



# American Recycler

NewsVoice of Salvage, Waste and Recycling

AmericanRecycler.com

## FOCUS: Electronics

### CRT overabundance plagues e-recyclers



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## Brisk new auto sales good for recyclers

by MIKE BRESLIN

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Any sign that the economy is improving is welcomed news for all Americans, but the four year growth streak in new auto sales is particularly good news for the recovering automotive industry and for most recyclers. More promising, auto industry experts expect new auto sales to continue to increase over the next few years. True Car, an authoritative automotive pricing and information website, raised its forecast for new U.S. auto sales to reach 16.5 million units for 2014 and 17.2 million for 2015.

This is a leading indicator that more used vehicles have been and will be entering the salvage and scrap markets. Fact is, the primary source of old steel scrap in the U.S. is automobiles. In 2010, the U.S. Geological Survey estimated that 13.5 million tons of ferrous scrap was recycled from automobiles, not including salvaged parts and many other scrap commodities.

At the same time that new auto sales have been increasing, light vehicles are staying on the road much longer. According to Polk, a leading provider of automotive information, the average age of all light vehicles on the road today stands at a record high of 11.4 years, based on review of over 247 million U.S. car and light truck registrations earlier this year. That's up from the 2002 average of 9.2 years. Polk expects this trend to continue. The



An LKQ salvage yard stocks a wide assortment of late model OEM parts which are always in high demand.

increased longevity of newer vehicles can be attributed to improved technology and fierce competition in the marketplace to deliver reliability and better gas mileage.

Bill Gager, president of the Automotive Parts Remanufacturers Association (APRA) commented on the Polk report: "The American consumer continues to keep their vehicles for longer than ever before and parts remanufacturing, which is the ultimate form of recycling, continues to benefit from this growing trend." The Polk report also said that the number of vehicles older than 12 years has increased more than 20 percent and that is expected to continue to rise for at least the next 5 years."

While better new car sales are good for most recyclers, some sectors may suffer. As disposable income rises, consumers buy more new vehicles rather than call on recyclers involved engine rebuilding and remanufacturing (R&R). This sector operates counter-cyclical to the economy as a whole. And, when consumer income levels are high, demand tends to fall because motorists are more willing to replace worn out vehicles rather than extend their useful life through rebuilding and remanufacturing engines. Contrarily, when consumer income growth is stagnant, R&R demand generally increases because these services are a cheaper alternative to vehicle replacement. According to the 2013 IBIS-

World report on engine building and remanufacturing in the U.S., as consumers purchase more new cars, demand for R&R services is expected to fall.

Over the next five years, R&R industry revenue is forecast to stall as new vehicle purchases pick up. Consumer disposable income is projected to grow strongly, causing consumers to turn to new cars instead of R&R services. As such, IBISWorld forecasted industry revenue to fall at an annualized rate of 5.0 percent over 5 years to 2018.

The Automotive Engine Rebuilders Association (AERA) is the technical resource and industry voice for internal combustion engine builders, re-manufacturers, machine

See AUTO SALES, Page 8

## King County passes medicine take-back law

Recently, the Board of Health in King County, Washington voted to pass a medicine take-back law, the second municipality in the United States (after Alameda County) to mandate that pharmaceutical companies pay for the safe disposal of leftover and expired medicines – both prescription and over-the-counter varieties.

Under the new program residents may dispose of unwanted medicines at pharmacies and other secure locations across the county for no charge.

Aside from the more immediate public-health ramifications of expired or leftover medicines – which are linked to increasing rates of poisonings and

drug abuse – these long-lasting and hazardous chemicals are of concern to waste managers and water quality professionals, as well as environmental advocates.

Board members recognized that more people die from overdoses due to prescription medicines than from heroin and cocaine combined and that most abusers of medicines get the pills from a friend or relative's medicine cabinet. In fact, 32 percent of child poisoning deaths in Washington were caused by someone else's prescription medication, and 26 percent were caused by over-the-counter medicines.

Under the new rules and regulations:

- Residents will be encouraged to drop, free-of-charge, their leftover and expired medicines in secure boxes conveniently located in most retail pharmacies or law enforcement offices throughout King County;

- Collected medicines would then be destroyed by incineration at properly permitted facilities;

- Drug manufacturers selling medicines for residential use in King County would be required to run and pay for the program; and

- Public Health – Seattle and King County will oversee the program to ensure its effectiveness and safety.



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## Hamtramck reclaims waste in larger facility



The Hamtramck Recycling & Transfer Station, located in Michigan, has a new 33,000 sq.ft. facility.

"The old building was in disrepair," said Seth Krueger, the president of the new Hamtramck Recycling & Transfer Station, "and it was a hazardous environment for the workers."

Krueger was determined that the previously under-performing business had several things going for it. Among these was the fact that it had previously obtained the proper zoning from the city and a license from the Michigan Department of Environmental Quality (DEQ) as well as the proper permits from Wayne County.

"In December, 2010, we agreed to take on the business, on a three month trial basis, with the stipulation that we would go in there and run the operation."

"They had no automated equipment to speak of," said Krueger. "Theoretically they were a recycling business as well as a waste transfer station, but they were only recycling one to two percent of what they were taking in. The rest was simply compacted and hauled to the landfill or the incinerator."

Without efficient means for moving the trash through the pick cycle, it simply piled up. "The trash was 12 feet deep on a continuous basis. They pulled out the commodities that they could pick off the surface, but the rest was hauled away. It was just a mountain in there and they never made much headway on that mountain. The place was not only missing opportunities, but it was hazardous to work there."

After analyzing the facility's operations and the surrounding market during that initial three month trial period, the Kruegers decided to take on the business. The first big item on their agenda was to tear down the existing structure and construct a new one.

The Kruegers began by taking proposals from conveyor manufacturers and visiting several of them. One of them was Mayfran International Inc., from Cleveland, Ohio.

Mayfran won the contract to design, engineer and fabricate a 12 conveyor system for the new facility. The design phase was characterized by close interaction between the two parties.

"We got our final clearance from the DEQ in December 2012 and we were cleared to accept waste," said Krueger. "For the first few months we were doing test loads and getting our procedures tight as we ramp up to full production."

The Hamtramck Recycling & Transfer Station is recycling about 50 percent of the material that comes in – a far cry from the 1 to 2 percent recycling rate at the old facility. Their goal is to recycle an even greater percentage in the future. "We made a commitment to being landfill free," said Krueger.

Residual waste that is not recycled is sent to the Detroit Renewable Power plant as refuse derived fuel. This is also a cogeneration plant, creating electricity and steam for a number of buildings in downtown Detroit.

## Georgia coalition honors recyclers

The Georgia Recycling Coalition (GRC) honored four entities at its 22nd annual conference. The Spirit of Green Awards is in its seventh year of annually recognizing excellence in recycling and waste reduction in Georgia. The 2013 categories/winners include:

### **Environmental Stewardship**

**Live Thrive** – Individual or organization whose actions sustain the recycling industry's viability.

### **Outstanding Government or Community Program**

Laurens County Solid Waste Management Authority – Local programs

that exemplify comprehensive and sustainable components and practices in recycling and waste reduction.

### **Innovation Award**

Emory University – Individual or entity exemplifying unique programs or processes toward increased recovery of recycled materials.

### **Outstanding Institutional Program**

Georgia World Congress Center-Final Four 2013 – Entities that have implemented exemplary waste reduction/recycling programs; may include college, university, military installations or campus/industrial entities.

# San Jose City Council votes "no" to packaging recycling

San Jose, California City Council moved to restrict the use of polystyrene foam packaging for serving food, which would effectively kill efforts to recycle the packaging in the city.

The City Council's actions would leave the city with no plans for recycling nearly all types of foodservice and take-out packaging. San Jose directs residents to throw paper and other take-out packaging into the garbage, with the exception of clear plastic take-out containers.

Plastics makers have been urging the city to increase recycling. "This is a real step backward for recycling," said Tim Shestek, senior director of the American Chemistry Council in Sacramento. "The City Council's vote would lead to prohibiting packaging that's collected in curbside recycling programs elsewhere in California and replacing it with packaging that is thrown in the garbage."

The move runs counter to the trend in California towards increased recycling of polystyrene foam foodservice packaging, including at curbside. A recent study found that half the population of the state's 50 largest cities can recycle foam foodservice packaging. In contrast, only two percent of this population can recycle paper foodservice packaging.

The San Jose ordinance would prohibit the use of polystyrene foam foodservice packaging by restaurants and other local foodservice operators, including operators of the many family-owned eateries who objected to the 200 to 500 percent increase in the cost of



alternatives. San Jose businesspeople also objected to the lower performance quality of alternatives to foam and urged City Council members not to restrict one of the only foodservice containers being recycled in California.

Despite repeated objections by local businesses, the City Council voted in support of the ordinance during its first reading. To become law, the City Council must vote in favor once more during a second reading.

Earlier this year some City Council members proposed exploring the feasibility of adding polystyrene foam foodservice packaging to area recycling programs, which would remove more packaging from the waste stream and help reduce litter. The Council rejected the recycling proposal.

# Recycling expands in New Mexico and creates jobs

Over the past three years New Mexico has benefited from two pools of American Recovery and Reinvestment Act (ARRA) funds to improve recycling. In August of 2013 the New Mexico Recycling Coalition (NMRC) completed a 3 year-long \$2.8 million dollar rural and underserved recycling project funded through the Department of Energy's ARRA Energy Efficiency and Conservation Block Grant (EECBG) program. The New Mexico Environment Department also received similar federal stimulus funds in 2010.

Utilizing both of these stimulus fund programs, New Mexico developed the Hub and Spoke recycling model and has added 6 new regional recycling processing centers or hubs, improved 2 existing recycling hubs and added more than 40 new drop-off locations or all in rural and underserved areas. Nearly \$2 million of NMRC's grant was directly awarded to sub-recipients to build much-needed collection and processing infrastructure, to include new recycling processing hubs in Otero County, Deming, Thoreau, Raton, Truth or Consequences and Torrance County with improvements made in Silver City and Las Vegas.

In summary the stimulus funds benefitted rural New Mexico as follows:

**•Jobs** – Sub-recipient grant funds supported vendors and manufacturers of recycling equipment and created jobs in those fields. Additionally, sub-recipients provided in-kind support of staff time and hired new personnel to staff the

recycling facilities. These funds created a total of 38 direct jobs and 52 indirect jobs.

**•Energy** – Sub-recipients began selling recyclables in the second quarter of 2012 and have kept 4,016 tons of material out of landfills to date. Additional energy savings benefits include reduced transportation costs associated with hauling materials to landfills.

**•Increased access to markets for recyclables** – Grant funding was used to create the Rural Recycling Resources Marketing Cooperative (R3 Coop), which currently has nine members and serves as a broker for smaller community recycling programs. The R3 Coop takes the administrative burden away from small government entities to market recyclables and ensures a fair price for materials by working closely with regional recycling hubs and with end-markets to coordinate efficient transportation.

**•Increased value of recycling** – Under this project, NMRC conducted a comprehensive study identifying the state of solid waste in New Mexico and related jobs and economic development tools. The study found that in 2010 New Mexicans spent \$51 million to bury \$168 million worth of valuable recyclables and if the recycling rate in New Mexico increased to the national average of 34 percent, 5,000 new jobs would be created. Thanks to EECBG funding NMRC has provided rural New Mexico communities with over 500 direct technical assistance outreach endeavors over the past three years to help keep valuable recyclables out of landfills.

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## City of Bridgeport recycling increases by 67 percent

Bridgeport Mayor Bill Finch said that the Connecticut city has increased its recycling participation rate by 67 percent as compared to the previous 2 year period. The increase follows the city's switch to single-stream recycling and the expansion of the Recyclebank® rewards program citywide. Bridgeport has dramatically increased its recycling participation rate since it launched the enhanced recycling program in September 2011.

Bridgeport's BGreen2020 initiative was introduced in 2008 by Finch to create jobs, save residents money and to reduce Bridgeport's carbon footprint. BGreen efforts to increase recycling included the introduction of single stream recycling and the distribution of 64 gallon rollout carts to Bridgeport households. Since these 2 advancements in recycling efforts, Bridgeport has increased recycling rates by more than 67 percent, avoiding approximately \$130,000 per year in tip fees. The city has also earned more than \$100,000 in new revenue from its participation in Southwest Connecticut Regional Recycling Operating Committee, the regional multi-town group that encourages regional cooperation on recycling. Additionally, in August 2012, the City Public Facilities Department took over responsibility for refuse and recycling service to Bridgeport public schools, canceling the Education Depart-

ment's contract with private haulers, and saving more than \$160,000 per year. In total, city officials estimate that these efforts have saved Bridgeport nearly \$400,000.

Additionally, in 2009, Finch launched the Mayor's Conservation Corps, a group of young adults who go door-to-door in the City talking about conservation efforts. The group is instrumental in helping educate the residents of Bridgeport on how to live greener lifestyles and helps sign up residents to join Recyclebank. Bridgeport's community activism and recycling innovations, along with Recyclebank's rewards-for-recycling program, have pushed the City's environmental success to higher levels than those typically achievable with just a switch to a single-stream recycling program.

Compared to data from several other cities that made the switch from dual-stream recycling to single-stream recycling, Bridgeport has achieved a more substantial lift.

The Recyclebank rewards-for-recycling program also benefits the local economy. Bridgeport residents have saved nearly \$47,000 through rewards earned from recycling and put \$89,000 back into the local economy by redeeming rewards at locally-based businesses.

## TSA Lines recommend rate increase

After months of uneven demand and gradually eroding freight rates in the U.S.-Asia trade lane, container shipping lines say it is time to begin reversing the trend.

Member carriers in the Transpacific Stabilization Agreement (TSA) Westbound section have plans to raise freight rates, for all commodities and from all U.S. origin points, by at least \$100 per 40' container (FEU). A number of TSA-Westbound lines have already filed individual increases across the board or in key market segments.

TSA Westbound executive administrator Brian M. Conrad said there is an urgent need to begin rate restoration efforts in anticipation of fourth quarter cargo growth. "Rates have drifted down even more than usual during the typical summer slack period, to unsustainable levels," Conrad explained.

