hawaii, Guam, American Samoa and the Commonwealth of the Northern Mariana Islands.

Follow up meetings resulted in a coordinated strategy for reporting of debris sightings. An advisory was issued to United States flag vessels at the end of September by the Department of Transportation's Maritime Administration (MARAD) requesting voluntary reporting of significant debris sightings in the open ocean to better characterize the extent and nature of the debris field.

"EPA and NOAA's efforts with our federal and state partners will paint a clearer picture of the amount of debris that may be floating on the ocean," said Jared Blumenfeld, EPA's regional administrator for the Pacific Southwest.

"The federal government needs to be prepared to take action if tsunami debris poses navigational hazards or washes up on our shores."

In March 2011 the Japanese tsunami released debris estimated to be in the millions of tons into the Pacific Ocean. University of Hawaii scientists have developed computer models that predict debris from the tsunami could potentially reach Hawaii by March 2012 and the United States West Coast by March 2013.

### Violations at Hawaiian landfill addressed

The United States Environmental Protection Agency (EPA) issued an order to the city and county of Honolulu and Waste Management, Inc., to take immediate steps to address stormwater violations at the Waimanalo Gulch Sanitary Landfill on Oahu.

EPA's ongoing review of operations at the landfill revealed violations of the Clean Water Act and the National Pollutant Discharge Elimination System permit regulating stormwater discharges from the landfill.

EPA found the city and Waste Management failed to comply with the requirements of the state of Hawaii's NPDES stormwater general permit on at least three occasions associated with storm events in December 2010 and January 2011. The order cites failure to:

- Prevent runoff of surface water that had come into contact with waste.

- Control erosion to prevent loss of landfill cover or washout of refuse slopes.

- Properly manage leachate.

- Retain and remove silt from surface water before discharge.

Waste Management is the contractor operating the landfill. In December 2010 and January 2011, rains caused flooding which allowed waste to be released, resulting in beach contamination and beach closures.

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## ALTERNATIVE ENERGY

# Sundrop Fuels builds new biofuels facility

Sundrop Fuels, Inc., a gasification-based drop-in advanced biofuels company has agreed to purchase about 1,200 acres of land near Alexandria, Louisiana, for the planned construction and operation of the company's first production facility. The inaugural Sundrop Fuels plant will use sustainable forest waste combined with hydrogen from clean-burning natural gas to produce up to 50 million gallons annually of the world's first ready-to-use, renewable gasoline.

Located in Rapides Parish a few miles outside of Alexandria, the Sundrop Fuels advanced biofuels plant will cost approximately \$450 to \$500 million to build and will be financed in part through the sale of tax-exempt Private Activity Bonds, which do not entail any financial obligation from state or local authorities. Louisiana also provided Sundrop Fuels with performance-based

incentives for the facility, which is expected to employ about 150 people and have a significant economic impact in the area.

Sundrop Fuels drop-in advanced biofuel is designed to cost as much or less than petroleum-based transportation fuels, creating considerable economic and environmental benefits while helping reduce the nation's dependency on foreign oil. The company will use a gasification process to convert cellulosic feedstock into synthesis gas, which will then be made into clean, affordable biobased green gasoline for use in today's combustion engines via the nation's existing fuels distribution infrastructure.

The facility will also provide an operational platform for Sundrop Fuels to begin field integration of its proprietary RP Reactor™ radiant particle heat transfer gasification technology. The

super-efficient, ultrahigh-temperature process will drive Sundrop Fuels' future massive-scale biofuels plants, which will produce more than 200 million gallons of renewable, drop-in biofuels annually.

Plans are for Sundrop Fuels to achieve a combined production capacity of more than one billion gallons by 2020 – a significant percentage of the cellulosic advanced biofuels goal set by the nation's Renewable Fuels Standard.

Significant backing for Sundrop Fuels comes from Chesapeake Energy Corporation, a producer of natural gas in northern Louisiana's Haynesville Shale Field. Chesapeake invested \$155 million in Sundrop Fuels as part of the company's campaign to utilize America's abundant natural gas supplies to transform the nation's transportation fuels market while dramatically reducing dependence on foreign oil.

# Partnership to build new solar generation landfill facility

A New Jersey landfill has recently been converted into a solar power generation facility capable of producing over 100 million kilowatt-hours of electricity over its lifetime.

The solar project, which employs about 9,000 ENN Solar Energy's photovoltaic panels is located on the south slope of the Edgeboro Landfill in East Brunswick, New Jersey, was developed and constructed by ENN Solar Energy in partnership with National Energy Renewable Corp., LLC (NERC). The project utilizes thin film silicon solar modules from ENN plus an innovative construction technique that helps to enable the use of a variety of wasteland for renewable energy production.

This 4.3MW solar site has undergone and successfully completed extensive compliance testing in preparation for connection to the power grid, making available its clean power output to New Jersey consumers through Public Service Electric and Gas Company, New Jersey's oldest and largest publicly owned utility.

ENN Solar Energy, headquartered in Langfang, China, manufactures large photovoltaic modules used in the development of various commercial and industrial projects throughout China, Europe and other areas. For the Edgeboro project, the installation of these large modules utilized a new "floating" architecture that securely anchors the solar panels to the landfill surface with no need to penetrate the cap.

# Renewable energy planned for Price's Pit Landfill

The United States Environmental Protection Agency (EPA) and the Department of Energy's National Renewable Energy Laboratory are evaluating the feasibility of developing solar power production on the Price's Pit Landfill in Pleasantville and Egg Harbor, New Jersey. The assessment is part of the RE-Powering America's Land Initiative to revitalize abandoned sites, clean up the environment and lay the groundwork for renewable energy and job creation.

The Price's Pit Landfill property consists of 26 acres that had functioned as a sand and gravel excavating operation from the early 1960s until 1968. In 1969, the site became a commercial solid waste landfill and it began accepting both drummed and bulk liquid waste. Landfill operations were stopped in 1976. As part of an ongoing Superfund cleanup, EPA and DOE will assess the potential for solar power production at the site. Because the site will be level with sparse vegetation

once the cap is installed, it may be a good candidate.

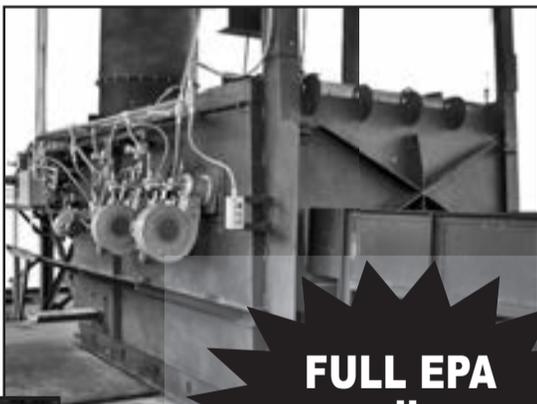
EPA and DOE selected 26 sites across the country where wind, solar, biomass, or geothermal energy production may be possible. EPA and DOE will determine the potential energy generating capacity of the sites, the optimal location for placement of the renewable energy technology on the sites, the return on the investment, and the economic feasibility of the renewable energy projects.

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## DTE biomass project begins operation

DTE Biomass Energy has started operating a 3.2-megawatt (MW) landfill gas-to-energy facility at the Smith's Creek Landfill in Kimball Township.

The Smith's Creek Landfill operates one of the first commercial-scale septage injection landfill gas systems in the United States, whereby material extracted from septic tanks is applied to the landfill to speed the decomposition of organic waste. This process not only increases the life of the landfill, but also increases the rate of landfill gas generation used to fuel electricity production.

*If you had bought \$1,000 of Nortel stock a couple of years ago it would now be worth \$49. With Enron, you would have \$16.50 left of the original \$1,000. With WorldCom, you would have less than \$5 left.*

*If you had bought \$1,000 worth of Budweiser (the beer, not the stock) one year ago, drank all the beer, then turned in the cans for the aluminum recycling price, you would have \$241.*

*Based on the above, my current investment advice is to drink heavily and recycle. This is my new retirement program. I call it my 401-Keg program.*

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## METALS

# 2011–2012 FeMET grants awarded

The Association for Iron & Steel Technology (AIST) Foundation and the American Iron and Steel Institute's (AISI) "Ferrous Metallurgy Education Today," or FeMET Initiative, which aims to attract top talent to the North American steel industry, has awarded its grants for the 2011–2012 academic year.

FeMET Curriculum Development Grant – Six grants in the amount of \$5,000 each were issued to professors of ferrous metallurgy or materials science. Of that total, 5 grants represent renewals from 2010, including:

- Dr. Sivaraman Guruswamy, University of Utah (Year 5 of 5)
- Dr. S. Komar Kawatra, Michigan Technological University (Year 3 of 5)
- Dr. John A. Nychka, University of Alberta (Year 2 of 5)
- Dr. Marian Kennedy, Clemson University (Year 2 of 5)
- Dr. Randy J. Bowers, University of Windsor (Year 2 of 5)

One new grant was awarded to:

- Dr. Joseph P. Domblesky, Marquette University (Year 1 of 5)

The program objective is to utilize students to assist in the editing and updating of textbooks and/or other course materials for use in ferrous metallurgy education, with an underlying objective to increase industry awareness within the academic community. The proposals must indicate how the professor will approach the task, including budget and schedule requirements.

The number of awards granted depends on fund availability; the maximum grant per award will be \$5,000 per year for five years for a total of \$25,000.

FeMET Design Grant – Dr. Lifeng Zhang and a team of materials science and engineering research students from Missouri University of Science & Technology have been selected for their proposal entitled, "The Impact of Advanced High-Strength Steels (AHSS) and Embedded Electronic Components on the Recyclability of Automobiles." Their proposal was submitted in response to the 2011–2012 design theme, "The recyclability of automobiles – past, present and future – i.e., the impact of advanced high-strength steels (AHSS) and embedded electronic components." Missouri University of Science & Technology was granted \$50,000.

The Design Grant program challenges North American university teams (students and professors) to submit proposals for grant funding in the theme area selected by the steel industry. The proposal should indicate how each team of professors and undergraduate students will approach the problem, including budget and schedule requirements. The maximum allowable time for the project is one year, beginning in the fall of 2011. The number of awards granted depends on fund availability; the maximum grant per award will be \$50,000.

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# METALS

## Aluminum Association signs MOU with India

The Aluminum Association signed a Memorandum of Understanding (MOU) with the Aluminium Association of India.

They agreed to cooperate in:

Recycling – Exchange information on effective recycling programs in the transportation, packaging, and building and construction markets.

Sustainability – Promote aluminum as a sustainable material.

End use market demand data exchange and report improvement – Exchange information on end use demand in the transportation, packaging, and building and construction markets, as well as data gathering techniques to improve the timeliness and accuracy of reports.

Health and safety benchmarking – Exchange information on health and safety programs to promote and improve best practices.

## Finished steel imports up 4 percent

Import market share was at 21 percent

Based on preliminary Census Bureau data, the American Iron and Steel Institute (AISI) reported that the United States imported a total of 2,192,000 net tons (NT) of steel in October (down 3 percent), including 1,754,000 NT of finished steel (up 4 percent) vs. the September final data. Finished steel import market share in October was an estimated 21 percent and is 22 percent year-to-date (YTD).

