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# Reusing and recycling junk utilizing cleanout services

by MIKE BRESLIN

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When man first created junk, he was soon followed by the first junkman who would take or pay for discarded items and try to make a buck. Thus, the scrap industry was born.

But things have evolved enormously. To see the ultimate in American junk, tune into the cable TV show Hoarding Buried Alive. Each episode goes inside the homes of extreme hoarders to explore the psychology behind their compulsion to accumulate and store huge quantities of apparently nonessential things, even trash.

While this show illustrates extreme junkies, Americans seem to be acquisitive by nature with a strong desire to own material objects. Whether packrats by nature or not, individuals and businesses accumulate large collections of items, often of questionable value, often of not worth their time or expense to sort, donate, sell or recycle. This fact of modern life has spawned a new breed of businesses: franchised cleanout services.

Perhaps the best known is 1-800-GOT-JUNK? It responded to the need for reliable, professional cleanouts in 1989 and later took its business model down the franchise route. Since then, the company has grown to approximately 165 locations across Canada, the U.S. and Australia.

What caught the attention of American Recycler News was the 1-800-GOT-JUNK? claim that since its founding they have saved more than 2 billion pounds of junk from landfills by donating or recycling on average 57.7 percent of the junk they remove. That's impressive when compared with the U.S. EPA's 2012 estimate that Americans, in general, had a 34.5 percent individual recycling rate.

1-800-GOT-JUNK? uses an environmental management system to track the



Bright green trucks emphasize the eco-friendly nature of the company.

PHOTO COURTESY OF THE JUNKLUGGERS

composition and final destination of the junk they pick up. It tracks trends over time and provides landfill diversion data to customers. The company does waste stream analysis audits every two years with the most recent completed in Q1 2013, which had the diversion rate of 57.7 percent. Eighteen franchisees randomly selected from the North American market participated in the audit. Together they collected landfill diversion data on over 1,000 jobs during a 3 week period. Data was analyzed and weighted by franchise and region resulting in the system-wide landfill diversion rate.

American Recycler News spoke with Sam Schick, owner and 1-800-GOT-JUNK? franchise partner for the Chicago suburban area, which operates in 220 zip codes.

After being in the retail optical business, Schick purchased his franchise 10 years ago, started with two trucks, one employee and himself. Today the company employees approximately 50 people, has 20 trucks and operates 2-5,000 sq.ft. warehouses, one to the north and the other to the south of the city. Each truck normally operates with a

2 person crew and has a carrying capacity of 15 yards. "Everybody is relieved to get rid of their stuff, but they want to know what happens to it," said Schick. "People don't realize that when they book an appointment with us that we have sorting warehouses. Anything we pick up, we try to recycle it and divert as much as we can from landfill."

Schick explained that a great deal of the material they pick up is furniture and household items which are brought back to the warehouses and stored in specific areas. Anything that is functional is donated free-of-charge to one of several mission groups that come to the warehouse, pickup and then sell the items in their thrift stores. Recyclables like paper, plastics, glass, metal and electronics are sorted into bins and picked up by vendors who usually pay for materials.

"I try to find vendors that will just come and pick it up from me," said Schick. "That saves trucking costs. Any revenue based on the backend through recycling we share with our staff members. Paper, for example, is a commodity with a low recycling value, but if I take it to a transfer station or landfill they charge me to

dump it, which makes no sense at all. The bigger items would be metal, of which we pick up a lot. That's a commodity that's tied to whatever metal prices are. Buyers come to us and pick up. Any profits we make from recycling are shared with our staff. It's an incentive for employees to sort and separate into bins rather than send to a landfill. We don't bring trash into the warehouse, but leave it on the truck, or put another truck next to it and sort that way. We truck the trash to transfer stations where we pay anywhere from \$25 to \$65 a ton for disposal.

Schick said that 80 to 90 percent of his sales come from the 1-800-GOT-JUNK phone number which is serviced by call center personnel. They provide potential customers with information and rates, close sales and book pickups according to the franchisee's zip codes, and schedule the job. There's also an online booking engine where people can book jobs at any time. The balance of Schick's sales comes from repeat customers who call the franchise directly, or from referrals from their corporate national accounts department. He has a local

See CLEANOUTS, Page 4



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## Republic Services releases latest sustainability report

Republic Services, Inc. released its 2014 Sustainability Report, which introduced the company's sustainability plan – the preservation of a Blue Planet™ – and its five pillars of sustainability: safety, operations, materials management, communities, and people.

Blue Planet is the company's commitment to protecting the earth. It also defines the company's approach to environmental responsibility through decreased vehicle emissions, innovative landfill technologies, use of renewable energy, community engagement and employee growth opportunities.

As part of the report, Republic is introducing specific goals that focus on three high impact areas to drive emissions reductions – recycled commodities, renewable energy and fleet operations.

### By 2018, the Republic plans to:

- Add 150,000 tons per year or more of recycling capacity to enable growth of recycling within the communities it serves;

- Develop at least two landfill gas and renewable energy projects per year, resulting in roughly 20,000 tons per year of avoided carbon dioxide; and

- Reduce greenhouse gas emissions from the company's collection vehicles by three percent.

"Because we are striving to be America's preferred recycling and solid waste partner, we evaluated our internal operations to better understand our environmental impact, how to provide effortless solutions to our customers that empower them to do the right thing, and ultimately, ways to make our planet safer and better for everyone," said Don Slager, president and chief executive officer.

### Highlights of the report include:

Placing a priority on safety – Republic is investing in programs and practices that make safety the foundation for protecting its employees and communities. Currently, the company's safety performance - based on the Occupational Safety & Health Administration's recordable rates - is 42 percent better than the industry average.

Reducing the impact of fleet operations – To date, Republic has converted 2,200 trucks to compressed natural gas and has 36 fueling stations nationwide. In addition, its standardized vehicle maintenance program, OneFleet, is improving fuel efficiency and routing.

Managing materials recovery in a responsible manner – The company collected nearly five million tons of recyclable materials in 2014, and continues to make investments in recycling infrastructure that offers recycling solutions to more residents and businesses across the country.

Providing renewable energy resources – Through the capture and use of methane and the offset of fossil fuels, the use of landfill gas provides the economy and environment with significant benefits.

## Call2Recycle to manage Vermont's battery recycling

Call2Recycle, Inc. has been selected by 11 initial companies to develop, implement and promote a mandated single-use battery recycling program in Vermont.

Vermont is the first state to require single use manufacturers to develop a program for collecting and recycling spent primary batteries (including AA, C, D, and other household alkaline batteries), removing them from local landfills. This recycling law goes into effect January 1, 2016.

As required by the Vermont law, Call2Recycle will submit a plan by June 1, 2015, on behalf of the following companies, which currently include: Ace Hardware Corporation, Dorcy International, Duracell/The Gillette Company/Procter & Gamble, Energizer Battery Manufacturing, Interstate Batteries Recycling, Panasonic Corporation, Polaroid, Rayovac/Spectrum Brands, RiteAid, Sony Electronics and Varta Microbattery.

For 21 years Call2Recycle has serviced the state of Vermont with free collection and recycling of rechargeable batteries. Building on its current network of nearly 100 drop-off sites within 10 miles of 86 percent of Vermont residents, Call2Recycle will continue to make it easy and convenient to recycle batteries. Call2Recycle is working with a variety of stakeholders to develop a comprehensive plan for expanding battery recycling in Vermont. Upon approval, Vermont residents will be able to recycle their single-use batteries beginning January 1, 2016.

Call2Recycle has led a nationally embraced stewardship program for collecting and recycling batteries and cell-phones since 1994. It recently celebrated a significant milestone when the organization announced that 100 million pounds of used batteries had been diverted from landfills and responsibly recycled during the past 20 years due to their stewardship work.

## Oklahoma thermostats recycling starts

Covanta Tulsa, Locke Supply and the Oklahoma Department of Environmental Quality (ODEQ) have partnered to provide a convenient way to responsibly recycle mercury containing thermostats in Oklahoma. Intact thermostats can be taken to any Locke Supply for free recycling.

Contractors and homeowners can deliver the out-of-use thermostats to any Locke Supply location across the state. The thermostat recycling containers are sent to the Thermostat Recycling Corporation (TRC). Participants can also contact their local heating, ventilation, & air conditioning (HVAC) contractor to responsibly recycle the thermostats. The program only collects mercury-containing thermostats. For additional items such as battery, mercury thermometers, fluorescent light bulbs, and other devices containing mercury, participants can contact the Oklahoma Department of Environmental Quality, Land Protection Division.

## Carolina Recycling Association recognizes Don Phelps as 2015 Recycler of the Year

Republic Services' general manager, Don Phelps, has been named Recycler of the Year by the Carolina Recycling Association. The award recognizes an individual in the field who has made significant contributions in the last year to the advancement of integrated solid waste reduction in the Carolinas. The Carolina Recycling Association presented the award at its 25th Annual Conference.

Located in Catawba County, the Republic Services Conover Recycling Center is a highly-advanced All-in-One recycling facility that serves more than 146,000 homes throughout Alamance, Catawba, Guilford, Montgomery, Richmond, and Stanly counties. The 49,000 sq.ft. center has the capacity to process more than 400 tons of mixed recyclables per day, or 112,000 tons of materials each year.

Republic's general manager in Conover, Don Phelps, has 25 years of experience in the recycling and waste industry. The Carolina Recycling Association recognized Phelps for his efforts to involve governments, civic groups and customers in the design and development of the Conover Recycling Center, ensuring that the Center would meet community

needs while protecting the local environment. In his capacity as general manager, Phelps oversees four hauling locations, three transfer stations, and one landfill, as well as the company's largest recycling center in the Carolinas.

There are 45 Republic employees at the center and more than 200 people throughout the area.

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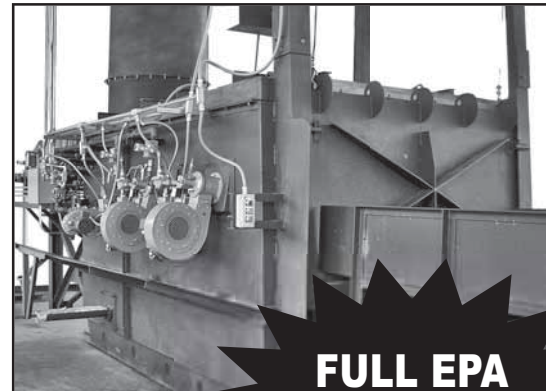
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# Cleanouts

■Continued from Page 1

sales person who follows up on national leads. Seventy-five percent of his sales are residential, with the balance commercial.

"Our primary income is from fees for doing the removals," said Schick. "It's all about the labor we provide, two workers that go into a house, basement, backyard or commercial location, get whatever's there, put in on a truck and take it away. We charge by the volume based on 13 increments starting with a minimum, up to a full truck load. A minimum is \$112. A full truck load for the Chicago suburban area is \$598. Pricing may differ in other franchise areas."

Schick's decision to go the franchise route stemmed from a desire to open his own business without having to develop all the operational systems and have the support from of experienced and successful franchisor. "After 10 years operating my franchise, I have had as much support from 1-800-GOT-JUNK? as I did during my first month in business. We go through a comprehensive operational audit each year conducted by the franchisor. The audit protects the continuity of the brand which is directly connected to the value of my franchise. Consistency in our service model is the key to our success."

Of course one does not need to buy a franchise to start a cleanout business. A strong back, a vehicle of some sort and entrepreneurial spirit can take a person a long way. That's the case of Josh Cohen. In 2004, he began by handing out homemade flyers around Fairfield, Connecticut and quickly discovered there was a demand for an eco-focused

junk removal service. He began his business using his mother's SUV for pickups. The Junkluggers now have a fleet of bright green dump trucks operating in Connecticut, New York, New Jersey, and Pennsylvania with three large corporately-owned territories and five successful franchisees.

Ronnie Esquivel, territory manager for The Junkluggers' Fairfield County, Connecticut and Westchester County, New York franchises shared, "We started out as an eco-friendly company and that's been our main focus: the environment," said Esquivel. I would say that today 90 percent of the stuff we pick up is donated, reused or recycled with the remainder going to transfer stations.

"We began in a very affluent area. A lot of the stuff we handled wasn't necessarily junk, so we emphasized the donation aspect because a lot of people in the area could use recycled items. Many of our customers enjoyed knowing that their items were repurposed back into the community. Yesterday, for example, we dropped off a load of furniture to a family that lost all of theirs in a fire."

For any item that The Junkluggers is able to donate to a qualified charitable organization they obtain a tax deductible receipt and send it to the customer who donated the item.

Most of the materials that The Junkluggers get are donateable items like furniture, appliances and household goods, but they also haul away most any type of miscellaneous solid waste containing potential recyclables. As trucks are loaded, workers sort metal, paper, plastics and electronics, which they later drop off at the appropriate recycling station after each job. Typically each team handles three to four jobs a day. For solid waste, The Junkluggers use a number of transfer stations

that run single-stream sorting where recyclables are culled and separated. Much of the remaining waste is sent to waste-to-energy plants and incinerated to power electricity.

"We have 13 trucks in our corporately owned franchises and 13 more in our privately owned franchises," said Esquivel. "In the summer we hire more workers and can have anywhere from 50 to 100 employees depending on the season. Our workers' professionalism and reliability have been the key to our success. For each new employee, we conduct four days of in-house training; do background screenings and motor vehicle checks. We definitely incentivize our workers through performance-based pay. The more they recycle the more efficient they are for their day and they get a daily bonus."

The bulk of The Junkluggers' income also comes from its service. They charge by volume and have a price-by-loading formula, based on the amount of space filled on the truck. In Fairfield and Westchester counties the minimum charge for one-eighth of a truck is \$120. A full truck is \$630.

Esquivel reported that the majority of feedback he gets from customers is about the donation aspect of the business, knowing that their items will be reused by a family that really needs them. He also said that a number of customers truly want to use an eco-friendly company and know their items will be disposed of properly and responsibly.

Last year The Junkluggers started using storage containers because of the volume of donations. Most of these stored items are damaged wooden furniture, typically not acceptable at most charitable thrift stores. Many of these items go from storage to the New York Covenant Church's Main Street Restoration Program in New Rochelle where homeless men get paid an hourly wage to restore the pieces. The objective of the program is to teach a trade and place homeless individuals into apartments. And, of course, the repaired furniture is recycled back into the community.