Conrad stressed that lines view the \$100 per FEU general rate increase (GRI) amount as a minimum, given current rate levels. While the GRI is voluntary and will be implemented by lines individually according to their specific needs at this time, Conrad said transpacific carriers remain under considerable financial pressure in the current environment and will be looking at further opportunities for revenue recovery in late 2013 and early 2014.

**American Recycler**  
NewsVoice of Salvage, Waste and Recycling

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American Recycler is published 12 times per year, postage paid at Columbia, Missouri.

SUBSCRIPTIONS: Call our offices at 877-777-0737 or visit [www.AmericanRecycler.com](http://www.AmericanRecycler.com). US 1 year \$48; 2 years \$72.

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## Salt Lake City works to boost recycling rate

Salt Lake City mayor, Ben McAdams has launched a new recycling campaign titled "Start a new cycle - Recycle."

In Salt Lake City's Zero Waste Resolution the city aims for 50 percent diversion by 2015; 70 percent diversion by 2025 and zero waste by 2040.

Through curbside recycling, the city has achieved a diversion rate of 38 percent for the residential sector.

Recycling by the non-residential commercial sector and multi-family residential sector is voluntary. A study completed in the spring of 2012 estimated that the recycling rate for the non-residential and multi-family sector in Salt Lake City was approximately 10 percent.

## EPA finalizes 2013 renewable fuel standards

As part of an ongoing effort to enhance energy security and reduce carbon pollution, the U.S. Environmental Protection Agency (EPA) has finalized the 2013 percentage standards for four fuel categories that are part of the Renewable Fuel Standard (RFS) program established by Congress. Most of these fuels are produced by American farmers and growers domestically and help reduce the carbon pollution that contributes to climate change.

The final 2013 overall volumes and standards require 16.55 billion gallons of renewable fuels to be blended into the U.S. fuel supply (a 9.74 percent blend). This standard specifically requires:

- Biomass-based diesel (1.28 billion gallons; 1.13 percent)
- Advanced biofuels (2.75 billion gallons; 1.62 percent)
- Cellulosic biofuels (6.00 million gallons; 0.004 percent)

These standards reflect EPA's updated production projections, which are informed by extensive engagement with industry and a thorough assessment of the biofuels market.

During this rulemaking, EPA received comments from a number of stakeholders concerning the "E10 blend wall." Projected to occur in 2014, the "E10 blend wall" refers to the difficulty in incorporating ethanol into the fuel supply at volumes exceeding those achieved by the sale of nearly all gasoline as E10.

Most gasoline sold in the U.S. today is E10. In the rule issued, EPA is announcing that it will propose to use flexibilities in the RFS statute to reduce both the advanced biofuel and total renewable volumes in the forthcoming 2014 RFS volume requirement proposal.

EPA is also providing greater lead time and flexibility in complying with the 2013 volume requirements by

extending the deadline to comply with the 2013 standards by four months, to June 30, 2014.

A January 2013 ruling by the U.S. Court of Appeals required the agency to reevaluate projections for cellulosic biofuel to reflect market conditions; the final 2013 standard for cellulosic biofuel recently announced was developed in a manner consistent with the approach outlined in that ruling.

The Energy Independence and Security Act (EISA) established the RFS program and the annual renewable fuel volume targets, which steadily increase to an overall level of 36 billion gallons in 2022. To achieve these volumes, EPA calculates a percentage-based standard for the following year. Based on the standard, each refiner and importer determines the minimum volume of renewable fuel that it must ensure is used in its transportation fuel.

## Recycling Innovators Forum names three contest winners

A unique project aimed at modernizing the way consumers relate to recycling was named the winner of the inaugural Recycling Innovators Forum, held in conjunction with the Resource Recycling Conference in Louisville, Kentucky.

The group behind the winning effort, Earth911, Inc., received a \$20,000 honorarium to help bring the project to market.

The idea beat out nearly 50 other proposals that were initially submitted to the forum. Of those, nine finalists were chosen and project representatives for the finalists presented their recycling-related visions to a panel of judges.

GreenMantra, a project that makes industrial waxes from recycled plastics,

was awarded second place and a \$5,000 prize. The \$2,000 third-place award went to PointGuard Pallet Protector, a product made from recycled plastic which aims to extend the lifespan of shipping pallets.

However, the judging panel, made up of industry leaders from various aspects of the recycling business, was most impressed by the Earth911 proposal. The idea has the potential to transform recycling by placing barcodes on recyclable products that can be scanned by smartphones. Consumers would be taken to landing pages that lay out all the specifics of recycling the product, tailoring information to a user's specific location.

Brenda Pulley, vice president of recycling programs at Keep America Beautiful and one of the judges for the event, said she was impressed by the number of fresh ideas that the innovators discussed in their presentations. "It is encouraging to review the range of creative proposals designed to capture more materials into the recycling system, as well as processing related proposals designed to expand and improve the recovery of materials," Pulley said. "It provides further evidence that progress continues to be made to identify more value out of the recovery of materials which will justify additional investments."

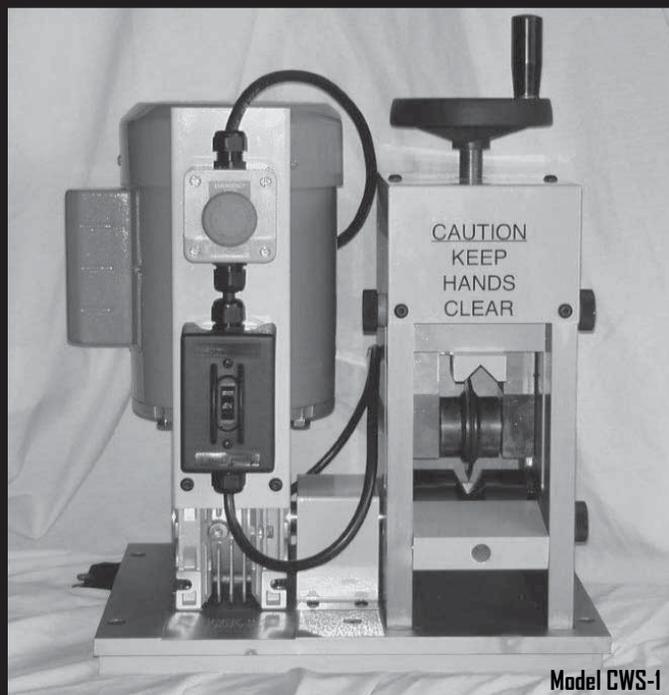
The proceedings wrapped up the first incarnation of the Recycling Inno-

vators Forum, which was sponsored by Alcoa, The American Chemistry Council's Plastics Division, Coca-Cola Recycling, eCullet, Resource Recycling, Inc. and Waste Management, Inc. The long-term goal of the annual event is to foster invention, originality and measurable improvement in recycling customer experiences, processes, technology and markets.

William Caesar, president of recycling services and organic growth at Waste Management, said events and programs that help fuel innovative thinking are key to the development of recycling programs across the globe.

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## Settlement leads to school clean ups

A commercial waste handler in Rhode Island has agreed to pay a fine of \$58,278 and to spend \$252,152 to clean hazardous chemicals out of approximately 60 schools in Rhode Island and Massachusetts in order to settle EPA claims that the company violated state and federal hazardous waste laws at a facility in Providence, Rhode Island.

Northland Environmental and its owner, PSC Environmental Services, will remove chemicals from 60 high schools and middle schools within a 50 mile radius of their Providence facility at 275 Allens Ave. where the violations occurred. The companies have agreed to pack up and properly dispose of both hazardous and non-hazardous wastes stored at the schools; to do hazardous waste training for science and art teachers; and to purchase safety equipment such as storage cabinets for flammable chemicals, eye washes and deluge showers for classrooms where hazardous chemicals are used. This project will be done over 18 months during times when the schools are closed.

EPA alleged that Northland/PSC Environmental Services violated the federal Resource Conservation and Recovery Act (RCRA) and state hazardous waste laws by failing to properly identify certain hazardous wastes and failing to properly maintain hazardous waste tanks and containers. These alleged violations could have resulted in the release of hazardous wastes to the environment. The company also stored incompatible hazardous wastes next to one another, creating a potential for fire or explosions. The company quickly came into compliance after the violations were identified.

The school clean ups will involve removing outdated and unwanted chemicals from schools at no cost to the participating schools. Chemical management is often a low priority for schools and it is not uncommon for school science departments to have outdated and unneeded stock chemicals present.

In addition to paying the fine and completing the environmental project, Northland/PSC has agreed to make sure the Providence facility remains in compliance with federal and state hazardous waste management regulations.



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## City Carton Recycling raises over \$120,000 for children



Over 45 City Carton Recycling friends, family, and team members volunteered to assist with the 19th Annual Charity Golf Outing.

The City Carton Recycling/Ockenfels Family Foundation 19th Annual Charity Golf Outing raised over \$120,093 for the American Cancer Society's Scholarship Program and the "Children's Cancer Connection," a non-profit organization providing support services and programs for children with cancer and their families. The event was held recently near Iowa City, Iowa.

One hundred percent of the Outing's proceeds are donated, thanks to the Ockenfels Family Foundation paying all outing expenses. The outing is held in memory of Deborah Ockenfels, daughter of City Carton Recycling founders Mort and Marcy. Deborah passed away from cancer at the age of 17 in 1972.

Over 180 golfers, from the U.S. and Canada teed off at the outing. Over 45 more friends, family, and City Carton Recycling Team Members assisted with the event held at Brown Deer Golf Club in Coralville, Iowa.

Money is raised in a variety of ways. A large portion is pledged in

activity and hole sponsorships prior to the Outing. "Premier" sponsors joining City Carton Recycling and the Ockenfels Family Foundation in the event this year include Core Vens Insurance, Clinton, Iowa; Hills Bank & Trust, Iowa City, Iowa; International Paper, Cedar Rapids, Iowa; IPS Balers, Baxley, Georgia; L & P Wire Tie Systems, Carthage, Missouri; Machinex, Plessisville, Quebec, Canada; Midwest Shredding Service, Kansas City, Missouri; Andy & Kathy Ockenfels, Riverside, Iowa; Deb & John Ockenfels, Swisher, Iowa; Point Builders LLC, Davenport, Iowa; Pralumex Inc, Walnut, California; Quincy Recycle, Quincy, Illinois; Truck Country, Davenport, Iowa; Vecoplan LLC, High Point, North Carolina; West Liberty Foods, West Liberty, Iowa, and Waste Management - Recycle America, Milwaukee, Wisconsin.

The Charity Outing is organized and run by City Carton Recycling Team and family members.

## Wicker Park Fest Patrons help recycle 16,000 beer cups

Wicker Park Fest implemented a progressive and successful sustainability plan. Chicago-based Bright Beat, which specializes in large-scale sustainability strategies, staffed "Eco Educators" at each waste disposal station to guide patrons on proper disposal of compostables and recyclables - including the most ubiquitous item found - the beer cup.

Patrons that attended the Wicker Park Fest did their part to keep Chicago beautiful by recycling their #6 rigid polystyrene cups. Bright Beat provided cup-recycling containers throughout the festival that made the process easy and convenient.

Polystyrene has a wide variety of uses, from the large molded blocks used to package electronics, to food service packaging including red Solo cups, foam cups, bowls, and "clamshell" take-out containers. Additional #6 rigid polystyrene products that can be recycled are yogurt

containers, CD cases, plastic garden furniture and hangers, to name a few.

Over 16,000 beer, wine and sangria cups were recycled over the course of this 2-day festival that annually draws over 70,000 attendees. Bright Beat made recycling easy and convenient for patrons by placing more than 50 cup-recycling containers up and down Milwaukee Avenue. Once the festival ended, the used cups were taken to Plastic Recycling Inc., in Indianapolis, to be domestically recycled.

This greening program was exclusively sponsored by the WPB SSA #33. In addition to helping patrons recycle their cups, Bright Beat also guided vendors in their sustainable practices. Food vendors were required to use compostable food service items, and compost their food scraps, and the Bright Beat Eco Educators made this effort a reality.

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# Earth911 wins recycling forum contest

Earth911, Inc., a wholly-owned subsidiary of Infinity Resources Holding Corporation, was named the winning entry in The Recycling Innovators Forum contest. The company was recognized for its innovative recycling scanning barcode/QR technology, putting a modern spin on the way consumers might approach the recycling process.

The technology, outlined in a proposal submitted to the forum, would put barcodes on recyclable products that, when scanned with a smartphone,

would instruct consumers specifically how and where that product could be recycled.

"Our mission at Earth911 is to help consumers lead a zero-waste lifestyle," said Brian Dick, CEO of Earth911, Inc. and its parent company Infinity Resources Holdings Corporation. "This is about completely modernizing the way consumers think about recycling."

Although technology has advanced dramatically in recent years, recycling is still mired in some of the same issues it has faced since the 1970s. Topping that

list are consumer confusion and a lack of clarity about what can be recycled or where and how it can be recycled. The product-specific technology proposed by Earth911, Inc., would provide detailed recycling and disposal information, combining an education process with actionable information that could have an immediate impact on the environment.

As the winning proposal in the contest, Earth911, Inc. received a \$20,000 honorarium, which will be used to help bring the technology to market.

## New facility serves Metroplex

Republic Services, Inc. dedicated a new 90,000 sq.ft. LEED certified complex, which serves Dallas, Denton, Parker and Tarrant counties, and represents a significant investment in the company's local recycling capabilities.

The facility utilizes a highly-automated supervisory control and data acquisition system, which enables continual monitoring, movement of 35 tons of materials per hour, and automation of the baling and storage of finished commodities.

## Auto sales

■Continued from Page 1

shops, OEMs, suppliers and service providers. American Recycler News asked Paul Hauglie, president of the AERA about the impact of new auto sales on his members. "Demand has slipped somewhat, but the engine builders are finding other areas to put their business to work. For example, expanding their automotive engine building to include light duty trucks and medium diesels; doing just cylinder head work and block work, working closer

with the dealerships and specializing more in the restoration market. Obviously their business will take a dip especially when potential customers are buying new instead of rebuilding what they have. Many of these rebuilders have not been able to effectively communicate the benefit of rebuilding versus buying new, i.e. a bill of \$3,000 instead of \$30,000."