Key finished steel products with significant import increases in October 2011 compared to September include hot rolled sheets (up 49 percent), sheet and strip all other metallic coated (up 33 percent) and mechanical tubing (up 23 percent). Major products with significant YTD import increases vs. the same period last year include cut length plates (up 56 percent), plates in coils (up 33

	OCT 2011	SEP 2011	2011 Annual (est)	2010 Annual	% Change 2011 Annual vs. 2010
SOUTH KOREA	213	213	2,982	2,041	43.5%
JAPAN	113	122	1,470	1,325	10.9%
CHINA	104	109	1,260	858	46.8%
AUSTRALIA	96	50	683	519	31.7%
GERMANY	82	65	961	879	9.3%
INDIA	41	50	714	713	0.2%
TURKEY	39	33	730	582	25.5%
All Others	1,066	1,047	13,410	11,940	12.3%
<b>TOTAL</b>	<b>1,754</b>	<b>1,687</b>	<b>22,156</b>	<b>18,857</b>	<b>17.5%</b>

percent), hot rolled bar (up 27 percent), line pipe (up 26 percent) and oil country goods (up 22 percent).

In October, the largest volumes of finished steel imports from offshore were from South Korea (213,000 NT, up 0.1 percent), Japan (113,000 NT, down 7 percent), China (104,000 NT, down 4 percent), Australia (96,000 NT, up 93

percent) and Germany (82,000 NT, up 27 percent).

For the first 10 months of 2011, the largest offshore suppliers have been South Korea (2,440,000 NT, up 44 percent), Japan (1,225,000 NT, up 9 percent) and China (1,050,000 NT, up 45 percent).

## Novelis reports strong second quarter fiscal year results

Novelis Inc. reported net income attributable to its common shareholder of \$120 million for the second quarter of fiscal 2012 compared to net income of \$62 million for the same period in fiscal 2011.

Shipments of aluminum rolled products totaled 720 kilotons for the second quarter of fiscal 2012, a decrease of 2 percent compared to shipments of 737 kilotons in the second quarter of the previous year. This slight decrease in shipments was driven by economic uncertainty in the United States and Europe and unseasonably cool and wet weather across a number of the Com-

pany's operating regions which resulted in customer destocking in the quarter.

Net sales for the second quarter of fiscal 2012 were \$2.9 billion, an increase of 14 percent compared to the \$2.5 billion reported in the same period a year ago, mainly the result of strong conversion premiums and higher average aluminum prices.

Adjusted EBITDA for the quarter was \$301 million, representing a 3 percent increase from adjusted EBITDA of \$291 million posted for the same period a year ago. These operating results were primarily due to strong conversion premiums and effective cost management.

The company reported pre-tax income of \$123 million for the second quarter of fiscal 2012, a decrease when compared to the \$129 million pre-tax income reported in the same period of fiscal 2011. Excluding restructuring charges, unrealized gains/losses on derivatives, loss on sale of assets and gain on litigation, adjusted pre-tax

income decreased 7 percent. "These are very strong operating results, considering shipments were down 2 percent year-over-year and net interest was up \$36 million due to higher interest expense resulting from our debt issuance and refinancing in the third quarter of 2011," said Steve Fisher, chief financial officer for Novelis.

Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$365.00	\$360.00	\$360.00	\$470.00	\$475.00
#1 Bundles	per gross ton	360.00	360.00	358.00	467.00	455.00
Plate and Structural	per gross ton	380.00	362.00	320.00	430.00	420.00
#1 & 2 Mixed Steel	per gross ton	370.00	365.00	360.00	410.00	400.00
Shredder Bundles (tin)	per gross ton	325.00	295.00	269.00	330.00	365.00
Crushed Auto Bodies	per gross ton	325.00	295.00	270.00	330.00	360.00
Steel Turnings	per pound	195.00	145.00	206.00	295.00	298.00
#1 Copper	per pound	2.85	3.15	3.05	3.15	3.20
#2 Copper	per pound	2.73	3.05	2.98	3.04	2.98
Aluminum Cans	per pound	.71	.68	.69	.73	.79
Auto Radiators	per pound	1.84	2.05	2.00	2.17	2.15
Aluminum Core Radiators	per pound	.65	.60	.68	.70	.70
Heater Cores	per pound	1.50	1.58	1.85	2.00	1.98
Stainless Steel	per pound	.62	.65	.79	.79	.80

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

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## METALS

### Steel import permits down

Based on the Commerce Department's most recent Steel Import Monitoring and Analysis (SIMA) data, the American Iron and Steel Institute (AISI) reported that steel import permit applications for the month of November totaled 1,984,000 net tons (NT). This was a 14 percent decrease from the 2,309,000 permit tons recorded in October and a 9 percent decrease from the October preliminary imports total of 2,192,000 NT.

Import permit tonnage for finished steel in November was 1,611,000 NT, down 8 percent from the preliminary

imports total of 1,754,000 NT in October. Year-to-date 2011 total and finished steel import permit tons would annualize at 28,545,000 NT and 21,899,000 NT, up 19 percent and 16 percent, respectively, versus the 23,929,000 NT and 18,857,000 NT imported in 2010.

In November, the largest finished steel import permit applications for off-shore countries were for Korea (198,000 NT, down 7 percent from October), The Netherlands (113,000 NT, up 106 percent), Japan (95,000 NT, down 16 percent) and China (86,000 NT, down 17 percent).

## SALVAGING Millions

by Ron Sturgeon  
Autosalvageconsultant.com

### One size does not fit all

This is the eighth in a continuing series, co-authored by Ron Sturgeon and Greg Morse, founder and president of Worthington National Bank

In this article, we'll look at whether size matters in choosing a bank.

#### Does size matter?

Today, as a business owner, you have a wide range of banks to choose from. Doing some online research before making your selection is imperative, because you don't want to waste time pursuing a bank that's not right for you. You need not only to make sure that you are pursuing a relationship with a bank that understands your business, but also to make certain that you're dealing with a bank that can meet your financial needs.

#### One size does not fit all.

**Ron:** I'm a huge advocate of community banks. With big banks, if you can fit in their box, you're fine. Everyone thinks, well, I have a checking account at my big bank; I financed my car there, so I'm going to go see them about my business loan. But, generally speaking, the underwriting policies at big banks are not going to give you credit for your experience; they're not going to give you credit for your character. You need to be at a community bank.

**Greg:** You need to have a bank that matches your business philosophy and the size of your business. You simply have to have the bank that matches you. Sometimes, it's not about scale; it's about skill.

You don't need a big bank if you're a little widget manufacturer. Now, if you're an international widget manufacturer, then you might need an international bank. But for most people, that's not the case. So you need to find a bank that is the right size for you.

**Ron:** It's also important to know the size of the bank, because that could have a lot to do with its appetite for lending. And you want to know what your individual lender's loan authority is before you make that decision. I used to ask

people that straight out. Some people would tell me; others would dance around it. But when a lender tells me his loan authority is \$25,000, I know I'm meeting with the wrong person.

Every lender has a "choke point." Some lenders can make a loan of up to \$300,000 with no problem, but when it gets above that, they start sweating. And when it gets above \$500,000, they choke. It might be a wonderful loan, but they just have a threshold that they can't get past.

It doesn't make them bad loan officers. But it does limit your ability to grow, so if you happen to be with an officer like that, and you need to go beyond his or her choke point, you're going to have wasted time building a relationship only to find your lender isn't able to grow with you past this point.

You also want to consider the process for loan approval relative to loan authority. All of the banks have different ways of handling this. Some of the banks layer these amounts so if you have a loan for \$100,000, another officer can make a loan for \$100,000 and then a third guy can make a loan for \$100,000, so together they can make a \$300,000 loan, without board approval. Just ask, most will tell you what their process is.

Other banks will give you \$100,000 and then once you go past that, it goes to a committee, up to a million dollars. At \$1 million it goes to a senior committee, and then at \$5 million it goes to the board. The numbers may be different, but you get the picture.

Every bank has its own procedures, so you'll need to learn those. Ask. Most bankers are willing to tell you the amounts and the processes.

In the next article, we will continue our discussion of how to choose a bank that is the right size for your business.

## AUTO

### Seats in Ford Focus Electric made from recycled bottles

PHOTO COURTESY OF FORD MOTOR COMPANY



The Focus Electric features seat fabrics made with Repreve-branded fiber consisting of recycled plastic bottles.

Sitting on empty plastic bottles while driving or riding in a car would be less than ideal. That's not the case when it comes to the new Ford Focus Electric, as it features seat fabric made of recycled material that includes the equivalent of more than 20 plastic bottles per car.

The fiber – called Repreve® – is made from a hybrid blend of recycled materials and manufactured by Unifi, Inc.

Unifi officials say 22 plastic 16-ounce water bottles are used in the seat fabric of a single Focus Electric. The figure is based on the amount of Repreve branded fiber used in the production of fabric in each vehicle.

Ford is the first automaker to use Repreve branded fiber in its seat fabric.

The 2012 Ford Focus Electric runs on battery power alone, requiring no gasoline and producing zero carbon dioxide emissions.

In 2009 Ford mandated that fabric suppliers use a minimum of 25 percent recycled content for all 2009 and beyond model year vehicles. Since then, 37 different fabrics meeting the requirements have

been developed and incorporated into Ford vehicles.

Repreve is a combination of post-industrial fiber waste and post-consumer waste, like the plastic water bottles made of polyethylene terephthalate plastic. Using Repreve also reduces energy consumption by offsetting the need to use newly refined crude oil for production.

Ford previously announced it is using 25 20-ounce plastic bottles to make the carpeting in every all-new Ford Escape utility vehicle it builds. It's the first time Ford has used this type of carpeting in an SUV.

Over the past several years Ford has concentrated on increasing the use of non-metal recycled and bio-based materials whenever possible, provided these materials are environmentally favorable in the specific application. Examples include soy foam seat cushions and head restraints, wheat straw-filled plastic, castor oil foam in instrument panels, recycled resins for underbody systems, recycled yarns on seat covers and natural-fiber plastic for interior components.

### Advanced steels enable automakers to meet vehicle emissions standards

Automakers' use of advanced high-strength steels (AHSS) is the fastest growing automotive lightweighting material, according to a recent study conducted by Ducker Worldwide on behalf of the Steel Market Development Institute, a business unit of the American Iron and Steel Institute. These new steels will be the key for automakers as they look to meet tough new emissions standards while also meeting safety criteria that steel best addresses, and at a cost that consumers can afford. The global steel industry's innovative Future Steel Vehicle program projects a steel body structure solution that is 35 percent lighter than benchmarked vehicles, on par with aluminum body structures available today, but with the strength and affordability of steel.

The United States Environmental Protection Agency (EPA) and the National Highway Traffic Safety Administration released a proposed rulemaking to set stringent requirements for model years 2017 to 2025.

The recent study conducted by Ducker Worldwide found that AHSS presently account for approximately 175 pounds per vehicle, are projected to double by 2020, and nearly triple to 500 pounds per vehicle once the 54.5 mpg standard proposed in the rule is finalized.

The FutureSteelVehicle (FSV) program includes more than 20 new AHSS grades that are expected to be available in 2015 to 2020, 47 percent of which are GigaPascal steels – steels with strength levels in excess of 1,000 MegaPascals.