"We've proven there's a demand for a reliable, professional and eco-focused junk removal service. It's more efficient to run a business that recycles rather than throw everything in the dump, because you have to pay to drop off at a transfer station and our area has some of the highest tipping fees in the nation," Esquivel concluded.

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## Events Calendar

### May 3rd-6th

**The Federation of New York Solid Waste & Recycling Conference with Trade Show.** The Sagamore, Lake George, New York. 518-541-2548 • [www.nyfederation.org](http://www.nyfederation.org)

### May 4th-7th

**AISTech 2015.** The Iron & Steel Technology Conference and Exposition, Cleveland Convention Center, Cleveland, Ohio. 724-814-3068 • [www.aist.org](http://www.aist.org)

### May 13th-14th

**13th Annual CARE Conference.** Hilton New Orleans Riverside, New Orleans, Louisiana. 706-428-2127 • [www.carpetrecovery.org](http://www.carpetrecovery.org)

### June 2nd-4th

**WasteExpo.** Las Vegas Convention Center, Las Vegas, Nevada. 800-927-5007 • [www.wasteexpo.com](http://www.wasteexpo.com)



## Keep America Beautiful 2015 campaign

Annual campaign restores and renews cities across the U.S.

Keep America Beautiful launched the 2015 Great American Cleanup. Entering its 17th year, the Great American Cleanup is the country's largest community improvement program that kicks off in more than 20,000 communities each spring.

Each year, the Keep America Beautiful Great American Cleanup engages more than 4 million volunteers and participants across the country to take action in their local communities to create positive change and lasting impact. Led by more than 600 Keep America Beautiful affiliates and hundreds of other participating community-based organizations, Great American Cleanup events and education programs help to renew parks, trails and recreation areas, clean shorelines and waterways, remove litter and debris, reduce waste and increase recycling, and plant trees, flowers and community gardens, among other activities to inspire a new generation of community stewards.

In 2014, Great American Cleanup participants:

- Removed 37 million pounds of litter and debris for safer, cleaner communities;
- Cleaned 85,901 miles of streets, highways, trails, waterways and shorelines;
- Cleaned and renewed 130,497 acres of parks, public lands and wetlands;
- Collected more than 250 million pounds of items for recycling or reusing, including PET plastic bottles, electronics, newspaper and more; and
- Planted 41,000 trees and 1.5 million flowers and bulbs to strengthen a community's green infrastructure.

National sponsors of the 2015 Great American Cleanup include Altria, BNSF Railway, Dow, The Glad Products Company, Lowe's and Niagara Bottling.

More than 40,000 Great American Cleanup events will be held nationwide starting in March and continuing through fall. Individuals interested in participating in an event can visit [kab.org/gac](http://kab.org/gac) to learn more about their local Keep America Beautiful affiliate and local Great American Cleanup events.

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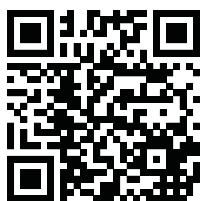


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## Recycling in the bathroom encouraged by KAB

Typical bathroom products like shampoo bottles, toilet paper rolls and toothpaste boxes are significantly less likely to be recycled than kitchen products according to survey results released by the Ad Council.

Nonprofits Keep America Beautiful and the Ad Council have joined with Unilever to expand the conversation around recycling and motivate more Americans to remember to recycle in the bathroom by launching a new phase of the national "I Want To Be Recycled" communications campaign, featuring a brand new series of broadcast and digital PSAs.

According to new research commissioned by the Ad Council, only 10 percent of Americans have a recycling bin in their bathroom, compared to the 45 percent who have recycling bins in the kitchen.

Respondents also indicated that there are clear barriers as to why they aren't recycling in the bathroom, with 52 percent saying they have a lack of knowledge around which items can be recycled in the bathroom and 47 percent saying they do not think about recycling materials in the bathroom.

Created pro bono by San Francisco-based ad agency Pereira & O'Dell and funded by Unilever, the company behind many personal care brands including Dove® and Suave®, this latest installment of the "I Want To Be Recycled" campaign is meant to increase the awareness of recyclable materials in the bathroom and encour-

age consumers to give these products new life through recycling. This new phase of the campaign, which originally launched in 2013, illustrates how products like shampoo bottles can be recycled and transformed into new products, like hair brushes and more. Unilever will extend the campaign this Spring continuing to educate and inspire people to change their bathroom recycling habits.

New TV and digital public service advertisements (PSAs) will continue to direct consumers to the campaign website, [IWantToBeRecycled.org](http://IWantToBeRecycled.org), which includes an interactive game on recycling and comprehensive information on recycling throughout the home. The website offers information on which products to recycle, how to recycle products and what the products could potentially transform into when recycled properly. The site also includes infographics and detailed information on how to find a recycling facility nearby.

Following the Ad Council's model, the new ads will run in space and time entirely donated by the media. To date, media outlets nationwide have already donated nearly \$68 million in support for the campaign. In addition to Unilever, Keep America Beautiful partners of the "I Want To Be Recycled" campaign include the American Chemistry Council, Niagara Bottling, Institute of Scrap Recycling Industries (ISRI), and the City of Austin.

## Texas report quantifies the state's recycling progress

For the first time ever, Texans have a better understanding of how much material they are recycling. The Texas Recycling Data Initiative (TRDI) report quantifies the amount of recycling that occurred in Texas in 2013 and establishes a baseline recycling rate to measure future progress.

The study utilized a voluntary, collaborative, and confidential approach to gather data from hundreds of processors and end users of recyclable material generated in Texas, making it the first of its kind in the state.

"The TRDI process was uniquely collaborative, representing a broad and diverse spectrum of industry representatives," said Thomas Baker, president of the Recycling Council of Texas, a group who represents metal recyclers in Texas. "This study shows that industry is ready to build markets and grow recycling in Texas."

TRDI is led by a partnership between the State of Texas Alliance for Recycling (STAR) and the Lone Star Chapter of the Texas Solid Waste Association of North America (TxSWANA), who started working on the groundbreaking effort in 2011.

The study accounted for traditional recyclable materials, such as glass, metals, paper and plastics, as well as other categories that included organics, construction and demolition materials, electronics and household hazardous waste. The study also identified three select material streams from non-municipal solid waste (MSW) sources, including coal combustion products, non-MSW ferrous and non-ferrous metals, and organic materials.

According to the TRDI report, approximately 6.1 million tons of material from MSW sources were recycled in 2013, the majority of which was construction and demolition material, paper, and yard trimmings. Based on the tons of material recycled and the state disposal data, the baseline MSW recycling rate for 2013 is 18.9 percent.

"While the overall survey response rate was very positive, we did not receive data from all processors. Since the TRDI utilized a rigorous methodology that did not allow for extrapolation or filling data gaps, the 18.9 percent recycling rate is conservative," said Scott Pasternak, project manager from Burns and McDonnell, the consulting firm that completed the report.

In addition to quantifying the amount of material recycled, TRDI also provided data on the economic impact the industry has in Texas. Recycling is an activity that makes use of locally generated raw material resources, and it helps boost local economies by creating jobs and building end markets.

TRDI estimates that processing materials recovered from the MSW stream to prepare them for use by recycling manufacturers supports more than 12,500 jobs in Texas. This figure shows the direct and tangible economic benefit that recycling contributes to Texas and its communities.

The intent of the survey is to be repeated every two years in front of the next state legislative session in order to measure progress and to make the case for increased recycling efforts in communities across Texas.

## IT'S JUST A BAG, RIGHT?

Well, actually, it's more than that. Without a second thought, people throw away any and everything: car parts, bowling balls, mower blades, carpeting, clothing, dead animals... you don't even want to know.

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## Pennsylvania DEP renews Keystone Landfill's permit

The Pennsylvania Department of Environmental Protection (DEP) renewed the operating permit for Keystone Sanitary Landfill in the boroughs of Dunmore and Throop, Lackawanna County, for another ten years. The permit allows the landfill to continue operating as a municipal waste landfill at its existing facility until 2025.

The permit renewal is not associated with Keystone's pending application before the department to expand its existing facility.

The department last renewed Keystone's operating permit in March of 2005. That permit expired on April 6, 2015. Under Keystone's renewal, no adjustments were made to existing permit limits.

"The permit application was thoroughly reviewed by our waste management staff and considered to be in compliance with all existing regulations and conditions," said Mike Bedrin, director of DEP's Northeast Regional Office.

Bedrin added that DEP is reviewing a separate permit application to expand the Keystone Landfill. "The department held a public meeting on February 25 to discuss the expansion application. Given the level of interest, we're in the process of making arrangements for a second public meeting and additional opportunity for public participation."

A separate announcement will be made once those details are finalized. In the meantime, the public may continue to submit comments to the department about Keystone's permit expansion application by email to [rbellas@pa.gov](mailto:rbellas@pa.gov).

## Broken toys recycled for less landfill waste

With three billion toys purchased in 2014 alone, the challenges of what to do with damaged or unwanted toys are greater than ever. Unusable toys that aren't fit for donating can now find a new home other than a landfill. Natural personal care brand Tom's of Maine and TerraCycle® are teaming up during Earth month to offer the first program that empowers families across the country to share in a teachable moment and recycle broken toys into something useful like park benches.

A recent study showed that more than half (55 percent) of parents frequently throw out toys to reduce clutter in their home. Now, families are encouraged to sign up for a Toy Recycling Box, available free at [www.TomsofMaine.com/toyrecycling](http://www.TomsofMaine.com/toyrecycling) while supplies last, and work with friends, community centers and schools to teach kids how to reduce waste.

The boxes come with a prepaid shipping label for an easy return process once full. Everything from dolls to board game pieces can be placed in the box and shipped to TerraCycle free of charge.

"It's not easy to throw away our kids' favorite toys when they are beyond repair," said Susan Dewhirst, goodness programs manager at Tom's of Maine. "However, when they are worn out and can't be donated, recycling or upcycling toys is a simple way to reshape the way kids think about waste. Thirty years ago, we would never have imagined that toy parts could be repurposed into a new picnic table. Imagine the possibilities ahead if we all work together."

Tom's of Maine is focused on a goal of zero waste to landfills by 2020 at its



There hasn't been an established way to keep broken or incomplete toys out of the landfill until now.

PHOTO BY TRAVELIX | DREAMSTIME

manufacturing facility in Maine. As well, through its partnership with TerraCycle, the Tom's of Maine Natural Care Brigade® enlists volunteers to collect personal care packaging from any brand for recycling, helping to keep 11,000 pounds of packaging out of landfills in 2014 alone.

"Parents are able to donate toys, but there hasn't been a way to keep broken or incomplete toys and games out of the landfill until now," said TerraCycle chief executive officer Tom Szaky.

The complete list of toys that can be recycled includes:

- Dolls
- Discarded toys or toy pieces

- Game boards
- Dice
- Cards
- Packaging from board games
- Books with sound
- Handheld electronic games
- Remote control vehicles
- Electronic stuffed animals
- Baby toys
- Building sets
- Stuffed animals
- Puzzle pieces
- Game pieces
- Action figures

Tom's of Maine gives 10 percent of profits back to helping communities and families across the nation.

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## WASTE

# Most Americans don't slow down around refuse trucks

A new survey suggests that although most Americans encounter garbage trucks on the road each week, only a third of people slow down near them while nearly 40 percent are actually tempted to speed around them.

The survey also found that most Americans believe that police officers and firefighters have deadlier jobs despite the fact the waste and recycling collectors have higher fatality rates than these other public service professions, according to Bureau of Labor Statistics (BLS) data.

"Americans need to know that when working around inattentive motorists, collecting waste and recyclables can be dangerous," said Sharon H. Kneiss, president and chief executive officer of the National Waste & Recycling Association. "Drivers need to slow down to get around garbage trucks."

Despite the very risky behavior of the general driving public, research shows that

they strongly support doing something about the problem. Eighty-five percent agree with the statement: "I am in favor of laws protecting garbage collectors on this country's roadways." Once they are informed of the BLS data on fatalities, 90 percent are in favor, with nearly half (48 percent) strongly in favor.

"NWRA is making strides in various states to make these laws a reality. The Association's Slow Down to Get Around campaign has promoted legislation to protect waste workers in the field," said Kneiss. "Through education and increased penalties for distracted drivers and careless drivers, the SDTGA movement will make it safer for the industry's workers to get their jobs done in American communities."

Additional major findings of the survey include:

- Less than 1-in-10 (8 percent) Americans believe that garbage collection has the highest fatality rate among the four

professions listed. (46 percent selected firefighting, 43 percent chose police work, and 3 percent think paramedic work has the highest fatality rate).

- Garbage trucks are noticed. Nearly 9-in-10 (88 percent) see garbage trucks on the road at least once a week, and 1-in-6 (16 percent) Americans see garbage trucks on the road every day.

- Americans are tempted to speed around garbage trucks more than any other kind of service vehicle, with nearly 2 in 5 (38 percent) admitting this. Distant second is a school bus (8 percent), followed by a police car and fire truck (both 3 percent), an ambulance (2 percent), and other service vehicles (8 percent). Men are more likely than women to admit to being tempted to speed around garbage trucks they encounter on the road (42 percent vs. 34 percent, respectively).

- This disregard extends to slowing down around garbage trucks. Only about

1/3rd (32 percent) of Americans slow down around garbage trucks. Far more Americans hit the brakes around ambulances (77 percent), police cars (76 percent), fire trucks (72 percent), and school buses (69 percent).

- A majority (85 percent) of Americans are in favor of laws protecting garbage collectors, with one-third (33 percent) strongly agreeing with the statement "I am in favor of laws protecting garbage collectors on this country's roadways" before being told garbage collection has the highest fatality rate.

- After they're told, 90 percent indicated they were in favor of laws protecting garbage collectors, with over 48 percent now strongly agreeing with the statement.

This survey was conducted online within the U.S. by Harris Poll on behalf of the National Waste & Recycling Association in 2014, among 2,012 adults ages 18 and older.