Rob Wagman, president and chief executive officer of LKQ was asked about the effect of new car sales on his company.

According to Wagman, "New car sales are good for us from this perspective. It takes pressure off the used car market and hopefully the price of salvage should drop in the coming quarters. What we've found is when used car prices started increasing dramatically we had to pay more for salvage and they were less readily available. We think the surge in new car sales is generally good for the recycling industry. New cars obviously carry full insurance, whereas the average car on the road in the United States today is now a little over 11 years old and those cars carry less insurance, and therefore are less likely to get repaired. We see it positive for two reasons. One, more cars that are insured are more likely to be repaired because they are late model, and secondarily, we hope to see lower prices in the used car market. We see this as good signs of things to come."

"Obviously, the longer a car stays on the road, the more likely we are to sell mechanical parts. From a collision point of view, it's probably not a good thing because as they get older the more likely they are to be totaled. So it's kind of a shift in our business...newer cars

require more sheet metal parts, while older cars need more mechanical parts. It's really just a switch in the kind of components we sell," said Wagman.

Joe Pickard, chief economist and director of commodities for the Institute of Scrap Recycling Industries (ISRI) weighed in on the effect of new auto sales on recyclers.

"I think in the long run the more vehicles that get sold, the more will find their way back into the recycling stream, which is good. Coming out of the recession, we've seen new vehicle sales improving, but we've also seen people holding onto cars much longer. For example, the National Automobile Dealer's Association (NADA) has some recent numbers on vehicle scrappage, year to year, and they show a decrease in the value of light vehicle scrappage in 2012 versus 2011, even though total new vehicle sales were rising." According to NADA, scrappage as a percent of registrations fell from 97.4 percent in 2011 to 82.3 percent in 2012 further verifying that people are keeping vehicles longer.

"There are other things at work in the scrap industry," Pickard pointed out. "One is certainly related to pricing. We've sustained a period of weaker prices for iron and steel. As those prices come down there is less incentive for people to scrap vehicles because they are getting less money for them. We've also seen an increase in the number and size of automobile shredders, which has caused a lot of competition for available feedstock. In the late 70s there were about 160 shredders in operation and today well over 300, many with much larger capacity. That puts prices for scrap under pressure, and pressure on

profit margins for scrap recyclers. On the demand side prices for the scrap they are selling have also been coming under pressure. Not every commodity grade, but the trend this year is that prices are generally down as compared to this time last year. It's made a more challenging business environment for people recycling automobiles. A third trend is that a lot of the vehicles being fed to the shredder have less nonferrous metals and other types of valuables because they've already been removed. So the per unit value of those hulks are less valuable.

"As the economy grows and as the manufacturing sector increases, those are positive for the scrap recycling industry. Typically, vehicles being scrapped are about 60 percent ferrous by weight. But there's also an increasing amount of aluminum for weight reduction to increase fuel efficiency going into new vehicles. Some other good news is that more shredder residue such as plastic, glass and rubber are beginning to find their way into the recycling stream," Pickard concluded.

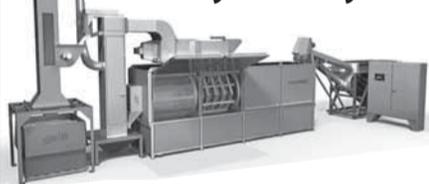
The trend towards keeping vehicles longer is beneficial to companies like Pull-A-Part, a fast growing self-serve chain of 25 locations in the Southeast, Midwest and Southwest which bills itself as the premiere do-it-yourself used auto parts superstore. At a company location or at its website a high-tech inventory system makes it easy for consumers to find a specific part and the exact location of the vehicle on a company lot. A typical lot holds anywhere from 1,500 to 2,000 vehicles, most 10 years or older. Using his or her own tools, the consumer removes the part to achieve savings.

Steve Levetan, senior vice president at Pull-A-Part commented on the state of his business: "On one hand, people are keeping their cars much longer, which means they need parts for those cars, which is good for our parts sales. But because people are keeping them much longer, it's impacting our ability to get cars. However, we are able to source the cars that we need in a very dynamic marketplace. Business is good."

Finally, improved new car and light truck sales trickle down throughout the economy, especially to the numerous auto component manufacturers across the country and for those dealers recycling industrial ferrous and nonferrous prompt scrap metals generated from the manufacturing process.

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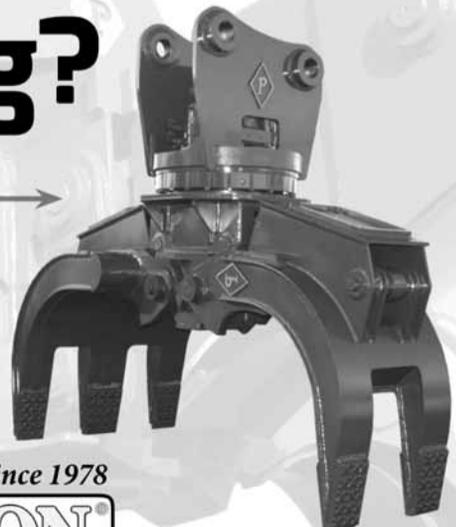
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## PAPER

### Global Green tests new recyclable seafood boxes

Global Green USA's Coalition for Resource Recovery (CoRR) joined forces with the New Orleans Fish House to test recyclable coated corrugated boxes as a method of transporting locally caught seafood. These innovative boxes, made by CoRR members Cascades Industrial Packaging and Interstate Container, are designed to be recyclable, unlike the paraffin-coated packaging typically used, and also withstand the icy seafood packing process.

The pilot began at the New Orleans Fish House, where seafood and ice were placed in the recyclable boxes, palletized, and loaded onto their delivery truck. Representatives from Global Green USA and the packaging companies followed the truck as it made deliveries in the Baton Rouge area, observing the unloading of the seafood at an event

venue, a large hotel, and a restaurant. At each location, the recipients of the boxes confirmed that the boxes were performing well.

This pilot marks a step toward more sustainable food systems: greens, vegetables, seafood, and meats are often transported in paraffin-coated cardboard, generating 1.45 million tons of solid waste that must be sent to landfills or burned. If these boxes are designed for recycling, and recovered, retailers and restaurants could realize a net benefit of combined cost savings and revenue of \$200 million nationwide.

The boxes, which were donated for testing by Cascades and Interstate Container, are recyclable in accordance with the Fibre Box Association's recyclability and repulpability protocol for wax-alternative coatings.

### Carton recycling activity up

The Carton Council of North America, a group of carton manufacturers united to divert valuable cartons from the landfill, has reached a new milestone: 45 states now have active carton recycling programs.

Carton recycling was recently added to a residential recycling program in Alabama, making it the 45<sup>th</sup> state with a carton recycling program. In the remaining five states currently without carton recycling – progress is under way. In Sioux Falls, South Dakota, Millennium Recycling

recently began carton recycling and is spreading the word to their customers.

Cartons are increasingly being used as a packaging solution for a variety of liquids and foods and therefore are making up a greater portion of the recycling stream. As a result, cartons are no longer an optional material to include in recycling programs, and recycling facility managers and community program officials are integrating them into the recycling supply chain, where they have been proven as a high-value material.

## ALTERNATIVE ENERGY

### Wheelabrator Westchester partners for renewable energy

Wheelabrator Westchester and White Plains Linen have entered into a renewable energy partnership in Peekskill, which will enable the New York county's largest commercial laundry operation to reduce its carbon footprint by 90 percent.

Under a long-term supply agreement, steam from the Wheelabrator Westchester waste-to-energy plant is being piped directly to White Plains Linen's adjacent commercial laundry facility via a newly-constructed steam line. White Plains Linen

is converting its natural gas-fueled laundry equipment and room heating systems to steam. Now that the conversion is completed, White Plains Linen will significantly reduce the amount of natural gas it uses to make steam and hot water, from 1 million therms per year to less than 90,000 therms per year. This steep reduction in natural gas usage will eliminate 4,775 metric tons of greenhouse gas emissions annually, equivalent to taking 995 passenger vehicles off the road.

### Real Goods Solar deploys system

RGS Energy, the commercial and utility division of Real Goods Solar, Inc., has been selected by Ironhouse Sanitary District (ISD) to deploy a 1.1 MW solar power system at its water recycling facility and administration building in Oakley, California.

RGS Energy will design, install, monitor and maintain the solar power system at the water recycling facility and the administration building.

The installation will be comprised of a 1 MW single-axis tracking system and 60 kilowatt carport system, which will generate more than 2.3 million kilowatt hours of solar electricity per year to power the facilities. Construction is scheduled to begin in the fall of 2013 and be completed in the first quarter of 2014.

ISD's current electrical cost for these facilities is more than \$600,000 per year,

but harnessing energy from the sun is expected to reduce the company's cost of electricity by at least \$95,000 in the first year alone, with a total savings of more than \$5.9 million over the next 25 years. Over that 25 year period, the solar energy produced is expected to offset more than 89 million lbs. of carbon dioxide emissions, or equivalent to taking more than 8,400 cars off the road (per EPA-based data).

RGS Energy's financing partner, Smart Energy Capital, brokered a power purchase agreement between ISD and Constellation Energy Group, an energy supplier and business unit of Exelon. The agreement allows ISD to purchase the solar energy generated on site at less than market rates while funding 100 percent of the installation cost.

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## WASTE

# Covanta enters agreement with NYC

Covanta, a sustainable waste management and renewable energy company, announced a new 20 year agreement with New York City Department of Sanitation to transport and sustainably dispose of municipal solid waste (MSW) delivered to a pair of marine transfer stations located in Queens and Manhattan. Covanta is the largest owner and operator of energy-from-waste (EfW) facilities in North America and plans to utilize capacity at existing facilities to convert the city's MSW into clean energy. It is anticipated New York City will deliver approximately 800,000 tons of MSW per year.

The agreement is for 20 years of service and it provides New York City with options for 2 additional 5-year periods. It calls for waste to be transported via sealed

containers using a multi-modal approach including barges and railcars, which will significantly reduce long-haul truck transportation of MSW.

Service for the Queens marine transfer station is expected to begin in early 2015, with service to the Manhattan marine transfer station to follow in 2016 when construction work is expected to be completed by New York City. To fulfill its obligations under this agreement, Covanta must purchase equipment, including barges, railcars, containers and intermodal equipment. Covanta expects its total investment to purchase this equipment will be approximately \$110 million. This investment will be made over several years beginning in 2013.

The decision to utilize EfW facilities marks a major milestone in reaching the city's goal of diverting 75 percent of solid waste from landfills. Recovering energy and metal from post-recycled waste at EfW facilities provides communities like New York City with an environmentally superior alternative to landfilling. According to the U.S. Environmental Protection Agency, for every ton of MSW processed at EfW facilities, greenhouse gas emissions are reduced by the equivalent of approximately one ton of carbon dioxide emissions. This is possible due to the avoidance of methane from landfills, the offset of greenhouse gases from fossil fuel electrical production and the recovery of metals for recycling.

# Republic elects new board

Republic Services, Inc. disclosed that retired Army General Ann E. Dunwoody and Tomago Collins have been elected to its board of directors. Republic's board now consists of 12 members, 11 of whom are independent directors.

General Dunwoody retired as a four-star Army General in October 2012 after 37 years of distinguished service. For the last 4 years of her service, she led the largest global logistics command in the Army, comprised of 69,000 military and civilian personnel located in all 50 states and more than 140 countries.

Currently, General Dunwoody is president of First 2 Four, LLC, a leadership mentoring and strategic advisory services company that offers visionary insights for managing large organizations to posture them for the future. She serves on the board of directors of L-3 Communications and Logistics Management Institute.

Tomago Collins is a senior executive at Kroenke Sports & Entertainment and has helped lead the company during numerous areas of growth in the past decade. Collins serves as the senior strategic communications and public affairs executive for all Kroenke-owned sports, entertainment, real estate, ranch and vineyard properties.

Collins currently serves on the board of directors of the Playing for Change, Colorado Make A Wish, Global Down Syndrome and Colorado I Have a Dream foundations.

# Delaware MRF caps \$15 million investment

With the grand opening of ReCommunity's 35th materials recovery facility (MRF), the largest pure-play recycling company in the U.S. launched into a 20 year agreement with the Delaware Solid Waste Authority (DSWA) to operate a state-of-the-art automated recycling facility that will serve the entire state of Delaware.

ReCommunity invested \$15 million to repurpose the existing 64,000 sq.ft. facility, also installing new sorting equipment within the Delaware Recycling Center (DRC) to process recyclable aluminum, plastics, paper, cardboard, tin and glass collected from throughout Delaware.

DSWA previously assembled the recyclable materials collected in the state at one of two transfer stations and then transported the material to ReCommunity's MRFs located in Pennsylvania and New Jersey as well as other MRFs in the surrounding area. The retrofitted facility now keeps the recycling in state, immediately creating 35-plus new jobs in Delaware, which will hopefully increase to 70-plus jobs over time.

The operation and design showcased within the ReCommunity Delaware facility includes advanced automated sorting capabilities that allow identification, separation and recovery of recyclables.

The equipment includes screening, optical sorting, air and controls technology to recover over 90 percent of available recyclables. The facility can process more than 35 tons per hour, with the capacity to handle more than 160,000 tons per year.

At full capacity, ReCommunity Delaware will recover material that will prevent 464,331 metric tons of carbon dioxide-equivalent greenhouse gases from being emitted annually, which is equivalent to removing 85,045 cars from the road each year. It will also save 218,587 cubic yards of landfill space and avoid 1,806,539 gallons of wastewater from getting into landfills.