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

## AUTO

### Live auction bidding now available via mobile apps

Insurance Auto Auctions, Inc. (IAA), a live and live-online salvage auto auction company and wholly owned subsidiary of KAR Auction Services, Inc., rolled out its new Apple iOS and Android apps providing buyers the flexibility to bid live in IAA's auctions using I-bid Live™, manage their vehicle watch list, pre-bid on vehicles and get notifications so they get the vehicles they want.

IAA's free app offers buyers a way to manage information. Quickly find vehicles by searching through IAA's extensive inventory or browsing through specific auction run lists. Buyers can access IAA's mobile version of I-bid Live one auction at a time and start bidding instantly. The app's dashboard view is designed to provide an overview of a buyer's account and a direct link to all vehicles. Directions and locations of IAA facilities are easily accessible. And the ability to manage buyer settings allows buyers the option to set notifications and create quick and easy access to the app.

### AAEQ makes name change to A&A Midwest

Scott Stolberg, president and CEO of AAEQ Manufacturers and Recyclers, said that the company has changed its corporate name to A&A Midwest® effective January 1, 2012. The company's cores, recycling and auto wrecking divisions will utilize the new corporate name and be respectively known as A&A Midwest Cores, A&A Midwest Recycling and A&A Midwest Auto Wrecking.

The company's two divisions for engine parts and transmission parts will continue as EngineQuest and TransmissionQuest.

### Automotive Lift Association holds annual elections

During the Automotive Lift Associations' (ALI) annual membership meeting ALI members re-elected Douglas Grunnet of Steril KONI USA as chairman of the board of directors.

The association's membership also elected the following directors for the coming year: Jerry Lentz of Challenger Lifts, Gary Kennon of Vehicle Service Group, Gary DiAngelo of Wheeltronic Ltd., Jeff Kritzer of BendPak, Inc., Pete Liebetreu of Hunter Engineering Co, and R.W. O'Gorman (ALI president) who was also reappointed as ALI secretary/treasurer.

### Partnership takes on tire recycling

The German Pallmann Group, a developer and producer of size reduction technologies, has formed a partnership with Spanish company GMN, a tire recycler. Together, the two companies intend to develop, construct and sell complete plants for shredding and reprocessing vehicle tires.

Pallmann Group has been supplying GMN with the tire shredding plants since 2004. The two companies have been working together to optimize costs per ton, final product quality and output rates. The tough operating conditions at GMN provide full proof of the efficiency and reliability of the plant components. Rubber, steel and textile fractions are extracted and sorted from used car and truck tires, and the separated materials are then profitably marketed for reprocessing into various applications.

GMN and Pallmann are cooperating closely to come to the market under the Ecotrec banner. Ecotrec is a global provider of complete systems that encompass all modules necessary for recycling car and truck tires. These include shredders (Lion and Tiger units), granulators (Panther), and separators (Eco-Sep), as well as complete conveyor and control technology, including appropriate know-how. Initial focus will be on Europe and North America.

Tires that do not go directly back into retreads have until now typically been ground up and burnt on an industrial level – in cement plants for example. However, profit margins are not attractive. Ecotrec systems, on the other hand, create added-value raw materials that can be sold at attractive prices. There is a large market for the pure steel, for example, while the high-quality, pure rubber fraction can be produced in different, easy-to-process granule sizes that can be sold at interesting prices directly to producers of tires or other products. Other applications, such as the use of the rubber granules as aggregate in asphalt mixtures, offer sales opportunities that are interesting on both economic and technical levels.

### Harmony Enterprises expands with European office

Harmony Enterprises, Inc., manufacturer of recycling and waste management solutions, has recently purchased Cypress Environnement of Toulouse, France to better serve its European customers. Steve Cremer, president of Harmony Enterprises, is thrilled to be able to provide the full line of customized balers and compactors to all of Europe with a direct European presence. Harmony Enterprises has been selling their recycling and compacting equipment into Europe for over twenty years primarily through dealers and distributors, like Cypress Environnement, who was previously a dealer of Harmony's for over 10 years.

## INTERNATIONAL

### World's largest biomass Stirling plant commissioned

Danish Stirling DK, a provider of energy systems based on biomass fueled Stirling engines, has commissioned the world's first four-engine biomass-powered Stirling plant at the wellness and spa resort Tabbs in Tabarz, Thuringia, Germany. The plant is fueled with fresh wood chips supplied from the local region and is capable of generating around 4,000 MWh of heat and 1,000 MWh of electricity annually – the highest ever reached capacity for Stirling engine based power plants fueled with biomass. It provides the municipally owned wellness center with the heat

needed to run the facility, and additionally generates electricity which is mainly consumed on-site. The project was implemented as a joint partnership with the Siemens Building Technologies Division office in Leipzig, a local partner and Stirling DK as equipment manufacturer.

The plant is the second multiple-engine Stirling plant installed in Germany. Two additional four-engine plants are currently being installed in the United Kingdom by a local partner, where they will generate base-load heating, cooling and electricity for two retail

### Scottish company expands into US

M&C Energy Group, an energy and compliance services business, has recently expanded its operation by opening a new office in Atlanta, Georgia.

M&C Energy Group has a total client energy spend of \$9.8 billion annually.

The move into the United States follows closely on the opening of new offices in Australia, with plans to open in New Zealand in the Spring.

Headquartered in Dunfermline, Scotland, M&C Energy Group has over 400 employees, delivering industry knowledge worldwide through local expertise and has over 3,500 clients spread across more than 40 countries with the geographical spread continuing to expand.

### Recycling center to be built at Alunorf

Novelis Inc. has commissioned a recycling center expansion at Aluminium Norf GmbH in Neuss.

Hannelore Kraft, Prime Minister of North Rhine, officially opened the new facility at a ceremony attended by company representatives, customers and local officials. The event marked the commissioning of the twin-chamber melting furnace and processing plant designed to recycle 50,000 metric tons of aluminum scrap per year to feed the rolling mills of Alunorf. The plant, which is a joint venture of Novelis and Hydro Aluminium, is the world's largest aluminum rolling complex with 2,170 employees.

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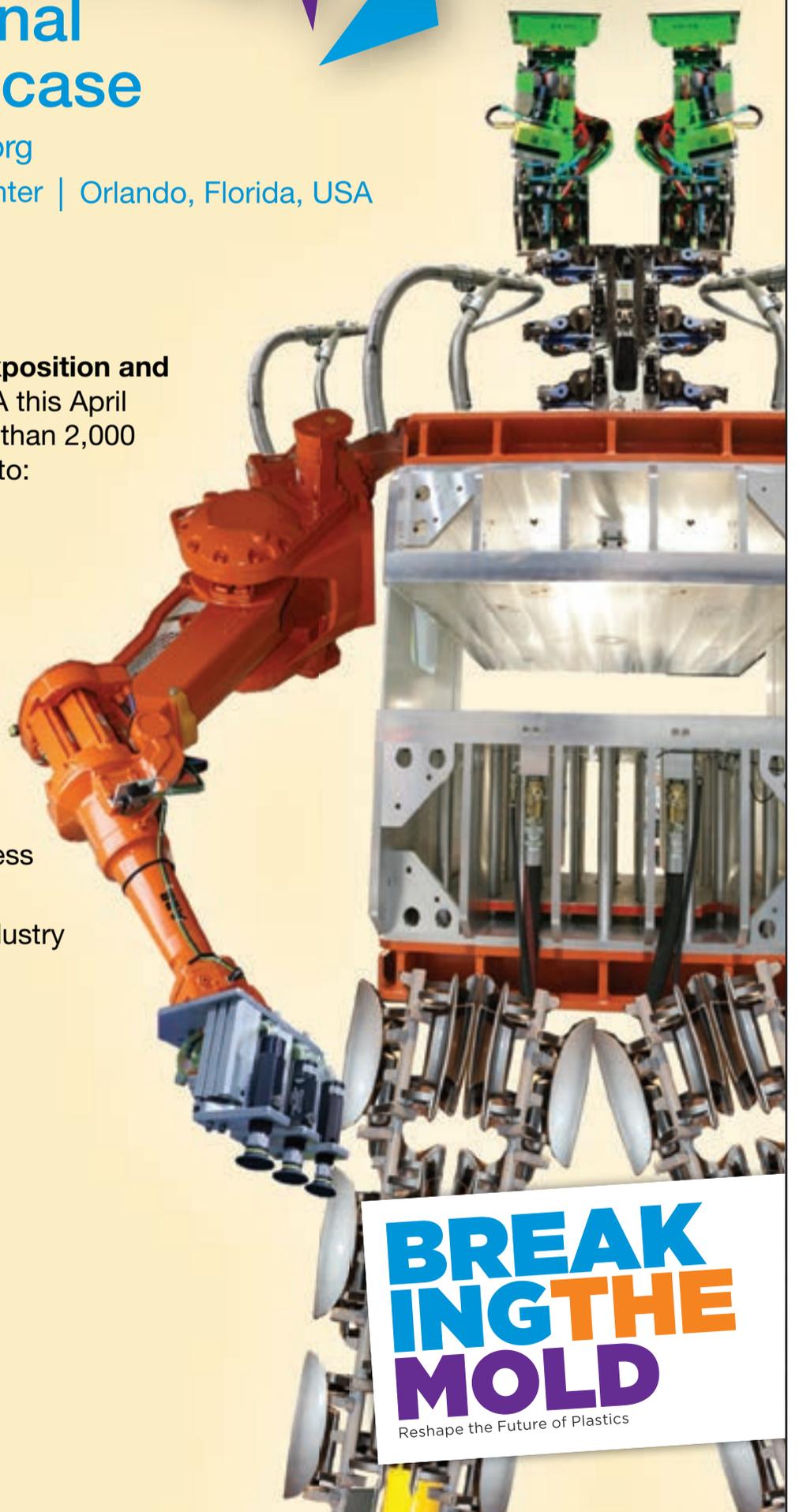
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## BUSINESS BRIEFS

### City's recycling rate goes above national average

■ Grand Traverse County Resource Recovery Department reported that their 2010 Grand Traverse County Waste Diversion Report calculated a recycling rate of 35.51 percent. The national average recycling rate determined by the Environmental Protection Agency (EPA) is 33.8 percent.

Resource Recovery Department Manager Bob Osterhout stated, "The EPA methodology was used to compile the data required for the report. The same EPA methodology was used in 2006 when a recycling rate of 29.28 percent was reported for Grand Traverse County."

### Round2 Inc. agrees to be acquired by Avnet

■ Round2 Inc. and its parent Round2 Technologies, Inc. have entered into a definitive agreement to be acquired by Avnet, Inc.

Round2 Inc. is an eRecycling service provider offering a wide range of integrated asset disposition and technology recovery solutions at each of its United States-based, R2 certified ReDistribution Centers.

Round2 will become part of Avnet Integrated Resources, which provides reverse logistics and after-market services to the global technology industry. The acquisition has been approved by the boards of directors of both companies and is subject to the approval of the shareholders of Round2, as well as customary closing conditions.

The transaction was expected to close in early January.

### ESI adds new board member

■ Environmental Sensors Inc. (ESI) has appointed Matteo Beffa to the board of directors for the company. Appointed as a director at the company's annual and special meeting, Beffa adds his irrigation industry experience and expertise to the board.