## Flood Brothers pioneers Bio-Bin compost program

In an effort to improve waste recycling in some Illinois communities, a test program is underway at the Flood Brothers Disposal & Recycling Services, headquartered in Oakbrook Terrace, Illinois' plant to recycle food waste in an innovative way.

Food scraps and other organic material – collected from restaurants, food service organizations and grocery stores – are placed in Bio-Bins filled with earthworms. The worms eat the nutrient rich fruit and vegetables, turning them into compost.

This compost is known as vermicompost, which is valuable as a plant fertilizer.

To create the right composting environment, the bins are filled with recycled newspaper strips. For the process to be successful, the worms need moisture, air, food, darkness and warm (but not hot) temperatures. The newspaper strips hold moisture and contain air spaces for the worms. Temperatures of the bins are monitored regularly to ensure temperatures are within the proper range.

Compost is very versatile. It can be used immediately or stored for a later gardening or planting season.

After the testing phase of the program is complete, Flood Brothers plans to increase the number of Bio-Bins and capability for composting. The compost will then be made available to customers at a nominal cost. It's an earth friendly way to improve the environment by reducing food waste in landfills and reintroducing it into the soil naturally.



Michael Flood tests the temperature of one of the BioBins in the laboratory at Flood Brothers Disposal/Recycling plant.

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## ALTERNATIVE ENERGY

### Washakie Renewable settles with DOJ

The U.S. Environmental Protection Agency (EPA) and the U.S. Department of Justice (DOJ) disclosed a settlement with Utah-based Washakie Renewable Energy that resolves allegations that the company generated more than 7.2 million invalid renewable fuel credits worth more than \$2 million.

From January to October of 2010, Washakie generated more than 7.2 million Renewable Identification Numbers, or RINs, and reported to EPA that it produced biodiesel associated with those RINs at its Plymouth, Utah facility. During that time, Washakie did not produce any biodiesel at the Plymouth facility. The biodiesel associated with the 7.2 million RINs would have accounted for a reduction of emissions equivalent to more than 30,000 metric tons of carbon dioxide. Washakie has purchased and retired from the market an equivalent number of RINs, which achieved this reduction of emissions.

Renewable fuel producers and importers generate RINs for each gallon of renewable fuel in the U.S. market that meets greenhouse gas emissions reduction standards established under the Renewable Fuel Standard. Washakie will pay a \$3 million penalty under the settlement, which was lodged today in the U.S. District Court for the District of Columbia.

"The defendant made quite a profit by failing to adhere to the requirements of the Renewable Fuel Program regulations," said Assistant Attorney General Cruden. "The penalty here sends the message that renewable fuel producers will be held accountable for meeting all legal requirements. The Department of Justice remains committed to taking the profit out of illegal activity."

This is the first case under the second Renewable Fuels Standards in which, as a part of a settlement, EPA secured the replacement of invalid RINs by the producer of those RINs. Because Washakie purchased and retired an equal amount of RINs to the number identified as invalid and used for compliance purposes, EPA does not plan to request that the obligated parties who used the invalid RINs replace them. This reduces the burden on the parties that purchased and used the RINs for compliance purposes.

EPA initially discovered these violations during an inspection of the Washakie facility in Plymouth, Utah in 2010, and uncovered additional information concerning the violations in Washakie's response to information requests and additional investigative work by the agency.

EPA is responsible for developing and implementing regulations to ensure that transportation fuel sold in the U.S. contains a minimum volume of renewable fuel. The Renewable Fuel Standard program – created under the Energy Policy Act of 2005 – was developed in collaboration with refiners, renewable fuel producers and many other stakeholders.

### Progressive Waste Solutions opens Canada's largest natural gas facility

Progressive Waste Solutions Ltd. officially opened its renewable natural gas facility, the largest of its kind in Canada and one of the largest in North America. The facility located in Terrebonne, Quebec, near Montreal, is converting landfill gas to natural gas which is then delivered to the TransCanada pipeline network, via an injection point adjacent to the landfill site.

The facility is designed to process approximately 10,000 cubic feet per minute of incoming landfill gas. The gas generated at the site is the equivalent of fueling 1,500 trucks for 20 years.

The development and construction of the facility cost approximately \$44 million (CAD) and created about 100 development and construction jobs and five operational jobs.

At the plant opening, the company also unveiled the rebranding of BFI Canada to Vision Enviro Progressive in Quebec. In addition, the landfill formerly known as BFI Usine de Triage Lachenaie has been renamed Complexe Enviro Progressive.

Both of these changes were effective as of April 1, 2015.

Complexe Enviro Progressive is the home of the first biogas-fueled

electric power plant in Quebec. Opened in 1996, it produces enough electricity to power 2,500 homes per year and will continue to provide a renewable energy source for the local community. This facility won the 1997 Énergie award in the Environment Category.

Currently, Progressive Waste Solutions operates approximately 200 CNG powered vehicles in Canada and through its normal replacement of its fleet is on track to have up to 55 percent of the total number of vehicles it replaces annually in Canada and the U.S. fueled by CNG.

### Bluesphere Corp. breaks ground on North Carolina waste-to-energy project

Bluesphere Corp., a clean energy company that develops, manages and owns waste-to-energy projects, broke ground on both its first waste-to-energy project and new U.S. headquarters in Charlotte, North Carolina.

In attendance for the ground breaking was the Mayor of Charlotte, Daniel Clodfelter and corporate representatives from Duke Energy, who has contracted to purchase electricity which will be produced from the ongoing conversion generated by this project.

The Bluesphere facility will produce 5.2 megawatts of clean energy from uneaten food that would normally end up in local landfills. That electricity will then be sold to Duke Energy to provide power to local homes and businesses.

The National Resource Defense Council estimates roughly 40 percent of food is wasted in the U.S. every year, amounting to a \$165-billion loss. Bluesphere said their solution is a "win-win" for all involved.

"This facility is the ultimate landfill because we take waste in the back end, nothing going out. There's no smell, zero product, just electricity and compost," said chief executive officer Shlomi Palas. Bluesphere hopes to be operational by the end of the year and to have 11 additional facilities around the world built by 2018.

Bluesphere generates electricity from biogas derived from organic waste and sells this electricity to electric companies.

### CNG station to be built in Kansas

TruStar Energy has been awarded the contract to design and build a large public access fueling station for CNG Energy LLC, to support Liberal, Kansas and the surrounding area.

CNG Energy vice president Rocky Ormiston, looked to CNG to power their 12 Kenworth tractors, which are scheduled to haul ethanol co-products from the local ethanol plant as well as corn and sorghum into the plant.

"It all started with our family farm. We have been using CNG to power our irrigation engines for 20 years," said Ormiston, adding that the advent of the 12-liter Cummins Westport engine made the decision to move to CNG-powered tractors relatively easy.

"Two things that we immediately appreciated with natural gas were the cost per MCF and its price stability over time," said Ormiston. CNG has been considerably cheaper on a gallon equivalent when compared to diesel.

The CNG energy station will feature two public fast-fill dispensers with volume that will support not only their own 12 tractors, but other commercial fleets and private vehicles as well. This was something that went into the planning of the station from the very beginning.

Ormiston said the station is scheduled to be online in late June.



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## INDUSTRY PROFILE

## A Closer Look

by Donna Currie

## Green Citizen

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Green Citizen was founded on Earth Day in 2004 by James Kao, who was a software engineer by training. The inspiration for the business came when he saw a television program about the e-waste crisis and how most of the e-waste in the U.S. was being shipped overseas where it wasn't being handled properly, according to Florian Nischwitz, the company's area center manager.

The company's first location was in Palo Alto, California and now it has multiple drop-off centers in the Bay area "where people can drop off their electronics for free," Nischwitz said.

He said that the question was always, "Where do you bring this?" when people had electronics to dispose of, so Green Citizen made it easy by putting its drop-off locations in prime retail locations.

Unlike scrap or salvage yards that are located in industrial areas, Green Citizen's locations are in "a real store in a strip mall" where customers can drop off their electronics and learn about recycling.

At some of those locations, customers can also buy refurbished electronics or have documents shredded. There are also machines that destroy hard drives for customers who ask for that service.

Since the market for materials has declined there is a \$.50 per pound voluntary recycling fee. Nischwitz said that most people seem pretty receptive, but the fee is not required for those who simply want to drop electronics off.

Besides the six eco-centers in malls, Green Citizen also has six eco-drops located in hardware stores. The eco-drops don't have any additional services available, like the document shredding or hard drive destruction, but people can drop off any electronics the size of a desktop computer or smaller. The hardware stores place them in bins that Green Citizen picks up regularly.

Green Citizen also picks up from local high tech businesses and commercial buildings – as long as the business has 10 or more qualifying products – Green Citizen will schedule a pickup. Nischwitz said that in general, the qualifying products have either a screen or a CPU. For example, laptops, desktops, monitors, televisions, smart phones and tablets would all qualify as one of the required 10 items.

Material that comes in through the eco-centers is presorted, while the material from the eco-drops needs to be sorted when it arrives at Green Citizen's headquarters. "We don't treat it as trash," Nischwitz said. Serial and model numbers are tracked so there is evidence of recycling.

Since the state of California subsidizes the cost of recycling anything with a screen (consumers pay a recycling fee at the time of purchase), it's even more important to track those items along with the purchaser's information to ensure that California is only subsidizing products bought in the state. "We're trying to be way above what the state requires," Nischwitz said.

The company has a re-use department that refurbishes electronics and components for resale, either through local centers or online. "Re-use is the best form of recycling," Nischwitz said, and about 30 percent of what comes in can be resold. The remaining 70 percent is recycled.

Nischwitz has been with the company for about two years and said that while he hadn't specifically wanted to work for a recycling company, he "wanted to work for a company that has an impact on the environment."

Besides helping the environment, he said that the company is good for the people who work there. The eco-centers hire college graduates with environmental science degrees who want practical experience in how a business is run. "It's an interesting business model," he said. "It's like a reverse supply chain."

Born in Germany, he said that the German recyclers have a little better system in place when it comes to recycling electronics, but that Green Citizen is doing its part. In the two years he's been with the company, they opened more centers, instituted the eco-drops, and started document shredding and Styrofoam recycling.

He expects that in the next five years they will have a similar facility set up in Los Angeles and will be working on another one in New York City. "Our vision is that we can replicate this model all over the U.S.," he said.



## ELECTRONICS

## LG Electronics wins 2015 Design for Recycling Award

The Institute of Scrap Recycling Industries (ISRI) disclosed that LG Electronics, Inc. is the recipient of the 2015 Design for Recycling® (DFR) Award for advanced new television products that emphasize recycling during every lifecycle phase. The DFR Award is ISRI's highest award given annually to the most outstanding contribution to products designed with recycling in mind. It recognizes proactive steps made by manufacturers that have actively incorporated DFR principles into products and processes.

LG is specifically being recognized for its 4K Ultra HD OLED and LED TVs. The product design for these models include the following recycling-friendly traits: mercury-free display panels; use of recycled and recyclable plastics; inclusion of PVC and BFR-free components; small and lighter packaging; ease of disassembly and label/seal separation; and standardized materials and connection types.

LG will receive the award during the 2015 ISRI Convention and Exposition in Vancouver, British Columbia.

To be eligible for ISRI's Design for Recycling Award, a product must be designed/redesigned and manufactured to:

- Contain the maximum amount of materials that are recyclable;
- Be easily recycled through current or newly designed recycling processes and procedures;
- Be cost effective to recycle whereby the cost to recycle does not exceed the value of its recycled materials;
- Be free of hazardous materials that are not recyclable or impede the recycling process;
- Minimize the time and cost involved to recycle the product;
- Reduce the use of raw materials by including recycled materials and/or components; and
- Have a net gain in the overall recyclability of the product while reducing the overall negative impact on the environment.

## Impact Recyclers forms network of certified recyclers

In an effort to expand the national footprint of likeminded IT asset and electronic waste recyclers, Impact Recyclers launched a network of certified electronic recyclers, with operations in California, Colorado, Indiana, Georgia, Minnesota and New York.

The formation of this network marks the largest of its kind; providing secure, eco-friendly services with a dedication to social impact. Members of the Impact Recyclers network hire people who are willing and able to work, but who have the hardest time getting a job, including people on the autism spectrum, who have been in the justice system or with physical disabilities.

Impact Recyclers collectively recycled 25 million lbs. of electronics in 2014. All members are licensed, bonded, insured and meet R2 and/or e-Stewards certification requirements. Impact Recyclers provides a comprehensive and secure way to eliminate electronic waste.

Services include:

- Comprehensive IT and e-waste recycling capabilities including secure data destruction, collection, sorting, deconstruction, refurbishing and resale
- Full-service processing of electronics including computers, servers, hard drives, TVs, copiers, printers, telecommunication equipment, tablets, mobile and smart phones, tablets, etc.

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METALS

# Steel imports decrease 18 percent in February

Based on preliminary Census Bureau data, the American Iron and Steel Institute (AISI) reported that the U.S. imported a total of 3,584,000 net tons (NT) of steel in February 2015, including 2,832,000 NT of finished steel (down 18.4 percent and 20.7 percent, respectively, vs. January final data). Year-to date (YTD) total and finished steel imports are 7,977,000 and 6,405,000 NT, respectively, up 23 percent and 36 percent respectively, vs. the same period in 2014.

Key finished steel products with a significant import increase in February compared to January are heavy structural shapes (up 46 percent), tin plate (up 18 percent) and sheet and strip hot dipped galvanized (up 12 percent). Major products with significant YTD import increases vs. the same period last year include cut lengths plates (up 120 percent), line pipe (up 104 percent), heavy structural shapes (up 83 percent), cold rolled sheets (up 62 percent), standard pipe (up 55 percent), tin plate (up 42 percent), plates in coils (up 40 percent), oil country goods (up 40 percent), hot rolled sheets (up 30 percent) and sheets and strip hot dipped galvanized (up 21 percent).