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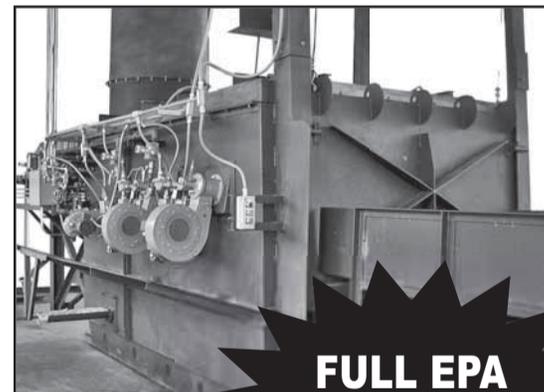
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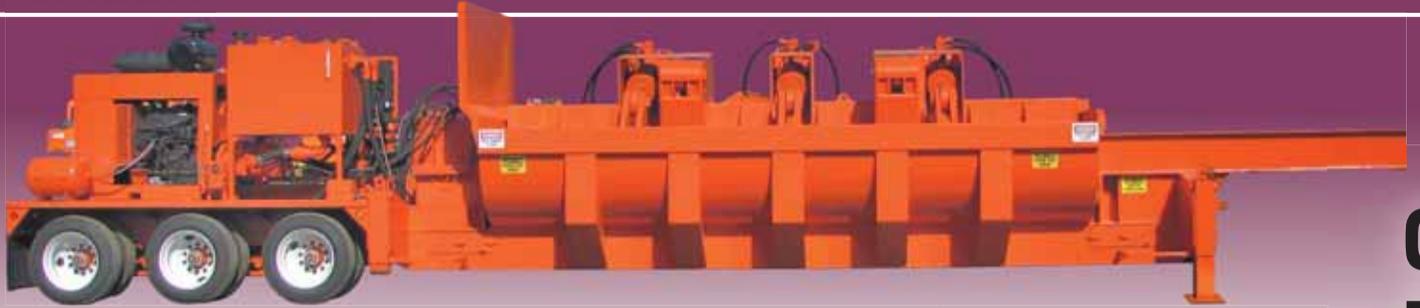
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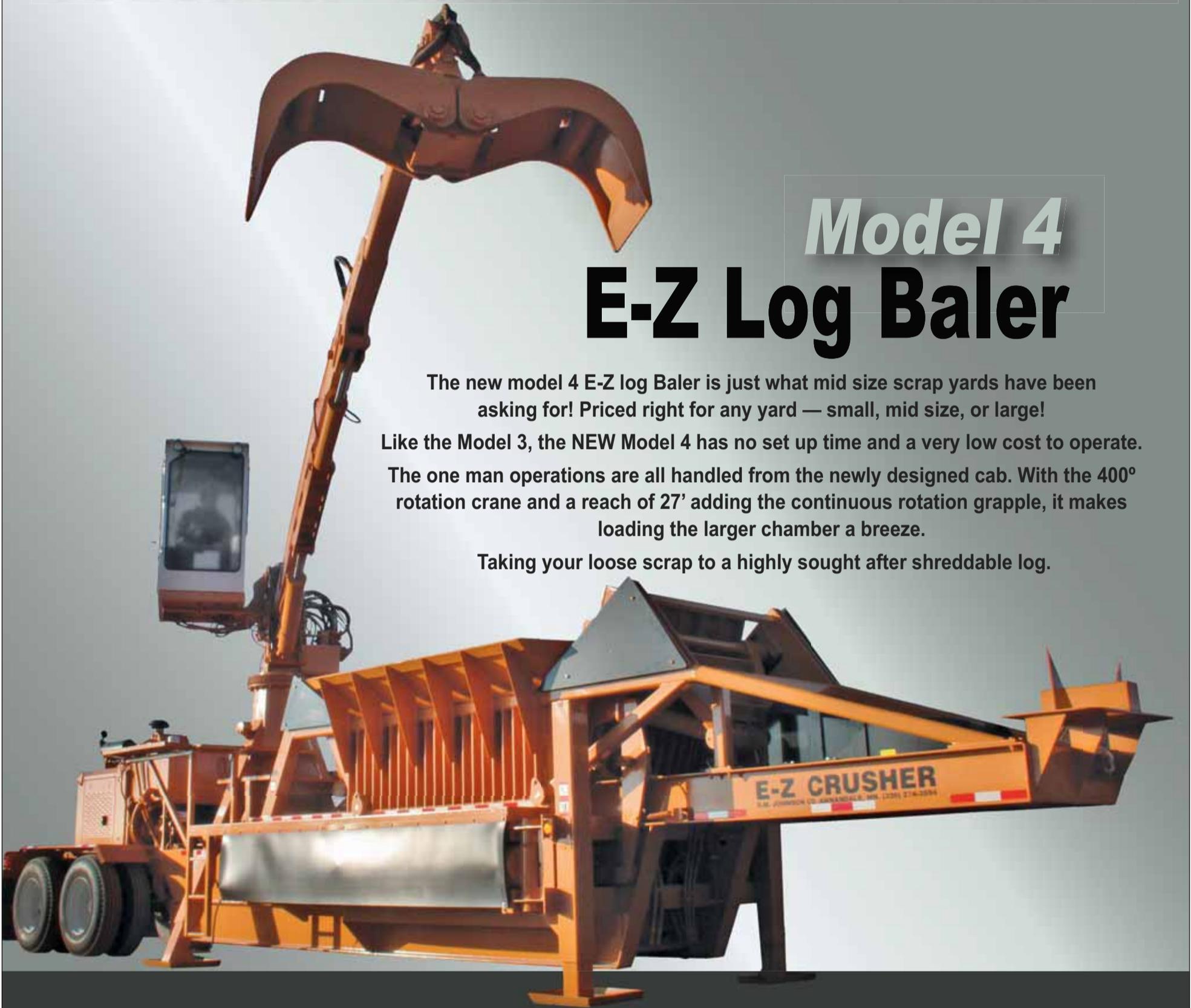
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## METALS

# Novelis reports first quarter of fiscal year 2014 results

Novelis reported net income attributable to its common shareholder of \$14 million for the first quarter of fiscal 2014. Excluding certain tax-effected items, net income for first quarter of fiscal 2014 was \$21 million.

Adjusted EBITDA for the first quarter of fiscal 2014 was \$204 million, compared to \$259 million reported for the same period a year ago. This quarter's results included a non-recurring \$14 million amendment to the company's employee Long-Term Incentive Plan. In addition, Novelis faced continued pricing headwinds and softer than expected demand for beverage can sheet partially driven by unfavorable weather conditions.

Shipments of aluminum rolled products totaled 708 kilotonnes for the first quarter of fiscal 2014, down two percent compared to shipments of 722 kilotonnes for the same period last year.

Net sales for the first quarter of fiscal 2014 were \$2.4 billion compared to \$2.6 billion reported for the first quarter of fiscal 2013. This decrease was primarily due to a seven percent decline in average aluminum prices, lower shipments, and lower conversion premiums.

Fiscal 2014 is a transitional year for Novelis as it begins the commissioning process of several strategic global expansions to support future demand for premium products in can, automotive and specialty markets.

•In July, the company began the commissioning process at both its new hot and cold mills in Korea. This largely completes the \$400 million investment in Korea to add approximately 350 kilotonnes of incremental rolling capacity, and 265 kilotonnes of recycling capacity that came online late last year.

•Novelis also began the commissioning process at its two new automotive finishing lines in North America last month. The commissioning process for this approximately 240 kilotonne expansion will ramp up through the remainder of this fiscal year.

•The company's rolling expansion in Brazil continues to successfully accelerate production as expected with customer qualification largely complete.

For the first quarter of fiscal 2014, Novelis reported solid liquidity of \$730 million. Free cash flow was a negative \$289 million for the first quarter of fiscal 2014 and capital expenditures totaled \$181 million. "As expected, we had negative cash flow in our first quarter primarily as a result of continued investment in our strategic expansions and \$107 million in semi-annual bond interest payments," said Steve Fisher, chief financial officer for Novelis. "We've made good progress reducing inventory levels at the end of the first quarter and are continuing to drive working capital efficiencies and take other actions to improve free cash flow going forward."



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# METALS

## Timken Company divides into two separate companies

The Timken Company and its board of directors has approved a plan to pursue a separation of the company's steel business from its bearings and power transmission business through a spinoff, creating two publicly traded companies.

Under this plan, the new engineered steel company will operate as an independent publicly held company. The bearings and power transmission business will continue to operate as The Timken Company. The transaction is expected to be tax-free to shareholders and should be completed within 12 months.

The board recognizes the benefits shared between the businesses and will work to maintain them through a mutually beneficial business relationship between the two independent companies. Company leaders will also work to minimize the impact of incremental stand-alone costs that will be incurred as a result of the separation as well as leverage the opportunities that come from operating as two focused companies.

The new publicly traded engineered steel company would have estimated annual revenue of \$1.7 billion and is expected to have strong prospects for growth and margin improvement. Over the past decade, the engineered steel business has implemented changes that increased margins, dramatically lowered its breakeven point and streamlined its supply chain. Headquartered in Canton, Ohio, the engineered steel company will include approximately 3,000 associates, seven manufacturing plants, four warehouses and five sales offices. The steel business is North America's leading manufacturer of SBQ large bars for industrial markets and its largest producer of seamless mechanical tubing.

### The Timken Company

Post separation, The Timken Company would have estimated annual revenue of \$3.4 billion consisting of the Process Industries, Aerospace and Mobile Industries segments. The company will continue to focus on numerous fast-growing markets, supported by both organic expansion and acquisitions. The business leverages its technology and engineering capabilities to offer more reliable solutions and enhanced products with emphasis in emerging markets where infrastructure is fueling geographic growth. Its focus on applying its know-how and providing superior service differentiates the business in the areas of product performance, on-time delivery and service support.

The board plans to name Ward J. Timken, Jr. to lead the new engineered steel company as its chairman and chief executive officer. Timken's career at the company began in 1992 in the steel business as senior steel business analyst. In 2004, he was named president of the steel business, and he was elected chairman of the board in 2005. Timken will continue to serve as chairman as well as oversee the steel business until the separation.

Following the separation, the board plans to name John M. Timken, Jr., non-executive chairman of The Timken Company. In that role, he assumes leadership responsibility for board activities and will oversee related board matters.

Timken will complete its current capital investment program for both businesses, which includes a new continuous caster for the steel business to come online in the second half of 2014, and expects investment levels to return to more normal levels thereafter.

## AK Steel Corporation to resolve violations

The United States and the Commonwealth of Kentucky have reached a settlement with the AK Steel Corporation (AK Steel) in Ashland, Kentucky, resolving alleged violations of the Clean Air Act, AK Steel's title V permit and the Kentucky State Implementation Plan, according to the Department of Justice and the U.S. Environmental Protection Agency.

Under the terms of settlement, AK Steel will pay a civil penalty of \$1.65 million, of which \$25,000 will be paid to the Commonwealth of Kentucky, for the alleged violations that occurred at AK Steel's former coke production facility

in Ashland. AK Steel shut down the coke plant on June 21, 2011. Coke is used as a carbon source and as a fuel to heat and melt iron ore at steel making facilities.

Although AK Steel closed the plant involved in this enforcement action, AK Steel is currently operating the Ashland West Works facility a few miles away from the former coke plant. Under the agreement, AK Steel has agreed to spend at least \$2 million on state projects to reduce particulate matter emissions at the Ashland West Works facility.

The consent decree was lodged in the U.S. District Court for the Eastern District of Kentucky.

## Kennametal to acquire ATI's Tungsten Materials Business

Kennametal Inc. has signed a definitive agreement to acquire the Tungsten Materials Business of Allegheny Technologies Incorporated for \$605 million. ATI's Tungsten Materials Business, with approximately \$340 million in annual sales, is a producer of tungsten metallurgical powders, as well as tooling technologies and components. The business has approximately 1,175 employees across 14 operating facilities globally and consists of two divisions: ATI Firth Sterling and ATI Stellram. The transaction has been approved by both companies' boards of directors and is expected to close before the end of the calendar year, subject to customary regulatory approvals and closing conditions.

The acquisition accelerates Kennametal's plans to expand capacity and develop an advanced tungsten carbide recycling facility in the U.S. The company also estimates that this will reduce planned capital expenditures by approximately \$30 million to \$35 million and expects to achieve economy of scale 6 to 8 years earlier than prior projections.

In addition, the acquisition will further augment Kennametal's tooling portfolio in the areas of metal cutting and metal finishing technologies, through brands such as Stellram Products, Garryson Products and Landis Products.

The company forecasts potential annual run-rate cost synergies ranging from \$30 million to \$40 million, which it anticipates will be realized via productivity improvements, operational efficiencies and raw-material cost benefits.




Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$303.00	\$315.00	\$340.00	\$365.00	\$370.00
#1 Bundles	per gross ton	303.00	315.00	339.00	365.00	360.00
Plate and Structural	per gross ton	300.00	314.00	365.00	365.00	360.00
#1 & 2 Mixed Steel	per gross ton	300.00	312.00	363.00	360.00	335.00
Shredder Bundles (tin)	per gross ton	280.00	290.00	289.00	330.00	295.00
Crushed Auto Bodies	per gross ton	280.00	290.00	289.00	330.00	295.00
Steel Turnings	per gross ton	180.00	195.00	210.00	220.00	237.00
#1 Copper	per pound	3.03	2.98	3.05	3.10	3.09
#2 Copper	per pound	2.84	2.84	2.92	2.93	2.93
Aluminum Cans	per pound	.56	.64	.67	.69	.65
Auto Radiators	per pound	2.10	1.95	2.10	2.12	2.10
Aluminum Core Radiators	per pound	.58	.59	.62	.68	.63
Heater Cores	per pound	1.85	1.89	1.55	1.49	1.72
Stainless Steel	per pound	.53	.57	.58	.65	.63

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

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

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## AUTOMOTIVE

# EPA revises fuel economy estimates for Ford C-Max

As part of the U.S. Environmental Protection Agency's (EPA) commitment to ensuring consumers are given accurate fuel economy values, the agency is revising estimates for the 2013 Ford C-Max Hybrid, and announced plans for updating its fuel economy labeling regulations to ensure that the requirements keep pace with industry trends and innovations in advanced high-efficiency vehicles. Ford is voluntarily re-labeling the vehicles with these new values.

