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The growth of plastic bag laws proves to be confounding



Many cities plan to or have already initiated laws to control plastic bag pollution.

PHOTO BY HUGUETTE ROE | DREAMSTIME

by **MIKE BRESLIN**

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The lightweight, polyethylene shopping bag is a masterpiece of modern engineering. It's a cheap, simple solution to carry heavy weights without the danger of breaking from moisture. And, they can be reused in innumerable ways.

The problem is not with the bags themselves, but with careless people who litter the land and water causing ugly vistas and damage to wildlife. Their low weight and aerodynamics blow them into endless trouble. Unfortunately, due to their durability, most single-use bags take forever to decompose.

The ultimate solution, of course, is to recycle the plastic bags which also reduces the consumption of fossil fuels and avoids landfilling or transitioning to biodegradable plastic bags or voluntarily buying and using durable shopping bags. Meanwhile, however, various jurisdictions debate legislation and propose and pass laws by the bushel that confuse consumers and add further red tape to an already too complicated world.

In response to the environmental problems caused by plastic shopping bags, several states, cities and municipalities have banned them, passed laws to dictate their biodegradability, attached fees for their use or have mandated recycling programs. Many laws differ and often cause burdens for bag manufacturers and retailers. And, as each new law passes it usually involves hiring more government workers to implement, monitor and enforce the regulations.

Nationally, experts estimate that 150 to 200 municipalities now have laws regarding plastic shopping bags. Major U.S. cities and counties that have banned single use plastic bags include Los Angeles, San Francisco,

and Chicago; all four populated counties of Hawaii and Austin, Texas; Seattle Washington and Cambridge, Massachusetts. Major U.S. cities and counties that charge a fee for plastic bags include Montgomery County, Maryland; Washington, D.C.; Brownsville, Texas; Boulder, Colorado and Portland, Maine.

Take for example the new law in Chicago which went into effect August 1. Essentially, this solution bans lightweight plastic bags and offers customers bigger, thicker plastic bags. Sound crazy? Many think it is.

The law applies to any store with a floor area of more than 10,000 sq.ft. that is part of a chain store organization. Small, independent stores and restaurants are exempt. Consumers are urged to buy and use reusable shopping bags. But subject retailers can offer their customers free, reusable plastic bags that are at least 2.25 millimeters thick, hold up to 22 pounds and be reused up to 125 times.

The law doesn't affect the free distribution of paper shopping bags. So what will that likely cause?

Many laws have unintended consequences. According to the Carrier Bag Consortium, a group of UK bag suppliers, the Irish Bag Tax is instructive as to what can happen when government starts managing shopping bags.

In 2002, Ireland instituted a tax on plastic bags in which retailers charged their customers 15 Euro cents (about 17 U.S. cents) for every plastic shopping bag purchased. Because customers were driven to use paper bags, it is now common to double or triple-bag to overcome the inferior strength of paper. This meant that at least twice the numbers of paper bags were used

than plastic had been used. This led to huge increases in the number and truckloads to transport paper bags.

There is clear evidence that the switch to paper bag substitutes consumed 8 times the raw material, 3 times the energy, created twice the levels of air pollution, and wasted 50 times the water in manufacturing.

Moreover, the Irish bag tax invited more shoplifting. Because plastic bags are normally offered or after payment is received, it provides the most effective visual evidence of payment. When customers bring their own shopping bags into stores, it has made shoplifting easier and is costing every small grocery shop in Ireland an average of 5,400 Euros per annum in stolen and/or abandoned wire baskets and shopping carts.

Lastly, research has shown that since the bag tax was introduced in Ireland, there has been little significant reduction in the tonnage of plastic bags of all types used in that country. There is some evidence in Ireland, however, of plastic bag litter having been reduced somewhat due to the tax. But was the effort, expense and inconvenience worth the result?

To find out what's happening with plastic bag laws in the U.S. we asked Jennifer Schultz, policy associate at the National Conference of State Legislatures (NCSL). NCSL is a bipartisan organization that serves the legislators and staffs of the nation's 50 states and territories. "In 2015, a total of 37 bills were introduced in 17 states to decrease the use of disposable plastic carryout bags, either through a ban, fee, or to increase recycling. Conversely, bills introduced in five states: Arizona, Georgia, Missouri, Pennsylvania and Texas sought to

See PLASTIC BAGS, Page 4

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Commercial organics law pending in NY

The New York City Chapter of the National Waste and Recycling Association (NWRA) is urging New York City to proceed with implementation of Local Law 146, sometimes referred to as the Commercial Organics Law. The 2013 law seeks to divert organic materials such as food scraps from traditional disposal sites, and requires that specific businesses that generate large amounts of organic waste work with their carter to seek and utilize alternatives to disposal for their material. One provision of Local Law 146 required the city's Department of Sanitation commissioner to determine whether adequate capacity exists within 100 miles of the city in order to proceed with compliance and implementation of this new organics disposal ban requirement.

NWRA's New York City Chapter, which represents the approved and licensed private carting industry in the City, applauds the city's efforts to divert organics for higher and better use than traditional disposal. NWRA and its member companies in the City believe the Commissioner should use all the tools available to her to proceed with further implementation of this City law. Further, NWRA's New York City Chapter is concerned that any possible delay of implementation of Local Law 146 would undo and slow the progress that has been made between the private carting industry, generators of these organics and the City's Department of Sanitation.

Foamed asphalt used as base course of new travel lane in Maryland

The new travel lane on US 29 in Columbia, Maryland will have "green" asphalt pavement but drivers will not be able to see a difference. The Maryland Department of Transportation's State Highway Administration (SHA) is using 2,600 tons (5.2 million pounds) of recycled material on its \$32.7 million widening project on northbound US 29 between Seneca Drive and MD 175 in Columbia, Howard County.

The recycled material is called foamed asphalt, which is comprised of reclaimed asphalt pavement and cement. In general, foamed asphalt production involves injecting water and into a special chamber that contains millings from other resurfacing projects which causes the asphalt to foam and bind together. This produces a useable material that is 10 to 15 times the original volume of the millings. Crews then mix the material with Portland cement to create foamed asphalt. The recycled material will be used as a base course and will be the proper load-bearing strength after compaction.

"Using recycled materials in road building and maintenance supports practical design principles," said SHA acting administrator Douglas Simmons. "The amount of material in this case is about half the volume of water in an Olympic-sized swimming pool. Using less new asphalt and wasting less from other projects is an environmental benefit."



Equipment tax exemption legislation passes in CA

The California Legislature, in a bipartisan vote, approved legislation authored by Assembly Member Susan Eggman (D-Stockton) that would generate investments in jobs and a more efficient economy by creating a sales tax exemption on equipment used for recycling and composting. A previous attempt to enact this policy stalled during the prior legislative session. AB 199 now goes to the desk of Governor Jerry Brown.

AB 199 would provide a sales-and-use tax exemption on recycling and composting equipment, as well as equipment that uses recycled content in the manufacturing of new products. According to Cal-

Recycle, California exports 20 million tons of recyclables annually, worth nearly \$8 billion. Keeping more of these valuable materials here would allow Californians to share in the benefits of their recycling efforts.

According to CalRecycle, for every ton of materials that gets recycled instead of being disposed, California's 5300 recycling establishments will pay an additional \$101 in salaries, produce \$275 more in goods and services, and generate \$135 more in sales. Furthermore, CalRecycle estimates that meeting the state's recycling goals with in-state infrastructure could generate an additional 110,000 jobs, on

top of the existing 125,000 people employed in recycling.

As California strives to achieve its ambitious recycling goal (AB 341 Chesbro, 2011) of recycling 75 percent of the solid waste it generates by 2020, an estimated 22 million tons will have to be collected and diverted from the state's waste stream. Additionally, next year's implementation of AB 1826 (Chesbro) will require restaurants, grocery stores, apartments and other commercial generators of organic waste to contract to have to that waste composted or anaerobically digested, increasing the need for infrastructure to handle this new material.



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Plastic bags

■Continued from Page 1

prevent localities from imposing bans or fees on plastic bags," said Schultz.

California, of course, is the national leader in shopping bag legislation with approximately 90 municipalities having some type of law. To add to the confusion, last year California passed a statewide law to prohibit stores from handing out free, single use plastic bags. Opponents, however, secured enough signatures to put the ban in question on a referendum ballot to take place November 2016, so the ban is on-hold until then. There are also several pending amendments to the ban such as providing a free reusable grocery bags to senior citizens and college students and to repeal the entire law.

In Connecticut, two bills failed to pass in 2015. One would have required the phase out of single use plastic and paper carryout bags. The other called for a consumer fee of \$0.10 for a single use bag and the use of only recycled, compostable or reusable bags.

Delaware has a bill pending that would require stores to charge \$.05 for every single use plastic and paper bag, establishes reporting requirements on bags and expands in-store recycling programs.

A Florida bill failed to authorize certain municipalities to establish programs to regulate or ban disposable plastic bags.

All of Hawaii's counties have enacted some type of single use bag ban, but there are differences between them. A pending bill asks for further study to iron things out.

While cities like Chicago pass local laws, the State of Illinois has another statewide bill pending. It requires bag makers to support collection and recycling of plastic carryout bags.

Massachusetts has four laws pending. Among the legislation there are prohibitions for stores to distribute plastic bags or use recycled paper bags. Reusable bags, recycled paper bags and compostable plastic bags may be sold for a minimum of \$.10 each. Every store would have to pay to the State an excise of \$.02 per plastic bag provided to customers during the year. There is also a pending proposal that the State DEP write regulations to prohibit the use of plastic carryout bags by 2019.

Maryland had three failed bills that included bans on disposable bags and fees.

Proposed fees on disposable bags in Maine failed to pass.

Missouri had a bill banning single use bags that failed and another that was vetoed. The vetoed bill would have prevented localities from imposing any ban, fee or tax on the use of either paper or plastic bags.

In New Jersey there are three bills pending. One would impose a \$.05 fee for each disposable bag. Another requires retailers to establish in-store recycling. The last provides for a decrease and eventual ban on non-compostable bags at retailers.

New York State has no less than five bag bills pending covering fee schemes, bans and recycling requirements.

Pennsylvania has three bills pending covering fees, bans on fees and recycling studies.

Rhode Island, Texas and Virginia together have a total of six bills that failed that would have imposed fees, bans or recycling requirements for bags.

Vermont has a pending ban on single use carryout bags and a proposed fee that requires stores to charge \$.05 for each disposable carryout bag.

Finally, Washington State has a bill pending that bans single use bags and requires stores only to provide compostable plastic, recycled paper or reusable bags.

A recent and refreshing law passed in Arizona and was signed into law by Governor Doug Ducey in June now makes it illegal for any city, town, or county in the state to pass bans on single use plastic bags and makes it illegal for any part of the state to charge a fee to shoppers for paper bags. Those few municipalities that already have bans can keep them. This new law sounds like an exercise in common sense to prevent a hodgepodge of different regulations spreading throughout the state which would have ultimately resulted in higher costs for retailers and higher food costs for everyone.

Arizona has now become the second state, after Florida, to preempt local governments from imposing bans or fees on plastic bags. Efforts to repeal the Florida law have thus far failed.

"In 2015, Georgia, Missouri, Pennsylvania and Texas also considered bills that would prevent local governments from imposing a ban or fee on the use of either paper or plastic bags," said Schultz. "The Georgia bill failed, Missouri's was vetoed, Pennsylvania's is pending and the Texas bill failed. Most of the bills proposed in states this year are still pending, so I cannot say there is trend for them to fail. I will say though that state legislatures are considering more bills related to plastic bags than ever before."

One would think that lawmakers would have more pressing matters to attend to than plastic shopping bags, but pressures brought by environmental groups and draft legislation provided by their lawyers is behind many of the laws.

Everyone seems to agree that single-use plastic bags are a problem. They clog machinery at waste recycling facilities and continue to litter our land and waters. Perhaps more effort should be directed to public education on the environmental cost of the problem and establishing more convenient drop-off locations to collect thin-film plastics for recycling rather than rely on more government micromanagement through local and state wide bans, fees and assorted schemes.

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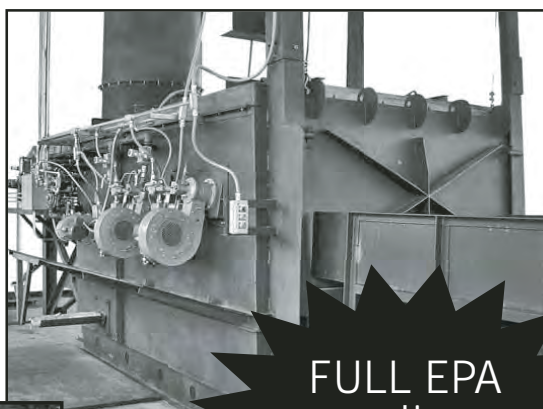


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October 25th-27th

WV Educational Conference on Litter Control & Solid Waste Management.
Canaan Valley Resort & Conference Center, Davis, West Virginia.
304-573-5194 • www.awvswa.com

November 4th-5th

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

November 4th-6th

New York State Recycling Conference.
Otesaga Resort Hotel, Cooperstown, New York.
518-482-7395 • www.nysar3.org

November 9th-10th

NERC Fall Conference. Providence Biltmore, Providence, Rhode Island.
802-254-3636 • www.nerc.org

California Senate approves compost bill

The California Senate voted to pass AB 876, authored by Assembly Member Kevin McCarty (D-Sacramento), which requires local governments to plan for the building of sufficient composting infrastructure to process the organic waste generated in their jurisdictions over a 15 year period.