In February, the largest volumes of finished steel imports from offshore were from South Korea (481,000 NT, down 43 percent vs. January final), China (265,000 NT, up 34 percent), Turkey (235,000 NT, down 21 percent), Japan (211,000 NT, down 13 percent) and Germany (138,000 NT, down 10 percent). For two months of 2015, the largest offshore suppliers were South Korea (1,318,000 NT, up 60 percent), China (462,000 NT, up 26 percent), Japan (452,000 NT, up 38 percent) and Turkey (533,000 NT, up 78 percent), Brazil (297,000 NT, up 271 percent).

| U.S. IMPORTS OF FINISHED STEEL MILL PRODUCTS<br>BY COUNTRY OF ORIGIN (Thousands of Net Tons) |          |          |             |                  |                               |
|--|----------|----------|-------------|------------------|-------------------------------|
|  | FEB 2015 | JAN 2015 | 2014 Annual | 2015 Annual Est. | % Change 2014 Annual vs. 2013 |
| SOUTH KOREA  | 481      | 837      | 5,449       | 7,906            | 45.1%                         |
| TURKEY   | 235      | 299      | 2,199       | 3,200            | 45.5%                         |
| CHINA  | 265      | 198      | 3,189       | 2,775            | -13.0%                        |
| JAPAN  | 211      | 242      | 2,106       | 2,713            | 28.8%                         |
| BRAZIL   | 106      | 191      | 810         | 1,783            | 120.0%                        |
| GERMANY  | 138      | 155      | 1,278       | 1,757            | 37.4%                         |
| TAIWAN   | 101      | 114      | 1,188       | 1,245            | 4.8%                          |
| All Others   | 1,295    | 1,537    | 17,531      | 17,048           | -2.8%                         |
| TOTAL  | 2,832    | 3,573    | 33,751      | 38,428           | 13.9%                         |

# CalRecycle awarded \$1.74 million in settlement

The Department of Resources Recycling and Recovery (CalRecycle) has reached a \$1.74 million settlement agreement with San Leandro-based Alco Iron & Metal Co. An extensive investigation revealed the beverage container and scrap metal processing business claimed refunds on California Redemption Value beverage containers it later sold to a company that redeemed them a second time. As a result, the state refunded CRV twice on the same beverage containers.

Alco has been under investigation since 2011, after CalRecycle received documents obtained during an investigation by the California Department of Justice. During its own investigation that followed, CalRecycle reviewed Alco transactions that occurred between December 2009 and February 2011. During that time, records show Alco processed 2.23 million pounds of aluminum beverage containers and 2.82 million pounds of plastic containers, resulting in \$6.6 million in payments from the state's beverage container recycling fund. Instead of shipping all of the previously redeemed materials to legitimate end users as required by law, Alco resold 487,926 pounds of the aluminum and 496,121 pounds of the plastic beverage containers to a non-certified recycler, Wan Best Trading of Daly City.

As part of the settlement, Alco agreed to pay \$1.54 million resulting from CalRecycle's payment on the previously redeemed materials. Alco will also pay \$21,452 in restitution and interest for other violations discovered during CalRecycle's investigation, including splitting loads of aluminum in order to circumvent daily load limits and filing claims on ineligible material (including out-of-state containers). When the \$13,800 in penalties and \$174,200 cost of the investigation are factored in, the amount Alco agreed to pay under the terms of this agreement is \$1,744,564.

Alco facilities in San Leandro, Vallejo, and Stockton will retain their CRV program certification on a Last Chance Reinstatement basis for the next five years. Any illegal or fraudulent claims or conduct committed by Alco will result in immediate certification revocation.

The operators of Wan Best Trading are believed to have fled to China.

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METALS

ISRI details devastating effect of West Coast ports dispute on recyclers

The Institute of Scrap Recycling Industries (ISRI) president Robin Wiener sent a letter to U.S. Department of Commerce Secretary Penny Pritzker expressing “concern with the long-term impacts of the recent West Coast ports dispute on the health of the economy, the recycling industry, and our balance of trade.” The letter outlined the significant role the recycling industry plays in the country’s exports and overall economy and how costly disruptions like the West Coasts ports must be avoided in the future.

Excerpts from the letter follow:  
Since President Obama first took office in 2009, net exports of scrap have contributed \$120 billion to the U.S. balance of trade and maintaining access to overseas markets is vital to the health of our industry. The U.S. annually exports more than 40 million tons of scrap to 160 countries around the globe every year, with total U.S. scrap exports valued at more than \$23 billion in 2013. This amounts to 30 to 40 percent of the annual industry revenue. And while falling commodity prices were already hurting the recycling industry, the West Coast ports situation had an equally damaging effect on recyclers across the country. The knock-on effects of the labor dispute between the International Longshore and Warehouse Union and Pacific Maritime Association caused production lines across the country to slow, shipments to retailers to dwindle, and manufacturing jobs to be lost. It may

be surprising to some, but the recycling industry is the perfect case study for the collateral damage caused by the ports dispute. In fact, scrap is the top export by volume out of the ports of Los Angeles and Long Beach.

Fortunately a complete shutdown appears to have been averted as that would have been even more devastating. Using figures from 2013, before the slowdown, an estimated \$25 million of scrap exports were put on container ships and sent overseas every day. This would have be lost each day the ports were shutdown. Despite the deal, we still don’t know the long-term costs, many of which can be catastrophic. Key overseas markets for scrap exports from the West Coast last year included China (\$4.2 billion), Taiwan (\$1.1 billion), South Korea (\$1.1 billion), Japan (\$402 million), and Thailand (\$200 million). These are critical and extremely competitive markets for U.S. scrap exports, especially at a time of slowing global growth, a stronger U.S. dollar, and falling commodity prices.

The port dispute hit much closer to home for many American workers. Scrap exports support 35,000 jobs in California, Washington, and Oregon, and hundreds of thousands more across the country that process, broker, ship and perform numerous other roles in the manufacture of recycled commodities. Many of these workers lost their jobs or saw a reduction in hours as a result of the slowdown.





| Commodity               |               | Zone 1   | Zone 2   | Zone 3   | Zone 4   | Zone 5   |
|-------------------------|---------------|----------|----------|----------|----------|----------|
| #1 Bushelings           | per gross ton | \$160.00 | \$165.00 | \$180.00 | \$210.00 | \$250.00 |
| #1 Bundles              | per gross ton | 159.00   | 160.00   | 170.00   | 210.00   | 250.00   |
| Plate and Structural    | per gross ton | 160.00   | 160.00   | 180.00   | 195.00   | 245.00   |
| #1 & 2 Mixed Steel      | per gross ton | 162.00   | 165.00   | 185.00   | 220.00   | 245.00   |
| Shredder Bundles (tin)  | per gross ton | 98.00    | 100.00   | 140.00   | 145.00   | 180.00   |
| Crushed Auto Bodies     | per gross ton | 98.00    | 110.00   | 140.00   | 145.00   | 180.00   |
| Steel Turnings          | per gross ton | 89.00    | 87.00    | 89.00    | 100.00   | 140.00   |
| #1 Copper               | per pound     | 2.31     | 2.00     | 2.50     | 2.35     | 2.55     |
| #2 Copper               | per pound     | 2.19     | 1.88     | 2.36     | 2.20     | 2.40     |
| Aluminum Cans           | per pound     | .58      | .59      | .65      | .60      | .65      |
| Auto Radiators          | per pound     | 1.40     | 1.41     | 1.60     | 1.28     | 1.62     |
| Aluminum Core Radiators | per pound     | .57      | .55      | .60      | .65      | .68      |
| Heater Cores            | per pound     | 1.10     | 1.20     | 1.15     | 1.20     | 1.39     |
| Stainless Steel         | per pound     | .45      | .40      | .56      | .56      | .53      |

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

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

PAPER

AF&PA issues U.S. February paper reports

The American Forest & Paper Association released its February U.S. paper reports.

Containerboard

Containerboard production was essentially flat compared to February of last year. The month-over-month average daily production compared to January 2015 was 2 percent lower. The containerboard operating rate for February decreased to 94.7 percent from January’s 96.3 percent.

Kraft Paper

Total Kraft paper shipments were 116.9 thousand short tons, 6 percent lower than January 2015. Bleached Kraft paper shipments decreased to 8.3 thousand tons compared to January’s 9.4, while unbleached Kraft paper shipments decreased from 115 thousand tons to 108.6. Overall, shipments for the first two months of 2015 were 6.6 percent lower than the same period in 2014. Total month-end inventories increased to 85 thousand tons.

Printing-Writing Paper Report

According to the report, total printing-writing paper shipments decreased five percent in February compared to February 2014, with inventory levels essentially unchanged from January.

Uncoated free sheet (UFS) paper shipments in February decreased seven percent compared to February 2014. Imports of UFS decreased 10 percent

year-over-year in January, following 14 consecutive months of increases.

February coated free sheet (CFS) paper shipments decreased 1 percent compared to February 2014. Imports of CFS papers increased 10 percent in January compared to January 2014, the ninth consecutive year-over-year increase.

Uncoated mechanical (UM) paper shipments increased 1 percent in February, the second consecutive month increase. Imports of UM papers were down 14 percent in January.

Coated mechanical (CM) shipments in February decreased 8 percent relative to February 2014, with the lowest level of shipments since 1995. Exports of CM increased 16 percent in January, the first increase in the past four months.

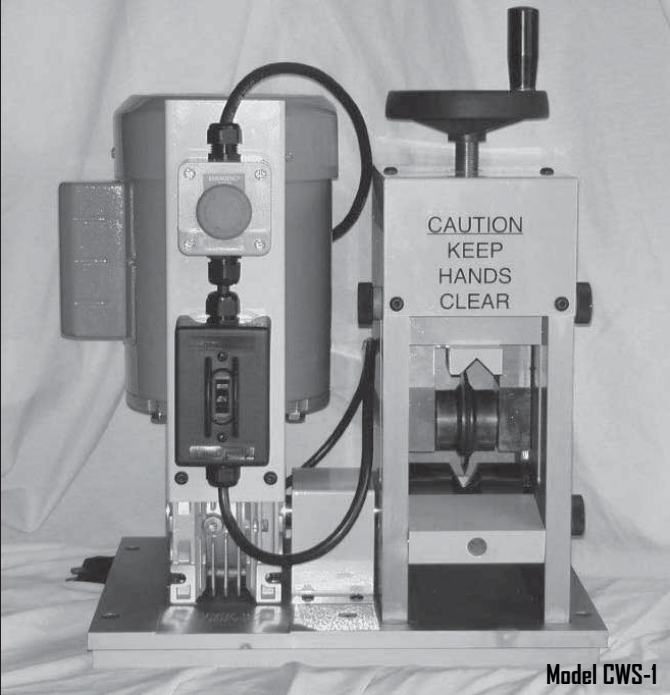
Paperboard Report

Total boxboard production decreased 1.8 percent when compared to February 2014, and decreased 9.0 percent from January. Unbleached Kraft boxboard production decreased over the same month last year and decreased compared to January.

Total solid bleached boxboard and liner production increased when compared to February 2014, but decreased compared to January. The production of recycled boxboard decreased compared to February 2014 and decreased when compared to January.

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## CONSTRUCTION & DEMOLITION

### C&D recycling characteristics compiled

More than 70 percent of the Construction and Demolition (C&D) material generated in the U.S. is recycled, according Dr. Timothy Townsend of the University of Florida, speaking at C&D World 2015, the Annual Meeting of the Construction & Demolition Recycling Association (CDRA). He added that the area of landfill avoided by recycling this amount of C&D annually is equivalent to more than 440 acres at a waste depth of 50'.

Townsend added that C&D, which includes concrete, asphalt, wood, dry-wall, metals, asphalt shingles and many other materials generated during road, bridge and building projects, is created at a rate of nearly 480 million tons per

year, making it the largest individual waste stream in the country.

Townsend's remarks were based on a C&D White Paper that his research team was commissioned to develop by the CDRA.

Ed Sullivan, chief economist for the Portland Cement Association (PCA), predicted that construction activity would increase 5.5 percent in 2015, including a 17 percent increase in new housing starts. It might even be higher, he said. However, he cautioned that even after the 17 percent increase in activity in that sector, that is still relatively low because housing starts have been so low for so long.

A C&D White Paper provided data on the energy saving and greenhouse emis-

sions avoidance as a result of recycling C&D materials. In the report, which is available to all members of the CDRA, it states that the C&D recycling industry is responsible for the direct support of 19,000 jobs, with the direct annual output (revenue) of the industry to be approximately \$7.4 billion.

"This report proves the incredible value and importance of the C&D Recycling Industry," said Valerie Montecalvo, president of the CDRA and also president of Bayshore Recycling, Keasbey, New Jersey. "This shows that C&D is one of the largest material streams in the U.S., and that recycling these materials provides tremendous economic and environmental benefits."

### NAPA pavement awards open

The National Asphalt Pavement Association's (NAPA) Awards program began accepting nominations for its Quality in Construction and Operational Excellence Awards. Nominations are made online at [www.AsphaltPavement.org/Awards](http://www.AsphaltPavement.org/Awards).

The Quality in Construction Awards recognize outstanding pavements in the following categories: Asphalt Pavements Using More Than 50,000 Tons, General Paving Projects Using Less Than 50,000 Tons, and Airport Pavements. Additional recognition is awarded for the use of sustainable paving practices and for innovative projects. Nominations can be submitted by any pavement contractor or pavement owner through October 9, and

winning projects will be highlighted at the NAPA 2016 Annual Meeting in February.

Annually, the top airport pavement receives the Ray Brown Airport Pavement Award. In addition, the 10 highest ranking general paving projects are recognized with the Larry H. Lemon Award. The top asphalt highway projects using more than 50,000 tons undergo further testing and analysis, and are placed into contention for the coveted Sheldon G. Hayes Award.

The Operational Excellence Awards recognize NAPA member companies for best practices in asphalt operations, safety, community relations, ecological practices and marketing. The deadline for nominations is December 4.

### 300,000 lbs. of scrap roofing recycled

DaVinci Roofscapes, located in Kansas recycles more than 300,000 pounds of polymer roofing tile scraps each year.

"Most manufacturing operations have scrap materials," said Bryan Ward, vice president of operations at DaVinci Roofscapes in Lenexa, Kansas. "The difference here is that every roofing tile we create is 100 percent recyclable, so we are able to reuse every pound of scrap that comes off our production line into our roofing material's starter shingles. This saves a significant amount of material from going to the landfill, along with making us an efficient, environmentally-friendly operation."