Educated and trained as an agricultural engineer, Beffa brings extensive expertise and experience in agricultural/recreational irrigation to the board of ESI.

Beffa spent five years at Toro's Swiss subsidiary, where he restructured the irrigation department and handled key accounts in the Swiss Golf-Turf market. As part of an independent assignment, Beffa played a vital role in developing one of the first rainwater drip irrigation systems. In 2005, Beffa founded his own company, MultiOne Suisse, where he now focuses on import and distribution of landscaping, agriculture and irrigation equipment for green areas. Beffa has considerable ties to the European irrigation industry and is committed to supporting ESI in becoming a market leader.

Beffa will take the board seat of Ingvar Find, who, while continuing to serve as the company's president and CEO, has decided to step down from the board and to not renew his board assignment for another term.

### WM acquires Southeastern Recycling in Miami

■ Waste Management, Inc. of Florida has acquired Southeastern Recycling in Miami, a single-stream recycling facility serving more than 1,000 commercial customers in South Florida.

The 100,000 sq. ft., Southeastern Recycling facility is located in Miami. More than 100 employees process recyclable materials for Miami-Dade, Broward and Palm Beach County customers.

Waste Management's Reuter Recycling Center in Pembroke Pines is the largest residential single-stream recycling facility in the Southeastern United States and process more than 20,000 tons of materials each month. Together, the two facilities will support expanded opportunities for residential and commercial single-stream recycling in South Florida.

### First Wind promotes Joe Martin to VP of operations

■ First Wind announced the promotion of Joe "EJ" Martin to vice president of operations.

Since joining First Wind in 2007, Martin has held various operational positions at several of the company's projects and most recently served as regional operations manager – East for all of the company's operating projects in the Northeast. In his newly expanded role, he will be responsible for overseeing the operation and maintenance of all of First Wind's operating projects in the Northeast, the West and in Hawaii.

Prior to his promotion, Martin held several positions with First Wind including regional operations manager – East, operations manager for the company's New York-based Cohocton Wind project and associate operations manager for the its Maine-based Mars Hill Wind project. Before joining First Wind, Martin served as chief engineer for Lindblad Expeditions based in Seattle, Washington, which partnered with National Geographic to do small eco-tourism trips all over the world. He also served as relief chief engineer for Hornbeck Offshore Services out of Covington, Louisiana.

### USA Recycling buys stake in oil delivery service

■ USA Recycling Industries, Inc., a Pennsylvania-based scrap metals recycler providing specialty recycling services to automotive service centers throughout North America, has finalized an agreement to acquire 51 percent of the common stock in Energy, Inc., a Reading, Pennsylvania-based fuel oil delivery service provider.

Energy, Inc. sells and distributes fuel oil in the Commonwealth of Pennsylvania. Under the terms, Energy, Inc. transfers 51 percent of right, title and interests of its common stock to USA Recycling Industries, Inc. The agreement further names USA Recycling Industries chairman and CEO Vincent J Smith to serve as CEO and director of Energy, Inc effective immediately. Arlene Weidner will remain as president of Energy, Inc.

## NEW PRODUCT SHOWCASE



**Abanaki Corporation**  
17387 Munn Road  
Chagrin Falls, OH 44023  
800-358-7546  
[www.abanaki.com](http://www.abanaki.com)

### ABANAKI REVEALS VAPOR-TIGHT REMEDIATION SYSTEM

Abanaki Corporation added a vapor-tight, explosion proof groundwater remediation system to their line of product offerings.

The oil skimming system consists of Abanaki's PetroXtractor belt oil skimmer equipped with explosion-proof electrical components, vapor-tight belt housing, and a self-sealing well casing mounting clamp. Optimum removal rates are achieved using the patent-pending LFO Fuzzy2 belt made from a special oil-attracting material whose tiny hairs increase surface area and collect light hydrocarbons efficiently.



**Atlas Copco**  
2100 North 1st Street  
Garland, TX 75040  
972-496-7400  
[www.atlascopco.us](http://www.atlascopco.us)

### ATLAS COPCO INTRODUCES NEW BOOSTER MODULE

Atlas Copco Hurricane debuted its new M-41/1000 booster module. Designed to meet a very specific set of applications, the M-41 has a small footprint for installation on water well rigs or reverse circulation drill rigs, as well as mobile drill platforms. Flexible volumetric capacities are available.

The new booster module offers several options for the unit's prime mover, including hydraulic or electric motor, PTO/belt drive or diesel engine. The new M-41/1000 features fork lift pockets in the base frame, a remote mount control panel and a digital temperature scanner.



**Doosan Infracore**  
1293 Glenway Drive  
Statesville, NC 28625  
800-633-5206  
[www.doosanportablepower.com](http://www.doosanportablepower.com)

### DOOSAN INTRODUCES FOUR T4I GENERATORS

Doosan Portable Power now offers four new models in their mobile generator portfolio designed to meet federal Environmental Protection Agency Tier 4 Interim emission standards.

These new generators have been redesigned from their predecessors to incorporate innovations based on customer input to improve the operator experience.

Controls are simplified for easy operation. All four generators feature a voltage selector switch for quick and easy configuration for the three most common voltages, and sound levels are reduced by as much as five dBA to ensure quiet operation.



**Rotobec, Inc.**  
162 Rotobec Drive  
Littleton, NH 03561  
603-444-2103  
[www.rotobec.com](http://www.rotobec.com)

### ROTOBEC INTRODUCES VTN CI SHEAR

The VTN Rotobec CI Hydraulic Shears are used in overhead demolition, ground demolition and scrap processing. They are available in a wide variety of sizes to match the weight of your excavator – from 10,000 to 150,000 lbs. – and can be mounted in either second or third member mount.

The CI shear's unique shape allows it to work in difficult above ground building and bridge demolition. The shear is composed entirely of Hardox 400 and has excellent service life from its rotatable cutting edges.



**Wastequip**  
1901 Roxborough Road  
Charlotte, NC 28211  
704-936-5615  
[www.wastequip.com](http://www.wastequip.com)

### WASTEQUIP INTRODUCES ENERGY EFFICIENT COMPACTOR

Wastequip has introduced its new super energy efficient, four-yd., self-contained compactor.

The compactor features a charge box that is twice the size of traditional self-contained compactors while using up to 65 percent fewer kilowatts of electricity. Additional energy savings comes from the Super "E" series motor that significantly improves efficiency by enabling the motor to run cooler and last longer.

The compactor is designed to maximize hydraulic performance with its quick disconnects with improved flow. The motor and pump system are also sized for optimal hydraulic performance.

# BUSINESS BRIEFS

## Republic Machine celebrates 100th year

■ Republic Machine is expanding – and celebrated its 100th anniversary. Republic Machine of Louisville, Kentucky, which engineers and manufactures industrial shredders, has doubled growth and added staff in the last three years.

Republic's sales have doubled in each of the last 2 years, and it has added 10 new full-time positions and a number of part-time flex positions. The company has moved to an expanded headquarters with more functional manufacturing space, and it has quadrupled its office space.

## KPI-JCI and Astec Mobile Screens choose manager

■ KPI-JCI and Astec Mobile Screens has added Bill Royce to their sales and marketing department.

Royce has been named the regional sales manager for mobile crushing and screening equipment sales in the Mid-Atlantic region. Royce worked as a sales representative for Eagle Crusher Company for the past 10 years.

## Byers heads Nissan Forklift in business development

■ Nissan Forklift Corporation announced Lewis Byers as the business development manager for the east region.

Bringing 23 years of sales and operations experience in the materials handling industry to the position, Byers is responsible for business development for 19 Nissan Forklift dealers in the east region of the United States and Canada; his territory stretches from Newfoundland south to Miami, Florida.

Byers earned his bachelor's degree in business administration and marketing from the University of North Florida. He resides in Jacksonville, Florida.

## Wang named VP of Replas Steering Committee

■ Eric Wang, managing director of MBA China, was named vice president of the Steering Committee for the plastics recycling committee of the China Plastics Processing Industry Association PRC-CPPIA, the largest organization of the Chinese scrap plastic recycling industry.

This group had its annual conference and trade show in Guangzhou, China. More than 500 guests from China and abroad and government officers from Chinese Environmental Protection Bureau (EPB), China Customs, AQSIQ and local authorities participated. During the conference, China Replas' steering committee elected Eric Wang, managing director Guangzhou GISE-MBA New Plastic Technology Co., Ltd., the vice president of the committee and one of the steering committee directors. GMP is MBA Polymers' Chinese subsidiary.

## Events Calendar

### January 17th-20th

**US Composting Council 20th Annual Composting Conference and Exposition.** Renaissance Hotel, Austin, Texas. 631-737-4931 • www.compostingcouncil.org

### January 26th-27th

**MiaGreen Expo & Conference.** Miami Beach Convention Center, Miami, Beach, Florida. 305-412-0000 • www.miagreen.com

### January 31st-February 2nd

**4th Annual Solar Power Generation USA 2012.** Rio All Suites Hotel and Casino, Las Vegas, Nevada. 702-430-1832 www.solarpowergenerationusa.com

### February 1st-2nd

**8th Annual Clean-Tech Investor Summit.** Renaissance Esmeralda Resort & Spa, Indian Wells, California. 516-882-5143 • www.cleantechsummit.com

### February 8th-9th

**The Road to Zero Waste Conference.** Doubletree Hotel Austin, Austin, Texas. 800-926-3976 • www.swana.org

### March 19th-22nd

**35th Annual Landfill Gas Symposium.** Gaylord Palms, Orlando, Florida. 800-926-3976 • www.lfg.swana.org

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- 2004 M322C MH** (Rubber) 41' Reach, Hyd Cab, Gen, Grapple
- (2) 2008 M325D LMH** (Rubber) 51' Reach, Hyd Cab, 20KW Gen, Grapple
- 2007 M325D LMH** (Rubber) 51' Reach, Hyd Cab, 20KW Gen, Grapple
- 2006 M325C MH** (Rubber) 47' Reach, Hyd Cab, 15KW Gen, Grapple
- 2005 M325C MH** (Rubber) 47' Reach, Hyd Cab, 15KW Gen, Grapple
- 2003 365BL MH** (Crawler) 62' Reach, 4' Elev Cab, 3.5 Yd Clam Shell Bucket

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- (3) 2005 A904C HD** (Rubber) 38' Reach, Hyd Cab, 10KW Gen, Grapple"
- 2005 A924B** (Rubber) 42' Reach, Hyd Cab, 15KW Gen, Grapple
- 2004 A924B** (Rubber) 42' Reach, Hyd Cab, 15KW Gen, Grapple
- 2002 A924B** (Rubber) 42' Reach, Hyd Cab, 15KW Gen, Grapple
- 2006 A934B** (Rubber) 48' Reach, Hyd Cab, 20KW Gen, Grapple
- 2005 A934B** (Rubber) 48' Reach, Hyd Cab, 20KW Gen, Grapple
- 2007 R914B EW** (Crawler) 40' Reach Hyd Cab, 15KW Gen, Grapple
- 2006 R924B EW** (Crawler) 40' Reach Hyd Cab, 15KW Gen, Grapple
- 2004 R944B EW** (Crawler) 55' Reach 48" Cab, 20KW Gen, Grapple

### SENNEBOGEN

- 2006 850R** (Crawler) Hyd Cab, 20KW Gen, No Grapple

### FUCHS

- 2006 MHL320** (Rubber) 31' Reach Hyd Cab, Gen Set & Grapple
- 2007 MHL335** (Rubber) 40' Reach Hyd Cab, 13 KW Gen Set & Grapple
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- 2003 M320 (rubber), 39' reach, hydraulic cab, gen-set and grapple.
- 2002 M318 (rubber), 36' reach, A/C, hydraulic cab, gen-set and grapple.