Local governments have long been required to plan for 15 years of disposal capacity to avoid running out of landfill space, but, as the state begins to successfully divert organic waste from landfills, it is becoming increasingly important to plan for the composting and anaerobic digestion facilities that will be necessary to handle this material.

Nearly two-thirds of the material that Californians send to landfills is plant based and nearly half is compostable or digestible. Not only is recovering this material an indispensable part of the state's goal of recycling 75 percent of California's waste, but it is also crucial to the state's climate efforts.

The Air Resources Board has set a goal of effectively eliminating disposal of organic waste at landfills by 2025 to prevent landfill methane emissions, and Governor Jerry Brown has established a Healthy Soil Initiative to increase the use of compost to increase water retention and remove carbon from the atmosphere. In addition, CAW-sponsored legislation will require businesses to separate their organic waste (AB 1826, Chesbro) and local governments to find new uses for yard trimmings that had been previously sent to landfills (AB 1594, Williams).

AB 876 will require local governments, beginning August 1, 2017, to play a larger role in achieving these goals by requiring them to assess the amount of organic waste that will be generated in a region over a 15-year period, and identify locations for new or expanded organic waste recycling facilities capable of handling this material.

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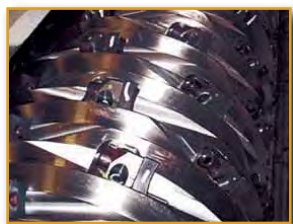
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Association honors the very best in recycling innovation

The National Waste & Recycling Association (NWRA) named its recycling award winners at the inaugural Waste360 Recycling Summit in Chicago, Illinois, an event hosted by Penton and NWRA. Four awards and three honorable mentions were given to companies that have made substantial contributions to American recycling through partnerships, public education, innovations in recycling equipment and innovations in recycling facilities. Winners were selected by a panel of judges who are professionals not only in waste and recycling but also in other technology and education roles. 21 applications were received for the 4 awards.

The Sustainability Partnership Game Changer award, the headlining category of the program, was given to the "Fill it, Tilt it, That's how we roll" campaign. This project was a collaboration between Kessler Consulting, Hillsborough County Government in Florida, Progressive Waste, Republic Services, Waste Management, ESG, McNeilus Trucks, Sonrai Systems, Schaefer Systems, Cascade Cart Solutions, WasteRec Services and Trio Environmental Solutions. This campaign was based on a strategic plan of sustainable partnerships that would modernize waste and recyclables collection for the 21st century. The program focused on reducing costs, maintaining high service levels and protecting the integrity of the collection system as the partners served 260,000 households and processed almost 1,000,000 tons of material per year.

The Excellence in Public Education award was given to the Montgomery County Environmental Learning Center in

Ohio which seeks to encourage waste reduction, recycling and water and energy conservation. The facility opened its doors in 2014 and served 6,000 visitors in its first 10 months of operations as it hosted free tours. During tours, visitors learn about ideal behaviors that contribute to environmental sustainability. The "Green Grades" campaign by Dem-Con Companies received an honorable mention in this category.

The Recycling Equipment Innovator of the Year award was given to the Blue Line Biogenic CNG Facility in Lafayette, California as the country's first dry anaerobic digestion facility that will convert organic waste into compressed natural gas to fuel the very collection vehicles that supply it. Their closed loop system and facility construct pioneers the future of materials management by creating a fuel source for trucks from materials collected. The "Rumpke Innovates to Meet Glass Recycling Challenges" project by Rumpke received an honorable mention.

The Recycling Facility of the Year award was given to the Sunset Park Materials Recovery Facility in Brooklyn, New York for its successful efforts to build a facility that enclosed processing operations, avoided potential noise impacts, implemented inbound scales for on-site quieting and addressed potential truck traffic. The facility boasts an impressive safety record and safety training program for its employees. Sunset Park MRF has yielded a high production rate with system throughput exceeding design capacity. Rumpke's Cincinnati MRF received the honorable mention in this category.



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Pratt Industries opens new MRF in Conyers

Pratt Industries, America's fifth largest paper and packaging company, celebrated the opening of its newest recycling material recovery facility at its corporate eco-campus in Conyers, Georgia.

The plant, which will receive materials from both municipal and commercial recycling programs, is the most advanced MRF in Georgia. It can process single stream recyclables, source separated and baled materials. These include various grades of paper, plastic and metal as well as other materials.

In 2013, the City of Conyers chose Pratt Recycling to be its residential and commercial waste services provider, as well as the recycler to service all households in the city, for single stream recycling. At that time, Pratt built a municipal solid waste transfer station on the campus, the company's first and the first for this area of Georgia.

The newly opened MRF is the final phase of this project, and will help both Conyers and other Atlanta area municipalities and businesses greatly reduce their landfill costs as well as increase the recovery of recyclables.

Company chairman Anthony Pratt said the MRF would process 10,500 tons of materials a month at capacity, including some 5,000 tons of paper which will be used as fiber for the 100 percent recycled paper mill on site. That is the same amount of paper produced from more than 1 million trees a year.

Be Green Packaging receives award recognition

Be Green Packaging is one of four companies operating in California who will be honored by the California Product Stewardship Council (CPSC) during the organization's 6th Annual Arrow Awards ceremony held at the California Resource Recovery Association's 39th annual conference.

Be Green Packaging is the winner of the Golden Arrow Award for Overall Excellence in Product Stewardship. This award is given to a company that demonstrates excellence in several aspects of product stewardship, including green design, toxics and packaging reduction, increased reuse, repair, re-manufacture, convenient product take-back and end of life management for products.

Be Green Packaging designs, manufactures and distributes the only non-GMO verified, tree free and compostable packaging for the food and consumer packaging industries.

The first food packaging company to be certified Cradle to Cradle, Be Green Packaging foodservice products hold a silver certification, and their packaging materials are tree-free Biodegradable Products Institute (BPI) certified compostable and are made from agricultural waste and rapidly renewable fibers such as bamboo. Be Green Packaging continues to advance closed loop systems and zero-waste production techniques in the industry and at their manufacturing facilities in Ridgeland South Carolina and China and feature innovative systems for water recycling, composting, recycling and zero-waste.

Be Green Packaging holds additional 3rd party certifications from numerous organizations, including the Non-GMO Project Verified Product, USDA BioPreferred Products Program, and Western Michigan University's Recycling Pilot Program. "Be Green Packaging was selected by CPSC for the Golden Arrow Award because of their exemplary overall stewardship efforts including green sourcing, green design, building partnerships and going the extra mile bringing manufacturing jobs back to the U.S.," said Heidi Sanborn, executive director.

TechWaste now certified by EPA

Southern California based TechWaste Recycling, LLC, an electronics recycler, has recently received Responsible Recycling Practices Standard (R2), ISO 14001 and OHSAS 18001 certifications recognized by the Environmental Protection Agency (EPA) for its Southern California facility.

TechWaste Recycling, LLC is an electronics waste management company that helps businesses and organizations incorporate and maintain various electronics recycling management and IT asset disposition programs.





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Fatalities in waste and recycling industry fifth highest among jobs

The U.S. Bureau of Labor Statistics (BLS) released its 2014 Census of Fatal Occupational Injuries Summary, which details that refuse and recyclable material collectors, as a category, ranked fifth among American workers, with a total of 27 fatalities, down from 33 in 2013.

Despite this decrease, the rate of fatalities rose from 33 to 35.8 per 100,000 workers for the year. After reaching a 12 year high in 2003, fatalities fell by more than half by 2007. Since then, fatalities have been trending upward. In response to these trends, the National Waste & Recycling Association (NWRA), which represents more than 800 private industry waste and recycling companies nationwide, has spearheaded a comprehensive industry wide series of initiatives in concert with its member companies aimed at reducing fatalities, injuries and accidents. Only logging workers; fishers and related fishing workers; aircraft pilots and flight engineers; and roofers had higher fatality rates, according to the report, while workers in, electrical power-line installers and repairers; farmers, ranchers and other agricultural managers; structural iron and steel workers; Driver/sales workers and truck drivers; and first-line supervisors of construction

trades and extraction workers had lower fatality rates.

"Workers in our industry provide a vital public health and environmental service for every community nationwide and their safety is a shared responsibility of both their employer and residents in the communities they serve," commented Sharon H. Kneiss, president and chief executive officer of NWRA.

"The lower rate of fatalities shows that the collective safety efforts of the solid waste and recycling industry may be an indicator of positive progress, but the fact that the percentage rate of fatalities is up underscores the need for a continued relentless focus on lowering the rate of accidents, injuries and fatalities."

"A majority of these fatalities could have been prevented, as these workers are struck by passing vehicles," commented John Haudenshield, NWRA director of safety. "Whether it is driver apathy or distracted driving, or other factors, the leading safety voices representing companies across our industry have been engaged in a multi-year effort to ensure we have the practical tools and resources available to all of our members that will help us reverse these trends."

NWRA and its members have undertaken numerous initiatives that represent a comprehensive approach to improving safety for workers in the waste and recycling industry, including:

- Hosting safety seminars in cities nationwide for haulers, processors and other stakeholders in the waste and recycling collection process;

- Development of safety manuals for use by drivers and workers in the industry;

- Creation of the first-of-its-kind driver certification program for waste and recycling collection vehicle operators;

- Temporary worker safety training;

- Safety Monday – A bi-lingual poster sent each week with important practical tips to prevent accident and injury;

- Commercial vehicle safety inspection briefings and demonstrations;

- Online safety webinars and education sessions at industry conferences to promote sharing of best practices;

- Championing Slow Down to Get Around, which is now the law in Alabama, Florida, Georgia, Indiana, Michigan, North Carolina, Virginia, West Virginia and Wisconsin.

EPA proposes emissions cut from landfills

As part of the Climate Action Plan – Strategy to Reduce Methane Emissions, the U.S. Environmental Protection Agency (EPA) issued two proposals to further reduce emissions of methane-rich gas from municipal solid waste (MSW) landfills. Under these proposals, new, modified and existing landfills would begin collecting landfill gas at emission levels nearly a third lower than current requirements.

Municipal solid waste landfills receive non-hazardous wastes from homes, businesses and institutions. As landfill waste decomposes, it produces a number of air toxins, carbon dioxide, and methane. MSW landfills are the third-largest source of human-related methane emissions in the U.S., accounting for 18 percent of methane emissions in 2013.

Combined, the proposed rules are expected to reduce methane emissions by an estimated 487,000 tons a year beginning in 2025. EPA estimates the climate benefits of the combined proposals at nearly \$750 million in 2025 or nearly \$14 for every dollar spent to comply. Combined costs of the proposed rules are estimated at \$55 million in 2025.

EPA will take comment on the proposed rules for 60 days after they are published in the Federal Register. The agency will hold a public hearing if one is requested within five days of publication.

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WASTE

EPA works to improve hazardous waste handling

The U.S. Environmental Protection Agency (EPA) is proposing two new hazardous waste rules to strengthen environmental protection while reducing regulatory burden on businesses. One of the proposed rules will protect waterways, including drinking and surface water, by preventing the flushing of hazardous waste pharmaceuticals and simplify the requirements for healthcare workers. The other rule will provide greater flexibility to the industry while requiring new safeguards to protect the public from mismanagement of hazardous waste.

The proposed hazardous waste pharmaceuticals rule will make our drinking and surface water safer and cleaner. EPA's proposal is projected to prevent the flushing of more than 6,400 tons of hazardous waste pharmaceuticals annually by banning healthcare facilities from flushing hazardous waste pharmaceuticals down the sink and toilet.

The proposed rule will reduce the burden on healthcare workers and pharmacists working in healthcare facilities by creating a specific set of regulations

for these facilities, including hospitals, clinics, and retail stores with pharmacies and reverse distributors that generate hazardous waste.

EPA's proposed generator rule will enhance the safety of facilities, employees, and the general public by improving labeling of hazardous waste and emergency planning and preparedness. The proposal will also reduce burden by providing greater flexibility in how facilities and employees manage their hazardous waste and make the regulations easier to understand.

EPA solicited public comment on improving hazardous waste management from states, healthcare facilities, retailers, facilities generating hazardous waste and other key stakeholders. Both proposals directly address the challenges raised by these stakeholders in implementing and complying with hazardous waste regulations.

The Agency will accept public comments on the proposal for 60 days following publication in the Federal Register.

Republic Services reports increased income for quarter

Republic Services, Inc. reported net income of \$190.3 million, or \$0.54 per diluted share, for the three months ended June 30, 2015, versus \$179.0 million, or \$0.50 per diluted share, for 2014.