DaVinci offers two recycling programs that provide a way for roofers to return scraps, cuttings and unused synthetic roofing material to the company's facility for recycling.

Waste products from a job site can be returned to DaVinci's Kansas plant for recycling (with shipping paid for by DaVinci within a 500 mile radius of the plant) and expired tiles (those older than 50+ years old) can also be returned for recycling. Ward estimates that almost 5,000 pounds of product are returned from field projects each year for recycling.

## ELECTRONICS

### Kyocera starts national phone recycling plan

Kyocera Communications Inc. announced a nationwide cell phone 'Take Back' recycling program, free to consumers wishing to dispose of unused mobile phones of any brand. The program is facilitated by SecondWave Recycling, an organization that facilitates free phone recycling to support charities, and for every 4 phones recycled for their raw materials, a donation of \$1 will be made to Cell Phones For Soldiers, a nonprofit organization dedicated to providing cost-free communication services to active-duty military members and veterans.

Nearly 2 billion mobile phones are sold each year globally and, according to the U.S. Environmental Protection Agency, only 13 percent of unused phones are recycled in the U.S., with the remaining 87 percent going to landfills or incinerators. Kyocera Corp.'s founding philosophy of harmonious coexistence guides the company to be stewards of the environment and the communities in which it operates. Kyocera Communications has received more recycling awards from the City of San Diego than any other company since the division's establishment 15 years ago.

The 'Take Back' program is convenient and free, and all brands are accepted. Donors can print free shipping labels at [www.kyoceramobile.com/sustainability](http://www.kyoceramobile.com/sustainability) and Kyocera will provide shipping containers for phones at no charge to those who need them. SecondWave Recycling will receive the phones and break them down for their recyclable raw materials.

For every 4 phones recycled, Cell Phones For Soldiers will receive \$1, which funds 30 minutes of long distance phone service for military troops and veterans stationed away from their homes and families. A longstanding supporter of Cell Phones For Soldiers, Kyocera already has provided more than 50,000 minutes of long-distance service to date through past recycling programs.

### R2 Certification upgrades made at Sims U.S. sites

Sims Recycling Solutions, a provider of IT asset disposal services, upgraded their Responsible Recycling (R2) certification from R2:2008 to the latest R2:2013 standard. Sims maintains the R2 certificate in the U.S., India and Australia.

R2 certificate offers general principles and practices for IT equipment disposal vendors.

Included in this upgrade, tools and resources were made available to R2-certified facilities along with an implementation guide. Guidance was also provided for identification of acceptable downstream vendors, tracking of focus materials and avoidance and corrections of common non-conformances.

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## INTERNATIONAL

### New Petcore Europe president

Petcore Europe, the Brussels based association representing the PET value chain in Europe, elected a new president – Mark Kenrick from Lotte Chemical UK Ltd.

Kenrick takes over from Roberto Bertaggia (Gruppo M&G), who chaired Petcore Europe since it was established two years ago, and the former Petcore for several years.

Kenrick is the chief executive officer of Lotte Chemical UK Ltd, a UK manufacturer of PET. A mechanical engineer by background, he has experience in technical, operational, and general management roles mainly in the Polyester Industry in Europe, U.S. and Brazil. Kenrick is also treasurer of CPME, The Committee of PET Manufacturers in Europe, one of the association members of Petcore Europe,

alongside the PET converters, recyclers, machinery and other suppliers to the PET industry.

Another board member stepped down, Stephen Short (Indorama). He is replaced by Carlos Molina from CEPESA.

The board of Petcore Europe is composed of Mark Kenrick (Lotte Chemical), Roberto Bertaggia (M&G), Carlos Molina (CEPSA) all representing CPME, Mathieu Haels (Plastipak) for EuPC, Marc De Voogd (ALPLA) for Forum PET Europe, Joachim Eckstein for EuPET, Casper Van Den Dungen (PolyRecycling) and Christian-Yves Crépet (Sorepla) for PRE (Plastics Recyclers in Europe), Christoph Wöss (EREMA), Ian Appleyard (ColorMatrix), Marcel de Botton (Logoplaste) and Patrick Peuch (Petcore Europe).

### Lindner sets up U.S. subsidiary

Lindner reSource GmbH, a manufacturer of shredding technology for the plastics industry, is now represented in North America by its own subsidiary. Lindner Resource America LP of Atlanta, Georgia, will handle sales and technical service for the Lindner Group's complete portfolio, which covers all processing equipment upstream of the actual extruder for plastic recycling operations. Included in this range are a

wide selection of single-shaft shredders and granulators, high-performance washing systems for the thorough cleaning of post-consumer plastics, as well as the associated conveyor technology.

The Lindner Group headquartered at Spittal/Austria was established in 1948 as a mechanical engineering and equipment construction company and has evolved into a supplier of shredding technology for industrial applications.

*Most people believe that if it ain't broke, don't fix it.*

*Engineers believe that if it ain't broke, it just doesn't have enough features yet.*

#### MODERN PLASTIC RECYCLING FACILITY FOR SALE



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The PET recycling facility has a capacity of 7,200,000 lbs. input per month. The sorting line consists of positive TiTech optical sorters and Bollegraaf conveyors. Grinding systems have Herbold granulators. The plant has clear and colored caustic wash lines with dry and wet cleaning stations.

The caustic/PET flake application line produces 3,500,000 lbs. per month of clear FDA approved flake for bottle to bottle material.



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## NEW PRODUCT SHOWCASE



### AMERIMULCH INTRODUCES THE MOBILETROM COLORING SYSTEM

Amerimulch, a member of the ChromaScape® family of brands, released its new MobileTrom™ coloring system.

The simplicity of the ColorTrom is available in a self-contained, portable unit. If you are looking to enter the color-enriched mulch industry, or simply expand your current operation, and if 100 yards per hour hits your production target, the MobileTrom is the equipment for you!

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### DOOSAN DX255LC-5 EXCAVATOR SPORTS SMART POWER CONTROL

The 184 hp Doosan DX255LC-5 crawler excavator has been added to the Tier 4-compliant lineup, featuring improved performance, operator-focused comfort, fuel economy and jobsite durability.

A new selectable feature, Smart Power Control (SPC), consists of two systems – variable speed control and pump torque control – that work together to improve machine efficiency while reducing fuel consumption. The engine control unit automatically manages SPC when it is engaged. Each of the four power modes will function with SPC engaged or disengaged; however, SPC can be active only in the digging work mode.

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### DUST CONTROL TECHNOLOGY OFFERS DUSTBOSS DB-M

Dust Control Technology's DustBoss® DB-M Mini is built to provide effective suppression without material disruption or saturation.

The standard boom length is 2', but can be specified up to 15'. It is fitted with a misting head featuring nine atomizing nozzles. Water is fed through a standard 3/4" swivel hose coupling or an optional 1-1/2" NPT connection. The water travels through a 75 mesh filter to the head, where the atomizing nozzles fracture the flow into millions of droplets, which are distributed evenly.

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### MASABA INTRODUCES SIDE DUMP UNLOADER

Masaba now offers a Masaba side dump truck unloader, the newest addition to its full line of truck unloaders.

This innovative solution eliminates dumping material on the ground and re-handling. This unit features an 8' x 40' hopper with a 30 cubic yard capacity. Under the 3/8" steel hopper is a 36" x 52' conveyor driven by heavy duty drives.

Masaba's side dump unloader can be completely customized to meet specific operational needs. The unit may be stationary or skid-mounted and is easily placed to feed other equipment.

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### UNTHA WASTE SHREDDER LAUNCHES XR CUTTER

UNTHA Shredding Technology's robust XR Cutter is attracting a lot of attention due to its ability to produce a high quality solid recovered fuel (SRF) in a single pass, with double the output per tonnage of competing machines.

This is achievable thanks to UNTHA's completely new high torque, slow speed Eco Drive concept. Modern water-cooled synchronous motors work continuously without overheating, ensuring minimal disruption and highly sought-after uptime. This also keeps ongoing running and maintenance charges minimal.

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## BUSINESS BRIEFS

### Glenn Godwin joins Harris Waste Management

■ Harris Waste Management Group, Inc., Baxley and Cordele, Georgia, has hired Glenn Godwin as director of quality and safety as of April 20, 2015.

Previously Godwin was operational excellence manager at an Imerys mining and processing facility in Andersonville, Georgia, where he was responsible for 5S implementation, achieving cost reductions and facilitating continuous quality improvement. Godwin brings over a decade of experience to Harris, having quality, safety, management and leadership experience at a variety of companies throughout the state of Georgia.

Godwin holds a Bachelor's Degree in Mechanical Engineering from Georgia Institute of Technology in Atlanta.

### Hirschmann names quality assurance engineer

■ Hirschmann Automation and Control disclosed that Jim Kunkle has joined the Mobile Machine Control Solutions Division as senior quality assurance engineer. In his new position, Kunkle will manage the quality department at Hirschmann's Chambersburg, Pennsylvania facility.

Kunkle has more than a decade of experience establishing and improving quality processes in deadline driven environments. Prior to joining Hirschmann, Kunkle worked as a quality specialist for Phoenix Contact. Kunkle holds a Bachelor of Science in Business Management from the University of Phoenix where he graduated with honors.

### TJM Capital Partners acquires Builtrite Handlers

■ TJM Capital Partners has acquired Builtrite Handlers from Northshore Manufacturing. The business will operate under a new name, Builtrite Manufacturing, and will continue to design and manufacture the brand's market leading material handler and attachment products. All administrative and manufacturing operations will remain in Two Harbors, Minnesota in a facility leased from Northshore.

Builrite Manufacturing's management team includes members with extensive experience in the heavy construction equipment and attachment industries. Tom Cavallin recently assumed the role of president and chief executive officer, Uwe Kausch has been appointed senior vice president, sales and marketing, and Bill Van Sant will serve as executive chairman of the company's board of directors. Subsequent to the sale, Northshore's founder, John Anderson, will be retained as a consultant to Builtrite Manufacturing.

### Newalta appoints Pridham as new board chair

■ Newalta Corporation disclosed that Barry Stewart has retired as chair of the board of directors of Newalta.

Gordon Pridham replaces Stewart as chair of the board of directors. Pridham is an experienced director and board chair with 35 years in investment banking, capital markets, and corporate banking. He has been a member of Newalta's board since 2004.

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BUSINESS BRIEFS

Anderson Equipment new distributor for Sennebogen

■ Anderson Equipment Company, a heavy equipment dealer serving customers throughout the northeastern states, has been named as the authorized distributor of Sennebogen material handlers for all of upstate New York.

Anderson's New York general manager, John Park, expects that taking on the new line will help to build on the company's strengths throughout the state.

Park looks forward to expanding Anderson's activity in logging, waste and river port applications, with Sennebogen machines customized for barge loading, transfer stations or dredging operations. Sennebogen's green machines will also be welcomed by many current Anderson customers in the mining, recycling and demolition industries.

Petersen Industries adds TransPro as sole dealer

■ Petersen Industries, Inc., manufacturer of grapple trucks and bulky waste collection systems, disclosed that TransPro Equipment Sales is now the sole and exclusive dealer for the entire state of Georgia.

In late 2013, TransPro Equipment Sales, LLC became an official dealer for Petersen Industries in Georgia with the exception of the northern portion of the state.

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EnviroVantage adds three new estimators

■ EnviroVantage of Epping, New Hampshire continues to grow with the addition of Walk Lufkin, Nicholas Morse and Mathew Fitzpatrick to its team of estimators.

In their positions, Lufkin, Morse and Fitzpatrick will be charged with doing complete breakdowns of impending jobs which will increase the company's capacity to create thoroughly inclusive and all-encompassing proposal presentations.

Lufkin has a degree in Mechanical Engineering and an extensive background in design, estimating and sales.

Morse's background in business and applied mathematics will match well with his need to closely interact with general contractors and on-site work teams to develop more in-depth evaluations of the work to be performed and its cost, well in advance of work beginning.

Fitzpatrick has a background in government contracting which will be an asset in preparing comprehensive and detail oriented plans that government projects require.

SWANA names Biderman executive director

■ The Solid Waste Association of North America (SWANA), board of directors confirmed the selection of David Biderman as its next executive director and chief executive officer.

Biderman has worked at the National Waste and Recycling Association and its predecessors for 18 years, most recently as vice president of government affairs and general counsel. Before coming to in the waste industry, he worked as an environmental and transportation attorney at Steptoe & Johnson, a Washington DC based law firm.

Biderman holds a degree from the University of Pennsylvania Law School and earned a B.A. in Political Science from The Johns Hopkins University.

He becomes only the third executive director/chief executive officer in SWANA's 54 year history, following H. Lanier Hickman (1978 to 1996) and John H. Skinner (1996 to 2015).

New Petcore Europe president elected

■ Petcore Europe, the Brussels based association representing the PET value chain in Europe, elected its new president Mark Kenrick from Lotte Chemical UK Ltd. Mark takes over from Roberto Bertaggia (Gruppo M&G), who chaired Petcore Europe since it was established two years ago.

Kenrick is the chief executive officer of Lotte Chemical UK Ltd, the UK manufacturer of PET. A mechanical engineer by background, he has experience in technical, operational and general management roles.

Another board member stepped down, Stephen Short (Indorama). He is replaced by Carlos Molina from CEPESA.

Jeff Adams joins Genesis Attachments as VP

■ Genesis Attachments announces Jeff Adams has joined the company as vice president, general manager.

Previously with Waukesha Bearings/Dover Corporation for ten years, Adams progressed through senior level roles in finance, operations and general management. He most recently served as vice president and general manager of the Engineered Fluid Film Bearings business unit, the company's largest business unit, achieving significant revenue and earnings growth. His nearly 30 years of professional experience also includes financial leadership roles in several companies including Rexnord Corporation.

Drax Biomass appoints Peter Madden as U.S. CEO

■ Drax Biomass named Peter Madden as chief executive officer of U.S. operations.

Madden brings nearly 30 years' experience in the forestry industry and will play a critical leadership role as Drax's workforce and investment in the United States grows. Madden will guide the overall strategy and oversee day-to-day operations in the United States.