EPA tested the C-Max after receiving consumer complaints that the vehicle did not achieve the label values of 47 miles per gallon (mpg) for highway, city, and combined driving. The new fuel economy estimates for Ford 2013 C-Max are 43 mpg combined, 45 mpg city, and 40 mpg highway. Fuel economy estimates are found on the Fuel Economy

and Environment window sticker of new vehicles.

Ford based the 2013 Ford C-Max label on testing of the related Ford Fusion hybrid, which has the same engine, transmission and test weight as allowed under EPA regulations. For the vast majority of vehicles this approach would have yielded a more accurate label value for the car, but these new vehicles are more sensitive because advanced highly efficient vehicles use so little fuel.

To date, most high-efficiency hybrids have been used in a single vehicle design and therefore do not have this issue. The Ford hybrid family is one of two examples in the industry where advanced technology vehicles with the same engine, transmission and hybrid components are used across multiple vehicle designs.

# Two California firms agree to settle violations after illegal import of vehicles

According to the Department of Justice, the U.S. Environmental Protection Agency (EPA) and the California Air Resources Board (ARB), two Los Angeles-based consulting firms, MotorScience Inc., and MotorScience Enterprise Inc., and their owner, Chi Zheng, have agreed to settle alleged Clean Air Act (CAA) violations stemming from the illegal import of 24,478 all-terrain, recreational vehicles into the U.S. from China without testing to ensure emissions would meet applicable limits on harmful air pollution.

MotorScience and Zheng have agreed to have a stipulated judgment entered against them for a \$3.55 million civil penalty and to pay an additional \$60,000 civil penalty within 6 months. The United States will receive 80 percent of collected penalties, and California will receive the remaining 20 percent.

"Vehicles and engines that are manufactured overseas and sold in the U.S. must meet the same Clean Air standards as domestically-made products," said Robert G. Dreher, acting assistant attorney general for the Justice Department's Environment and Natural Resources Division.

The settlement also requires that for the next 15 years, before either MotorScience or Zheng may engage in any further work involving non-road vehicles and engines, they must follow a rigorous compliance plan to ensure that any emissions testing and certification applications submitted to EPA or the ARB accurately represent those vehicles and engines. Non-road vehicles and engines include recreational vehicles, generators, lawn and garden equipment, and other non-road internal combustion engines.

EPA's investigation showed that MotorScience obtained EPA certificates of conformity for numerous vehicles without conducting required emissions testing. As alleged in separate complaints filed in federal district court by the United States and the state of Cali-

fornia in September 2011, MotorScience arranged for emissions testing of a limited number of vehicles, and then reused those results to obtain certificates of conformity for numerous other, dissimilar vehicles. For at least three of those vehicles, EPA confirmed that their emissions exceeded the federal limits for hydrocarbons and nitrogen oxides.

MotorScience and its president, Zheng, provide consulting services for vehicle manufacturers and other clients interested in obtaining certificates of conformity from EPA to allow import of their vehicles into the U.S. In 2010, EPA voided 12 certificates held by 4 of the defendants' clients, who were U.S.-based importers for Chinese recreational vehicle manufacturers. The complaints filed by the U.S. and California alleged that defendants caused four of their clients to illegally import vehicles under federal certificates and California executive orders that were voided. The complaints further alleged that defendants caused their clients to fail to create and maintain required records on emissions testing.

The CAA prohibits any vehicle or engine from being imported into or sold in the United States unless it is covered by a valid, EPA-issued certificate of conformity demonstrating that the vehicle or engine meets applicable federal emission standards. The CAA also prohibits any actions that cause the importation of uncertified vehicles or that cause recordkeeping violations. Similarly, the California Health and Safety Code prohibits any vehicle or engine from being distributed or sold in California, unless such vehicle or engine is covered by a valid, ARB-issued executive order demonstrating that the vehicle or engine meets applicable California emission standards.

The certificate of conformity is the primary way EPA ensures that vehicles and engines meet emission standards. This enforcement action is part of an ongoing effort by EPA to ensure that all imported vehicles and engines comply with the CAA's requirements.

## SALVAGING Millions

by Ron Sturgeon  
Autosalvageconsultant.com

### Getting to yes with your banker

Learn from the tips in these continuing articles.

#### Tip No. 15 – Get new money on existing loans

On a real estate loan, you can't get new money after the loan is fully funded in most states. Let's look at what that means. Say you get a \$500,000 loan and it funds. You make payments for 3 years, leaving a balance of \$350,000. Now, even though you have paid off \$150,000, you can't go back and get \$150,000 in "new money." The only way to get that \$150,000 is to take out a new first lien loan or a second lien loan with all the accompanying fees and costs.

If you want to get revolving money on a real estate loan, take the proceeds and pledge them as collateral on a line of credit (LOC). Then you can pay and borrow, pay and borrow, etc. An additional huge benefit is that most LOCs are only for one year, but this one will always be renewed – so long as the collateral is healthy.

#### Tip No. 16 – Earn interest on your collateral

When you use cash as collateral for a loan, have the bank pay you whatever it wants on the CD and charge you one point more for your loan. That way, the loan is costing you only one percent, because the bank is essentially paying you interest on the collateral.

In addition, when you use a CD as collateral on a loan, consider where

you want the interest from that CD to be paid. Often it's added back into the CD, which will increase the interest you receive, but then it can't be used to go toward the interest you're paying the bank. Consider having that interest paid into a money-market account, then using it to make the payment on the loan that the CD secures.

#### Tip No. 17 – Watch for prepayment penalties and hedges

Check your real estate loan documents carefully. Laws vary by state, but in many, the lender can charge you a pre-payment penalty if you pay your loan off early. This can be a pretty big fee, so think carefully before agreeing to it.

Also, banks may hedge or match fund your loan. That means they "match" your loan with a funding source, or hedge it in the markets that the rate won't go up or down too much to protect their exposure on rates. It's pretty complicated (too complex to explain fully here, but just ask if your loan is being hedged or match funded and what the implications might be to you). They may insist on a pre-payment penalty because they can't "unwind" the hedge or match funding without a penalty. For instance, if you are paying seven percent interest, and you pay it off early, they may be in an environment where they can only loan the money at three percent, so they want to be made whole or not have the risk associated with the difference.

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

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## INTERNATIONAL

# E.ON and Swissgas begin operations at power-to-gas facility using hydrogenics

E.ON inaugurated commercial operations at its Power-to-Gas (P2G) facility in Falkenhagen, Germany. The plant uses wind power and hydrogenics' electrolysis equipment to transform water into hydrogen, which is then injected into the existing regional natural gas transmission system. The hydrogen, as part of the natural gas mix, can be used in a variety of applications including space heating, industrial processes, mobility and power generation. The facility, which has a capacity of 2 MW, produces 360 cubic meters of hydrogen per hour.

"This project makes E.ON one of the first companies to demonstrate that surplus energy can be stored in the gas pipeline system in order to help balance supply against demand," said Dr. Ingo Luge, CEO of E.ON Deutschland. "This method of energy storage is considered a key technology for the transformation of Germany's energy system. It will reduce the need to take wind turbines offline when the local grid is congested and will

therefore enable us to harness more wind power."

Swissgas, which represents over 100 local natural gas utilities, is a partner in the project with a 20 percent capital stake and an agreement to purchase a portion of the gas produced.

Daryl Wilson, CEO of Hydrogenics, added, "In April of this year we announced a second Power-to-Gas project with E.ON for the city of Hamburg, which is currently under construction. That facility, containing the world's largest single mega-watt PEM stack, is expected to be delivered in the spring of 2014. These projects serve as a platform for upcoming Power-to-Gas facilities not only in Europe but around the world."

For Hydrogenics Corporation, this has been a turnkey Power-to-Gas project which included supply, installation, connection and commissioning of the hydrogen production facility including gas compression, master controls, as well as a five year service and maintenance agreement.

# New partnerships to lead electronic recycling in Ghana

E-Waste Systems, Inc. (EWSI) has signed a Teaming Agreement with Community Waste Ltd. of Ghana as the first partner in the African continent to ensure full recycling and zero landfill of e-waste.

With a reported population of 24 million people, Ghana is the 8th most population dense country in Africa. Accra, where Community Waste Ltd. is based, is the capital city with a population of 4 million people, making it the eleventh-largest metropolitan area in Africa.

"As with the venture launched in the Caribbean, our project for Africa is designed to remove electronics from landfill sites across the country for processing in our facilities. We will offer local individual partners and municipalities shipping containers as the means to collect e-waste. This venture will then provide them with revenue sharing from the recovered materials. As volumes grow, we will consider putting an ePlant1000 in place and doing the processing locally," said Martin Nielson, founder and chief executive officer of EWSI.

# China Recycling Energy partners

China Recycling Energy Corp., an industrial waste-to-energy provider in China, has entered a strategic cooperation agreement with China Guangdong Nuclear (CGN) Energy Service Co., Ltd. in recycling energy projects.

CGN Energy Service Co., Ltd. and the company intend to invest in selected constructing projects and are planning to jointly develop more recycling energy projects.

"I invited a friend home for supper," said a husband to his stay-at-home wife.

"What? Are you crazy? The house is a mess, I didn't go shopping, all the dishes are dirty and I don't feel like cooking!"

"I know all that."

"Then why did you invite him?"

"Because the poor fool's thinking about getting married."

## BUSINESS BRIEFS

### Global zones set to leverage Veolia's services

■ As part of Veolia Environnement's ongoing global transformation program, the company's operations have been organized into nine integrated, geographically based businesses to address the public and private sectors' interrelated energy, water and waste challenges.

Led by Terry Mah, president and CEO of Veolia Environnement North America, the North American zone now includes all Veolia operations in the United States and Canada, including Veolia Environmental Services North America, Veolia Water North America and the Veolia Energy business in the U.S.

A microbiologist and environmental engineer, Mah most recently served as chief operating officer of Veolia Water Solutions & Technologies, International Municipal. Prior to that, Mah served in a variety of capacities in the United States for Veolia companies for 10 years.

Veolia Environnement North America has been organized around two business and operations teams – one focused on the municipal/commercial sector and one focused on industrial markets. Heading those teams and reporting directly to Mah is Bill DiCroce, executive vice president and chief operating officer for the municipal and commercial business, and Steve Hopper, executive vice president and chief operating officer for the Industrial business.

Laurent Auguste has been promoted to a global role as director of Veolia's Innovation and Markets department, a newly created group.

### CERF appoints David Kerr as chief operating officer

■ CERF Incorporated's board of directors has approved the appointment of David (Skip) Kerr as chief operating officer.

Kerr has been acting in the position of vice president business development for CERF since 2012.

Kerr has held various senior management positions in the waste industry since 1983 including seven years with Browning Ferris Industries Inc. as divisional vice president. He then served as Western Canada Landfill sales manager for Canadian Waste/Waste Management Inc. until 2001. From 2001 until 2004 Kerr was the Alberta vice president for Waste Services Inc. and then served as senior vice president for Wasteco Environmental Services until 2005. From 2005 until 2012 he provided waste management consulting services to MCL Waste Systems and Environmental Inc.

### EIA names new director of waste and recycling

■ The Environmental Industry Associations (EIA) has named Anne M. Germain as its new director of waste and recycling technology.

Germain will serve as a technical expert and spokesperson for the association by working to provide an industry perspective to regulatory agencies, delivering information to EIA members regarding waste management technologies and expanding resources for members of NSWMA-WASTEC.



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**BUSINESS BRIEFS**

**Darling International completes acquisition**

■ Darling International Inc. has completed its acquisition of Terra Renewal Services, Inc., a provider of environmental services focused on the collection, hauling, reprocessing and recycling of waste cooking oil and disposal of non-hazardous, liquid and semi-solid waste streams from the food processing industry with operations in over 24 states. The purchase price for the transaction was approximately \$120 million in cash with an EBITDA of approximately \$22 million per year.

**Certain assets of Interstate Waste acquired**

■ Action Environmental Group, Inc. disclosed its purchase of the New York and New Jersey hauling, transfer station and recycling assets of Interstate Waste Services, Inc. Action's tenured management team has experience with the facilities, customers, employees and markets served by Interstate Waste.

The transaction was financed primarily through existing ownership led by private equity sponsors Summer Street Capital Partners, LLC and Ironwood Capital Management.

**Genesis Attachments promotes Blaine Archibald**

■ Genesis Attachments has promoted Blaine Archibald to national account manager.

In his new role, Archibald, previously the Genesis Southwest regional manager, will develop, manage and maintain a national account program focusing on the scrap industry.

Archibald will also continue in his regional manager role until a successor is named.

**Covanta acquires the Camden Resource facility**

■ Covanta Holding Corporation has acquired the Camden Resource Recovery Facility, a 1,050 ton-per-day Energy-from-Waste (EfW) facility in Camden, New Jersey from a subsidiary of Foster Wheeler AG. The transaction is expected to have a modest positive impact on Covanta's 2013 guidance metrics.

The Camden EfW facility provides sustainable waste management services to Camden County and surrounding communities while generating approximately 21 MW of renewable energy which is sold into PJM at market rates. The facility's attractive southern New Jersey location adds to Covanta's extensive network of EfW facilities in the Northeast and Mid-Atlantic. In 2012, the Camden facility processed approximately 319,000 tons of waste into more than 146,000 MW hours of clean, renewable electricity.

**Everson Cremonese joins Danieli Centro Recycling**

■ Everson Cremonese has joined Danieli Centro Recycling.

Previously vice president at Metso Minerals and Metso Recycling, Everson Cremonese is a production and metallurgical engineer with strong experience in providing high technology equipment to the metal and recycling industry.

**Company Wrench joins DoppstadtUS as dealer**

■ DoppstadtUS named Company Wrench as their new dealer partner in Washington, Montana and Northern Idaho for their full line of slow-speed shredders, high-speed grinders, trommel screens and sorting stations. Company Wrench brings 14 years of quality service, opening two branches in Washington in 2009, with an additional branch planned in the Greater Seattle area by 2014.

As a turnkey distributor, Company Wrench handles all engineering, service, rentals and parts fulfillment, and is well positioned to represent DoppstadtUS products throughout the territory.

Existing Doppstadt owners can immediately contact the Company Wrench team to support all their Doppstadt needs.