For the 6 months ended June 30, 2015, net income was \$362.7 million, or \$1.03 per diluted share, versus \$311.5 million, or \$0.87 per diluted share, for the comparable 2014 period. On an adjusted basis, net income for the six months ended June 30, 2014, was \$336.1 million, or \$0.94 per diluted share.

Revenue growth from average yield was 2.4 percent and volumes increased 1.1 percent. Adjusted EBITDA margin

was consistent with the prior year period at 28.3 percent of revenue. The positive contribution from lower fuel costs and expansion in the solid waste business was offset by continued headwinds in the recycling business.

Second quarter diluted EPS was \$0.54 per share, which includes a \$0.03 benefit from a lower than anticipated tax rate. These results were in line with our expectations excluding the favorable tax rate.

Year-to-date adjusted free cash flow was approximately \$410 million, and in-line with expectations.

PAPER

AF&PA releases paper reports

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

Containerboard

Containerboard production was 1.8 percent higher compared to July of last year. The month-over-month average daily production compared to June 2015 was 0.2 percent lower. The containerboard operating rate for July decreased to 96.3 percent from June's 97.5 percent.

Kraft Paper

Total Kraft paper shipments were 147.2 thousand short tons, 9.4 percent higher compared to July 2014. Bleached Kraft paper shipments decreased from 10.9 thousand short tons in June 2015 to 8.6, while unbleached Kraft paper remained essentially flat at 138.6 thousand short tons. Overall, year-to-date shipments through July 2015 were 1.0 percent higher compared to the same period in 2014. Total month end inventories increased to 77.4 thousand short tons.

Printing-Writing Paper Report

According to the report, total printing-writing paper shipments decreased 8 percent in July compared to July 2014, with inventory levels increasing 2 percent from June.

•Uncoated free sheet (UFS) paper shipments in July decreased 2 percent compared to July 2014, with imports of UFS increasing 26 percent year-over-year in June.

•July coated free sheet (CFS) paper shipments decreased 12 percent compared to July 2014. Imports of CFS papers increased less than 1 percent in June, with exports down 15 percent.

•Uncoated mechanical (UM) paper shipments decreased 14 percent when compared with July 2014. Imports of UM papers were down 12 percent in June, the 12th consecutive monthly decline. Inventories of UM increased in July, up 10 percent.

•Coated mechanical (CM) shipments in July decreased 18 percent relative to July 2014. Imports of CM increased in June, up 9 percent, while exports of CM were down 19 percent, the first decrease in the past six months.

Paperboard Report

Total boxboard production decreased 2.8 percent when compared to July 2014, but increased 2.7 percent from June.

Unbleached Kraft boxboard production increased over the same month as last year and increased compared to June. Total solid bleached boxboard & liner production decreased when compared to July 2014, but increased compared to June.

The production of recycled boxboard was flat compared to July 2014, and increased when compared to June.



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INDUSTRY PROFILE

A Closer Look

by Donna Currie

Konell Construction and Demolition Corp.

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Jeff Konell, a vice president of Konell Construction and Demolition Corp. said that the company was originally founded as a demolition company by his brother Steve.

Steve had left home at 16 and was working for a heavy equipment company that demolished buildings. "He got better and better and was a very good operator," Jeff said. In 1981, Steve decided to go out on his own with the blessing of his previous employer. He had been going to school to be a forest service ranger, but decided that he wanted to work for himself. And he liked wrecking buildings.

Steve hired Jeff shortly afterward. "I liked working all over the place," Jeff said, and the demolition company offered that freedom.

At that time Jeff had been going to a community college to become a machinist, but he said, "I had run heavy machinery when I was a kid," so he was a good fit for his brother's company. "Dad had a gravel pit," Jeff said, and "I worked there since I was in grade school. I got off the school bus and went to work. We've been around it all our lives."

At one time, there were two separate companies under the Konell name, but when Steve passed away in 2009, the companies were combined. The ownership of the company was transferred to Steve's two children, Kyle and Karha, along with several employees, including Jeff. Kyle and Karha own the majority of the company, but have no voting rights until 15 years have passed.

"We keep running it the same," Jeff said, but there have been some small changes, including buying new equipment and getting rid of old equipment. But as always, the business is constantly changing as jobs come in and are finished. "We're swamped right now," Jeff said. "It's always feast or famine."

Although Kyle and Karha work for the company, Jeff said that Kyle isn't as interested in the business as his sister who "wants to become president one day." Right now, Jeff is teaching Karha how to bid demolition jobs. "We're here to help her," he said. Jeff is looking forward to semi-retirement in about five years, but expects that he'll remain involved in the company for long after that.

Besides demolition work, the company does site preparation for construction, including underground water and sewer work. Jeff is involved almost exclusively with the demolition side of the business.

He said that the company has two mobile concrete crushers, and much of the concrete and asphalt is reused onsite, although some might be shipped elsewhere. Metal goes to local recyclers. Lumber is shipped to several different states, and some is also sent to Japan.

Many of the buildings in Oregon constructed in the early 1900s were built with very large wooden beams, mostly made from Douglas fir. Jeff said that the beams are often as long as 50' long, 16" wide and 34" deep, so they are in demand for reuse as beam in big lodges. Some of the beams are re-sawn to smaller dimensions for reuse.

Broken wood is brought back to the company's site where it is ground and shipped to paper mills where it is burned to produce power.

"We salvage everything that we can," Jeff said. He estimated that 95 to 98 percent of demolition material is recycled. Insulation, roofing, and asbestos are the few things that don't get recycled. The small amount of material that goes to landfills are sorted there to make sure nothing recyclable is missed.

The biggest challenge in the business isn't competition or regulations, or even the economy – it's the weather. "It rains a lot and you have to work with that rain," Jeff said. "In the dirt, it turns to mud." Because of that, they might have to do de-watering and jobs can take longer than expected.

The business isn't without humorous moments. Jeff said that buildings prepared for demolition don't have power and are thus very dark inside. "You walk through the building and you never know what you'll find." At one site, there was someone sleeping on a couch left inside the building. "The fellow came flying out," Jeff said. "There were about 10 steps and the fellow never touched one of them."

Jeff said that one of the strengths of the company is that "we treat the employees right." For the annual holiday party, the company gets rooms for every employee "so no one has to drive home after drinking." The company also offers benefits including insurance and a 401K. "That's how you keep a company together," he said. "It's all about teamwork."

Working with the employees is one of the best parts of the job, Jeff said. "The camaraderie we have – they're like family. I'm proud of the connections I have with the people that I work with."

ALTERNATIVE ENERGY

Tri-State and juwi sign solar energy purchase agreement

Tri-State Generation and Transmission Association, Inc., a wholesale power supplier owned by 44 member electric cooperatives and public power districts, and juwi Inc., a Colorado-based renewable energy company, have signed a 25 year contract to supply the utility with renewable energy from the planned San Isabel Solar Project to be constructed in southern Colorado.

Tri-State will purchase the entire output of the 30 MW solar farm over the life of the contract. The facility is expected to come online in the 4th quarter of 2016.

The San Isabel Solar Project will consist of over 100,000 photovoltaic solar panels resting on 250 acres of land in Las Animas County, located approximately 20 miles north of Trinidad, Colorado.

The project lies within the service territory of San Isabel Electric Association

(SIEA), a Tri-State member system serving nearly 19,000 members and 24,000 meters in all or parts of seven counties in southern Colorado. Like Tri-State, SIEA is a not-for-profit, member-owned rural electric cooperative.

This is the second renewable energy purchase agreement for Tri-State this year, following the June announcement of the 76 MW Twin Buttes II Wind Project south of Lamar, Colorado. In 2014, 24 percent of the energy Tri-State and its member systems delivered to cooperative members was generated from renewable resources. In February, the U.S. Department of Energy recognized Tri-State and SIEA as the 2014 Wind Cooperatives of the Year in the generation and transmission cooperative and the distribution cooperative categories, respectively.

Enerkem raises \$115 million in capital

Enerkem Inc., a waste-to-biofuels and chemicals producer, has raised \$115 million and initiated the production of biomethanol at their facility in Canada.

The financing is comprised of a recently accessed \$22 million debt facility from Integrated Asset Management Corp.'s private debt group as well as

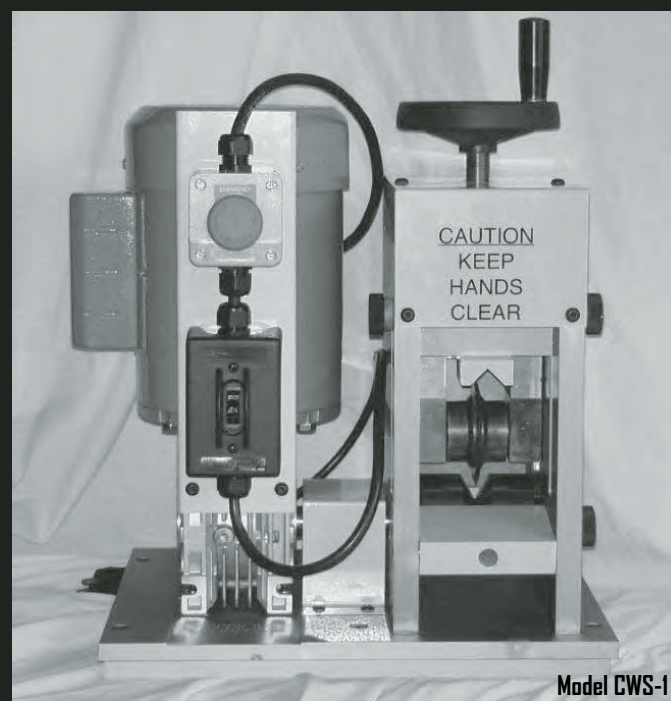
\$37.5 million in private placements from current investors and \$55.5 million of debt from two other lenders, closed over the past year. This funding will be used for the product expansion of the Edmonton facility and the company's global growth.

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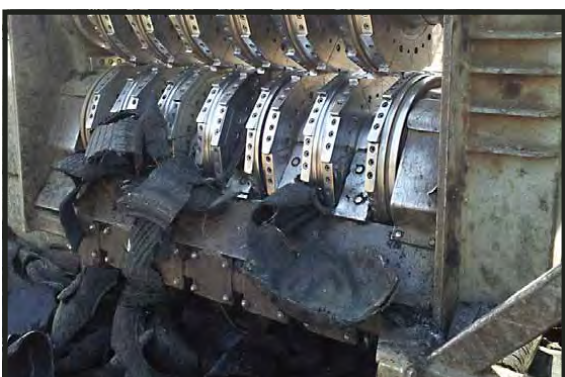
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METALS

Steel imports increase 5 percent in July

Based on preliminary Census Bureau data, the American Iron and Steel Institute (AISI) reported that the U.S. imported a total of 3,243,000 net tons (NT) of steel in July 2015, including 2,578,000 NT of finished steel (up 4.6 percent and 3.7 percent, respectively, vs. June final data). Year-to-date (YTD) thru 7 months of 2015 total and finished steel imports are 24,964,000 and 20,440,000 NT, respectively, no change and up 10 percent respectively, vs. the same period in 2014. Finished steel import market share was an estimated 27 percent in July and is estimated at 31 percent YTD.

Key finished steel products with a significant import increase in July compared to June are reinforcing bars (up 57 percent), plates in coils (up 29 percent), sheets and strip hot dipped galvanized (up 26 percent), cold rolled sheets (up 25 percent), heavy structural shapes (up 12 percent), sheets and strip all other metallic coatings (up 12 percent) and cut lengths plates (up 11 percent). Major products with significant YTD import increases vs. the same period last year include line pipe (up 55 percent), rein-

U.S. IMPORTS OF FINISHED STEEL MILL PRODUCTS BY COUNTRY OF ORIGIN (Thousands of Net Tons)					
	JUL 2015	JUN 2015	2014 Annual	2015 Annual Est.	% Change 2015 Annual vs. 2014
SOUTH KOREA	307	315	5,449	5,772	5.9%
TURKEY	229	161	2,199	3,149	43.2%
CHINA	283	191	3,189	3,094	-30%
JAPAN	179	182	2,106	2,417	14.8%
GERMANY	145	148	1,278	1,659	29.8%
TAIWAN	78	109	1,188	1,347	13.4%
BRAZIL	94	73	810	1,334	64.7%
All Others	1,263	1,307	17,531	16,268	-7.2%
TOTAL	2,578	2,487	33,751	35,040	3.8%

forcing bars (up 51 percent), standard pipe (up 33 percent), sheets and strip hot dipped galvanized (up 22 percent), tin plate (up 17 percent), plates in coils (up 16 percent), cold rolled sheets (up 14 percent), heavy structural shapes (up 13 percent) and cut lengths plates (up 12 percent).
In July, the largest volumes of finished steel imports from offshore were from South Korea (307,000 NT, down 3 percent vs. June final), China (283,000

NT, up 49 percent), Turkey (229,000 NT, up 42 percent), Japan (179,000 NT, down 2 percent) and Germany (145,000 NT, down 3 percent). For seven months of 2015, the largest offshore suppliers were South Korea (3,367,000 NT, up 6 percent), Turkey (1,837,000 NT, up 68 percent), China (1,805,000 NT, up 1 percent), Japan (1,410,000 NT, up 18 percent) and Germany (968,000 NT, up 46 percent).