Madden most recently served as the vice president of renewable energy and supply chain for Plum Creek Timber Company. Madden began his career in forestry in 1988 as a field technician with the Westvaco Corporation in South Carolina. In 1992, he joined Georgia-Pacific Corporation where he held various positions.

Mankosa promoted to VP of global technology

■ Eriez® president and chief executive officer Tim Shuttleworth promoted Mike Mankosa to executive vice president-global technology. Mankosa was previously Eriez' vice president of operations, a role he held since 2004.

Mankosa will oversee the technology interests of all Eriez products as well as future technology acquisitions.

As executive vice president-global technology, Mankosa's responsibilities will include guiding Eriez' product technology focus, leading the collaboration of Eriez' technical expertise across global enterprises and directing the development of technology solutions to enhance Eriez' strategic goals worldwide. He will report directly to Shuttleworth.

Spectronics appoints new international sales manager

■ Spectronics Corporation has appointed Daniel Tristan as its international sales manager for the Latin America and Asia-Pacific regions.

Before joining the company, Tristan was director of sales and marketing at Dreyfus Global Trade, an export management company serving the automotive, heavy duty and industrial markets.

In his new role, Tristan's responsibilities will be to support and increase sales by managing Spectronics' existing distribution networks in these territories. He will also be instrumental in developing business by identifying new markets and establishing additional distributors where needed.

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## BUSINESS BRIEFS

### Luther Peoples promoted at Vecoplan

■ Luther Peoples has been named electrical department manager at Vecoplan, LLC.

Peoples' new responsibilities include overseeing aspects of the design engineering, programming, production and quality control teams at Vecoplan.

Previously an electrical QC engineer at Vecoplan since 2006, Peoples brings 33 years of combined experience in electronics and industrial controls to his new position. Starting as a Chief Petty Officer in the U.S. Navy, where he studied Advanced Applications of Electronic Warfare, he also worked as an electronics technician at Bekenton USA, Inc. before joining Vecoplan.

### Clean Harbors signs agreement with Nuverra

■ Clean Harbors, Inc., a provider of environmental, energy and industrial services, and Nuverra Environmental Solutions, Inc., a provider of environmental solutions to energy end-markets, disclosed that a definitive agreement has been reached, whereby Clean Harbors will acquire Nuverra's subsidiary Thermo Fluids Inc. (TFI) for \$85 million in an all cash transaction.

Based in Scottsdale, Arizona, TFI provides environmental services in 21 U.S. states through a network of 36 permitted facilities. The company operates a fleet of trucks and rail cars in servicing more than 20,000 customers.

### MECO Miami now carrying Dynapac equipment

■ MECO Miami Inc., Miami, Florida, now offers Atlas Copco's Dynapac asphalt and soil rollers and pavers. MECO Miami also carries Atlas Copco air compressors, light towers and handheld tools.

The 43 year old family-owned company sells, rents and services a wide range of new and used equipment and parts.

### Bridgestone names Cole as president of tire division

■ Bridgestone Commercial, a division of Bridgestone Americas Tire Operations (BATO), has appointed a new president in the commercial tire division. As president, Commercial OTR, Taylor Cole will be responsible for leading Bridgestone's North American commercial and strategic direction. Taylor will be instrumental in harnessing resources for continued growth of the division, solidifying Bridgestone's commitment to the mining, construction, aggregates, as well as road and bridge and port business segments.

Taylor most recently served as managing director of all U.S. new equipment and aftermarket business units at Howden North America Inc. He has also served in executive roles at Intergraph Corporation, Sandvik Mining and Construction and Freeport McMoRan Copper and Gold Inc. Taylor earned a bachelor's degree in marine transportation from the U.S. Merchant Marine Academy and an MBA from the University of Florida. Taylor served as a lieutenant in the U.S. Naval Reserve.



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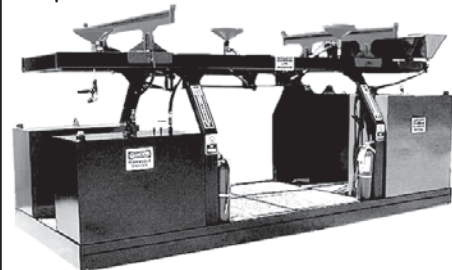
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## Unsafe used tires: Are laws needed?

by MIKE BRESLIN

mbreslin@americanrecycler.com

The question before several state legislatures this year – should new laws governing the sale of unsafe used tires be made? This year lawmakers in Indiana, Florida, New Jersey, Oklahoma, South Carolina and Texas are expected to consider such laws. Many professional automotive recyclers are diametrically opposed to such legislation finding it misdirected, too far reaching and exposing recyclers to unwarranted liabilities.

To date, only Colorado and Maryland have laws governing the sale of unsafe used tires. As an example, Maryland's Transportation Code 22-405 (2013) may be instructive as to what may spread to several other states. As with many laws, they are complex and detailed. Following are only the main points of Maryland's subsection 22-405-5 regarding the sale of unsafe used tires:

**(a) Retail sale for highway use.** A person may not sell or offer for sale, at the point of final retail sale to the consumer, an unsafe tire, for use on a highway, that does not meet or exceed the requirements set forth in subsection (b) of this section or in regulations promulgated under § 22-405(c) of this subtitle.

**(b) Tires considered unsafe.** A tire shall be considered unsafe if it:

- Has tread wear indicators and the tire is worn to the point



Quality used tires are an affordable alternative for working people. Attaching penalties to the sale of used tires may inhibit their flow into the marketplace and create a legal quagmire.

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that the tread wear indicators are flush with the tread at any place on the tire;

- Does not have tread wear indicators and the tire is worn so that less than 2/32 of an inch tread remains when measured in any groove at three locations spaced approximately equally around the outside of the tire; provided that motorcycle tires shall be allowed to be worn down to 1/32 of an inch, if measured under this paragraph;

- Has a worn spot that exposes the cord through the tread;

- Has tread cuts, snags or sidewall cracks in any direction which are deep enough to expose body cords;

- Has visible bumps, bulges or knots indicating partial failure or separation of the tire structure;

- Has unrepaired fabric breaks or the sidewall has damaged body cords.

This subsection goes on further, relates to four other subsections and is followed by a disclaimer that reads: These codes may not be the most recent version. Maryland may have more current or accurate information. We make no warranties or guarantees about the accuracy, completeness, or adequacy of the information contained on this site or the information linked to on the state site. Please check official sources.

Checking official sources is not as easy as it sounds. Ameri-

can Recycler News made several calls each to Maryland and Colorado Department of Transportation (DOT) and could not find anyone who knew about the unsafe used tire law. Finally, a call to the Maryland State Police elicited some information. According to Sargent Black at the office of media communications, any Maryland law enforcement officer can issue a summons regarding 22-405, which is subject to a \$140 fine and up to 5 points against a driver's license.

Trooper Lewis at the Colorado State Patrol's media office reported that the sale of an unsafe used tire is a misdemeanor Traffic 2 offense under House Bill 14-1352. Therefore,

the offender would be required to go to court, and based on the judge's discretion penalties are assessed. On the other hand, driving on an unsafe tire is a primary traffic infraction with a fine of \$15 dollars plus a \$7 dollar surcharge. Most states have laws against driving on bald tires.

Emanuel Tire Company, headquartered in Baltimore has over 200 employees and operates 6 tire recycling plants located in Maryland, Pennsylvania and Virginia and sells used tires to wholesale customers worldwide and through retail operations in Maryland. Mark Rannie, Emanuel's vice president said, "We've been selling used tires for 57 years and we don't sell unsafe used tires. We shouldn't be selling tires that don't meet those minimal standards of safety. It's our obligation as a retailer to make sure that the treads are good, cords not visible and belts are not exposed."

Rannie is also chairman of the Institute of Scrap Recycling Industries (ISRI) tire-rubber division. From his perspective, as a wholesaler of millions of used tires over the years, he said his company always grades used tires to make sure they are in condition to exceed Maryland's state law. "Those that don't meet the safety standards for use on a vehicle are marked as OH for Off Highway use," said Rannie.

See USED TIRE LAWS, Page B6

## TPA legislation will promote growth for the auto industry

The Association of Global Automakers and the American International Automobile Dealers Association (AIADA) applauded the introduction of bipartisan, bicameral Trade Promotion Authority (TPA) legislation.

The Bipartisan Congressional Trade Priorities and Accountability Act of 2015 (TPA-2015), introduced by Senate Finance Committee Chairman Orrin Hatch (R-Utah), Ranking Member Ron Wyden (D-Ore.) and House Ways and Means Chairman Paul Ryan (R-Wis.), will ensure that the U.S. can pursue trade agreements that support American jobs and encourage economic growth.

"The passage of Trade Promotion Authority legislation will preserve and promote the global economic competitiveness of the U.S. auto industry. Open trade and investment policies have encouraged

international automakers to put down deep roots in America, creating a strong manufacturing base that supports hundreds of thousands of American jobs," said John Bozzella, president and chief executive officer of Global Automakers. "We commend Senators Wyden and Hatch and Congressman Ryan for introducing this important bill and urge its swift consideration and passage."

International automakers have invested more than \$64 billion into their U.S. operations and directly employ over 100,000 Americans. They have created U.S. jobs at every stage of vehicle development, from research and design to manufacturing, marketing and distribution. International automakers produce more than five million vehicles in the U.S. each year. Of these, over 800,000 are exported to more than 60 countries annually.

"Trade Promotion Authority (TPA) allows the U.S. to negotiate beneficial trade agreements with countries around the world," said AIADA president Cody Lusk. "Today's introduction of TPA-2015 is the first important step in passing critical pacts that benefit American consumers, businesses, and their employees. AIADA applauds Senators Wyden and Hatch and Congressman Ryan for their commitment to creating new opportunities for all Americans through trade."

The U.S.'s nearly 10,000 international nameplate dealerships sold 9 million vehicles in 2014, employed nearly half a million workers and share a combined payroll of over 25 billion dollars. Open trade and investment policies play a crucial role in allowing international nameplate dealers, many of whom operate second and third generation family businesses, to compete

on a level playing field. These policies provide consumers with competitive pricing and service on some of the most popular vehicles on the road today.

Trade Promotion Authority is a critical gateway to open trade and economic growth for all Americans. It allows the president to submit trade agreements to Congress for a simple up-or-down vote. TPA assures foreign officials that any agreement negotiated with the U.S. will be considered as a whole, and encourages them to put their best offers forward. Congress has granted Trade Promotion Authority to every president since Franklin Roosevelt.

The passage of TPA is vital for the continued success and investment by American international automobile manufacturers, dealers, suppliers and consumers.



## A Letter from the Editor

Readers,

American Recycler News is based out of Perrysburg, Ohio, which is a stone's throw from Toledo. Recently, Toledo had the distasteful task of hosting a rally of the National Socialist Movement – or as they're more widely known, neo-Nazis. Back in 2005, this same group demonstrated in Toledo and resulted in a riot and the arrest of more than 100 people.

But instead of leaving the neo-Nazis to face their audience directly, the City of Toledo spent approximately \$80,000 on overtime for the Toledo Police Department (TPD) to run interference. That tally is for TPD overtime only – it does not include the cost of operating a police helicopter for hours, or the costs of bringing other law enforcement agencies in to help. The role of police is to allow groups to safely express their First Amendment rights.

There will also be additional costs associated with the city's efforts in the court system to ban firearms at the event. The city twice requested that a local judge grant a temporary restraining order that would allow them to ban both the neo-Nazis and the protestors from carrying firearms at the event. After the judge twice refused, the city chose to do so anyways (some would argue in blatant violation of established Ohio law) and set up metal detectors at the event's entrances.

That same day, elsewhere in the city, the Toledo Fair Housing Center also held a demonstration. They hosted a civil rights march that ended with the dedication of a mural of Martin Luther King, Jr. But that demonstration of speech only warranted a token police presence – they certainly weren't afforded helicopter surveillance.

Police presence is necessary to prevent acts of violence or rioting in response to any group of protestors. But it seems a waste to put so much time, effort and taxpayer money into protecting some groups and their detestable messages. Perhaps those spewing the most vitriol would be less inclined to do so if they had to directly face the consequences of their words without police protection.

Thanks for reading. Until next month,



Esther Fournier  
Editor & Publisher

## Manheim reports used car market off to a solid start

Backed by strong consumer demand, the used car market enjoyed a solid start to 2015 as wholesale used vehicle prices in the first quarter rose 1.3 percent from a year ago and 1.6 percent compared to the fourth quarter of 2014.

The Manheim Used Vehicle Value Index – a measure of wholesale prices adjusted for mix, mileage and season – began the year at 124.5, which was virtually identical to last year's reading of 124.4.

A stable job market and attractive financing helped maintain momentum for the retail market for new and used vehicles. The strongest demand for used vehicles in the first quarter was in the \$15,000 to \$20,000 and \$20,000 to \$25,000 pricing tiers, while weakest continued to be in the \$9,000 to \$11,000 range.

"The used vehicle market is off to a good start in 2015, with wholesale prices remaining above trend level thanks in part to continued strong profit opportunities in the retail market," said Manheim chief economist Tom Webb. "With pricing slightly stronger than expected, consumers continue to see the value in purchasing used vehicles, which remain a profitable part of a dealer's business."

First quarter wholesale pricing for vehicle segments included:

- Compact car prices were down 5.2 percent in March, compared to the same period last year and again continued to be the weakest segment.

- Midsize cars remains one of the weaker segments and was also down compared to the same period last year, but saw a much more modest decrease of 1.9 percent.

- Luxury car values increased 1.3 percent over the same period last year. A segment that is now even year-over-year with the market, it is expected values will bounce back down in April.

- Pick-ups and vans once again won the top spot for the strongest vehicle segment with pick-ups up 5.4 percent and vans up 5 percent on a year-over-year basis. With fewer available vehicle segments – combined with being popular for business use – demand for these vehicles is expected to remain strong.

- SUV and CUV is typically one of the stronger segments but remained virtually identical to the same period a year ago, with a slight decrease of 0.2 percent.

It is expected the economic backdrop will remain favorable for used vehicles purchases – at least in the near term. Additionally, any slight variance – even up to a full point – in interest rates should not materially impact today's very favorable retail financing environment. Illustrating the industry's continued momentum, manufacturer CPO sales continued their record pace, up 8 percent in March and 11 percent year-to-date.