### FUCHS

- 2006 MHL350 (rubber), 50' reach, A/C hydraulic cab, gen-set and grapple.
- 2006 MHL331 (rubber), 35' reach, hydraulic cab, gen-set and grapple.
- 2005 MHL 350 (rubber), 50' reach, hydraulic cab, gen-set and grapple.
- 2006 & 2005 MHL360 (rubber), 59' reach, hydraulic cab, gen-set and grapple.
- 1998 & 1995 MHL 350 REBUILT (rubber), 50' reach, hydraulic cab, gen-set and grapple.

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- 2005 A934C-HD (rubber) 50' reach, hydraulic cab, gen-set and grapple.
- 2004 R954EW (crawler), 59' reach, hydraulic cab, gen-set and grapple.
- 1999 R934EW REBUILT (crawler), 50' reach, 4' cab riser, gen-set and grapple.
- 1999 A316 (rubber), 32' reach, hydraulic cab, gen-set and grapple.
- 1994 A932 REBUILT (rubber), hydraulic cab, gen-set and grapple.

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- 2005 835M REBUILT (rubber), 55' reach, hydraulic cab, gen-set and grapple.
- 2004 825M REBUILT (rubber), 43' reach, hydraulic cab, gen-set and grapple.
- 2000 830M REBUILT (rubber), 48' reach, hydraulic cab, gen-set and grapple.

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- 2010 Atlas 350 (rubber), 55' reach, hydraulic cab, gen-set and grapple.
- 1999 Komatsu PW130 (rubber), 27' reach, 3' cab riser, gen-set, solid tires and grapple.
- 1994 Komatsu PC 220 (crawler) 40' reach, gen-set and 48 inch magnet.
- 1996 Komatsu PC 220 (crawler) 40' reach, knock-a-round grapple.
- 2001 Kobelco SK 330LC-6 (crawler) 46' reach, hydraulic cab, gen-set and grapple
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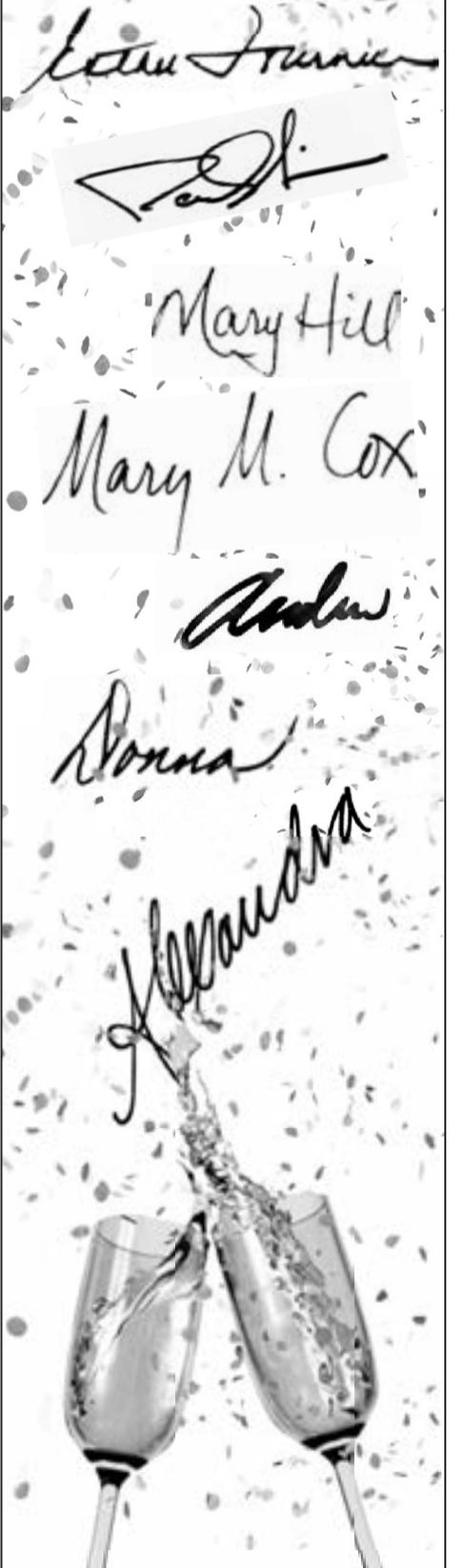
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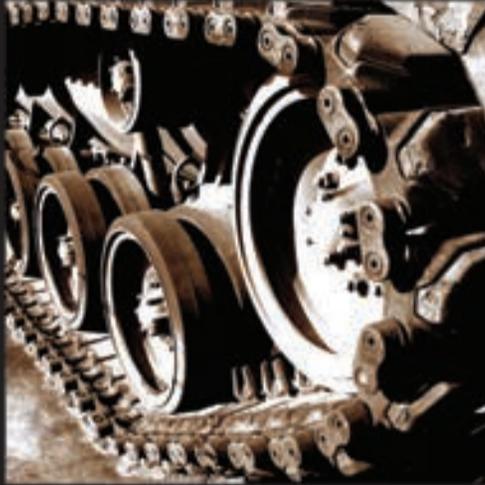
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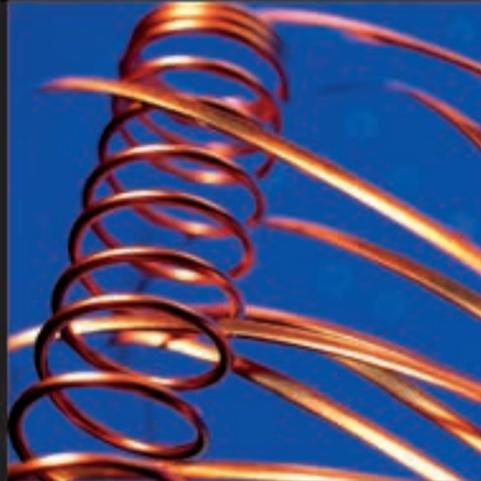


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Front L-R: Nickeah Breger (son) Equipment Operator, Jessie Breger - Owner/Operator, Julie Breger (wife) Co-Owner, Haven Williams (granddaughter), Breanna Williams (granddaughter), Jaden Williams (granddaughter), Nevaeh Hale (Zack's daughter), Erica Yandell - Office, Kyla Williams (granddaughter), Sheila Mills (life long friend) Office Manager/Dispatcher, Ashely (Zack's girlfriend);  
 Back L-R: Lynn Farrell - Yard Hand, Shane Stidham - Operator/Yard Hand, Dewayne Williams (son-in-law) Equipment Operator, (on Dewayne's shoulders) Leslie Williams (granddaughter), Rebeckah Williams (daughter) Office Manager/Dispatcher, Terri Dawn Breger (daughter-in-law), (on Terri's shoulders) Mason Dale Breger (grandson), Zack Hale-Equipment Operator, (held by Zack) Abigale (Zack's daughter)

Not shown: Jessie Odell Breger (son) Equipment Operator, Daryl Brooks - Yard Hand, Kevin Manion - Yard Hand, Brandon Wilson - Equipment Operator

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## Composting accident won't slow industry's growth

by MARK HENRICKS

mhenricks@americanrecycler.com

The October 2011 deaths of two California composting company workers raise safety concerns just as the industry appears ready to grow. State and local mandates for more solid waste recycling require more food and yard waste composting. But air and water quality regulations are also tightening. And the recent deaths, coming three years after a similar fatal accident in British Columbia, mean the industry has to clean up its image to fulfill its promise.

Michael Virga thinks the challenge is surmountable. "This was an isolated incident in California," said Virga, executive director of the US Composting Council in Ronkonkoma, New York. While this case, involving two brothers one of whom died trying to rescue the other, is particularly tragic, Virga noted that all manufacturing industries experience unfortunate and sometimes fatal incidents.

"No matter how well you do and drill into employees the safety protocols, sometimes you have accidents," he said. "We're tracking this and thinking about how we can get better and offer more training opportunities."

The outcome for the California company where the workers died, Community Recycling & Resource Recovery Inc. of Lamont, is uncertain. The accident occurred October 12, when a worker cleaning out a drainage tunnel inhaled a fatal dose of hydrogen sulfide. His brother went into the 8' deep shaft to rescue



A tractor feeds an industrial compost grinder, which then mulches garden waste into steaming, nutrient-rich compost.

him, but was also overcome and later died.

The company was shut down by a court order, then reopened temporarily to give a local municipal water treatment facility time to find another place to dispose of one million gallons of sewage per day, which was irrigating compost piles. It also faces ongoing state and federal investigations as well as a proposed multi-million-dollar county fine for an unlicensed plastics recycling operation uncovered after the deaths.

A Vancouver composter blamed in the 2008 deaths of three workers no longer operates. It declared bankruptcy after the deaths, which like the California case involved inhalation of toxic fumes given off by compost, and will be unable to pay a \$200,000 fine Canadian regulators levied in November 2011 after a 3 year investigation.

Similarly serious impact on other composters is unlikely, according to Neil Edgar, executive director of the California Compost Coalition in Sacramento. The Lamont facility had an

unusual drainage design that made it susceptible to that kind of accident, he said. "It does put a black eye on the industry as a whole," Edgar said, "but I don't think it's applicable to any other composting site in California that I know about."

### Compost Calculations

The Lamont composter is one of the nation's largest, but there are an estimated 4,000 to 5,000 other, mostly very small commercial composters, Virga estimates. The exact number is

See COMPOST GROWS, Page B7

## EPA celebrates food recycling efforts by NHL teams

The Environmental Protection Agency (EPA) teamed up with the Stanley Cup Champion Boston Bruins, the New Jersey Devils and the National Hockey League (NHL) to highlight important work being done across the NHL to enact effective programs to divert tons of material from landfills. In addition to working to

reduce typical types of materials – cardboard, paper, plastics, glass and aluminum – a program championed by the Bruins to donate prepared but unused, safe, edible food to the Boston Rescue Mission is helping to feed in-need people while also accomplishing an important environmental service.

A key partner in this effort, Rock and Wrap It Up!, was also congratulated by EPA for their great efforts helping NHL teams across the country to recycle over 105 tons of prepared but untouched food, keeping that food out of landfills and feeding over 163,000 meals to the hungry across North America.

Nearly 35 million tons of food waste is generated each year in the United States, which represents the single largest component of municipal solid waste reaching landfills and incinerators. Much of this food "waste" is not waste at all but actually safe, wholesome food that could potentially

See NHL FOOD, Page B6

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*Photos included!*

## A Letter from the Editor

Readers,

Welcome to the first edition of American Recycler in 2012! This month, we turn our Focus on organic waste reclamation and recycling.

While recycling bottles and cans has become commonplace, the concept of recycling food scraps and yard waste is still foreign to many households. Some localities are taking the lead and implementing curbside organic waste services, but many more still have no provisions in place aside from sporadic leaf collections in the fall.