Chief financial officer of Scrap Metal Recycling wins awards

David Gibb, chief financial officer of Raleigh Recycling NC Scrap Metal LLC, which owns Raleigh Metal Recycling and Goldsboro Metal Recycling in North Carolina was just recently named chief financial officer of the year for a mid-sized company in the Raleigh-Durham area of North Carolina. Raleigh recycling is the largest recycling center in Wake County, North Carolina and is also a junk and salvage yard supporting eastern North Carolina.
Gibb was recently named one of the Top Ten Human Resource Professionals of the year by the Society of Human Resource Professionals in the State of Michigan in October 2014. Gibb is also the chief financial officer of Benlee, a manufacturer of roll-off trailers located in Metro Detroit that directly sells roll off trailers and trucks internationally for the scrap recycling, waste, oil and gas industries.

MetalX acquires aluminum shredding business and assets

MetalX completed the acquisition of the assets and business of Metal Shred Industries LLC (MSI), a scrap aluminum toll processor located in Indiana.
MSI, founded in 2006 as an affiliate of Metropolitan Alloys, is in the business of shredding scrap aluminum on a toll basis

for a variety of customers. The company designed and operates a unique shredding and separation system that recovers and returns high quality shredded aluminum products to its customers, and has developed a reputation as the premier toll processor in the Midwest. MSI cur-

rently processes almost 20 million pounds annually.
MetalX intends to maintain the company's current toll processing relationships and volumes, but also plans to expand the scope of operations. Over the next several months, the company estimates that annual

volumes at this facility will increase to over 40 million pounds, and will serve as a key element of MetalX's ongoing efforts to develop new and more refined scrap aluminum products. The MSI name will be retired and the facility will be identified as MetalX, effective immediately.



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METALS

Ohio leads nation in metal theft insurance claims

Continuing a recent trend, the National Insurance Crime Bureau (NICB) reported that insured metal theft claims in 2014 were down 8 percent from 2012 levels.

In 2012, a total of 13,731 metal theft claims were processed. The number dropped to 13,632 in 2013 and decreased again in 2014 to 12,630 – a decline of 8 percent from 2012. During this 3 year period, 39,993 insurance claims for the theft of copper, bronze, brass or aluminum were handled – 38,985 of them (98 percent) involving copper. When the number of metal theft claims per month and monthly average copper prices are compared, the number of claims filed is found to have a statistically significant correlation with the price of copper.

As in NICB’s previous report on metal theft, Ohio ranked first of all the states generating 4,438 metal theft claims. It was followed by Pennsylvania (2,770), Texas (2,379), New Jersey (2,192) and California (2,127).

The top five Core Based Statistical Areas generating the most metal theft claims were New York-Newark-Jersey City, NY-NJ-PA (2,066); Philadelphia-Camden-Wilmington, PA-NJ-DE-MD (1,581); Chicago-Naperville-Elgin, IL-IN-WI (1,487); Atlanta-Sandy Springs-Roswell, GA (1,086) and Detroit-Warren-Dearborn, MI (945).

While this report deals exclusively with submitted insurance claims, the ultimate impact of this activity falls, to some degree, on all consumers. Losses to businesses and government entities are shared with customers and taxpayers through higher costs for goods and services and/or reductions in services. Moreover, depending on the circumstances of the theft, these incidents may not generate an insurance claim, or even a police report. Consequently, comprehensive empirical data is elusive.

For access to the full report, view this article on www.AmericanRecycler.com.

Nucor approves share repurchase

The board of directors of Nucor Corporation approved the repurchase of up to \$900 million of the company’s common stock. Share repurchases will be made from time to time in the open market at prevailing market prices, through private transactions or block trades. The timing and amount of repurchases will depend on market conditions, share price, applicable legal requirements and other factors. The board of directors also terminated any previously authorized repurchase programs.

In a separate action, Nucor’s board of directors declared the regular quarterly cash dividend of \$0.3725 per share on Nucor’s common stock. This cash dividend is payable on November 10, 2015 to stockholders of record on September 30, 2015, and is Nucor’s 170th consecutive quarterly cash dividend.

AR

Scrap Metals

MarketWatch



Commodity		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
#1 Bushelings	per gross ton	\$159.00	\$154.00	\$165.00	\$220.00	\$225.00
#1 Bundles	per gross ton	155.00	154.00	165.00	220.00	218.00
Plate and Structural	per gross ton	169.00	170.00	155.00	220.00	239.00
#1 & 2 Mixed Steel	per gross ton	149.00	174.00	150.00	225.00	207.00
Shredder Bundles (tin)	per gross ton	105.00	100.00	110.00	135.00	169.00
Crushed Auto Bodies	per gross ton	105.00	100.00	110.00	135.00	169.00
Steel Turnings	per gross ton	85.00	79.00	70.00	95.00	115.00
#1 Copper	per pound	2.09	1.89	2.13	2.15	2.27
#2 Copper	per pound	1.94	1.78	2.06	2.07	2.08
Aluminum Cans	per pound	.43	.44	.54	.49	.50
Auto Radiators	per pound	1.40	1.40	1.38	1.40	1.51
Aluminum Core Radiators	per pound	.42	.40	.50	.58	.43
Heater Cores	per pound	1.09	1.06	1.03	1.04	1.22
Stainless Steel	per pound	.35	.42	.45	.48	.49

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

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PLASTICS

New York State Supreme Court overturns foam ban

The New York State Supreme Court overturned sanitation commissioner Kathryn Garcia’s decision to ban foam foodservice items, clearing the way for the city to embrace a recycling program that would cover 100 percent of polystyrene products and generate new revenue for the city.

“This decision is a victory for the environment and for New York City, which can now become a national leader in recycling by removing every piece of polystyrene from its waste stream – and making money in the process,” said former city councilman Robert Jackson, who heads the Restaurant Action Alliance that was a part of the lawsuit. “The judge has ended the debate about polystyrene recycling by making clear it can be recycled and there is a market for it. Now it’s time for the City to capitalize on this development.”

Michael Westerfield of Dart Container Corporation, which was also a party to the legal case, said, “Our offer to pay every dime of the start-up costs for recycling, and to ensure the city can sell its recycled product, stands. The victory here is for the environment and for recycling. We are eager to work with the city to get recycling started as soon as possible.

The ruling from Judge Margaret Chan overturns the ban completely, stating clearly that the “one undisputed short answer to whether EPS is recyclable is yes: single serve EPS is recyclable.” The ruling refers the matter to the Department of Sanitation for further consideration consistent with the court order, allowing for recycling of the city’s foam and #6 rigid polystyrene to move forward.

Colchester, Nova Scotia receives grant from recycling coalition

Residents and commercial outlets in Colchester County, Nova Scotia can soon add polystyrene foam foodservice packaging, egg cartons, meat trays and protective packaging to their recycling bins, thanks to a \$50,000 grant from the Foam Recycling Coalition.

Colchester County will use the grant money to upgrade their facility and purchase equipment that compacts polystyrene foam into bricks prior to transportation to the end markets. The recovered foam will be processed in a material recovery facility owned by the Municipality of the County of Colchester. This Kempton facility, located in the center of Nova Scotia and near the Trans-Canada Highway, also provides processing contracts with neighboring municipalities and waste management authorities.

Colchester County is the first recipient outside the U.S. to win a grant from the coalition. The grant program is designed to increase the collection, processing, and marketing of post consumer polystyrene foam in North America.

The coalition will continue to offer grants that promote foam recycling in residential curbside, drop-off and commercial programs.

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RAYCO INTRODUCES RCT110S CRAWLER TRUCK

Rayco is launching the RCT110S. It is designed to utilize the 100hp, steel tracked crawler truck as a tow vehicle and carry payloads on a gooseneck trailer.

The RCT110S is powered by a Kubota diesel engine and features a steel track undercarriage to maximize traction and durability. An enclosed cab with heat, A/C and suspension seat keep the operator safe. Joystick propel makes operation simple while the gooseneck trailer design provides the tightest possible turning radius. The RCT110S can also be configured with a 2-5/16" ball coupler.

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PLASTICS

Mixed waste processing may increase diversion rates

The Evolution of Mixed Waste Processing Facilities, 1970-Today by Gershman, Brickner & Bratton, Inc. (GBB) of Fairfax, Virginia notes that mixed waste processing (MWP) facilities use a variety of new and existing technologies to separate recyclable commodities from a stream of mixed trash, or MSW.

In a review of evolving technologies, the study's authors recount how MWP facilities initially were designed to capture high-energy elements of waste for combustion based energy recovery (also referred to as waste-to-energy). However, today MWP is attracting renewed interest as a means to boost recycling rates. This is important because even after many residents have separated out their recycled commodities, the average MSW stream may contain up to half of the total volume of recyclables, and in some cases, more.

The authors conclude: "Based on its roots in single stream sortation, today's MWP technology appears promising. The results in terms of outputs, net revenue, and reduced collection costs could be attractive for some communities. The combination of recycling with energy

recovery for non-recycled materials is an excellent approach to managing post-use materials more sustainably."

The report also identifies outstanding issues that need to be addressed to achieve these improvements. For example, in some cases technologies may deliver more volume of recycled material, but increased contamination could lead to reduced commodity prices. The authors point out the need for better data and case studies to demonstrate realistic recovery numbers for MWP.

The authors also suggest that coupling MWP facilities with existing large materials recovery facilities (MRFs) could help communities increase diversion rates: "GBB finds that combined MRF and MWP systems have the potential to significantly increase both the volume and total revenue from recycling materials. The potential exists to divert 180 percent more high value metals and plastics from landfill than are diverted today."

The report was commissioned by the Plastics Division of the American Chemistry Council (ACC), which is examining methods to increase recovery of plastics.

APR accepting nominations

A program recognizing innovations in product design and technology promoting plastics recycling is accepting nominations through October 31.

The APR Plastics Recycling Showcase, developed by the Association of Postconsumer Plastic Recyclers (APR), will focus on recently commercialized innovations developed by APR members that have a positive impact on the ability of a package or container to be recycled. As an international trade association representing the plastics recycling industry, APR works to provide leadership for long-term industry growth and vitality. This program is part of APR's continued effort to address technical challenges facing plastic recyclers.

Possible candidates may include the following types of recently commercialized technology: Packaging products, processing equipment, recycling process step, bale capability, collection or supply capability for postconsumer plastics, and PCR products, products with high PCR content or applications of PCR.

"Showcase recipients will be selected by an APR board appointed selection committee comprised of APR members that represent a variety of roles within the value chain," stated Steve Alexander, APR's executive director.

For a direct link to the application and more information, view this article on www.AmericanRecycler.com.

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PLASTICS

Trex enters commercial plastics market

Even companies that use recycled materials have materials to recycle at the end of the day. Trex Company, a manufacturer of high-performance, wood-alternative decking and railing, has found a viable way to close the recycling loop by using its excess raw material to produce linear low density polyethylene (LLDPE) pellets. Ideal for use in a variety of manufacturing applications, these pellets represent an entirely new business for the Winchester, Virginia based company.

Leveraging its recycling and extrusion capabilities – and using equipment downtime to experiment with and test different solutions – the Trex engineering team ultimately delivered a linear low density polyethylene plastic pellet ideal for use in a variety of products and industries.

Dave Heglas, a chemical engineer with a background in rocket science and missile design, joined Trex in 1996 as an engineer responsible for the raw materials and plastic processing side of the business. After a few years working with recycled materials, he saw opportunities and potential value in using and repurposing recycled plastic. In 2004, Heglas formalized the company's recycling operations, an initiative which has evolved into a company within the company.

Among those manufacturers were small companies that Trex contracted to produce plastic pellets. Over time, it occurred to Heglas that Trex could be fabricating pellets in-house rather than outsourcing to third parties. After nearly a decade of experience producing pellets for Trex internal use, the next logical progression was to leverage the in-house expertise and expand capabilities to produce pellets for additional industries and markets.

Currently, Trex has four lines dedicated to recycled pellet production, making it one of the largest producers of recycled LLDPE pellets in the country. The company has plans to add several more lines in the future.

Trex is actively working with manufacturers across a wide range of industries – such as rotational molding, blown film, profile extrusion and material compounding – to explore additional uses for its LLDPE pellets. As the product innovator, the company has the flexibility to modify and re-formulate pellet content as needed to better fit specific needs, processes and applications.

CONSTRUCTION & DEMOLITION

Clifton uses concrete crusher to help city save money

The Clifton, New Jersey Department of Public Works (DPW) utilized a crusher to break apart a stockpile of concrete pipes, catch basins and blacktop that had accumulated on the public works property over the past three years.

The debris was pulverized into a fine grained reusable fill. Dennis Markovich, a Clifton public works supervisor said it would have cost about \$18,000 to truck away the 700 tons of debris to an asphalt plant. Instead the city contracted with a Lynhurst company, DAG, for about \$8,000 to pulverize the material. Clifton plans to use the material as a temporary fix for potholes or foundation for new sewer pipes and roads. When factoring in the costs from not having to buy fill material for future products an additional \$25,000 was saved, commented Markovich.