## Bridgestone names winner of truck tires promotion

Bridgestone Commercial Solutions said that Roger Errett of Mount Pleasant, Pennsylvania is the grand prize winner of a special Dayton commercial truck tires competition held at the Mid America Trucking Show in Louisville, Kentucky.

Errett consumed close to 3 lbs. of bone-in, buffalo chicken wings in 10 minutes and won the grand prize, a set of 10 Dayton commercial truck tires valued at \$3,000. The buffalo wing eating contest was hosted by Bridgestone in celebration of the new Dayton campaign, Tires for Truckers™, and the introduction of eight new Dayton tire patterns.

Errett competed against seven other contest participants to win the grand prize. The participants were required to eat all of the meat from every chicken wing on their plate in 10 minutes or less. All contestants are drivers with a valid U.S. commercial driver's license who were attending the tradeshow from across the country. Consolation prizes totaling more than \$700 were given to all of the participants including, a \$275 Speedco gift card and a \$500 truck stop gift card.

## Volvo Cars plans to build new factory in U.S.

Volvo Cars disclosed that it is to build a brand new manufacturing facility in the U.S., fulfilling its ambition to be a global car maker, investing around 500 million dollars in a new plant and underscoring its long term commitment to the U.S. market.

The company has drawn up a short list of potential locations. Full details regarding the location of the new factory and the size of the investment will be announced at a later date.

The move means Volvo will be a global car manufacturer with an industrial footprint on all three key continents. It has

two factories in Europe, two in China and the future plant in the U.S., which will be part of the Americas region that was previously disclosed in January. These developments form part of Volvo's transformation that has been ongoing since 2010.

The transformation plan involves the creation of a global industrial footprint, the complete renewal of Volvo's product range over the next four years, the introduction of a modular vehicle technology, the development of safety technologies, a new design language and a range of class-leading connectivity services.

Volvo Cars has been doing business in the U.S. since 1955 and the decision to invest in the U.S. highlights Volvo's

long term commitment to the U.S. market. The new plant also means Volvo will be able to meet and ultimately exceed its volume targets in the U.S., where it has a medium term ambition to sell 100,000 cars a year. It will help accelerate the introduction of build-to-order and play an integral part in Volvo's global manufacturing footprint while helping limit the impact of currency variations.

Volvo's U.S. revival comes alongside strong growth in China and Western Europe. With plans to increase sales on all three continents, Volvo will be able to meet its medium term sales and profitability targets and strong growth in future.

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## EQUIPMENT SPOTLIGHT

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To be listed in the appropriate spotlight, please call 877-777-0043.

### UPCOMING TOPICS

|     |                  |
|-----|------------------|
| JUN | Tarping Systems  |
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| AUG | Scales           |
| SEP | Shredders        |
| OCT | C&D Attachments  |

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



## Repreve used in the Ford F-150

Ford Motor Company has worked with Unifi to bring environmentally responsible, high-performance Repreve fiber to many Ford vehicles. Now, this innovative fiber is available in the in the all-new F-150. By substituting with this recycled material, Ford will divert more than five million plastic bottles from landfills this year.

Ford is the only automaker to use Repreve, made from 100 percent recycled materials including plastic bottles, in its vehicles. Ford is currently using Repreve in five vehicles around the world, making it a truly global material, and it represents Ford's larger commitment to reduce, reuse and recycle as part of the company's global sustainability strategy to lessen its environmental footprint.

"By using Repreve in the all-new Ford F-150, we are reconfirming our commitment to using renewable and recyclable materials in our vehicles," said Carol Kordich, lead designer, global sustainability materials strategy development. "We are always looking for ways to incorporate more innovative and sustainable materials into our vehicles."

## Partnership with credit unions set record auto loans

Enterprise Car Sales is a service of Enterprise Rent-A-Car, a rental car company in North America, and specializes in working with credit unions of all sizes to increase auto loans. Enterprise's record loan volume reflects continued strong auto lending last year and is on trend with ongoing growth in the credit union sector overall. In fact, Enterprise Car Sales has helped generate almost \$10 billion in loan volume during the last 30 years with more than a thousand credit union partners nationwide.

Enterprise Car Sales' tailored used-car buying programs create opportunities for credit unions to increase their used-car loan portfolio and optimize member loyalty.

With approximately 130 locations, Enterprise Car Sales features more than 250 makes and models of certified high-quality, late-model used cars, trucks, vans and SUVs. Each vehicle passes a rigorous 109-point inspection conducted by an ASE-Certified technician, and comes with a seven-day/1,000-mile repurchase policy. Enterprise selects clean, well-maintained vehicles, most from its fleet of more than one million vehicles, offers them at competitive used car prices and then backs each one with roadside assistance for one year. A free Carfax® Vehicle History Report™ also is available for all certified vehicles.

In 2013, Enterprise Car Sales debuted its first-ever television commercial focusing on the ease of a negotiation-free used car-buying experience, while also highlighting the Enterprise brand as a total transportation solution.

## Automotive composites use strongly increases

In 2015 the market for automotive composites is progressing strongly, boosted by increasingly advanced production techniques which are facilitating higher volume production of composite materials. The success of composite-rich models such as the BMW i3 provides further positive stimuli to the market, and indicates the beginning of a trend towards mid-price models featuring higher quantities of composite materials. The automotive composites market is currently characterized by a higher level of concentration in the premium vehicle segment, due to the current high costs of manufacturing composite materials. However, over the forecast period, we will bear witness to more cost-efficient methods of production, observing a change in this trend as lightweighting and fuel efficiency are targeted more directly by OEMs.

Visiongain expects the automotive composites market will reach \$11.03

billion in 2015. The market represents high potential and it is expected to record considerable growth in the forecast period. Significant partnerships between OEMs and composite manufacturers will help to boost investment and research, facilitating cost-efficient mass production. This is the biggest restraint the market faces. Additionally, the issues and difficulties associated with the recycling of composite materials are being targeted, and healthy progress is already being made in this regard, which will continue throughout 2015-2025.

The markets of China, U.S., Japan and Germany are expected by visiongain to continue their strong growth. Within these markets, OEMs will introduce models with a greater emphasis on lightweighting, including hybrid and electric vehicles whose weight reduction is of paramount importance.

## RV importers and Chinese manufacturer settle with EPA

The U.S. Environmental Protection Agency (EPA) disclosed a settlement with four Texas-based recreational vehicle importers and an affiliated Chinese vehicle manufacturer, for the illegal import and sale of more than 4,000 uncertified off-road recreational vehicles sold under the brand name Hammerhead. The companies will pay \$560,000 in civil penalties.

The four Texas companies party to this settlement include Geason Enterprises, L.L.C. (which does business as

Geason Powersports and Hammerhead), GE Ventures, L.P. (which does business as Hammerhead Off-Road), Hammerhead Off-Road, Inc. and TJ Power Sports LLC. The Chinese company, Shanghai Howhit Machinery Manufacture Co., Ltd., manufactures recreational vehicles.

EPA discovered the violations during inspections of imported vehicles at the Los Angeles/Long Beach Seaport, the Port of Dallas, the Port of Chicago and Hammerhead's warehouse in Dallas.

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## KAR Auction develops Chicago facility

KAR Auction Services, the parent company of ADESA, has developed a whole car auction facility in Chicago, Illinois. Named ADESA Chicago, the site will give KAR a strong local presence in the nation's third largest metropolitan area.

"Identifying opportunities for strategic growth has been a priority of KAR," said Jim Hallett, KAR chairman of the board and chief executive officer. "The investment in an ADESA auction facility in Chicago is just one example of how we can deploy our capital to expand our market share, serve additional customers and enhance our financial performance. We will not only serve the Chicago market with a new physical auction facility, but I see an opportunity to expand the use of our online offerings in Chicago."

The auction will be located in Hoffman Estates, Illinois, just off of I-90. It is conveniently located between six major interstate systems and near O'Hare International Airport. KAR will initially develop 65 acres for the ADESA auction and has an option to expand the site up to 150 acres.

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# EQUIPMENT SPOTLIGHT

## Fluid Recovery

by MARY M. COX

maryc@americanrecycler.com

Any company involved with end of life vehicles is concerned with the removal of auto fluids. It is one thing to remove fluid and a totally different thing to remove it in a compliant manner. Compliance is a weighty topic, industry-wide. If inspectors make frequent visits to an operation, productivity may suffer. So, it is prudent to acquire the equipment needed to properly manage auto fluid removal.

The staff at AutoDrain believes that every aspect of fuel recovery should be fast, safe and efficient. "We have specifically designed a range of fuel recovery equipment that ensures the best possible practice from start to finish – from removal of the fuel from a vehicle to how to best store refuse oil on-site. With over 25 years of experience, AutoDrain proudly supplies some of the biggest names in the fuel recovery and end of life vehicle industries," Paul Dixon, managing director, commented.

Dixon noted that the company's Fuel Scavenger is a very popular product with their clients. "It provides easy removal of fuels from all makes and models of vehicles, is efficient in both time and labor and is capable of holding just over 30 gallons. With a unique vapor removal system, the Fuel Scavenger removes gasoline vapors from the depollution bay to create a safe working atmosphere for employees," he said. The large AutoDrain product line also includes a Mobile Fuel Scavenger.

Their VapourSafe storage tank is a sealed unit which stores fuels safely and eliminates any escape of fuel vapors that could pose potential danger. Made from strong, fire-resistant steel and a lockable, secure dispensing cabinet, the unit's 261+ gallon capacity provides a secure, vapor-tight storage solution for on-site fuel.

David Pinner is chief executive officer of Crow Environmental and he said the firm's product range includes their simple fuel extraction unit, which safely extracts fuel and pumps it directly to a storage tank; and the Crow Midi System, which can extract all vehicle fluids before pumping them to storage tanks. Both systems can be used between two ramps or frames and are particularly useful when parts will also be

stripped from a vehicle.

"The top of our product range is our dedicated high volume system, which also extracts all fluids and pumps them to the storage tanks, but the unit can drain 50 cars per day, per station. As with all of our equipment, there is no limit on the number of stations which can be connected to common tanks. Our units can be used with fixed stands or any type of vehicle ramp. We provide individual components through to turn key installations, including tanks, piping commissioning and operative training. Our Virginia-based manufacturing and sales operation can provide all pre- and post-sale support," Pinner stated.

He added, "Although vehicle drainage is essentially aimed at cleaning up the industry, our customers find that the filtered fuel they recover also more than pays for their equipment investment. The simple design of Crow Environmental products was developed in a recycling yard. We've noticed that an increased number of clients also de-can the catalytic convertor and strip out and granulate car wire. Both of these activities can be done adjacent to the drainage bay and our state-of-the-art equipment helps in making this a safe and profitable process."

Iron Ax, Inc. produces a wide range of products that are used in scrap metal yards and dismantling operations around the globe. "The Enviro Rack is an essential tool when it comes to fluid recovery. It was designed by a scrap industry veteran with 45 years of experience. We own and operate scrap yards and have to meet the same fluid removal requirements that our



Iron Ax, Inc.

customers do. The Enviro Rack is 100 percent air powered for safety. It is a fully self-contained unit and features secondary containment. It is designed for one or two man operation and all vehicle fluids can be captured while keeping an operator safe and clean. We have many customers that purchase one rack and then immediately order more. The Enviro Rack's popularity is attributed to the ease of operation and the effectiveness. The product does exactly what it is designed to do: remove fluid from a vehicle while keeping the operator clean and dry, with zero spills. The Enviro Rack is also fast. A car can be processed in an average of five minutes. The fact that it is EPA and state level compliant is also a selling factor," explained John Kitchens, vice president.

Iron Ax owns and operates scrap yards. Each piece of equipment the company produces is tested for a minimum of two years in their operation before it is sold to the public. So, they're familiar with concerns like groundwater contamination – something that yard owners and operators have to deal with on a daily basis. One of the biggest sources of contamination in the past usually involved fluid removal from end of life vehicles.

Kitchens said, "If a company doesn't have a piece of equipment like the Enviro Rack, they will usually have a homemade system. Those systems may get the job done, but does that mean they are complaint? No it doesn't. It seems that now even in rural areas, inspections are being increased. Compliance with EPA and state level regulations

is a must if you are going to stay in business. It just makes sense to be proactive in managing the issue. Don't wait until there is a problem with fluid removal before attending to the matter."

According to Nigel Dove, chief executive officer of Vortex De-pollution, the company has the largest range of vehicle draining equipment designed specifically for the U.S. market. "We offer 25 different sys-

tems, all built in Colorado. We can also build solutions to meet a customer's specific requirements, regardless of the industry involved, whether for scrap processors or self- or full-service vehicle dismantlers. By selling ancillary products such as storage tanks, compressors, cat cutters, air conditioning recovery equipment, wheel and tire separators, and engine breakers

See FLUID RECOVERY, Page B5

### Manufacturer List

**AutoDrain**  
Paul Dixon  
44-1132059332  
www.autodrain.net

**Crow Environmental Ltd**  
Mason Smith  
540-255-4909  
www.crowenvironmental.co.uk

**Iris-MEC Srl**  
Matt Pompeani  
216-398-8800  
www.iris-mec.it

**Iron Ax, Inc.**  
John Kitchens  
877-247-6629  
www.ironax.com

**SEDA Environmental**  
Josh Baildon  
770-681-0715  
www.seda-usa.com

**Vortex De-pollution & Recycling Equipment**  
Nigel Dove  
303-900-4040  
www.vortexdepollution.com

**WEN Industries**  
James Hyde  
800-326-0469  
www.gasbuggy.com



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**303-900-4040**  
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# Fluid recovery

■Continued from Page B4



Vortex De-pollution & Recycling Equipment

and copper granulators for processing your wire harnesses, we offer a complete turnkey solution to our customers. Our complete recycling equipment range runs to 140 product lines and we have been in business since 1998," Dove said.