However, the concept of responsible organic waste disposal is spreading as businesses and municipalities realize the benefits that it confers. Some of those benefits are humanitarian, as opposed to strictly economical, which only adds to the practice's appeal. For a wonderful example, see the NHL's success story on B1.

Recently, the organic waste industry suffered a public relations setback with the tragic deaths of two brothers at a composting facility in California. While their deaths are not unimportant, what pundits seem to have forgotten is that every industry has its share of tragedy. One striking example is garbage truck driver fatalities – they occur regularly, yet they rarely make national news. What's more, people certainly don't question the wisdom or necessity of solid waste collection after such an event.

Instead, this incident should be taken for what it is – an opportunity to improve working conditions in the industry. Hopefully, the brothers' deaths will set change in motion, help companies make the composting industry safer, and possibly save other workers from a similar fate. To politicize or otherwise use those young men to make a point is disrespectful and out of line.

On a happier note, I hope that 2012 finds you rested and ready to get back to business. We here at American Recycler look forward to bringing you all the latest developments of what should be a promising year for our industries.

Wishing you the best in 2012,

The American Recycler Team



Dave Fournier  
Focus Section Editor  
david@americanrecycler.com

## Composting Council: an ongoing commitment to safety at compost facilities

Recently two young men died in a tragic accident at Community Recycling & Resource Recovery Inc.'s composting facility near Bakersfield, California. US Composting Council (USCC) president Frank Franciosi stated, "We are deeply saddened by this event, and the USCC is working with our membership to insure that incidents of this nature are prevented in the future. I know I speak for all of us in the composting industry in extending our sincere condolences to the families."

"Safety must always be a priority in compost manufacturing," said Franciosi, "and the USCC is committed to learning as much as possible about the conditions that led to these events so that similar occurrences can be prevented in the future. The industry has an exemplary safety record and should be held as a good example providing safe and environmentally beneficial services for communities across the country."

"Nonetheless, a tragic accident has occurred. An investigation is underway led by OSHA and other officials and government entities to understand the cause of this accident. The USCC is prepared to assist in any way," Franciosi added.

The USCC provides training on worker safety every year at its annual conference by nationally recognized experts and safety training is part of the Compost Operations Training Course.

"Safety is of primary concern to us," stated Michael Virga the executive director of the USCC. "We are committed to the safety of our members' employees and the welfare of the communities in which they operate."

Organic materials of all types are increasingly collected for composting so that valuable nutrients and organic matter can be returned to replenish the soil. Healthy soil, carbon and nutrient recycling,

and the efficient use of bio-energy, are core features of sustainability and the compost manufacturing industry is at the heart of these efforts.

Composting recycles organic materials, producing soil amendments, natural fertilizers and mulches, leading to richer soils and reduced pollution. This avoids the negative environmental and economic consequences associated with adding this material to landfills. "Unfortunately," stated Virga, "some in the municipal solid waste industry have taken this tragic event in California and used it as a means to self-promote their interests by arguing in favor of sending more organics to landfills."

For additional information, and a link to a free Practical Safety Manual for the Composting and Mulching Industry, view this article on [www.AmericanRecycler.com](http://www.AmericanRecycler.com).

## San Francisco reaches one million tons composted

San Francisco's residents and businesses have reached a major milestone in their efforts to help protect the environment – one million tons of food scraps and plants collected for composting in San Francisco.

Environmentalists, city officials, and representatives of Recology, San Francisco's recycling company gathered at Scoma's Restaurant on Fisherman's Wharf to highlight environmental benefits achieved through the program.

Each day, San Franciscans compost more than 600 tons of food scraps and plant cuttings, more than any other city in North America, through the curbside compost program provided by the San Francisco-based recycling company, Recology. Since its inception in 1996, the program has generated more than 600,000 cu. yds. of nutrient-rich compost.

This program alone has diverted one million tons of waste from landfill disposal.

By reducing methane, a potent greenhouse gas produced in landfills, and by sequestering carbon in the topsoil of local farms, the program has created a total CO<sub>2</sub>E benefit of more than 305,944 metric tons – equal to offsetting emissions from all vehicles crossing the Bay Bridge for 2 years.

"Residents and businesses have embraced the city's goal of zero waste and are actively composting their coffee grounds, food scraps and plant cuttings," said Melanie Nutter, director of SF Environment. "The compost program not only gets us one step closer to our goal of Waste Zero by 2020, it's also a critical component in reducing carbon emissions around the Bay Area."

According to the Environmental Protection Agency, Americans send 32 million tons of compostable food to landfills annually. Each year, throughout the Holiday season, overall waste increases by more than 15 percent in San Francisco alone. Through the compost collection program, residents can help to reduce that number by placing all food scraps in their compost bins instead of sending them to landfill.

Approximately 300 American cities and universities in the last 4 years have followed in the city's footsteps by collecting food scraps for composting. Increasingly, vineyards are taking the additional step of using San Francisco's compost to grow cover crops like mustard and beans that pull carbon out of the atmosphere and store it in topsoil. Modern compost collection programs also help grow fruits and vegetables rich with nutrients that help sustain good health, create local jobs, and help farms retain more rainwater, a precious resource.

## JWI Capital invests in Weaver Express

JWI Capital, LLC, a Cleveland, Ohio-based investment firm, completed a controlling equity investment in Weaver Express Blower Services, LLC. Weaver Express, based in Sugar Creek, Ohio, is an installer and manufacturer of compost-based filter socks and other compost-based products for erosion and sediment control applications.

Weaver's compost-based filter sock products and services primarily focus on eliminating or minimizing sediment run-off from construction sites. Weaver also provides other environmental services such as stream bank restoration, and steep slope stabilization by utilizing green bio-engineered technology.

Weaver Express was founded in 2000 by Kevin and Keith Weaver, who have retained an ownership position in the business and will continue to work for the company on a full-time basis.

Weaver Express is very active in the entire Marcellus and Utica shale areas, currently operating installation crews from two regional facilities – Sugar Creek, Ohio, and Burgettstown, Pennsylvania, along with a distribution center in Lock Haven, Pennsylvania. Weaver Express also manufactures and distributes pre-filled filter socks on pallets primarily in Pennsylvania, Ohio and West Virginia.

Aldine Capital Partners, LP, a Chicago-based mezzanine debt fund, provided mezzanine capital and an equity co-investment to support the investment and provide additional capital for expansion of the business.

*Why is it that when you're driving and looking for an address, you turn down the volume on the radio?*

### UPCOMING Section B editorial FOCUS TOPICS

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# Envirocomp and Kimberly-Clark agree to sponsor composting facilities for disposable diapers

International services company OCS Ltd. signed a global sponsorship agreement with Kimberly-Clark Corporation that gives the United States-headquartered manufacturer of Huggies® brand disposable diapers the right of first refusal to sponsor OCS's Envirocomp composting facilities as they are installed around the world. OCS acquired Envirocomp in February 2011 and plans to establish Envirocomp facilities in the United Kingdom, the Republic of Ireland, Australia and mainland Europe while expanding operations of its New Zealand facilities over the next 18 months.

Through a similar sponsorship in 2009, Huggies brand diapers and Envirocomp established the first commercial nappy composting facility in Christchurch, New Zealand. Within the first year of operation, the facility exceeded its business plan and processed more than 15,000 diapers per day, which were mixed with green waste supplied by the local councils that resulted in compost suitable for commercial gardening or landscaping.

OCS is installing its second plant in the Wellington region with a \$700,000 grant from the New Zealand Government's Waste Minimization Fund.

"We are delighted that the first agreement signed in New Zealand with Kimberly-Clark three years ago has resulted today in a global partnership with K-C as the master sponsor of the Envirocomp composting facilities," said Cecil Ryan, regional managing director for OCS Europe. "Kimberly-Clark has backed Envirocomp from the start, working with its founder, Karen Upston, to build the business model and grow relationships with industry, local and central government. This has been a true partnership."

"At Kimberly-Clark, we believe in addressing the triple bottom-line of sustainability – in other words, what's good for our business should also be good for the planet and good for our communities," said Suhas Apte, Vice President, Global Sustainability for Kimberly-Clark.

"This sponsorship reinforces our commitment to continuously seek innovative solutions to demonstrate how to collect and process Kimberly-Clark's post-consumer diaper waste and thus reduce the environmental footprint of our products. Given our success with Envirocomp in New Zealand and OCS's expansion plans, we believe this relationship will help us achieve our broader sustainability goals. We will



use the power of the Huggies brand, one that is trusted by parents worldwide, to take a leadership role in helping reduce our waste in landfills."

Chris Cracknell, chief executive officer for OCS Ltd. said that the global agreement makes sense from an economic and environmental perspective for both companies.

"This sponsorship deal is an important step for both companies and I

believe this will change the way we dispose of diapers," said Cracknell. "OCS operates in 40 countries and Kimberly-Clark sells its products in over 150 countries. We are two global businesses both with strong commitments to sustainability. By working together, we can reduce the amount of consumer waste which goes to landfill."

## EPA honors MGM Resorts for food waste recycling and recovery programs

MGM Resorts International has earned top honors from the Environmental Protection Agency (EPA) for outstanding achievement in food waste recycling programs at the company's Las Vegas Strip resorts.

The company will be presented with the EPA's 2011 WasteWise Gold Achievement-Food Recovery Award as part of the agency's annual competition, which recognizes public and private entities for their environmental sustainability efforts. The EPA gave Gold Achievement awards in 12 sustainability categories.

The EPA WasteWise Gold Achievement Award is the third national award that MGM Resorts has earned for its recycling program. The Glass Packaging Institute recognized MGM Resorts with a 2010 "Friend of Glass" Award for its efforts in glass recycling and the American Forest and Paper Association presented MGM Resorts with the 2011 Business Leadership Recycling award for outstanding contributions to cardboard and paper recycling.

"With millions of people dining each year at our 165 restaurants and 11 employee dining rooms located on the Las Vegas Strip, MGM Resorts is

committed to leading the way to reduce our waste to landfill," said MGM Resorts senior vice president of Energy and Environmental Services Cindy Ortega.

During 2010, the company recycled 8,722 tons of food waste at its Las Vegas hotels, which represents 25 percent of all recycled tonnage at the resorts. The accomplishment marks a significant increase in food waste recycling rates since 2007, when the properties first recorded food recovery rates, and recycled 3,353 tons of food waste.

MGM Resorts' Las Vegas properties partner with RC Farms of North Las Vegas, which feeds 3,000 pigs per day with food scraps from local resorts and casinos. A second partner, Denver-based A1 Organics, sends crews to resort loading docks to gather food waste and haul it to its local composting site.

Criteria for the EPA's WasteWise Food Recovery Award included: food recovery policies, quantity of food waste prevented or reduced, quantity of food donated or reused, quantity of food waste composted, and the scope of food recovery initiatives implemented.

Food scrap recycling is just one part of a broader strategic approach to environmental sustainability at MGM Resorts. The approach focuses on five key areas: energy and water conservation, green building, recycling and waste management, sustainable supply chain and outreach and education. This strategic framework forms the platform from which MGM Resorts is fundamentally changing the way its resorts do business. MGM Resorts chronicled its environmental accomplishments in the company's 2010 Environmental Responsibility Report.