Al Dubois, Clifton public works supervisor, suggested Passaic County officials should coordinate a similar operation for smaller towns that don't build up as much construction debris as Clifton does. Then smaller towns could pitch in for the cost of the contractor and take the fill material as needed.



Hotel installs solar powered compactor and baler

A combination solar powered trash compactor and portable cardboard baler was installed at the LEED Platinum Certified Bardessono Hotel and Spa in the Napa Valley. Completely off the grid, the solar powered compactor packs 16 yards of loose trash into 4 yards, reducing waste pickup to just once per week, slashing hauling costs by 50 percent, reducing CO2 emissions by over 14 tons annually, and limiting garbage truck noise to guests and neighboring residents. The solar cardboard baler fits into a small space, yet crushes 150 to 200 boxes into an easy-to-handle 200 lb. bale making recycling simple and efficient.

Bay Area Trash Compactor's solar combination is the first of its kind to provide waste handling and recycling side-by-side with no wired electrical hook-up.

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—Pete Seeger

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BUSINESS BRIEFS

Bandit Industries adds three new dealers

■ Bandit Industries continues to add to its network in North America with the addition of three new dealers.

Southland Machinery is central and northern Alabama's source for construction equipment sales, service and parts – and now Bandit small equipment. Southland specializes in excavators, skid steers, wheel loaders, telehandlers, rough terrain and industrial forklifts, backhoe loaders, off-highway dump trucks and Bandit hand-fed chippers and stump grinders.

FMI Equipment is a locally-owned small business serving eastern Washington, northern Idaho and western Montana. It is a fully authorized dealer for Terex Compact, Takeuchi, Echo/Shindaiwa, Scag, Exmark and Bandit hand-fed chippers and stump grinders. With over 100 years of combined experience in logging, compact equipment, construction and landscape industries, they are more than prepared to handle their customers' equipment needs.

Yancey Bros. Co. is the source of large Bandit equipment for the state of Georgia, from the Appalachians to the Atlantic. In business for more than 100 years and more than 20 dealer locations, Yancey Bros. has strived to offer the highest level of customer dedicated products and services available. They remain committed to offering equipment and support to keep up with their customers' changing needs.

Yancey Bros. will offer Bandit's complete lines of whole tree chippers, forestry mowers and The Beast® horizontal grinders.

Paladin Attachments adds to its brand and portfolio

■ Paladin Attachments, a manufacturer of couplers and attachments, integrated CWS Industries and Jewell Manufacturing into its North American business operations. Canadian based CWS is a manufacturer of highly engineered attachment products sold through a network of dealers and end users in the mining, oil and gas, forestry and construction markets. They have been providing solutions to unique applications and geological conditions for over five decades.

Prior to the integration, CWS has been a Paladin distributor in Western Canada since being acquired in 2012 by International Equipment Solutions, Paladin's parent company.

Jewell Manufacturing, based in Portland, Oregon, provides custom machines and attachments for the world's harshest environments including the forestry, demolition, scrap recycling, material handling and construction industries.

Covanta declares regular quarterly cash dividend

■ Covanta Holding Corporation disclosed that the board of directors declared a quarterly cash dividend of \$0.25 per share, payable on October 7, 2015 to stockholders of record at the close of business on September 30, 2015.

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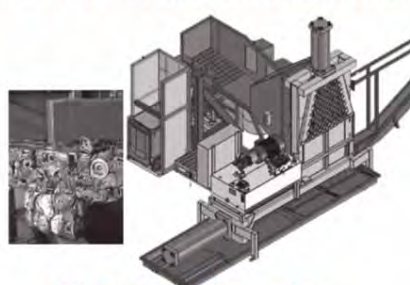


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BUSINESS BRIEFS

Bobcat and Doosan expand headquarters

■ Bobcat Company and parent organization Doosan have broken ground on a \$9.5 million headquarters expansion in West Fargo, North Dakota.

Company officials say the expansion to the existing facility will help accommodate growth, drive innovation and improve operations, which are all key to maintaining global leadership.

Current headquarters houses individuals within several departments of business administration, as well as product development and marketing communications for Bobcat Company and Doosan, a heavy equipment brand. The expansion will double the space and employee capacity, and Bobcat and Doosan will pursue LEED certification for the facility in both design and construction.

The expansion is slated for completion in late summer 2016.

Aqua Metals establishes new headquarters

■ Aqua Metals, Inc. which is developing a electrochemical lead recycling technology called AquaRefining, has established its new global headquarters in Alameda, California.

The facility will include engineering and design laboratories, offices and an assembly line for AquaRefining modules. After completing tenant improvements, Aqua Metals plans to begin production of the first AquaRefining modules in the fourth quarter of 2015.

Timken board elects James Palmer as director

■ The board of directors of The Timken Company elected James F. Palmer, retired chief financial officer of Northrop Grumman Corp., a director of the company for a term that will expire at its May 2016 annual meeting. The election brings The Timken Company board to 12 directors.

During his 45 year career in finance, Palmer acquired extensive experience in leading change, transforming and restructuring complex businesses, mergers and acquisitions, capital markets and capital deployment. For the 8 years prior to his retirement in 2015, Palmer served as corporate vice president and chief financial officer of Northrop Grumman Corporation, a \$24 billion global security company headquartered in Falls Church, Virginia. He was responsible for the company's overall business management function, which included controller, treasury, contracts and pricing, financial planning, tax, internal audit, investor relations and pension investments.

Palmer's career also includes positions as senior vice president and chief financial officer of Visteon Corporation in Detroit; senior vice president and president of Boeing Capital Corporation, a subsidiary of The Boeing Company in Seattle; and senior vice president and chief financial officer of McDonnell Douglas Corporation in St. Louis.

The road to success is always under construction.

—Lily Tomlin

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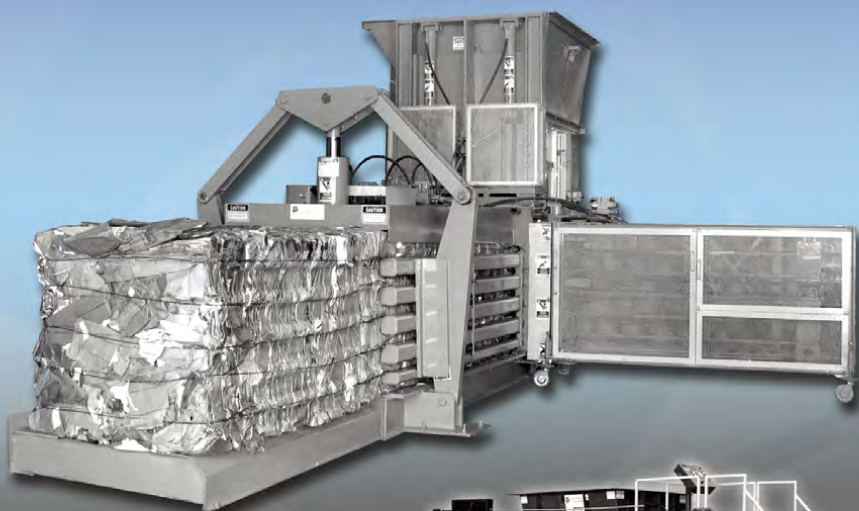
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BUSINESS BRIEFS

Fenix acquires Ocean County Auto Wreckers

■ Fenix Parts, Inc., a recycler and reseller of original equipment manufacturer automotive products, has acquired Ocean County Auto Wreckers, Inc. in Bayville, New Jersey.

Ocean County is a full service auto recycling facility and represents Fenix Parts' second location in New Jersey.

ReCommunity to reopen Southfield, Michigan MRF

■ ReCommunity is working with Resource Recovery and Recycling Authority of Southwest Oakland County (RRRASOC) to jointly rebuild and reopen the Southfield, Michigan materials recovery facility (MRF). The building renovation work will complete this summer. ReCommunity has ordered the equipment to process the collected recyclables, targeting an early 2016 reopening. The facility, located on 8 Mile Road in Southfield, has been undergoing repairs and reconstruction for eight months. A fire closed the facility in 2014.

ReCommunity engaged in an extensive equipment review process, ensuring that the new processing system will continue a tradition of maximizing recovery of recycled materials. The processing system that resulted from this analysis will be constructed and installed by Van Dyk Systems, and is a turnkey Bollegraaf system.

RRRASOC has funded the building construction and will partner with ReCommunity to invest and install the new processing system.

Travis Body & Trailer names director of operations

■ Travis Body & Trailer, Inc., a manufacturer of end dumps, bottom dumps, transfer trailers and specialty dump trailers, hired Jerry Guerrero as its new director of operations. Travis created this new position to keep up with the latest production processes and techniques, improve operational efficiency and increase trailer output.

Guerrero's main responsibilities include managing plant supervisors and employees and overseeing all manufacturing operations. His primary focus includes introducing advanced plant management and Lean manufacturing production systems. These new techniques will manage and drive cultural change to improve and sustain higher levels of operational performance.

Other skills he brings to Travis include strategic and tactical planning, management and leadership with high-level complexity projects, and experience in crisis management.

Guerrero brings more than 25 years of experience in the manufacturing and automotive industries to his new role. Prior to joining Travis, he worked as a plant operations manager at Taxa Inc. in Houston, Texas, where he helped transform a shop into a manufacturing facility and increase productivity and output. He also has worked as a Lean quality manager, Lean manager, operational excellence leader and staff engineer.

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—Mark Twain



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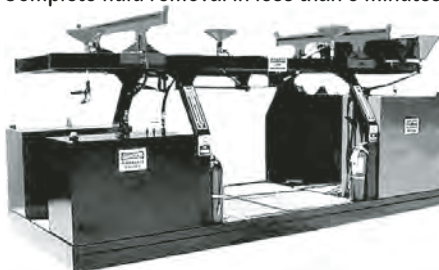
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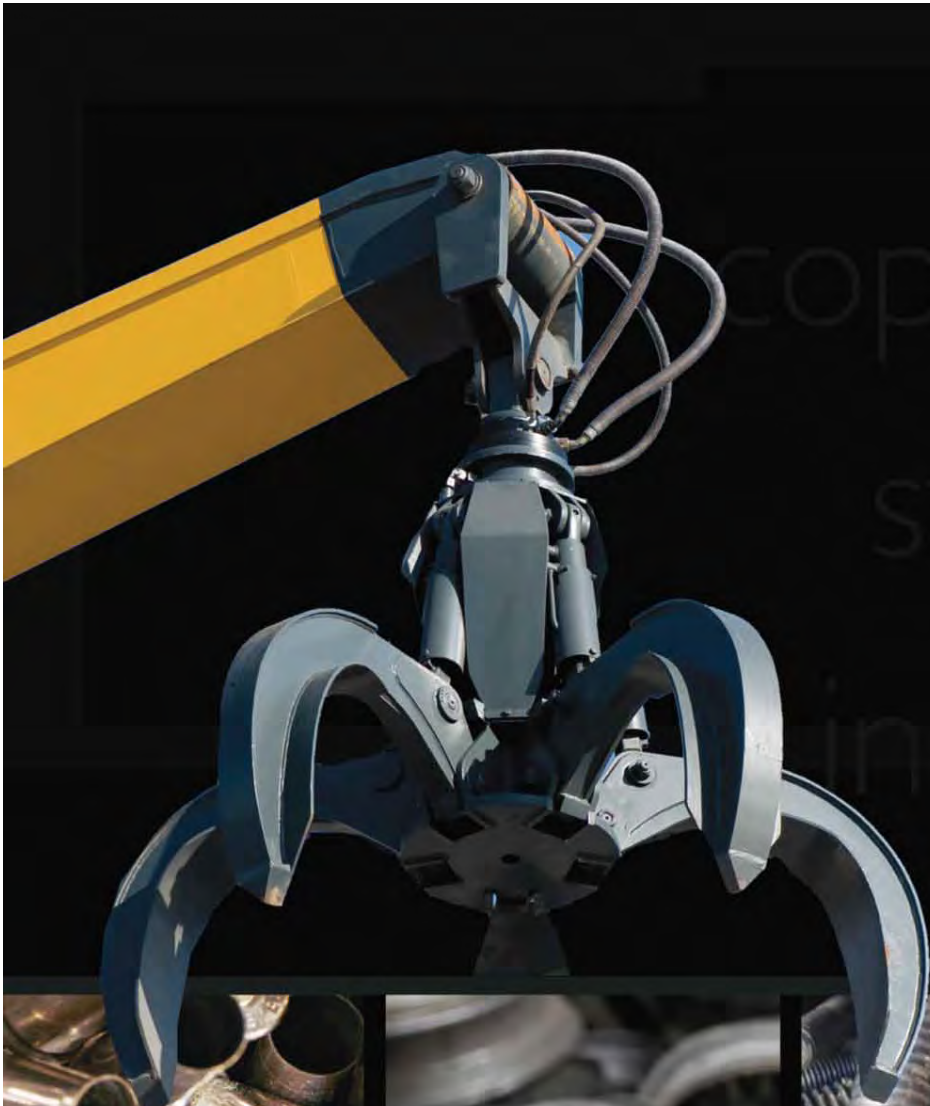
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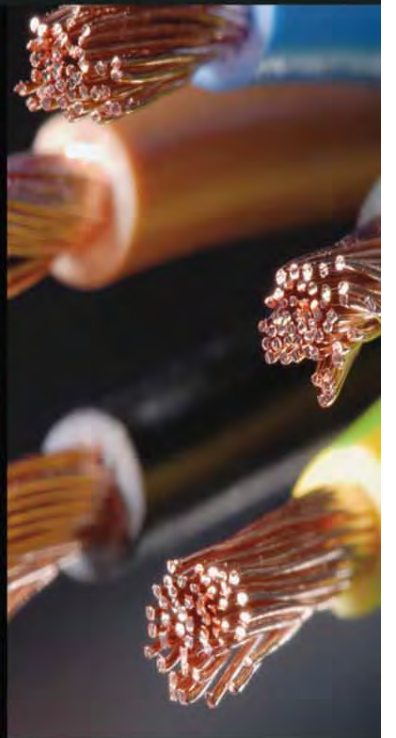
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on page B3!**

Counterfeit auto parts endanger everyone

by MIKE BRESLIN

mbreslin@americanrecycler.com

Making an inferior replica of something in order to trick people is a crime. If it's an inferior counterfeit auto part, it can lead to serious injuries even deaths. That's why private industry and the U.S. government are working together and have recently ramped up efforts to combat the growing proliferation of ersatz, dangerous auto parts.