**Allied Recycling signs letter of intent**

■ Virtual Sourcing, Inc. subsidiary Allied Recycling Corp. has signed a letter of intent to purchase the assets of a holding company that includes a concrete products manufacturer with more than 20 years of operations. The concrete operation has historical sales exceeding \$17 million annually in 4 of the last 5 years with discretionary earnings in excess of \$3 million in its latest fiscal year ended in April 2013. The company has continued to grow since its year end with expectations of \$18 million in revenue for this fiscal year with discretionary earnings in excess of \$3.25 million.

The acquisition will allow the company to introduce a line of consumer products with the appearance of conventional stone products but with lighter weight and increased durability.

The acquisition will close upon the successful completion of an appraisal of the assets and due diligence. The purchase contract is currently being drafted to finalize all terms, and closing is anticipated during October 2013. Financing has been located with no stock issuances or conversions involved.

**ALL Crane Rental of Georgia wins awards**

■ ALL Crane Rental of Georgia, including branches in Atlanta, Georgia, and its sister location in Phenix City, Alabama were presented with the 2012 Award of Excellence from the Georgia Department of Labor in recognition of Exceptional Workplace Safety. For the Atlanta branch, it was the eighth consecutive win, and for the new Phenix City, Alabama branch, the second in a row. ALL Crane Rental of Georgia, Inc. is a member of the ALL Family of Companies. The ALL Family of Companies has 34 branches spread throughout North America.

ALL Crane Rental of Georgia, Inc. was well within the parameters of the requirements for the award, achieving at least 250 workdays during 2012 with no lost time due to injuries or illness.

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**Events Calendar**

**October 13th-15th**

**Educational Conference on Litter Control & Solid Waste Management.** Canaan Valley Resort, Davis, West Virginia. 304-926-0448 • www.awvswa.com

**October 29th-30th**

**NERC Fall Conference.** Hotel Northampton, Northampton, West Virginia. 802-254-3636 • www.nerc.org

**November 6th-9th**

**ARA 70th Annual Convention & Expo.** Sheraton Downtown & Convention Center, Phoenix, Arizona. 888-385-1005 • www.a-r-a.org

**November 7th-8th**

**The 6th Asphalt Shingle Recycling Forum.** Westin Denver Downtown, Denver. 630-585-7530 • www.shinglerecycling.org

**November 20th-21st**

**Canadian Waste & Recycling Expo.** Palais des Congres de Montreal, Montreal, QC, Canada. 770-984-8016 • www.canadian-waste-recycling-expo-us.messefrankfurt.com

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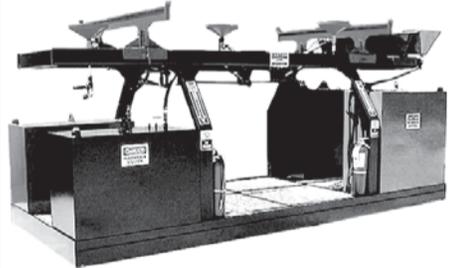
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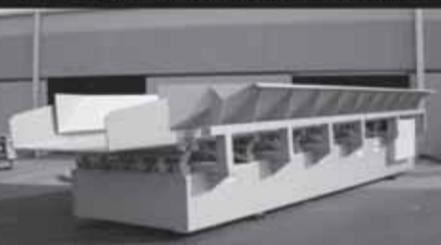


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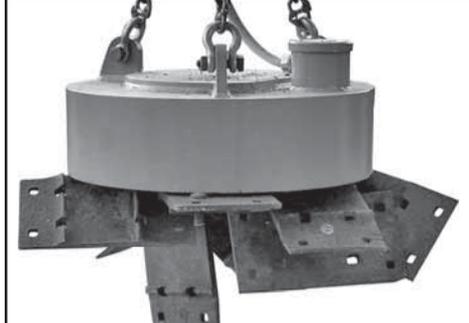


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## CRT overabundance plaguing e-recyclers

by MARK HENRICKS

mhenricks@americanrecycler.com

As cathode ray tube (CRT) television displays have been replaced by flat screens using liquid crystal and other technologies, it has become harder for recyclers to find processors for the growing quantities of leaded glass in TVs and computer monitors collected for recycling. Far more of the bulky, old-fashioned TV tubes are being collected than ever before but, since leaded glass is no longer used to make new TVs, there are fewer options for recycling CRTs.

Two recent reports painted the problem with differing degrees of severity. A March survey of recyclers found about 20 percent were having problems dealing with the material. That survey, conducted by the Brattleboro, Vermont-based Northeast Recycling Council for the Consumer Electronics Association (CEA), a Washington-based trade group, indicated that recyclers were storing 68,000 tons of CRTs awaiting processing or shipment, but that most, 72 percent, were having no trouble finding downstream vendors. Recyclers that did report problems said pricing was the major issue, and it affected small operators more than big ones.

Less than 10 percent of the recyclers reported being completely unable to find downstream vendors of CRT glass processing in the last 12 months, according to Lynn Rubinstein, executive director of the non-profit council. Only modest volumes of old CRTs were being stored, and this might have been done only to accumulate sufficient quantity for efficient shipping and processing. "I'm not saying this should be ignored," Rubinstein said. "But are we seeing large volumes of material coming in and being abandoned? If that's happening, it's not obvious from the survey results we received."

Another report, released in December by TransparentPlanet, a Washington-based electronic waste consulting and research organization,

painted a grimmer picture. It said about 330,000 tons of CRT glass was being stored. Lauren Roman, managing director of TransparentPlanet, described the situation as "very serious," and said a critical lack of recycling infrastructure could lead to loosening state and federal rules against landfilling lead-contaminated CRTs. "This could undermine all of the U.S.' progress in e-recycling," Roman said.

The issue is getting attention from the Environmental Protection Agency (EPA). EPA joined the CEA in announcing a "CRT Challenge" offering a \$10,000 prize for the best idea for recycling CRTs. The \$10,000 is a drop in the bucket compared to the costs manufacturers could face in a couple of different scenarios. One such scenario is if dumping or abandonment of CRTs creates sites requiring federal or state clean-up that manufacturers and others would ultimately pay for. Another is if the fees manufacturers, along with retailers, are required to pay to recycle CRTs are increased. Either way, the cost could be substantial. Roman's report suggested a range of \$85 million to \$360 million just to cover recycling the current backlog of CRTs.

While manufacturers aren't volunteering to pay that much more to clean up the over-supply yet, the CEA has recognized the existence of some sort of problem. "I don't know if I'd call it a glut at this point, but I'd definitely say the CRT market is stressed," said CEA vice president Walter Alcorn.

The main reason for the situation is two-fold. First, there are a lot more CRTs entering the recycling stream. One reason is the wholesale replacement of CRTs as the display technology of choice for computers, televisions and other electronics. Alcorn said Americans essentially stopped buying CRT-based products several years ago. As a result, CEA expects about a million tons of old CRTs to be disposed of in the next several years. Many are headed for recycling, thanks



With new CRT production nearly nonexistent, old monitors such as these are a limited commodity. However, some reports estimate that recycling the existing backlog could cost up to \$360 million.

to state take-back laws and increased recycling efforts by electronics makers and retailers. Some states have also banned landfilling of the lead-rich CRT glass.

At the same time CRTs turned from useful technology into obsolescent junk, the number of companies

processing the leaded glass declined drastically. At one time, old CRTs were worth money and domestic and international recyclers paid to get them, mostly for remanufacturing into new CRTs. As demand for new CRTs collapsed, so did CRT processing.

See CRT GLUT, Page 7

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## A Letter from the Editor

Readers,

Nancy Pelosi recently announced that Republican efforts to reign in government spending are pointless because, "The cupboard is bare. There's no more cuts to make. It's really important that people understand that."

Really? Does she understand how a budget works? The Federal budget has ballooned to a whopping \$3.8 trillion dollars for this year alone. I'm pretty sure that there's some fat in there that we could still trim.

As we send this month's issue to the printer, there's a showdown taking place in Washington that will determine whether the Federal government will have enough funding to continue to run, or whether we experience another shutdown of all "non-essential" governmental services.

The Republicans in the House have passed a resolution that would continue to fund operations, but would defund any elements of the Affordable Care Act in turn. Anyone with a passing interest in our country's political goings-on knows that said resolution doesn't stand a snowball's chance of passing a Senate controlled by Democrats.

The deadline for that decision is October 1. Since you're likely reading this after that date, allow me to hazard a guess as to the outcome. I predict that the Republicans will back down from their hardline stance on Obamacare, and pass some form of compromise which will keep taxpayer dollars flowing to various federal entities until December.

If you think I sound less than thrilled, you'd be correct. Honestly, I have very conflicting feelings about a potential government shut down. On the one hand, my firmly middle-class self doesn't benefit from much government assistance. I don't use an Obamaphone, or receive food stamps. So why should I care? Shut them down and tell them to quit spending so much money.

But on the other hand, a default by our government could have huge implications for businesses within this country. I'm not an economist, and I don't pretend to grasp the entirety of the potential repercussions, but I've been led to believe that they could be substantial.

Political brinksmanship will make for an interesting October. And if the Republican's cave on this particular issue, look to see what demands they make mid-month as they begin to vote on whether to raise the nation's debt ceiling.

Until next month,



Dave Fournier  
Focus Section Editor  
david@americanrecycler.com

# Sims Recycling hosts event to introduce new shredding process

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Sims Recycling Solutions has installed some of the world's most powerful electronic waste recycling equipment at the 200,000 sq.ft. electronics recycling facility located in Roseville, California. This modernized technology has an improved workflow process; and the equipment investment and engineering innovation will enable Sims to increase processing capacity by 36.4 million lbs. per year – the equivalent of almost 2 million computers.

Installation began in April 2013 and the facility recently began processing

material using the newly installed equipment. "This improved process enables our Roseville location to accept a wider variety of materials in higher volumes which will help better serve the needs of local municipalities, communities and businesses," stated Steve Skurnac, president of Sims Recycling Solutions. "Our engineering team analyzed our current equipment and its capabilities and determined that in the long-run it was necessary to upgrade so it could effectively handle the growing demand of material ready for recycling."

The equipment being replaced was originally installed in the mid-1990s and was one of the first electronic waste recycling machines built in the United States. Using lean six sigma methodologies this new process has maximum efficiencies and effectiveness that will contribute towards a more environmentally responsible and data secure workflow of material.

For additional information, view this article on [www.AmericanRecycler.com](http://www.AmericanRecycler.com).

## Staples recycles 350 million ink cartridges

Staples, Inc. has recycled 350 million ink and toner cartridges since 2005, averaging over 60 million cartridges per year for the past three years. Through the cartridge recycling program, Staples has recycled 182 million lbs. of plastics and metals, roughly the equivalent weight of an aircraft carrier or 400 times the Statue of Liberty.

With Staples' ink and toner cartridge recycling program, customers receive \$2 back in Staples Rewards® per recycled cartridge, with a limit of 10 per month. Used cartridges can be dropped off at any Staples retail location and Ink Recycling Rewards can be used to buy almost anything from Staples, in-store or online. Staples was the first national

retailer to reward customers for recycling ink and toner cartridges.

The ink and toner cartridge recycling milestone is just one of several environmental accomplishments for Staples, which recently announced that it reached 500 facilities certified by the U.S. Environmental Protection Agency's Energy Star® program.

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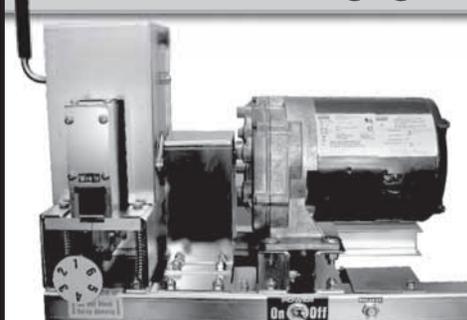
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# Kuusakoski tackles CRT waste with new technology

The U.S. Environmental Protection Agency (EPA) estimates 43 percent of the e-waste stream consists of cathode ray tube (CRT) devices, including computer monitors and televisions. International metals and electronics recycler Kuusakoski Recycling has entered a partnership with solid and industrial waste and recycling services firm Peoria Disposal Company (PDC) to process CRT glass, boost North American CRT processing capacity and establish a new beneficial use for the treated glass as landfill alternate daily cover (ADC).

The patent-pending KleanKover Recycling Solution, developed and permitted by PDC, treats crushed CRT glass by stabilizing the lead contained therein to virtually prevent leaching, at a cost to Kuusakoski Recycling's customers of up to 40 percent below current processing methods. PDC's Indian Creek landfill has been permitted to use the KleanKover as ADC to meet state daily cover regulations for municipal waste landfill operation.

Using the treated glass as ADC offers an environmentally and socially superior alternative to the use of virgin soil to meet daily cover regulations. The KleanKover Recycling Solution is detailed in the recent white paper "An Analysis of the Demand for CRT Glass Processing in the U.S."

Hannu Melarti, president of Kuusakoski US, LLC, said, "With our ability to treat 50,000 tons of lead containing CRT glass annually, we look forward to establishing our footprint in

the US and relieving a major pain point in the industry."

EPA data projects that approximately seven million tons of CRT devices remain to be recovered in the U.S. CRT technology has become nearly obsolete with the transition to flat panel screens, thereby eliminating the market for reused CRT glass in new CRT devices. Without cost-competitive recycling options, recyclers and processors are increasingly stockpiling CRTs in their possession or sending them overseas where the final destination of the leaded glass is difficult to verify.

Currently, 4 North American CRT processing facilities handle approximately 128,000 tons of CRT glass annually. This falls short of the estimated higher demand of 392,000 tons per year. The partnership between PDC and Kuusakoski brings an additional annual CRT leaded glass processing capacity of 50,000 tons to North America, as well as a second U.S. facility. Furthermore, PDC's existing permit holds the option to triple this capacity in the future.

"Although we've been treating crushed CRT glass since 1989, it was Kuusakoski's partnership and capacity commitment that challenged us to develop this ADC end-use," said Chris Coulter, vice president at Peoria Disposal Company. "With existing CRT processing options and facilities reaching a dead end, a new route to CRT management is vital within the coming decade, and we look forward to fulfilling that need."