Food waste is the second largest waste stream in the United States after paper, according to the EPA. During 2009, 34 million tons of food waste were generated in the United States. Of that, 33 million tons, or 97 percent was thrown away into landfills or incinerators. When excess food, leftover food, and food scraps are disposed of in a landfill they decompose and become a significant source of methane.

For additional information, and a link to the report, view this article on [www.AmericanRecycler.com](http://www.AmericanRecycler.com).

## UOP contracts to demo biofuel technology

UOP LLC, a Honeywell company, has been awarded a \$1.1 million contract from the Federal Aviation Administration (FAA) via the United States Department of Transportation's Volpe Center to develop and demonstrate technology that will produce renewable jet fuel from alcohols found in natural feedstocks.

Under the contract, Honeywell's UOP will produce renewable jet fuel from a type of alcohol called isobutanol. Isobutanol, to be supplied for this project by advanced biofuel company Gevo, can be produced from a variety of starch and sugar feedstocks, including corn. In the future, inedible sources, such as corn stover, bagasse and wood residues, could also be used as feedstocks.

The contract supports government efforts to identify and accelerate the commercial availability of next-generation, non-fossil jet fuel. Isobutanol-derived biofuels will offer new renewable sources for jet fuel production beyond the natural oils and biomass materials that have been introduced for commercial and military flight in the last several years.

UOP will deliver 100 gallons of renewable jet fuel derived from isobutanol to the government in 2012. This fuel will be evaluated to ensure it is compatible with aircraft engines and that it meets specification for flight.

*A drunk phoned police to report that thieves had been in his car. "They've stolen the dashboard, the steering wheel, the brake pedal, the radio and even the accelerator," he cried out.*

*However, before the police investigation could start, the phone rang a second time and the same voice came over the line. "Never mind," he said with a hiccup, "I got in the back seat by mistake."*

# EQUIPMENT SPOTLIGHT

## Chippers & Grinders

by MARY M. COX

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In the biomass and waste-to-fuel industries, wood and green waste grinders and chippers are used in a variety of settings for reducing wood to a more desirable size. Grinders are typically high-speed hammermills. The machines hammer woody material into smaller pieces of various sizes, resulting in a shredded appearance. Grinders are very tolerant of non-woody contaminants such as nails, rocks and dirt, and are often used to process wood which may contain non-wood materials. Grinders are typically available in horizontal feed and vertical feed designs, stationary and portable.



CW Mill Equipment

Chippers differ from grinders in that they contain sharp knives that cut and produce a uniform, thin and somewhat rectangular product. Chippers are not tolerant of non-wood contaminants and can suffer substantial damage or wear whenever exposed to nails, rocks or dirt. Large chippers are primarily used for processing whole trees and are not often used for processing wood waste materials. Small chippers process branches and other smaller scale items.

CW Mill Equipment is one of the many companies that market products in the wood waste industry. Tim Wenger, president and sales manager stated, "Our HogZilla brand grinding equipment comes in a wide range of models and configurations from 500 hp to over 1,200 hp, with either diesel or electric power. Stationary, remote-controlled, track-mounted, semi-portable and portable units are available – including mounted grapple loader options for self-loading. Mon-

ster Industrial Grinders are configured as tub grinders and horizontal end-feed style grinders.

"Most grinders process organic materials such as wood for disposal or recycling uses such as mulch, compost, and fuel. The machines can also be used for processing applications for scrap tires, animal feed, ethanol production or pellet production. Grinders used for scrap tires serve well as a primary shredder and also for subsequent reduction. This metal separation and recovery process is an important part of tire recycling."

Wenger said the company began in the early 1970s, with a specialization in material processing equipment. Products initially targeted the production agriculture industry, and the need for better grinders to support that industry resulted in the company making industrial grinders. Those grinders evolved into the larger, HogZilla brand products, used for wood grinding.

"The rugged nature of industrial grinding requires large, productive machines, and transportation can be a challenge. Most large grinders travel as over-sized loads that require special permits, so mobilizing, moving and setting up machinery such as this requires a job of justifiable size. Diversification is an emerging trend, and it may materialize in different ways, company to company, but the ability to cater to many customer types seems to be in everyone's business plan these days. Most machine



DoppstadtUS

configurations have their specific strengths, but increasingly, business owners seem to broaden their product capabilities, which in turn, increase competition and profitability in the market."

Staying abreast of diesel engine air quality restrictions is also a chal-

lenge, Wenger noted. "As grinder manufacturers are not engine builders, most of the burden is placed more on the engine manufacturers to lead the way with this issue. Unfortunately, with more restriction comes



Norco Equipment, LLC.

more complexity in the engines as well as increased costs, which may be unavoidable, aside from a switch to electric-powered units. However, electric-powered units have become very popular in recent years," he said.

Sean Grieve is business development manager at DoppstadtUS, which markets worldwide and offers a broad range of products. "In the States, we focus on SM trommels, DW slow-speed shredders, three AK high-speed grinder models, DH whole-tree chippers and DUS sorting stations. Our two chipper models include DH 608 and DH 910. The drum in both chippers is constructed of a solid steel rotor with knives. The sizing screens precisely control the product material spec – we really maintain an unrivaled uniformity of product," stated Grieve. He said their high-speed grinders are designed with an up-swing hammermill for greater product consistency and higher fuel efficiency. Also, grinder sizing screens can be changed in less than 10 minutes and screen tolerance can be adjusted to ensure accurate sizing throughout the wear life of the screen and mill.

"These products are marketed in many industries, but we focus primarily on C&D, MSW, compost, mulch, biofuel, topsoil, green/wood waste and mulch. Our commitment to research and development results in top-end engineering and innovation throughout all product lines. Doppstadt produces hundreds of products annually and our customers' product volume can reach into the hundreds

of tons daily, depending on application and equipment set up," explained Grieve.

He added, "Naturally, waste processing and landfill management reg-

See SPOTLIGHT, Page 5

### Manufacturer List

**CW Mill Equipment Co., Inc.**  
Tim Wenger  
785-284-3454  
www.hogzilla.com

**Diamond Z**  
Jens Jensen  
800-949-2383  
www.diamondz.com

**DoppstadtUS**  
Sean Grieve  
440-937-3225  
www.doppstadtus.com

**DuraTech Industries**  
Bob Strahm  
800-243-4601  
www.duratechindustries.net

**HAMMEL New York, LLC**  
Gert Semler  
219-929-5824  
www.hammelnyc.com

**Morbark Inc.**  
Kevin Yuncker  
800-233-6065  
www.morbark.com

**Norco Equipment, LLC**  
Nate Burton  
920-264-0235  
www.norcoequipment.com

**Rayco Mfg Inc.**  
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# Spotlight

■Continued from Page 4

ulations impact our business. If something is required to be diverted, it needs to be processed otherwise. Our main challenges are pretty typical – fuel and operating costs, uptime and for some applications – such as biofuel production or compost – product quality and consistency can be crucial. Our products are engineered specifically to address these challenges and when comparing total investment over production life, we can competitively produce the best cost per volume of material processed.”

Norco Equipment follows a “more-for-less” strategy, delivering fuel efficient machines equipped with the features “that owners and contractors need while avoiding unneeded, high-problem, high-cost components. We serve the renewable energy, recycling/waste, and forestry markets,” said Nate Burton, Marketing Services manager. Established in 2009, the company offers PUMA and Dynamic brand equipment. Manufacturing facilities are located in Wisconsin and Michigan, with dealer locations worldwide.

“Our Dynamic 5240 is a mid-size horizontal grinder that processes up to 200 cubic yards per hour. It is smart, simple and offers more for less. This mid-size grinder is the choice for composting, regrind, bark, light C&D, green waste and shingles for several reasons. It is easier to support. A contractor must have balance in his systems, to function economically. A huge grinder may process 400 or 600 cu. yds. per hour, so a contractor must have large loading equipment to feed as fast as the grinder takes material, and transport capability to haul it away. Our product doesn’t require this

and so is easier to move from job to job, and there is no expenditure for additional support equipment,” Burton said.

He noted that heavy grinders and loaders require over-weight and over-size permits, which must comply with restricted transport hours, and can move only on specified arteries. “Our 5240 weighs in at 38,500 lbs. and moves as a legal size load. Our product is also easier to contract, according to our customers who object to high, per-hour rates that huge equipment demands. We’re told that our grinder offers a modest operating cost – for instance, with fuel. Owner reports and trials show that the Dynamic 5240 uses 11 to 14 gallons per hour, processing 175 to 200 cu. yds. per hour – and with fast service! For example, both screens can be changed in 30 minutes with an impact wrench by one man, without crawling into tight spaces,” Burton stated.

He added that the 5240, “Is equipped with a 19KPTO Transfluid clutch that protects the drive system. Unlike other clutches, there is no plate-to-plate contact. The engine, clutch and mill are largely protected by the clutch.” A tracked version of the 5240 will be available by this summer.

DuraTech industrial grinders recycle and convert wood waste, bark, tree clippings, pallets, paper, and other waste into valuable compost, mulch, and fuel for cofiring boilers or feed stock for ethanol production. The company manufactures a full range of heavy duty tub and horizontal grinders, as well as a 12” tree chipper. All horizontal and tub grinders are equipped with CAT diesel engines. The horizontal grinders include the midsized 5064, available with the choice of 475, 540 or 630 hp.

The massive 9564 horizontal grinder is equipped with a 1,050 hp diesel engine for large grinding jobs. Tub grinders include the economical model 2009, with a 9.5’ tub and 325 hp; the model 3010 with a 10’ tub and choice of 475 or 540 hp; and the model 4012 with a 12’ tub and a 950 hp diesel engine. The 3010 and 4012 are available with optional grapple loaders. “We offer our grinders with a pintle hitch, fifth wheel trailer or on tracks. Also, we offer electric motors on some grinders and our 12” tree chipper is available with the option of a 122 hp CAT diesel engine or an 88 hp Kubota diesel engine,” said Heather Strahm, sales and marketing coordinator.

*A college-age pizza delivery boy arrived at Larry’s trailer, and knocked at the door. After giving the pizza to Larry, Larry asked the boy, “What’s the usual tip?”*

*“Well,” replied the youth, “this is my first trip here, but the other guys said that if I get a quarter out of you, I’ll be doing great.” “Is that so?” snorted Larry. “Well, just to show them how wrong they are, here’s five dollars.”*

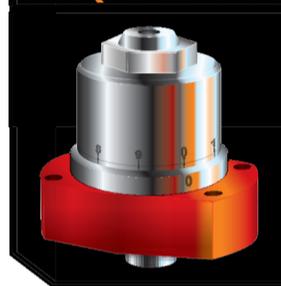
*“Thanks,” replied the youth, “I’ll put this in my school fund.” “What are you studying in school?” asked Larry.*

*The lad smiled and said, “Applied Psychology.”*

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# A Closer Look

by Donna Currie

## EarthSaver Equipment, Inc.

Alex Clinton • 972-496-1460

When Alex Clinton talks about his father, Powell, it's like a history lesson about the wood-waste recycling industry. Clinton said that his father spent months adapting a hay grinder to process wood waste. "That was the beginning of tub grinders for wood waste," he said.