Preventing the spread of counterfeit automotive parts and targeting criminals who engage in that type of activity is now a major priority for the National Intellectual Property Rights Coordination Center (IPR Center). It's a joint task-force agency led by Homeland Security Investigations, a component of the Immigration and Customs Enforcement (ICE) agency

Bruce Foucart, director of the IPR Center reported, "There was a key investigation out of Washington in which Homeland Security Investigations caught individuals trafficking in counterfeit airbags from Canada. Counterfeit seatbelts, auto glass and wheels are also a concern. We are working closely with representatives from across the auto industry to prevent the use of dangerous, counterfeit auto parts."

Unfortunately, the use of illegal counterfeit automotive parts is increasing in the U.S., creating public safety concerns, according to Foucart. These counterfeit parts usually bear the trademark of a legitimate and trusted brand, but they were produced by another party and are not made to the specifications of the original equipment manufacturer. They're often produced illegally and sold at a profit to fund other criminal activities.

"Law enforcement has identified a trend of counterfeited parts that is growing at an alarming rate," said Foucart. "At best these parts will not perform as well as authentic parts. At worst, they can fail catastrophically with potentially fatal consequences."



Counterfeit airbags may look like the OEM part, but do not provide the same protection in an accident.

PHOTO COURTESY OF THE NATIONAL INTELLECTUAL PROPERTY RIGHTS COORDINATION CENTER

"It's hard to quantify the number of accidents or deaths caused by counterfeit auto parts. When accidents happen on the road, sometimes you will get an insurance adjuster that will do an



While counterfeit parts may look exactly like OEM parts and even have the automaker's logo, they are often cheap reproductions posing danger to drivers and the public.

PHOTO COURTESY OF THE NATIONAL INTELLECTUAL PROPERTY RIGHTS COORDINATION CENTER

investigation, sometimes you'll get a state trooper to do an investigation, but what they are looking at are the conditions of the road or someone texting, things like that. Rarely are they going to do a deep dive into the innards of the car to see, for example, did the airbags deploy prematurely, or if the brake pads failed to work."

Foucart pointed out that counterfeit parts often have the automakers logo on them. "The OEM is going to know right away by looking at the product if it's fake or not. We, as investigators, are not experts on this and why we work hand-in-hand with industry. They have brand protection investigators that are often out in the field with us as we are conducting search warrants, or at the borders doing seizures."

"Starting in 2009 the automobile industry started to come to us for help with the problem. Now we are working with most of the major manufacturers. Their investigators and security people have taken their own initiative and banned together to create a coalition group in which they discuss the problem among themselves as well as share information with us as to what they are seeing, and provide potential investigative leads on counterfeits. I spoke to this roundtable group in Detroit in July and we had a great exchange of information. I give them a lot of credit; they are creating their own internal policies and establishing structure to combat counterfeit parts."

Foucart offered that auto parts recyclers can help with this problem. "Auto parts recyclers are pretty sharp

and they know their business. Certainly, if they recognize that a part seems out of place, or doesn't seem right, we have several methods where they can "drop-a-dime" so to speak and provide information to us on our website, www.iprcenter.gov. There we have a big, yellow "button" where the industry or general public can click the button and provide information about counterfeit auto parts. They can do it anonymously or put down their contact information. Or, they can report the crime to the HSI Tip Line, toll-free at (866) 347-2423. That information goes to our specialists who vet the information and create an intelligence product. That product will either be forwarded to our field investigators, or it may be sent to the auto industry. Our job at the IPR Center is to ensure the right information gets to the right agents in the field for them to investigate."

Some of the most dangerous counterfeit products involve airbags that can literally explode in the victim's face during an accident.

Some other counterfeit parts seized by law enforcement include: seat belts, oil and air filters, brake pads, brake rotors, control arms, windshields, bearings, steering linkages, ignition coils, microchips, spark plugs, wheels, solenoids, clutch housing, crankshafts, diagnostic equipment, suspension parts and oil pumps.

Foucart warned that it's imperative that the public, as well as the industry, protect themselves from the possible safety hazards of these parts. He suggested the following:

- Do business only with reputable repair shops, the manufacturer's dealership repair network, or legitimate automotive recyclers selling used OEM parts.

- Stay informed about the sources of parts you are purchasing or are installing.

- Beware of too-good-to-be-true prices that are well below those of competitors.

- Use caution when purchasing auto parts on the Internet that are shipped from other countries or are sold at very low prices.

If you suspect you have inadvertently purchased counterfeit parts, consult an original equipment manufacturer representative or a reputable mechanic for identification and replacement.

The Automotive Recyclers Association (ARA) has also become proactive in warning consumers and the automotive industry about the growing danger of counterfeit automotive parts and is urging consumers to use recycled OEM parts supplied by professional automotive recyclers. ARA represents the interests of over 4,500 U.S. auto recycling facilities and fourteen other countries.

"The issue of counterfeit parts has become a serious concern for the professional automotive recycling industry because like the auto manufacturers, ARA members also sell genuine, OEM parts," said Michael E. Wilson chief executive officer of ARA. "Each day over 500,000 recycled OEM parts that

See PARTS DANGER, Page B7

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Ford's Mexico's manufacturing plants achieve zero waste-to-landfill status

Ford released its 16th annual Sustainability Report highlighting its achievement of several environmental goals, including Hermosillo Stamping and Assembly Plant attaining zero waste-to-landfill status – giving Ford the distinction of becoming landfill-free in all of its Mexico manufacturing facilities.

As a result, Ford Mexico's manufacturing plants are diverting 1.5 million pounds of landfill waste this year and each year going forward.

The success of the Hermosillo facility, as well as Ford's Cuautitlan and Chihuahua plants in Mexico, will help the company achieve its target of reducing global waste-to-landfill by 40 percent per vehicle produced from 2011 to 2016; Ford reduced global per vehicle waste-to-landfill by 40 percent from 2007 to 2011.

Work began nearly five years ago to make Ford Mexico's manufacturing plants landfill free. Nearly 45 tons of cafeteria waste now are composted and reused by farmers to improve agricultural growth and community green areas surrounding the plants. Solvents are recycled and scrap aluminum is collected for reuse – creating closed-loop systems.

Hermosillo joins 27 other Ford facilities worldwide in achieving zero waste-to-landfill status. Thirteen of those facilities are in North America; seven are in Europe, five in Asia Pacific and three in South America.

Ford's Sustainability Report also highlights the company's work to meet its aggressive goal to reduce CO2 emissions by 30 percent per vehicle produced by 2025 globally. From 2013 to 2014, CO2 emissions per vehicle produced decreased by more than 2.4 percent, and the company remains on track to meet its longer-term goal.

From 2011 to 2016, Ford's average energy consumption is on track to decrease per vehicle produced globally by 25 percent. Plus, since 2000, Ford has invested more than \$300 million on energy efficiency upgrades to its global facilities.

Furthering the company's commitment to sustainable materials, Ford's industry exclusive use of Repreve fiber will help divert more than 5 million plastic bottles from landfills by incorporating the fully sustainable material made of recycled plastic into the all-new 2015 F-150 pickup. F-150 is the fifth vehicle worldwide to be outfitted with Repreve. Ford began using



Repreve in 2012, and remains the only automaker to do so.

Mindful of the present but with an eye on what's to come, Ford is working to visualize the future of the company – guided by these mega trends:

- Urbanization, congestion: There are 28 megacities today – metropolitan areas with more than 10 million people. That's expected to grow to 41 megacities worldwide by 2030. Today's infrastructure can't accommodate the number of vehicles projected to be on the road.

- Growing middle class: According to The Brookings Institution, the global middle class will double in size – from 2 billion to 4 billion – by 2030. Many will aspire to own vehicles – bringing a new set of challenges

- Limited natural resources: Companies will be challenged to find innovative ways to address the impacts of energy use, water use and increasing demand for raw materials.

My son and I were checking out a house he was considering purchasing.

When the owner came to the door, she looked at me and said, "Larry? I

know you! We went to school together. I'm Jackie. Do you recognize me?"

I drew a complete blank.

She took out our old yearbook and showed me her graduation picture—

still nothing. "Let's look at your picture," she said.

She flipped the pages until she came to me. Under my photo I had written, "Jackie, I will never forget you."

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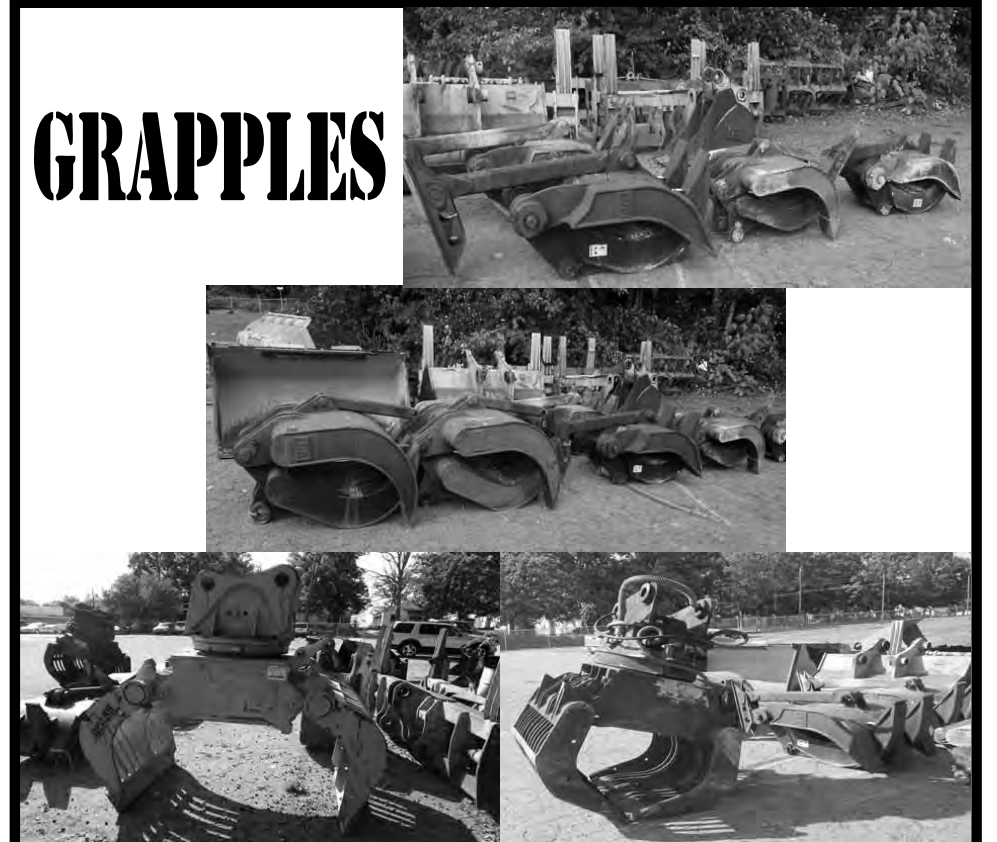


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GRAPPLES



Quest adds 667 full service auto repair centers as clients

Quest Resource Management Group, LLC, a subsidiary of Quest Resource Holding Corporation, disclosed that Quest added one of the largest nationwide chains of full service auto maintenance and repair centers to its portfolio of clients.

Under the three year agreement, Quest will manage the recycling of used motor oil and other automotive waste streams including antifreeze, drummed waste, oil filters, oily water, and parts cleaners. Quest will also distribute bulk antifreeze and windshield washing fluid to the chain's 667 centers located throughout the U.S.