A closeup of Kuusakoski's ADC product made from treated CRT glass.

## E-Waste Systems launches South America venture

E-Waste Systems, Inc. (EWSI), an electronic waste management services, technology and reverse logistics company and the first pure public e-waste company, has signed a memorandum of understanding with Reciclag SA of Argentina to be its lead partner in South America.

Reciclag SA is an electronics recycling company serving businesses and consumers from its base of operation in greater Mendoza, Argentina. The company is focused on sustainability, social values and environmental preservation through collection, refurbishment and recycling of e-waste.

Farid Nallim, co-founder and general manager of Reciclag, executed the agreement with EWSI as the first step forward in a collaboration that is intended to extend into branding and teaming agreements. The relationship with Reciclag developed following an Argentina government sponsored economic mission to China that resulted in meetings with EWSI's Shanghai based business development team.

According to UNESCO, Argentina generates an estimated 264 million lbs. per year of e-waste, which is 15 percent of the total e-waste produced in South America. EWSI estimates that this tonnage represents an annual market potential of over

\$120 million from materials and at least \$200 million from reuse countrywide.

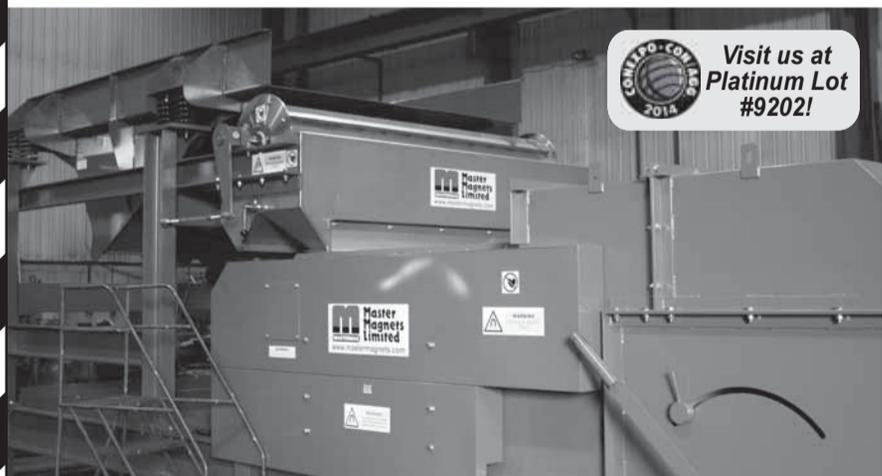
Despite this huge volume, none of the region's countries has adopted integrated legislation to address the problem. Instead, there are isolated initiatives aimed at the reuse or safe final disposal of these discarded products. A bill introduced to the Argentine legislature, modeled on the European Union's WEEE Directive, would establish producer responsibility for the final disposal of waste equipment and the reuse and recycling of components.

Argentina is one of the G-20 major economies in the world. The Province of Mendoza, where Reciclag is based, is the 4th largest in Argentina. Mendoza has a strategic logistics position on the major artery linking Buenos Aires and Santiago.

Martin Nielson, founder and CEO of E-Waste Systems, Inc. said, "South America is a vast and important economic power and major consumer of electronics. The generation of waste in South America is a significant problem. There aren't many specific laws or regulations in place. Farid's team which has excellent government connections makes this a great way to continue a program focused on collection and treatment of e-waste before the problem multiplies and proliferates in landfills."

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# EQUIPMENT SPOTLIGHT

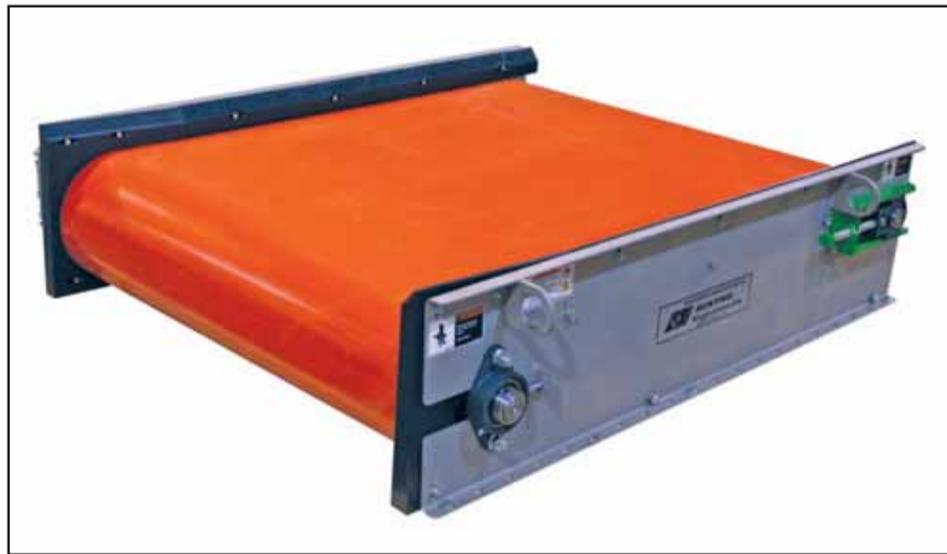
## Conveyors

by MARY M. COX

maryc@americanrecycler.com

As the electronics recycling movement continues to grow, the selection of products available to support that growth will likely expand as well. There is certainly money to be made as an increasing number of large U.S. cities design and implement that segment of their recycling services to accommodate directives such as the New York State Electronic Recycling and Reuse Act. In 2015, this particular Act will make it illegal for New Yorkers to dispose of electronics as garbage.

The high intensity separation conveyors manufactured by Bunting Magnetics Co. are for e-scrap and automotive recycling. Don Suderman, product manager, said the conveyors are designed for extreme, high gauss fields of magnetic separation and removal of light, magnetic tramp metal fines. The high intensity fields also separate work hardened, 300 series stainless steel from the product stream commonly seen in e-scrap, medical waste and automotive recycling. Conveyor frames are 300 series, stainless steel construction and have tough, thin, urethane endless belts which help to maximize magnetic fields. Separation pulleys are extremely high gauss and 4" in diameter. "These products are available in 8" to 48" widths and length varies by application. The processing



Bunting Magnetics

capability is 500 to 3,000 lbs. per hour," said Suderman.

He noted that the Bunting Magnetic eddy current separation conveyors can also be used for e-scrap, plastics and automotive recycling and MRFs. The product utilizes high intensity eddy current fields to optimize separation for a wide range of nonferrous-conductive materials. The conveyors are maintenance-friendly with a drop-down side panel for quick and easy belt replacement. The endless belt is made of high quality urethane with a 1.5" flex wall and sweeper cleats to kick off ferrous contamination. The secondary brush seal outside flex wall prevents material from getting inside the conveyor frame and high speed rotors aid in plastic flake

separation. Variable speed controls for both rotor and belt optimize throw, splitter position and separation. The product is available in 2' to 5' widths and 8' length. Processing capability is 1,000 to 12,000 lbs. per hour.

Bunting Magnetics has developed and manufactured precision magnetic products for over 50 years, worldwide and industries served include: recycling, electronics, automobile, plastics, food and printing. Suderman concluded, "We offer a broad range of magnetic materials and components, magnetic separation systems, material handling equipment, magnetic printing cylinders, metal detection equipment, bonded magnetics and assemblies. Our facilities are located in three U.S. locations and Berkhamsted, England."

According to Dick Reeves, industry sales manager, General Kinematics pioneered the application of vibratory equipment in the recycling industry through several state-of-the-art technologies including the patented, non-binding Finger-Screen™. This design concept for resource recycling has proven to be highly successful in a wide range of applications, including electronics recycling. "The Finger-Screen delivers highly efficient separation and classification performance with a simple, jam-proof movement, custom-engineered to meet your specific classification requirements. The unit's vibrating motion spreads material evenly across the deck for maximum separating efficiency. Multiple size separating decks enhance classification while staggered finger positions help to prevent material bypass. Separation performance is

See SPOTLIGHT, Page 5



Green Machine Sales LLC

### Manufacturer List

**Bunting Magnetics**  
Don Suderman  
800-835-2526  
www.buntingmagnetics.com

**Dover Conveyor, Inc.**  
Joe Coniglio  
740-922-9390  
www.doverconveyor.com

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Mike Nowak  
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www.endura-veyor.com

**General Kinematics Corp.**  
Dick Reeves  
815-444-3519  
www.generalkinematics.com

**Green Machine Sales LLC**  
John Green  
877-448-4443  
www.greenmachine.net

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Rob Bishop  
832-467-3720  
www.jvivibratoryequipment.com

**Machinex Technologies Inc.**  
Chris Hawn  
877-362-3281  
www.machinextechnologies.com

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Mac Dalton  
440-461-4100  
www.mayfran.com

**Midwest Equipment Sales**  
Jim Ashmus  
800-572-8735  
www.midwestequipsale.com

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509-244-9439  
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## Spotlight ■Continued from Page 4



General Kinematics Corp.

enhanced as material freely cascades through the unit – with less ‘trapping.’ The result of this is fast, smooth, continuous material flow throughout the entire separation and classification process,” Reeves stated.

He said that conventional wire mesh screening surfaces are prone to hang-ups. Cascading material flow helps separate entrapped items and the Finger-Screen’s unique “cam-out” surface helps eliminate catching and binding. Tapered fingers gradually classify and free tangled materials reducing manual labor costs. Reeves noted how the recycling industry demands equipment that produces cleaner output, higher capacities, varying commodities, and bullet-proof designs. He added, “With Finger-Screen equipment, vibratory motion evenly spreads material for maximum classification efficiency and staggered fingers

prevent material bypass while an open, below-deck design permits ‘free fall’ of material to the lower collecting deck.”

Green Machine® Sales (GMS) installed the firm’s first e-waste recycling system in 2003 and president, John Green, is very proud of the company’s products. “Our new, whole computer dismantler system can process up to 10 tons per hour of all types of e-waste – glass monitors, computer towers, whole photo copiers, big screen TVs, keyboards and more. Our systems use strictly American built components and units typically include a 72” wide steel, belt in-feed conveyor, with a provided cart tipper to handle Gaylord boxes. The conveyor can also be fed directly, through use of the customer’s front end loader,” Green said. The dismantling system also has a slow-speed, auto-reverse, tapered-auger design that helps to maintain larger particle sizes while liberating components from their wiring harnesses and steel framing. Sizing screens develop sized streams of like material enabling inspection and further manual dismantling and sorting.

The company’s Green Eye® Optical Sorting Systems are capable of identifying most e-waste streams and can positively sort utilizing high pressure air. Throughput rates for materials including leaded and unleaded glass, different grades of computer boards, plastics and metals are as high as 6 tons per hour. “Our revolutionary detection system is capable of identifying all types of computer boards, leaded from unleaded glass, all colors of ABS plastics and much more. Our test facility in Hampstead, New Hampshire accepts customer samples for testing prior to order placement. Multiple selections of material can be processed with the Green Eye and customers can train directly with GMS or learn via minimal online assistance from GMS Tech Support,” stated Green.

He added that GMS magnetic separators, Green Screens®, vertical impact mills and all types of conveyor products are manufactured with turnkey UL-Listed electrical panels and air filtration systems, designed to keep the user work space safe.

## Veolia opens Massachusetts electronics recycling facility

A new Veolia electronics recycling facility that serves businesses and consumers in the Northeast and mid-Atlantic states has opened in West Bridgewater, Massachusetts, and features the latest state-of-the-art recycling of fluorescent lamps, ballast, batteries, computer electronics and mercury-bearing waste. The new facility replaces one in Stoughton, where Veolia has been operating since 2000.

“As technology improves, we’re able to break down and reclaim even more materials, especially hazardous materials, and prevent them from entering the waste stream,” stated Jim Bell, CEO and president of Veolia ES Technical Solutions.

The ability to process and reclaim material instead of sending it to a landfill is a primary goal of the facility. Veolia installed new processing equipment that allows for more than 99 percent of a fluorescent lamp, by weight, to be recycled. The company not only separates a fluorescent lamp into its core components of glass, aluminum and mercury-bearing

phosphor powder, but also reclaims the mercury and works with partners to recover rare-earth elements from the phosphor powder.

Veolia currently processes approximately 15.5 million lbs. of lighting and electronic waste annually, and over 155 lbs. of elemental mercury is reclaimed from recycling fluorescent lamps. New state-of-the-art recycling equipment will provide for an increased capacity for fluorescent lamps by 150 percent.

The new 55,000 sq.ft. West Bridgewater facility incorporates expanded employee locker rooms and decontamination area, a permitted Class C area for mercury recovery activities and a permitted TSCA/ballast processing area. The facility is conveniently located with access to major highways connecting to the northeast corridor.

All 75 employees from Stoughton facility are now working at the West Bridgewater site. As volumes increase, staffing levels are likely to increase as well.

## Walmart takes back old phones

Consumers are now able to receive immediate credit towards the purchase of a new smartphone when they trade in their current smartphone at more than 3,600 participating Walmart stores and Sam’s Club locations nationwide.

Customers should bring their working smartphone to an associate in the electronics department at participating Walmart stores and Sam’s Club locations. In partnership with CExchange,

the value of the smartphone will then be assessed by answering simple questions about the phone.

Walmart’s smartphone trade-in program will help customers and members recycle smartphones responsibly. According to CExchange’s green policy, smartphones traded-in at Walmart and Sam’s Club will be never be sent to landfills, domestically or internationally.

### A&R EQUIPMENT SPOTLIGHT

To be included in the spotlight, you must manufacture the equipment featured. We require a company name, contact person, telephone number and, if applicable, a website address.

To be listed in the appropriate spotlight, please call 877-777-0737.

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# A Closer Look

by Donna Currie

## Remcon

Dennis Lux • 509-244-9439

Remcon's history began when a structural steel company switched directions and started manufacturing equipment for the recycling industry. At first, the company made equipment for small recyclers, but in the early 80s, larger scrap companies came knocking at the door looking for equipment.