He also explained that Vortex equipment is modular, with fuel recovery heads (punch or drill), engine, differential and transmission oil drainers, coolant recovery and under hood fluid suction tools, either as individual tools or combined with stands or vehicle lift systems, depending on customer specifications. He said most clients now seem to favor a single, combined system which allows all fluids to be recovered safely in one place with only one fork lift movement. "Our high throughput Midi Catwalk System includes a vehicle stand, your choice of fuel tool, oil drainers, coolant recovery and under hood fluid recovery tools. The system allows the vehicle to be placed on the stand and fully drained of all fluids in one place. Also, the

purpose-designed tools minimize spillage and eliminate the need for dangerous 'catch trays' in the work space, which collect gasoline and oil and create a potentially explosive situation. Their system limits the operator's exposure to gasoline and dangerous fumes – and thus a safer environment for employees," stated Dove.

Wen Industries has over 50 years of experience in designing and manufacturing fluid removal equipment. Originally famous for their Gas Buggy, which siphons fuel in, filters it and then makes it available for re-use; Wen Industries today has a full line of Gas Buggies, fuel tank drills, pump units for oils and antifreeze, and freon recovery machines.

James Hyde, president of Wen Industries said, "We design our equipment to be of the highest quality and effective under the most adverse conditions. We are the company to call if you're looking for a reliable and practical solution to recover fluids from your vehicles."

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## Used tire laws

■Continued from Page B1

Most everyone agrees that driving on any unsafe tire is dangerous and stupid, as does the Automotive Recyclers Association (ARA), which represents over 4,500 professional automotive recyclers across the U.S. and in 14 countries internationally. But the ARA disagrees with who should be responsible for making a determination as to the safety of used tires under these existing and proposed laws, an important distinction.

"It is at the point of installation of a used tire on a motor vehicle that any determination regarding safety, fit or general roadworthiness should take place," said Michael Wilson, ARA's chief executive officer. "Professional automotive recyclers resell used tires for many purposes and the ultimate use of those tires is unknown to the seller at the point of purchase."

Professional automotive recyclers harvest quality used tires, along with other OEM parts from salvage or disabled vehicles, which are sold into the marketplace. Tires designated as scrap that are not suited for use on motor vehi-

cles, for example those with tread wear, worn spots or visible bumps and bulges are sold to scrap recyclers who recycle the raw material and put it to multiple end uses, like tire derived fuel, additives for rubberized asphalt and recycling into rubber products, among many other uses.

"Used tires play an important economic role in the marketplace, providing a cost effective alternative to potentially unaffordable new tires for consumers," said Wilson. "The reutilization of quality used tires also has positive environmental benefits as tires are given a second life rather than ending up in a landfill."

The ARA stated that the professional automotive recycling industry shares a common goal of safely and efficiently processing inoperable motor vehicles in an environmentally responsible manner and encourages the reuse of quality, recycled OEM automotive parts, including used tires, in the automotive marketplace. ARA supports the use of quality used tires and opposes any legislative and regulatory restriction on the sale of used tires. If the true intent of these bills is to protect consumers, ARA contends, preventing the installation of unsafe tires is the only way to ensure

that unsafe tires do not end up on a consumer's vehicle.

Two of the driving forces behind lobbying state legislators to support laws banning the sale of unsafe used tires are the Rubber Manufacturers Association (RMA), which represents tire manufacturers that produce tires in the U.S, and the Tire Industry Association (TIA), an international non-profit association representing all segments of the tire industry.

Last year, RMA successfully advocated unsafe used tire legislation in Colorado. Scrap tire data analyzed by RMA suggests that 30 to 35 million used tires are available for sale every year. A motorist survey sponsored by RMA found that nearly 1 in 10 motorists said their car is currently riding on tires that were bought used.

In an interview with American Recycler News, Dan Zielinski, RMA senior vice president shared, "Our main members are focused on safety. We are very fortunate that tire-related incidents on the highway cause an extraordinarily low number of crashes that lead to injuries or fatalities. In looking at where we can make improvements, used tire sales were one of them. So we have embarked on a very modest effort to introduce common legislation to address the worst of the worst tires that can be sold out there."

"Tire recyclers have told us they sell a lot of used tires and that they don't have the expertise to determine whether or not one is safe or unsafe. They feel it should be left to someone else. We would argue, however, that if you are in the tire business, and we estimate that 20 percent of the available used tires are sold through recycling yards, they have elected to be in the tire business. We are not trying to impose a burden that is severe. It would be unfair for a consumer to buy a tire from a

recycler and take it to a mechanic who may say that you shouldn't put it on the car. So the consumer goes back to the recycler, gets his money back or gets another tire and goes back to the mechanic who could again say he can't install this unsafe tire either. At what point are you not going to put the consumer in that kind of position?

"If our legislation became law everywhere, there will still be lots of used tires available. We've just targeting the bottom of the barrel. It's very modest. It may be alleged that this is some mad scheme for the tire manufacturing industry to generate more sales, but it's not. I think it's fair to say that anyone who is buying a tire that would be banned for sale under our bill would probably be paying \$10 to \$25 for a tire like that. If they couldn't buy that tire they are not going to go for a \$150 new tire as an alternative. They are probably going to opt for the \$30 or \$35 used tire. So it's not going to impact new tire manufacturers sales. It's not a question of lawsuits, it's all about safety."

"To prevent the sale of tires that should not be put on the road, it needs to be done legislatively. We are contacting state legislators directly by phone and arranging personal meetings. In some cases we hire representation to help us facilitate those meetings," said Zielinski.

Roy Littlefield IV, government affairs manager for the Tire Industry Association, commented on the proposed legislation. "We are supporting proposed legislation with RMA on the sale of unsafe used tires. On one hand we recognize that used tire sales are important. It is a profit center for dealers and it is necessary for certain customers, but on the other hand we are very concerned about liability and safety of selling unsafe tires. So we worked together

See USED TIRE LAWS, Page B7

## Salvaging Millions

by Ron Sturgeon  
Autosalvageconsultant.com

### Tools for success – an ongoing series

#### Banking smart

Last month, we talked about the importance of keeping perfect credit and building long term banking relationships.

No matter what anyone else tells you, always have and use two banks. Have a business bank and a personal bank, or mix it up. No matter how you do it, you must have loans at two banks to keep your bankers on their toes.

What kind of banks should you work with? Don't choose a large national bank. Instead, find a local community bank. Every area has at least two and most areas have several strong community banks. These banks typically have less than 500 million in assets, but the very largest community banks may have as much as one billion.

Open a checking account to begin your relationship with the bank. You need to have a separate business account in any case. Ask your banker what the bank's loan-to-deposit ratio is. He or she will be thrilled that you are informed enough to want to know.

Here's why you need to know. As a practical matter, banks don't loan more than 80 percent of the value of their deposits. That means a bank with \$100 million in deposits and 75 to 80 million in loans isn't going to approve your loan period. On the other hand, a bank with a loan-to-deposit ratio of 60 percent is likely to welcome your loan application.

Do you see why having two banks is so important? If you have only one banking relationship, you may need money when your bank isn't inclined to lend because of its loan-to-deposit ratio.

The loan mix in a bank's portfolio can also affect your likelihood of getting a loan. Banks love to do loans for owner occupied residential real estate, but they may be less open to a particular kind of loan if they feel that have too much density in that kind of loan at the time you're asking. If you have the right relationship, your banker should be willing to tell when loan density is affecting decisions.

When you are applying for a loan, never allow a banker to check your credit until you are ready. Instead, bring your banker a credit report with tri-bureau scores when you discuss the loan. If you decide to go ahead, your banker can pull a report to approve your loan.

In the meantime, however, you won't damage your score with too many inquiries. In addition, if you have to go to a different bank, your second bank will not immediately see that you were just across the street trying to get a loan. Protect your credit score and your privacy by being smart about when you let a banker run your credit.

**Remember, only you can make BUSINESS GREAT!**

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

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## Liberty Tire completes restructuring

Liberty Tire Recycling Holdco, LLC and its subsidiaries has completed its financial restructuring, which delivered the company's balance sheet and facilitated the infusion of new capital into the company.

With its new capital structure, Liberty Tire has a strong balance sheet and the flexibility and liquidity to continue to make significant capital investments and to capitalize on new market opportunities.

As a result of the transaction, Liberty Tire has reduced its outstanding debt securities by \$50 million and significantly reduced its annual cash interest expense. The company now has access to additional capital through loans provided by funds and accounts managed by Third Avenue Management LLC, Redwood Capital Management, LLC and Knighthead Capital Management, LLC, among others.

The transaction was implemented through a successful exchange offer launched on February 17, 2015, whereby almost 100 percent of Liberty Tire's existing bondholders agreed to exchange their unsecured notes for \$175 million of 11 percent second lien notes and equity in Liberty Tire.

"With our restructuring completed, we now have the foundation in place for Liberty to achieve strong and steady growth," said Bill Fry, president and chief executive officer. "We appreciate the service of our previous board of directors, and look forward to great things with our new equity holders and new board of directors."

## Chevy Malibu Hybrid gets technology from Volt



Chevrolet's recent production of its all-electric vehicle based on the Bolt EV concept, as well as the introduction of the 2016 Chevrolet Volt, will be joined by a strong hybrid version of the next-generation Malibu.

Using technology from the 2016 Chevrolet Volt propulsion system, Malibu Hybrid will offer an estimated combined fuel economy rating exceeding 45 mpg, higher than the combined mileage ratings of the Ford Fusion, Toyota Camry and Hyundai Sonata hybrid variants.

An all-new direct-injection 1.8L 4-cylinder engine mated to a two-motor drive unit slightly modified from the 2016 Chevrolet Volt drive unit powers the Malibu Hybrid. The drive unit provides additional power to assist the engine during acceleration, for 182 horsepower (136 kW) of total system power.

The engine also features Chevrolet's first application of Exhaust Gas Heat Recovery, or EGHR, technology, which uses exhaust heat to warm the engine and

cabin. EGHR improves engine warm up and assures consistent fuel economy performance in cold weather. Additional fuel economy benefits come from Exhaust Gas Recirculation.

An 80-cell, 1.5 kWh lithium-ion battery pack provides electric power to the Hybrid system. The advanced lithium-ion based chemistry can power the Malibu hybrid at up to 55 miles per hour on electricity alone. The gasoline-powered engine will automatically come on at higher speeds and high loads when necessary to provide additional power.

Malibu Hybrid also shares power electronics from the 2016 Volt and a blended regenerative braking system, which provides maximum kinetic energy recovery during braking to be stored into the battery system to help maintain charge.

The Malibu Hybrid will be manufactured in Kansas City, Kansas, at the Fairfax Assembly plant from globally sourced parts. It is due in Chevrolet dealer showrooms in spring 2016.

## Erroll Davis Jr. to retire from GM board

General Motors (GM) chairman Tim Solso disclosed that Erroll Davis Jr. would not be standing for re-election to the GM board of directors at the company's annual meeting of stockholders in 2015. Davis joined the board in 2009.

Davis served as superintendent of Atlanta Public Schools from July 2011 until his retirement in June 2014. From 2006 until his retirement in June 2011, he served as Chancellor of the University System of Georgia, the governing and management authority of public higher education in Georgia. From 2000 to 2006, Davis served as chairman of Alliant Energy Corporation, and he held the offices of president and chief executive officer from 1998 to 2005.

Davis is currently a director of Union Pacific Corporation. He was a previous member of several company boards including Amoco, British Petroleum, General Motors Corp., PPG Industries and Wisconsin Power & Light.

Davis has received several honors and awards. Among them: inclusion in the "75 Most Powerful Blacks in Corporate America" by Black Enterprise Magazine in 2005; one of the "50 Most Powerful Black Executives in America" by Fortune Magazine in 2002; the Distinguished Alumnus Award from the University of Chicago's Graduate School of Business in 1993; and "Black Engineer of the Year" in 1988, awarded by U.S. Black Engineer magazine.

With the addition of Linda Gooden, the retirement of Davis maintains the GM board at 12 members.

## Used tire laws

■Continued from Page B6

with RMA on language that we think begins to address that issue and we are supporting that legislation."

Bruce Ormand is owner of A1 PartsSmart in Texas, an auto parts recycler that employs approximately 20 and has close to 50,000 parts in inventory. A1 PartsSmart is a member of the ARA and Ormand is the legislative director for the Texas Automotive Recyclers Association.

"We fought the proposed Texas used tire law in 2013 and helped kill the bill," said Ormand. "Our legislature meets every two years, so the bill is up again for consideration this year. They changed the bill considerably this session from the last session. We're currently negotiating with the legislature to correct the language in the bill. The Texas Automotive Recyclers Association has asked the tire bill sponsor to make changes because in its current form it is not acceptable and does not appropriately promote consumer protection. From a lawsuit standpoint the proposed language is too ambiguous and leads to misinterpretation. If manufacturers sold defective new tires, for example, they should know it."

"We don't see this bill as being a consumer protection plan. In 2013, it was especially driven towards eliminating competition for people who resell used tires, not necessarily about safety. In 2013, both Liberty Tire and RMA were backing the bill. We tried to work with them to change the language, but they were unwilling to work with us. For 2015 we suggested some changes. So far they have been rejected," said Ormand.

He made the point any used product being sold could fall under the same type of language as the proposed ban on selling unsafe used tires, whether it's another used auto part, a refrigerator or a stove. He said that if the tire industry was truly concerned about consumer protection they would work with retailers, the sellers of tires. There's no licensing in Texas and most other states to sell used or new tires and many new tire retailers resell used tires that they've taken off vehicles. They also sell to wholesalers. You can look online and buy used tires from wholesalers by the container load. Many of these containers come from overseas. "We feel that if you are serious about consumer protection; why not require some kind of safety training and continuing education for the people who install tires?"

The debate over unsafe used tires will no doubt continue in many state legislatures around the country for years to come. Everyone seems to agree that safety is the number one consideration and priority, but at what point is the consumer best served? In the end, the consumer also assumes responsibility on choosing what quality and price of tire he purchases. And what's the practicality and cost for this type of enforcement? Which government agencies will do the work? Little doubt that lawyers

welcome laws that delve into minutia. And, at what point should the state micromanage the sale of used merchandise?

It seems that anyone who is in the business of mounting tires on rims, whether new or used, should have trained, certified technicians following standards of quality to responsibly install tires and be accountable for that work. At that juncture, both the inside and outside of a tire can be closely inspected for structural defects and tread wear assessed for road worthiness.

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