"Adding this national chain to our portfolio of clients further diversifies our sources of revenue and is a strong testament to the value our services provide in

helping organizations achieve their environmental goals," said Brian Dick, Quest's chief executive officer. "By partnering with Quest, our clients have a 'one-stop' solution for all of their recycling, sustainability, and waste disposal needs. With the addition of this auto maintenance and repair chain, Quest now manages comprehensive recycling solutions for over 11,600 automotive maintenance, dealerships and fleet terminals across the U.S. and Canada, an increase of 36 percent since the end of 2014."

This partnership further highlights Quest's ability to provide large automotive repair chains with a fair market price for waste material such as used motor oil.

Carburetor Superfund work started

Demolition and removal work at the Carter Carburetor Superfund Site in north St. Louis, Missouri commenced in August 2015.

The Carter Carburetor Corporation and Carter Automotive Products, both of which were subsidiaries of ACF Industries, manufactured automotive components at the site from the 1920s until operations closed down in 1984. The plant consisted of several multi-story manufacturing, testing, office and warehouse buildings that contained more than 500,000 sq.ft. of space.

Structures and grounds at the site became contaminated with toxic polychlorinated biphenyls, trichloroethylene and

asbestos over decades of use as a manufacturing plant for automotive components.

EPA Region 7 approved the work plans and health and safety plans for the demolition and removal work, which is projected to be finished around April 2016, weather permitting. EPA will oversee all of the work, and will conduct air monitoring throughout the duration of the project to provide further health and safety protection for workers and the public.

After the main buildings are torn down and removed from the site, additional removal, on-site hazardous waste treatment and cleanup work at the site will likely continue into late 2017.

Steel Market Development Institute sponsors truck rodeo

The Steel Market Development Institute (SMDI), a business unit of the American Iron and Steel Institute (AISI), returned as title sponsor of the 2015 Texas Truck Rodeo. The Texas Auto Writers Association (TAWA) truck rodeo brings journalists from throughout Texas and the U.S. to evaluate the nation's top trucks and SUVs and choose the coveted "Truck of Texas." The event will be held October 8-10 at the Knibbe Ranch outside San Antonio.

"We are thrilled to have SMDI return as title sponsor for this year's truck rodeo," said Michael Marrs, president of TAWA. "Since steel is an integral part of the automotive industry, we are fortunate to have SMDI partner with us to keep members updated on the industry. This year's event is shaping up to be the best yet."

TAWA has promoted professionalism and quality in automotive journalism, producing two annual events that have gained national traction: the Texas

Truck Rodeo and the Texas Auto Roundup at Texas Motor Speedway. These events give TAWA's journalists the opportunity to evaluate vehicles back-to-back on the street, track or off-road. Manufacturers and dealerships promote the award winners and the "Truck of Texas" is touted in national television commercials.

Each year, TAWA awards scholarships to Texas college students who major in journalism, while their Excellence in Craft Competition recognizes exceptional coverage of the automotive industry by members.

SMDI increases and defends the use of steel by developing innovative materials, applications and value-added solutions for customers in the automotive, construction and packaging markets. SMDI automotive investors include: AK Steel Corporation, ArcelorMittal Dofasco, ArcelorMittal USA, Nucor Corporation and United States Steel Corporation.

Toyota USA Foundation offers \$5.8 million in education grants

The Toyota USA Foundation, which supports the teaching and learning of science, technology, engineering and mathematics, will provide \$5.8 million in grants to create and strengthen pathways to manufacturing careers for high school and adult students, with a strong focus on women and diverse communities.

"The Toyota USA Foundation is committed to supporting the American manufacturing sector to strengthen our economy," said Michael Rouse, Toyota USA Foundation president. "By helping students discover their interests in manufacturing careers now, we can cultivate their talents and passions to bolster this critical field for the future."

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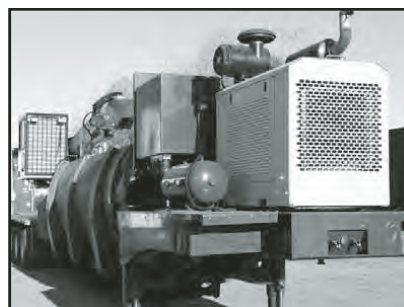
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EQUIPMENT SPOTLIGHT

Attachments

by MARY M. COX

maryc@americanrecycler.com

Attachments used in the dismantling of discarded autos are integral to the typical recycling process that is involved at any facility that accepts such autos.

The Builtrite Auto Dismantling System is designed to offer auto recyclers a means to capture the maximum value from every end of life vehicle (ELV). This system consists of two excavator mounted attachments. The first is a grapple, capable of tearing into all types of automobiles and removing valuable nonferrous metals with surgical precision. To secure the automobile, a set of heavy duty, hold-down arms are mounted to the excavator's undercarriage. Two large bore cylinders articulate the arms up and down, allowing them to hold every type of vehicle in place.

"In the past, most auto recyclers and pick your part yards would crush their vehicles and haul them to the local scrap yard, which had a shredder to downsize the remaining metals and then dispose of the fluff and plastics. Today, even this waste is now considered a valuable commodity, capable of being processed and re-manufactured into new products. These shredders, along with the downstream separation equipment, require huge capital investment, into the millions of dollars," stated Uwe Kausch, senior vice president, sales and marketing.

Kausch claims the Builtrite System captures the valuable metals found in the radiators, engines, transmissions, wiring harnesses, heater cores, air conditioning units and even computers on the front end of the process, allowing the auto recycler to capture the value in this material. Much of the plastic and ferrous items such as doors, trunk covers, hoods, etc. can be torn off and put into separate piles for baling. The larger plastics found in newer bumpers and grills can be torn off and separated as well.

"Builtrite's System is designed for a standard, 20-24 metric ton excavator or as an alternative, it can be combined with a stationary electric material handler which significantly reduces operating costs and can be used

indoors since it does not give off emissions. Most customers report that they can process from six to eight automobiles per hour, providing a quick payback on their investment," said Kausch.

According to John Kitchens, Iron Ax's vice president, "Iron Ax produces a full line of scrap processing equipment and attachments. Part of our product line is comprised of shears and grapples. All of our shears feature replaceable wear parts, a removable tip and 360° continuous rotation. We offer 4 different sized shears with the smallest that provides 600 tons of cutting force and the largest that provides 1,000 tons of cutting force."

"The various grapples we manufacture can be purchased as rotating or non-rotating. All of our rotating grapples



Iron Ax, Inc.

have been in the scrap business for 45 years. We know what our customers need to get the job done and they seem to really appreciate our unique perspective," he added.

Moley Magnetics manufactures scrap yard magnets, shears and grapples.

Their grapple products span many applications, including scrap yards, railroads, landscaping, lumber and waste handling. "Our 2 in 1 magnet grapple is truly the state-of-the-art grapple solution for scrap yards," commented Ron Slaby, vice president, sales at Moley Magnetics. He continued, "The majority of scrap yards use a grapple and a magnet in daily operations to

load or unload material, then the magnet might also be used for cleanup duty. One difficulty some scrap yards face is limited excavator or material handler availability. If there is also only one machine available to operate the magnet and the grapple, the operator is forced to change attachments often, alternating between the grapple and the magnet. The magnet grapple was invented to eliminate this problem because it combines a magnet and an orange peel grapple."

The product is available with either 24V or 230V magnets, to fit all budgets. Also, Moley Magnetics states they offer the only mag/grapple without diminished carry capacity in grapple performance. This characteristic is made possible by building the magnet into the body of the grapple vs. using a standard orange peel grapple that simply has a magnet bolted to the bottom of the grapple body. The Moley Magnetics product also offers a Hardox steel body and a 24 month warranty.

See ATTACHMENTS, Page B5



SAS Forks

feature 360° continuous rotation and we offer the standard 4-tine grapple with wings which gives the grapple greater enclosure for smaller pieces of scrap. We also offer opposing tine contractor's grapples in 2 x 3 and 3 x 4 configurations. We've made custom grapples that have included a grapple designed for the placement of railroad ties for spurs and track repair and a grapple that was used in the Gulf coast to retrieve steel pipe from the seabed after Hurricane Katrina."

Kitchens said that all of Iron Ax grapples are made out of domestic T1 plate; they are heavy duty and built to last. "The range in grapple pricing is extreme from one manufacturer to another. Not all grapple manufacturers build their grapples out of heavy duty plate. It is worth paying more to get a grapple that will last. We own and operate 5 scrap yards and



Moley Magnetics, Inc.

Manufacturer List

Aim Attachments

Chris Nichols
800-803-3365
www.aimattachments.com

Anvil Attachments LLC

Shane Toncrey
888-464-2926
www.anvilattachments.com

Allied Construction Products LLC

Greg Smith
216-431-2600
www.alliedcp.com

Bateman Manufacturing

Mark Vandenberg
705-487-5020
www.batemanmanufacturing.com

Breaker Technology Inc.

John Wittenberg
951-369-0878
www.rockbreaker.com

Bud Roberts Co Inc.

Bud Roberts
800-955-8288
www.budrobertsco.com

Builrite Manufacturing LLC

Uwe Kausch
218-834-5555
www.builritehandlers.com

CF Fork Mfg. and Equipment Sales

Craig Ferguson
800-509-8333
www.ferguson-trailersales.com

Genesis Attachments

Todd Kirchner
888-743-2748
www.genesisattachments.com

Iron Ax, Inc.

John Kitchens
877-247-6629
www.ironax.com

Kenco Corp

Tracy Black
800-653-6069
www.kenco.com

Kinshofer

Francois Martin
800-268-9525
www.kinshofer.com

Moley Magnetics Inc.

Ron Slaby
716-434-4023
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Attachments

■Continued from Page B4

For the auto salvage industry, the product line at SAS Forks includes forks, buckets, grapples and several styles of hydraulic engine pullers. The forks are used for moving everything from a basic pallet to auction vehicles when speed and productivity are often essential. SAS Forks attachments are built for severe duty applications that require a product that can withstand abuse and provide zero down time.

Adam Lindley, sales manager at SAS Forks, commented, "With tight scrap metal prices, the SAS Extreme Auto Processor has become a popular product in the auto salvage industry as well as in scrap yards. This unit allows an operator to use an excavator to process vehicles quickly and completely, and to remove all nonferrous and any other components that can carry added value to the bottom line. We offer machines from 16 to 30 tons in size, and we can help customers to choose the machine that will work best for their needs. With its patented claws and replaceable teeth, the Extreme is the most precise machine on the market. If speed and power are more of a requirement, the SAS Scorpion or Claw are a perfect addition to any salvage yard. SAS Forks are built for severe duty applications where everything needs to be engineered tough to withstand the abuse and need for zero down time. The products allow operators to use an existing wheel loader to move, process, crush and load cars without switching attachments."

Lindley said SAS recently took a step to make their products safer, "Previously, we used ID plates to identify load capacities and limits. Now our products are CE compliant and approved for use in Canada. This elevates SAS to a safety standard beyond the competition."



Builtite Manufacturing LLC

Manufacturer List Cont.

Paladin Attachments

Mike Cardinal

800-428-2538

www.jrbattachments.com

Pemberton Inc.

Mike Duffy

800-393-6688

www.pembertonattachments.com

Rotobec Inc.

Jesse Roy

250-765-1161

www.rotobec.com

SAS Forks

Adam Lindley

877-727-3675

www.sasforks.com

Solesbees Equipment & Attachments

Dave Jenkins

800-419-8090

www.solesbeesequipment.com

Stanley LaBounty

Debbie Geisler

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Tools for success – an ongoing series

Be your own advocate – no one else will

The first article in this series listed 25 tactics that you can use to increase your business success. Each of the rest of the articles in this series looks at one of the 25 in detail.

All of the tactics have helped me to reach a high level of business success, even though I started with nothing and did not attend college. You can use these tactics to become highly successful, regardless of where you start from or how much education you have.

Visit AmericanRecycler.com for the first article or any of the others you have missed.

One of the first lessons I learned in business was to be assertive in promoting myself. When I'm successful, I talk about it. I am also willing to share what I have learned from a long career in business as a mentor.

In business as in life, you will find that what goes around comes around. Your reputation as a helper of other businesspeople will be remembered and repaid in ways you cannot foresee.

However, know that when you begin to promote yourself, you will find that some peers will resent you for doing it. Don't let that stop you. They are a minority. Don't let them deprive you of opportunities by creating too much anxiety about what others think.

Years ago, Donald Trump spoke about this at a seminar I attended. Yes, he's polarizing, but he is not shy about promoting himself and has been very successful as a result.

If you get nothing else from this article, remember this: No one is going to be your advocate; you must do it yourself.

If you don't tell your story, who will know when you do charitable things? When you do innovative things? When you achieve new milestones? When your business gets so successful you have to hire new staff or give a star in your organization greater responsibility? All these events are newsworthy, whether you share them in an employee newsletter or send out a press release.

You do have a news mailing list, right? This would be key business contacts, bankers, and close friends. You should be gathering contacts and networking continuously, but if you want to start on a small non-computerized scale, take a sheet of mailing labels and hand-

write labels for the key people. Now when you have news, a new brochure, anything (try to mail something at least quarterly), copy the labels in your copy machine and slap them on some envelopes. I maintain my list on my iPhone, syncing with Outlook, and have over 3,000 contacts divided into categories like business, personal, news, etc. I can output and create labels in a minute. Many of you have received various things from me through the years.