The idea was hatched when Powell saw the enormous amount of wood waste coming from land-clearing operations. He knew that hay grinders might be able to grind wood as well, but they weren't sturdy enough. Powell got a hay baler and took to a lumber mill and worked on it until it could handle lumber "without self-destructing." Hay was easy, but "he needed something more robust to grind wood."

It wasn't enough to make that one machine, so Powell went on the road with his product, talking to wood waste recyclers up and down the west coast. At first, he contracted with a hay grinder manufacturing company to modify their equipment for use with wood, but it didn't take long before he founded his own manufacturing company "to make tub grinders in all sizes."

It wasn't long before the company was selling grinders as fast as they could make them, but it wasn't just the manufacturing that made Powell a trendsetter. "We had recycling yards," Clinton said, in New Jersey, Florida, and California. "We showcased our equipment by running successful recycling yards. Nobody ever did what my dad did. It was kind of a cool idea."

While the yards were designed to show people the equipment, they also showed people how to run a successful recycling yard.

For 20 years, the company continued as a manufacturer of wood recycling equipment, but now they've transitioned to a brokerage company, selling equipment from a number of different manufacturers.

Clinton tells people that he's the company's sales agent, but his job is much more than that. "When you're a small business, you get to wear a lot of hats," he said. And the company is very small – just Clinton and his dad. At times, Clinton's two brothers work for the company as well, but for now, it's a two-man operation.

He said that it used to take a big business to have a marketing department, sales department, accounting, and all the other departments needed to sell machinery. But now, with the help of computers, much of the work is automated, and running from an office at the base of Glacier National Park in Montana.

On the other hand, "our equipment is everywhere," Clinton said. The company contracts with a number of other companies to store and to repair the equipment. When Clinton or his father needs to look at a particular machine in person, he said "you can fly to go to the machine rather than pay to move it."

Clinton said that a big part of the company's success in brokerage is the breadth of his father's knowledge of the wood recycling industry and the machinery involved. "We provide an impartial opinion of what equipment is best for what applications." He said there is no one "best" machine – it's all about matching the right machine for the right application for the right customer.

Not only do Clinton and his father know about new and used machinery for sale, they know how to hunt down parts for customer's machines that are still in service.

Clinton's background in finance also gives him a unique expertise when helping customers figure out "not just how to run it, but how to buy it properly." He can help them figure out how to finance a machine, how to depreciate it properly, and how to make money using the machine. "They want a machine, but what they really want is to make money," Clinton said.

Clinton said that while the electronics in the newer machines have improved over the years, "the mechanics for grinding are sort of the same." But what is starting to change is the product running through those grinders, including shingles.

As the price of oil goes up, the cost of asphalt goes up, and it makes it profitable to grind used shingles to be used as aggregate in new asphalt. Right now, it's still a small portion of the equipment sales, but Clinton believes it will grow.

Another new opportunity is biofuel. "That's been the talk for a number of years in the industry," Clinton said. "Recycling is on everyone's mind, but it's not always the cheapest option."

Not everyone buys a wood grinder for recycling, though. Clinton said that they are often used on development sites when clearing property. What might fill 50 trailers can be condensed to fill 20, cutting down on transportation costs. Grinders are also used for cleanup after natural disasters like hurricanes.

But while Clinton is looking to the future, he's most proud of the company's roots. "Dad was a pioneer," he said. And that pretty much says it all.



—The EarthSaver Team

# Four West Virginia growers need permits

The Environmental Protection Agency (EPA) stated that it has notified four poultry growers in West Virginia to cease discharging pollutants from farms to waterways and obtain the necessary permits that are required by the Clean Water Act.

The agency believes that some farmers in the Shenandoah Valley and West Virginia could benefit from more information about the federal requirements to reduce polluted stormwater runoff. EPA and national and state poultry industry associations are in discussions on developing a program to educate growers on water quality and compliance issues.

"Based on our experience, educating farmers on the requirements of the Clean Water Act goes a long way in helping them to protect and improve local water quality and increase compliance," said EPA regional administrator

Shawn M. Garvin. "We've had good results from working closely with integrators and trade associations, making sure farmers know how they can best reduce runoff and meet their regulatory responsibilities."

EPA issued the orders following inspections this past June of five chicken and turkey operations in West Virginia. The inspections found that four of the five operations were concentrated animal feeding operations (CAFOs) as defined by the Clean Water Act and that they had neither applied for nor obtained the required discharge permits. The fifth grower had already applied for the permit.

Also, at four of the facilities inspected, man-made ditches draining stormwater away from the poultry houses and sheds containing manure and compost allowed pollutants to discharge to waterways during rain events.

# "Go Green" grant will revitalize two gardens at BU

Binghamton University's office of Recycling and Resource Management was recently awarded a \$500 grant from the New York State Association for Reduction, Reuse and Recycling (NYSAR3). The grant will be applied to the construction/restoration of two educational gardens at the school, providing environmental learning opportunities for University students.

According to Martin Larocca, Environmental program manager at Binghamton University, the first garden, newly constructed on the pre-school grounds "will teach the children the process of decomposition, while developing a deeper understanding for our need to reduce and reuse 'waste.'" The garden will have above-ground planting beds, surrounded by a fence, for the safety of both teachers and students. The second project "will be to restore an existing student garden at Harpur College," said Larocca. Science

students will focus on compost and decomposition, as well as drip irrigation, to teach about responsible water usage.

The grant application noted that both gardens will be supplied with compost from Binghamton University's current composting program. Another component of the program will be planting vegetables, fruits and decorative plants in the gardens, and the creation of a seed bank. Throughout the growth period, the students and children will learn the importance of sustainability and the life cycle of seeding plants.

NYSAR3 established the grant program for the purpose of providing start-up money for recycling/waste reduction programs in New York public and private schools. Over 75 schools have benefitted financially from the program, promoting self-sustaining programs and focusing on environmental benefits achieved by instituting recycling/waste reduction programs in schools.

# NHL food

■Continued from Page B1

feed millions of Americans. Food donations redirect these valuable resources to feed people rather than landfills. Food donation is a simple practice, with little or no program start-up cost, that provides needed food to hungry people.

Food disposed in a landfill quickly rots and becomes a significant source of methane, a greenhouse gas 21 times more potent than carbon dioxide. Landfills and the food waste in them account for more than 20 percent of all methane emissions in America. As a result, diversion of food waste from landfills can significantly reduce greenhouse gas emissions. Conversely, composting food waste that is no longer safe for consumption reduces waste by converting food scraps and other organic materials into a medium to grow

plants. Composting food scraps improves soil health and structure, increases drought resistance and minimizes the need for supplemental water, fertilizers and pesticides.

During the championship 2010-2011 NHL season, the Boston Bruins recovered and donated 3,796 meals to the Boston Rescue Mission. This equals about 4,935 lbs. of food that would have been thrown out.

From October 2010 to April 2011, the New Jersey Devils have recovered and donated over 9,550 lbs. of food, translating to roughly 7,346 meals. Preventing 9,550 lbs. of food from going into landfills translates into preventing emission of 8,818 lbs. of carbon dioxide equivalent, which over the four seasons the Devils have worked with Rock and Wrap it Up!, is equivalent to nearly a day of greenhouse gases emitted on the New Jersey Turnpike.

## Compost grows

■Continued from Page B1

unknown, as is their revenues, payroll and other indicators, largely because the industry has no individual classification code. The Compost Council is pursuing a stand-alone industry code for compost, but will take several years to work through the process.

Meanwhile, compost is poised to boom. Right now, only about 3 million American homes have curbside composting, according to Anne Morrissey, CEO of Ucan, a Menlo Park, California, startup that makes a residential compost container. But that number is growing at more than 50 percent a year. Most are in California, Washington, Oregon and Minnesota with some cities in Texas doing pilots, she said.

That leaves a lot of potential compost, because an estimated 33 percent of municipal solid waste consists of food scraps. Most of the rest is lawn clippings and little of either is being composted. Virga estimates that 95 percent of food waste, for example, is not composted.

Change is coming because of state and local mandates requiring 75 percent of municipal solid waste be recycled. "As cities commit to achieving 75 percent recycling, those goals are unobtainable without adding food composting," Morrissey said. "We're definitely going from early stage to a very heavy growth period between now and 2020."

### Composting Tradeoffs

Composting reduces carbon emissions and returns nutrients to the soil. It is widely used for urban landscaping and agriculture and, increasingly, to help manage storm water runoff at construction sites. Composting reduces water and fertilizer use, and helps manage landfills. "We like to think from an environmental and sustainability standpoint, it's much better for society to compost organic waste and turn it into products that benefit the environment and society," Virga said.

In addition to safety concerns, however, air and water quality are issues. Composting releases odors and volatile organic compounds that can compromise air quality. Runoff from composting facilities can contaminate water supplies with pathogens and toxins.

These concerns are leading to tighter rules for issuing permits to composting facilities in California. Edgar said two of the state's local air districts enacted new rules in 2011. "Both those new regulations will raise the bar on increasing capacity in those two districts, making it quite a bit more costly and a lot more difficult to permit new sites," he said.

At the same time, Virga reports state regulators across the country are developing new permits between full-scale solid waste permits and less costly ones issued to leaf and yard-waste recyclers. "The new permits are being designed to make it easier to get source-separated organics like food scraps recycled," Virga said.



Only about 3 million American Homes have curbside composting, but that number is growing at more than 50 percent per year. Much of that growth is driven by state and local mandates requiring certain percentages of municipal solid waste be recycled.

When it comes to water quality, covering compost piles helps to reduce runoff. So can installing storm water capture ponds. Virga expects more regulations requiring such equipment, especially storm water management.

One question is whether consumers will participate. Some cities fine residents who fail to sort organic waste. However, Morrissey recommends making the job more appealing. That's why she developed her container designed for use in kitchens. Morrissey guarantees a 10 percent compliance increase to customers who try her cans.

### New Technologies

Anaerobic digestion is a composting alternative that addresses many environment issues. This process confines compostable material in an oxygen-free container where bacteria break it down and generate energy that can be sold. Since it's contained, air and water quality are smaller concerns. "Currently the cost of doing that is somewhat higher than it is for composting," said Edgar, while noting that in Europe, digestion is popular because of the European Union ban on landfilling organic waste and government subsidies for energy it produces.

Aerating compost rows by forcing air through from above or below promises to improve efficiency and, because some approaches require covering rows, reduce air and water emissions. Membranes that cover rows also can help control odors and volatile organic compounds as well as rain runoff.

Machines that turn compost piles raise the efficiency of the process. And equipment to process raw feedstock, such as grinders, is improving its environmental profile. "Air emission standards are becoming more strict annually, but our engine vendors can supply us with the most current technology,

including Tier 4 compliant engines, that can meet regulations," said Michael Stanton, Southeast regional sales manager at Morbark, Inc., a manufacturer of grinders for composting and other uses in Winn, Michigan. "Morbark can also provide electric powered machines as well."

### Compost of the future

The industry may look somewhat different in a few years, in addition to being larger. For instance, Virga sees

more combined composting and landfill operations. Edgar noted that it makes sense to combine digestion facilities with composters, which can use leftovers from the digestion process as compost feedstock.

All told, Virga said, the industry is making excellent progress and is well positioned for growth. "We're getting better and better in terms of our manufacturing efficiency, environmental controls and safety," he said.

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