The owner of that company decided that he was only interested in manufacturing non-custom machinery. He wanted to build off-the-shelf units, but realized there was a market for custom machinery. So, he talked to Dennis Lux and suggested that Lux branch off to make custom machinery. From that, Remcon was born, and they've been making custom machinery for recyclers since 1991.

Lux said that many of Remcon's original customers were small communities that didn't have large single-stream systems for waste recycling. Many of those communities needed to hand-sort the waste material to separate the recyclables, but Remcon's magnetic separators, trommel screens and other separating equipment made the job easier.

The company still sells those sorts of systems, but also focuses on conveyor systems and support systems for recyclers of all sizes. Some of the conveyors are for shredder facilities, used for feeding into the shredders and transporting the finished product away from the conveyors. The company also makes rotating screens and other support systems for the shredders "Everything but the shredder," Lux said.

He said that he often works directly with the manufacturers of the shredders. "They don't like making the parts we do – it's always custom and it's always messy." Remcon also makes add-on machinery for existing systems. While the manufacturers might make similar product for new installations, trying to fit a new part onto an existing system can be "a bit of a challenge," particularly when the equipment is in a building or surrounded by other equipment that can't easily be moved.

Lux said that manufacturers don't want to do that sort of custom work for a one-time installation – and that's exactly what Remcon is good at. "We like taking on a challenge," he said.

Besides building custom systems and add-ons, Remcon also does repair work on large chain-belt conveyors and builds new chains for existing conveyors. "We build it and install it," Lux said. By replacing the chain and doing other repairs, Lux said, "It's like a new conveyor for much less cost."

When Lux first started his company, he had about 10 people in the shop, and about half of them migrated over from the old company. Now, he's got six people in the shop along with four office staff, three of whom work on design, installation, and some production work as well. "We feel it's important that the three of us who design and sell the equipment also help to install it," he said. "This helps us to better understand what's needed by our customers and how the equipment works."

But there are more people who support Remcon, including a company that helps with steel work and platforms and support structures and an engineering firm that does design work. Local steel service centers cut, burn, and bend material so it's ready for use when it arrives at Remcon's shop. By outsourcing work to trusted local business, Remcon can focus on what it does best.

Since the company's beginning in 1991, Lux said that recycling equipment has improved "vastly" and engineering has improved as well. "It used to be more seat-of-the-pants," he said of the old days. It wasn't that long ago that drawings were done on paper, to scale, sometimes requiring 10' lengths of paper for one design.

"When we draw a system, we draw every piece and every bolt," he said. This ensures that when the machine gets to a location, often in pieces to be assembled on site, all the pieces fit as they should. Not only are the engineering advances better for companies like Remcon who do the work, it also makes it more affordable for small communities to become more efficient and more automated with waste handling, sorting, and recycling. And it also benefits the residents because more material can be recycled with less fuss at home.

Looking to the future, Lux said he doesn't expect the repair and add-on business to change very much. "There are always replacements, repairs and



—A completed Remcon installation in Sweden

# E-Waste Systems enters e-commerce recycling

E-Waste Systems, Inc. (EWSI) has signed an eManagement contract with GoEz Deals, Inc. of New York to be a strategic e-commerce and technology partner. This transaction is expected to add \$3 million or more to 2013 revenues.

"GoEz has experienced impressive revenue growth to around \$2 million per quarter, with steadily increasing profitability. It has proven to be a strong entrant in both the e-commerce and wholesale warehouse businesses, having added over 600 affiliated agency partners since inception. This relationship will enable GoEz to expand their business into the e-waste and end-of-life electronics market by harvesting the relationships with its affiliates to promote our eWaste services and to expand the opportunities to secure more consumer-based streams of eWaste," said Mr. Martin Nielson, founder and CEO of EWSI.

GoEz intends to double its presence in Brooklyn by year's end, and will launch similar operations in Miami and Los Angeles in 2014. GoEz also plans to introduce its own brands for household goods in 2014, as well as its own branded warehouse discount rewards card and e-commerce credit card programs.

GoEz currently has a website with multiple daily coupon promotions on a wide variety of merchandise and services. Using its e-commerce website, GoEz is striving to become a major player in the industry where it can compete with industry leaders such as Groupon and Living Social. Based in New York, GoEz has an experienced and knowledgeable management team with impressive and accelerating growth prospects. GoEz has also developed software solutions for mobile phones and recently began implementing reverse logistics services, which are planned to form a growing part of the relationship with EWSI.

In addition to recycling and e-commerce, GoEz is expected to provide exposure to consumers through online e-commerce, which is otherwise hard to reach for EWSI. Overall retail e-commerce sales for the first quarter of 2013 were estimated at \$1,118.9 billion, an

increase of 15.2 percent from the first quarter of 2012, while total retail sales increased 3.7 percent in the same period.

In 2011, the share of internet users in the U.S. population reached approximately 80 percent. The number of online shoppers in the U.S. is forecasted to reach more than 150 million in 2015, with almost 80 percent of U.S. internet users shopping online.

Growth in online shopping in the U.S. in 2012 is projected to mostly be driven by mobile and social commerce as well as daily deals. "Digital Content & Subscriptions" grew by almost 30 percent in 2011, making it the fastest growing B2C e-commerce category in the U.S. in 2011, followed by "consumer electronics".

Significantly, in 2012 the Consumer Electronics industry sales surpassed \$206 billion, the first time yearly industry revenues in the U.S. topped the \$200 billion mark. Sales growth is projected to continue into 2013, when industry revenues will likely grow 4.5 percent reaching \$215.8 billion. The increasing e-commerce trend and the significant growth in electronics sales will directly influence electronics recycling needs.

GoEz targets the currently underserved Latino market in America. Comprising 20 percent (60 million people) of the total U.S. population, with young average age, a fast growth rate, and increasing disposable income and technology adoption, this market presents abundant opportunities for GoEz to fill a major void through e-commerce.

EWSI presently is able to arrange collections in the U.S. from any zip code and has entered the UK market, opened a key office in China, launched a partnership in Australia and recently announced deals in Mexico, India, the Caribbean and South America. EWSI brings technology – including its recently announced proprietary ePlant1000™, eWasteCC™ carbon credit and eWaste-TRACK™ solutions, as well as regulatory knowledge, industry experience and management services – to its subsidiaries and affiliates, brand licensees and teaming partners around the world.

## Magnolia Environmental completes e-cycling acquisition

Magnolia Environmental Solutions, LLC, a subsidiary of Magnolia Data Solutions, LLC, Mississippi's only R2 certified electronic recycler, has completed their acquisition of Advantage Destruction Services, Inc. (Advantage E-Cycling) of Pearl, Mississippi.

"This acquisition complements our current operations and industry relationships. Together, our companies will have enhanced resources to compete aggressively in the southeastern United States market, while also allowing us to better serve our clients with increased support staff, fleet lines and processing equip-

ment," said president of Magnolia Data Solutions, Christopher A. Lumaghini.

Electronics are the fastest-growing waste stream that is produced annually around the world with only around 25 percent being recycled. Over 75 percent of this e-waste turns into a toxic waste stream that ends up in landfills or sent to undeveloped countries where it is poorly processed or dumped, posing long-term risks to human health and the environment. Almost all electronic equipment, especially computers and televisions, contain toxic heavy materials such as lead, cadmium, and mercury.

## CRT glut

■Continued from Page 1

Now recyclers who collect the CRTs have to pay processors to take the leaded glass. And the fees are apparently not enough to support a viable industry. Indian industrial conglomerate Videocon is the most significant remaining processor and, Roman said, it's only a matter of time until it stops making new CRTs. "When Videocon in India stops producing new CRT products from old CRT glass, the U.S. will lose 70 percent of its market capacity and very little new capacity is being established," she said.

Meanwhile, Americans are said to have more than 200 million old CRT televisions and monitors stashed in closets, attics and garages. Eventually, these will hit the recycling stream and some people worry that they won't have any way to recycle them when they do.

It would help if someone could find new uses for old CRTs. Hence, the CRT Challenge, a contest by CEA and the Institute of Scrap Recycling Industries to find new uses for CRTs. This is the second such challenge. The first, in 2011, awarded two new approaches for separating glass from lead, and another for making radiation-blocking bricks for X-ray rooms from lead-filled CRT glass. None of those solved the problem, but CEA is hoping a second challenge, winner of which will be announced in fall 2013, could help.

Meanwhile, some recyclers have stopped accepting CRTs. Others are looking to sign up more manufacturers to pay them for taking CRTs, so they can pay downstream processors. Roman said most downstream processors send CRTs overseas to Videocon,



American consumers have effectively ceased purchasing CRT technology. The wholesale replacement of CRT screens with new LED and LCD technologies has led to a steep increase in the number of monitors entering the waste stream.

which is a temporary solution. The other major users for old CRTs, lead smelters, have a limited appetite, Alcorn said.

The long-term outlook is both clouded and clarified by the finite supply of old CRTs. Once the last CRT is recycled, the glut clearly will be over. But that will also mean the last remaining CRT processors, whether they are in India or elsewhere, will have to find new businesses. Roman said the proposed recycling technologies require multi-million-dollar investments, but that the current supply of old CRTs could produce profits

relatively quickly. Longer-term, however, the technology must be adaptable for other uses to keep investors from being discouraged by the diminishing CRT supply.

What's likely to happen? Roman fears that without strategic planning and market development incentives, wholesale landfilling will result. The CEA is likely more worried its members would pay more for end-of-life

recycling of their products. Long-term, flat screen displays, many of which contain toxic mercury and are even less amenable to recycling, promise to raise new issues. Meanwhile, the search goes on for new uses for the mountains of outmoded displays. "We want to see strong markets and demand for CRT glass," Alcorn said. "We don't want to see it go to waste."

## Closer look

■Continued from Page 6

retrofitting," he said. And he will continue to sell to smaller customers, private businesses and smaller communities.

What he does expect to change is the use of his products for new materials and in new industries. More materials are recyclable now than when he started in the business, and he expects that trend to continue.

He said that people are "figuring out how to take material that used to go to landfills and turn it into products." Tires and electronics are two examples, and there could be more on the horizon. He also expects that more material will be processed and re-used in the U.S. rather than being shipped overseas.

With all the changes in the recycling industry, Lux said that it's always going to be a challenge to keep up with the needs of the industry. He said that while

some of the machinery will remain the same, the use of the machine might be new, and the end product could also be something new.

Recently, a customer talked to Remcon about machinery to be used to process waste from an old mining site. When the mine was in operation, the waste had no value – but now, with new techniques, that waste can be converted to something with enough value to make the recovery efforts worthwhile.

"We get a lot of odd inquiries," Lux said, but the best part of his job is taking those odd requests and designing a machine that will do what the customer needs it to do. "We take pride in really listening and finding out how to do it in the simplest way." He said that Remcon can often "figure out how to do the same job with fewer conveyors," saving the customer money and taking up less space.

"It makes the job a challenge," he said. "And more fun."

*On the first day of college, the Dean addressed the students, pointing out some of the rules: "The female dormitory will be out-of-bounds for all male students, and the male dormitory to the female students. Anybody caught breaking this rule will be fined \$20 the first time." He continued, "Anybody caught breaking this rule the second time will be fined \$60. Being caught a third time will cost you \$180. Are there any questions?"*

*At this point, a male student in the crowd inquired, "How much for a season pass?"*

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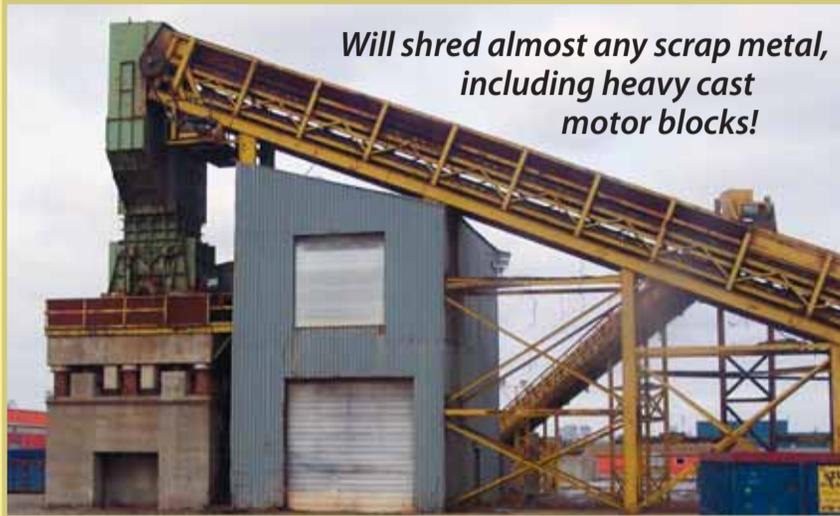
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# Williams Model 760 Metal Shredder



*Will shred almost any scrap metal, including heavy cast motor blocks!*

**3,000 hp Toshiba motor. Rotor has a 70" hammer swing x 70" wide. The shaft size in the center is 17" and 8.751" on the shaft ends.**

***This shredder is in very nice condition!***



- Infeed Conveyor
  - Motor Controls
  - Conveyors
  - Radial Stacking Conveyor
  - Spare Parts
- \$495,000**



**1998 SAMSUNG 350 WITH ROTATING SHEAR**  
 Equipped with a 2005 LaBounty MSD2500R rotating shear. \$124,500



**2005 SIERRA T700SL SHEAR / LOGGER / BALER**  
 Portable. This machine is in great operating condition. \$315,000



**2005 ACTION 6' x 40' VIBRATORY SCREEN**  
 Excellent condition. Includes 3", 2" & .5" screens. \$125,000



**2006 AL-JON 400 XL METAL BALER**  
 7,600 hours. Good condition and immediately available. \$195,000

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**1996 AL-JON 400 METAL BALER**  
 GOOD condition. \$98,500



**2003 COLUMBUS MCKINNON TIRE SHREDDER**  
 Very good condition. \$150,000



**2005 LABOUNTY MSD2500R**  
 Extremely well maintained. \$69,000



**2004 VOLVO EC360BLC WITH ROTATING SHEAR**  
 Equipped with a 2001 Genesis GDP650 rotating shear. The shear has barely been used. \$139,000