How are people to know if you don't tell them? Make sure you add your bankers to your good news mailing list; they will love getting news about your business and sharing it will strengthen your relationship. Most business owners don't make a habit of sharing successes with their bankers, and so they miss a chance to show how "on it" they are.

You have a lot more news opportunities than you think: Just added a new delivery truck? Added a new water recycler? Put 3 more employees to work? Promoted someone to a management position? Put a new quality control system in place? Even if it sounds simple to you, it sounds great to others, and can even become part of a unique selling proposition.

My girlfriend sells insurance and uses events to connect with prospects. (We have co-written a book about how to use events to grow your business. You can find it on my website or on Amazon). Because of the events, she routinely has customers come to her and say, "I feel like I know you. I see your name all over town." This HAS TO BE GOOD for business. When you are out telling your story, sharing and mentoring, customers feel connected with you and that connection will lead them to you when they need what you sell.

Even a carefully chosen failure and the lessons you learned from it can be part of your story. Don't be afraid to speak at the local Lions Club about your success or something innovative about your business. Ask to speak to budding entrepreneurs at the local high school or college. To them, your real-world experience is much more interesting than a textbook or journal article by a Ph.D. And, yes, that speaking engagement is newsworthy; your banker respects those who give back. Your employees will love a boss who is a mentor. By the way, the public speaking will also make you much better at leading when it counts.

Remember, only you can make BUSINESS GREAT!

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

Joe, my 40-something husband, was playing basketball with friends his age. "Soon," said one of his teammates, "we'll have to count it as a basket if the ball just hits the rim."

"Yeah," Joe agreed. "It's scary when you have to look through the bottom part of your bifocals to shoot layups and the top part for making jump shots."

GM sees double-digit gains in pickup and crossovers

General Motors' Chevrolet, Buick, GMC and Cadillac brands sold 270,480 vehicles in the U.S. in August 2015. Retail deliveries climbed 6 percent compared with a year ago, when results included the Labor Day holiday.

GM had the industry's largest retail sales increase and gained more than one percentage point of retail market share year over year, based on J.D. Power PIN estimates. Fleet sales were down 24 percent on a 38 percent decline in rental deliveries. Total sales were in line with a year ago.

GM continues to have the highest average transaction prices (ATPs) and had the lowest incentives as a percentage of ATP in the domestic industry, according to PIN.

"GM's retail sales increase far outpaced the industry in August, and we have grown our retail share for five months in a row compared to last year," said Kurt McNeil, U.S. vice president of sales operations. "We will continue this momentum with the redesigned Chevrolet Cruze and Malibu, the launch of diesel engines for our midsize pickups, a dramatic restyling of the Chevrolet Silverado and the aggressive rollout of Apple CarPlay and Android Auto."

GM's outperformance came in a very strong month for the industry. The estimated seasonally adjusted annual selling rate for light vehicles was 17.5 million units in August, the fourth month in a row above 17 million units – a streak unmatched since 2006.

IAA makes leadership change

Insurance Auto Auctions, Inc. (IAA), a business unit of KAR Auction Services and a live and live online salvage auto auction company disclosed that Tim O'Day will join the company as senior vice president of finance reporting to John Kett, chief executive officer and president.

With almost 30 years of experience in finance, operations and general management, O'Day has a combination of big company, start up and high growth business experience. Most recently

O'Day worked for nine years as chief operating officer and then chief financial officer (CFO) for MedSpeed, a national healthcare transportation and logistics provider. Prior to MedSpeed, O'Day founded and ran a B2B internet technology company, was president of a regional special event company, CFO of an equipment rental chain and director of finance for a national auto glass company. O'Day earned his Bachelor of Science degree in business from Indiana University.

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Parts danger

■Continued from Page B1

were designed and built to meet the automakers original requirements for fit, finish, durability and safety are sold directly to consumers as well as to repairs shops. The presence of counterfeit parts in the marketplace is harmful to automotive recyclers and all other reputable part suppliers."

In 1997, ARA established its Gold Seal Certification Program that defines standards for recycled parts quality assurance, parts descriptions and other facets of quality control. This program is recognized by the Automotive Service Association and other industry partners.

Wilson said that many professional automotive recycling facilities employ multi-step quality control precautions. The industry has become increasingly sophisticated in methods of processing, inspecting, evaluating and analyzing OEM parts harvested from salvage vehicles. For example, at a typical professional automotive recycling facility, these processes may include a review of the vehicle's build codes, capturing images of the vehicle and its component parts to track the vehicle part record, verification of interior colors, conditions and option lines (seats, dash board, door parts), assessing the extent and type of any damage, and checking the vehicle identification number.

Wilson also noted that additional inspection of parts or assemblies may take place after the disassembly process has taken place. These practices described are industry practices of well run professional automotive recycling businesses. As a result of these quality control processes, parts found to be of a substandard condition grade, rusted, non-repairable or otherwise suspect, such as possible counterfeit parts, are not listed as available on estimates or sold to customers.

Lawmakers across the country are increasingly aware of the threats posed by counterfeit automotive parts and are taking steps to address the problem. Legislation has been passed in several states making it a crime to knowingly manufacture, import, install, reinstall or sell a counterfeit or nonfunctional airbag. "ARA has been able to reach out to other interested parties, such as the Association of Global Automakers, to address the specific issue of counterfeit airbags," said Wilson. "In March of last year, as a result of ARA's

interaction with the National Highway Traffic Safety Administration (NHTSA) on counterfeit airbags issues, ARA met with senior policy staff from the Obama Administration responsible for coordinating the federal government's efforts on intellectual property (IP) enforcement issues. Also in attendance was a representative of the U.S. Immigration and Customs Enforcement division of the Department of Homeland Security and a representative of the FBI."

"The problems of counterfeit airbags have been getting an increasing amount of publicity in the past few years," says Jessica Andrews, ARA's director of state government and grassroots affairs. "In 2013, Connecticut was the first state to actually introduce and pass legislation aimed at making it a crime to sell, install, manufacture, import or reinstall a counterfeit airbag or any device that causes a vehicle's onboard diagnostic system to inaccurately indicate that the vehicle is equipped with a functional airbag."

Andrews reported that in early 2013 ARA began working with other stakeholders, led by American Honda and other global automakers, to introduce legislation in other states targeting counterfeit and non-functional airbags. Since that time several additional states have passed laws aimed at counterfeit and non-functional airbags and the number of states introducing the language has grown each year. A number of states have passed bills including Maryland, Ohio, Iowa, New Mexico, New York, Alabama and Florida. Pennsylvania lawmakers recently took up the issue when a bill was introduced in July.

ARA believes collision repairers should use their professional training and judgment to make repair decisions based on the individual circumstances surrounding the damaged vehicles, and that all stakeholders involved in the collision repair marketplace should recognize the genuine value, safety and benefits that each repair part option (recycled, new, aftermarket, remanufactured) may provide in a given repair. ARA urges consumers and repairers to be informed about the source of parts being purchased or installed in a vehicle. Professional automotive recycling operations have robust product assurance and quality control procedures in place to identify parts that do not meet industry accepted standards. If a counterfeit part is suspected, ARA suggests reporting the incident to HSI, the IPR Center or an FBI field office.

Advance Auto Parts reports second quarter results

Advance Auto Parts, Inc., an automotive aftermarket parts provider in North America, disclosed its financial results for the second quarter ended July 18, 2015.

Second quarter comparable cash earnings per diluted share were \$2.27, which included a \$0.03 unfavorable impact from foreign currency and was an increase of 9.1 percent versus the second quarter last year. These second quarter comparable results exclude \$0.08 of amortization of acquired intangible assets and integration costs of \$0.16 primarily associated with the acquisition of General Parts International, Inc.

Total sales for the second quarter increased 1.0 percent to \$2.37 billion, as compared with total sales during the second quarter of fiscal 2014 of \$2.35 billion. The sales increase was driven by the addition of new stores over the past 12 months and a comparable store sales increase of 1.0 percent partially offset by changes in their independent store count. Comparable store sales were negatively impacted by 34 basis points due to foreign currency fluctuations from their Canadian operations.

The company's gross profit rate was 45.9 percent of sales during the second quarter as compared to 45.2 percent during the second quarter last year. The 64 basis-point increase in gross profit rate was primarily the result of lower product acquisition costs, inclusive of the company's ongoing merchandise cost synergy savings.

The company's comparable SG&A rate was 33.8 percent of sales during the second quarter as compared to 34.0 percent during the same period last year. The 22 basis point decrease was primarily the result of lower insurance costs and overall

lower administrative costs driven by synergy savings partially offset by expense de-leverage as a result of their low comparable store sales growth. On a GAAP basis, the company's SG&A rate was 35.0 percent of sales during the second quarter as compared to 35.0 percent during the same period last year.

The company's comparable operating income was \$285.5 million during the second quarter, an increase of 8.7 percent versus the second quarter of fiscal 2014. As a percentage of sales, comparable operating income in the second quarter was 12.0 percent compared to 11.2 percent during the second quarter of fiscal 2014. On a GAAP basis, the company's operating income during the second quarter of \$257.0 million increased 6.8 percent versus the second quarter of fiscal 2014. On a GAAP basis, the operating income rate was 10.8 percent during the second quarter as compared to 10.3 percent during the second quarter of fiscal 2014.

Operating cash flow increased approximately 3.2 percent to \$330.8 million through the second quarter of fiscal 2015 from \$320.6 million through the second quarter of fiscal 2014. Free cash flow increased to \$216.3 million through the second quarter of fiscal 2015 from \$214.3 million through the second quarter of fiscal 2014. Capital expenditures through the second quarter of fiscal 2015 were \$114.5 million as compared to \$106.3 million through the second quarter of fiscal 2014.

The company's board of directors declared a regular quarterly cash dividend of \$0.06 per share that was paid on October 2, 2015 to stockholders of record as of September 18, 2015.

Fiat Chrysler recalls trucks

FCA US LLC is recalling an estimated 1,747 trucks in the U.S. and Canada to inspect, reroute and replace – as required – their wire harnesses to prevent a potential short circuit.

An investigation by FCA US discovered a battery wiring harness may chafe against a bracket if assembly protocols were not followed.

This condition is limited to vehicles equipped with diesel engines and 4 x 2 drivelines.

Such a condition has the potential to cause a short circuit, which may lead to power loss or fire. The company is unaware of any related injuries, accidents or fires.

The campaign is limited to certain 2014-15 Ram 1500 pickups. It is estimated there are 1,697 in the U.S. and 50 in Canada.

Affected customers will be advised next month when they may schedule service, which will be performed at no cost.



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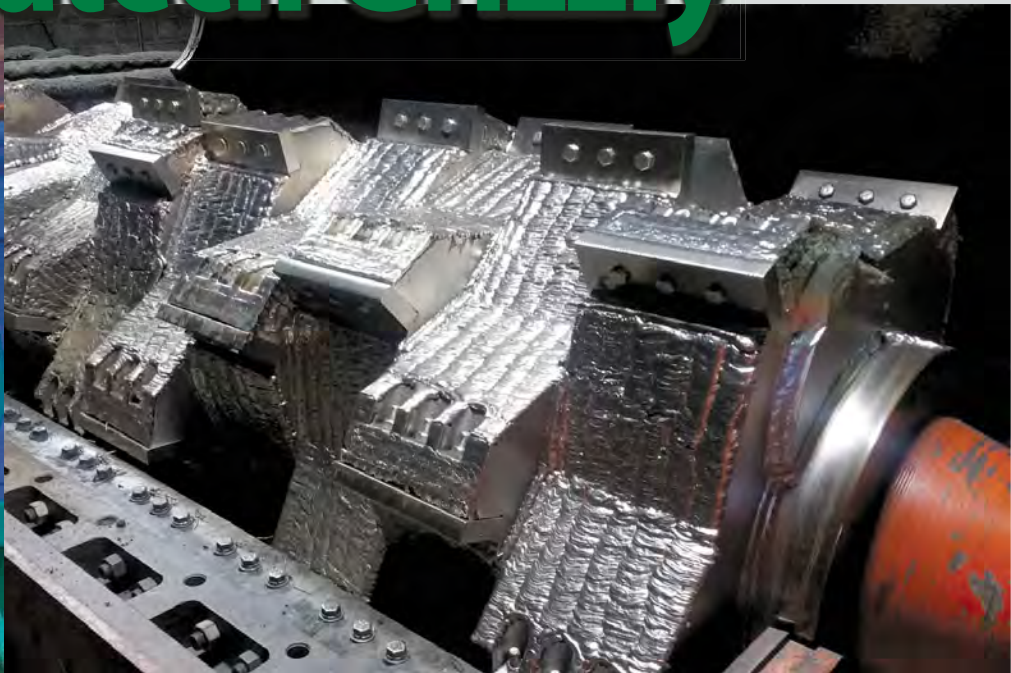
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