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4301 Connecticut Avenue, N.W., Suite 300 • Washington, D.C. • 20008 ☎ 202-244-4700 • Fax: 202-966-4824

WASTEC E-News, October 31, 2011

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1. Executive Roundtable Conference – October 17-19th

The highest recorded rainfall in a single day in south Florida on Tuesday of the conference did not dampen the excitement and camaraderie shared by the 150 attendees of the annual conference. The conference was held at The Ritz Carlton in Naples, so remaining indoors during the unprecedented storm was not exactly like camping as attendees' every need was fulfilled by the committed and talented hotel staff. The refined ambience of the setting negated the environmental chaos, that as it turned out, was a



significant weather event for the area.

Attendees were fixated during the Educational Session by Brian Grubb of the Ritz Carlton Leadership Center, whose presentation revealed and explained the values and principles behind service excellence that is the hallmark of The Ritz Carlton experience. As Grubb pointed out, there is no reason why many of these principles cannot be used by other organizations such as those in the waste and recycling industry.

The commandos of the ERT braved the deluge aftermath and completed 18 holes of golf on Wednesday afternoon just as the first hint of sunshine arrived at the Tiburon Course. [Michael Hoffman of Wunderlich Securities](#), Inc. provided lunch attendees with a robust look at the economic state of industry trends such as “harvesting the waste stream,” which others call segmentation.

The Annual Dinner featured John Jennings, President and CEO of Waste Pro, and one of last year’s inductees into the EIA Hall of Fame. John’s presentation told the story of the Waste Pro organization from a father and son collection team to the thriving company that it is today. Golf prizes for the annual tournament were generously sponsored by Andrew Caine of Card Payment Services. The golf awards were presented after dinner and the winning group was the threesome of Robert Mecchi, Sean O’Brien and Janice Bradley. (Sponsor and winners pictured)

This year’s ERT, as in years past, was a resounding success. It was a mixture of informative and useful educational sessions, business meetings, networking, socializing and recreation in a wonderful resort setting. The ERT is also the annual conference when members of NSWMA and WASTEC spend several days together reminding attendees that the services and products of each association cannot exist without the other.

Many thanks to [conference attendees and sponsors](#) who made the 2011 ERT a truly memorable event.

2. Welcome New WASTEC Members

Action Container Solutions

Brian Gibson
P.O. Box 90578
Phoenix, AZ 85066
brian@acscompaction.com
www.theacscompanies.com

CFA Software

James Magee
P.O. Box 1309
Addison, IL 60101
mageej@cfasoftware.com
www.cfasoftware.com

CTP Solutions

Jim Romano
5236 Colodny Drive
Suite 200
Agoura Hills, CA 91301

jromano@ctpsolutions.com
www.ctpsolutions.com

Custom Manufacturing, Inc.

Jamie Morton-Richardson
4101 S.W. 113th Street
Oklahoma City, OK 73173-8331
jamie@custommanufacturing.us
www.custommanufacturing.us.com

Helac Corporation

Jessica Howisey
225 Battersby Avenue
Enumclaw, WA 98022
jhowisey@helac.com
www.helac.com

Liebherr Construction Equipment Co.

Tim Doucette

4100 Chestnut Avenue
Newport News, VA 23607
tim.doucette@liebherr.com
www.liebherr.us.com

Mobile Container Service, Inc.

Tony Lundy
1047 River Ridge Road
Danville, VA 24541
tlundy3@mindspring.com
www.mobilecontainer.com

Transportation Safety Apparel

Rick Norton
8 Bridgetown Drive
Hilton Head, SC 29928

nortontsa@aol.com
www.tsasafety.com

Vocational Energy, LLC

Scott Edelbach
1039 S. 50th Street
Tampa, FL 33619
scott@voc-energy.com
www.voc-energy.com

Wescone Distribution Pty, LTD.

Terry Fielding
P.O. Box 686
Bentley, Western Australia 6982
AUSTRALIA
terry.f@wescone.com.au
www.wescone.com.au

3. Upcoming WASTEC and NSWMA Events

SAVE THE DATE

The 2012 WASTEC Annual Conference is March 6-8th, 2012 at the [Mayfair Hotel](#) in Miami, FL.

Tentative Agenda

Tuesday March 6, 2012

Z245 SubCommittee 2
Z245 SubCommittee 5
Z245 SubCommittee 7
Z245 SubCommittee 1
Z245 Subcommittee 3 &6
Industry Networking Hour

Wednesday March 7, 2012

Z245 SubCommittee 4
Statistics Committee Meeting
Z245 Full Committee
Golf Outing
Welcome Reception

Thursday March 10

Decades of Differences (Ken Gronbach)
Industry Lunch
BOG Meeting
Waste Expo Exhibitors Advisory Council
Reception
WASTEC Dinner



WASTEC members are invited to participate at National Solid Wastes Management Association (NSWMA) events. It's a great way to interact with your customer base. For additional information, or to sponsor an event, consult the [events calendar](#) or contact WASTEC Member Services at 202-244-4700.

- November 2 – [Maryland Delaware Chapter Fall Lunch](#) – Annapolis MD
- November 4 – [Arizona Chapter Meeting and Golf Tournament](#) – Scottsdale AZ
- November 10 – EIA Women's Council webinar "Improving Your Refuse Intelligence: How EREF Adds Value to the Solid Waste Industry." [Registration information](#).
- November 14 - 16 – ANSI Sub-Committee Meeting (SC1/SC4)/ EIA Safety Meeting – Austin TX
- December 2 – deadline Driver of the Year [nominations](#)
- March 6 - 8 – WASTEC 2012 Annual Conference – [Mayfair Hotel](#) in Coconut Grove (Miami), FL

4. EIA Women's Council News

EIA Women's Council Elects 2012 Officers

At the Executive Round Table Conference Women's Council meeting, Kirsti Nelson, Otto Environmental Systems, was re-elected as the President of the EIA Women's Council for 2012. Jeanie Dubinski, Waste Pro, will again serve as Vice President. Jean Bredbenner, Republic Services will again serve as Treasurer. Members approved the operating budget which includes plans for the Women's Council Boutique for WasteExpo and three \$5K scholarships for students pursuing degrees in environmental fields.

The Sunset Seminar, presented by the Women's Council, provided a historic look at Naples. The rain did not dampen the Women's Council Golf Clinic, where short game and putting techniques were given by the pros at Tiburon Golf Academy.

EIA Women's Council Webinar

The EIA Women's Council is presenting a no-cost webinar on Thursday, Nov 10, 2011, at 11:30 AM Central Standard Time called "Improving Your Refuse Intelligence: How EREF Adds Value to the Solid Waste Industry." [Register](#) for this session today.

5. Z245 ANSI Information



Z245 Sub-Committee 1 (Mobile Equipment) and Sub Committee 4 (Facilities)

In conjunction with the EIA Safety Committee meeting, ANSI subcommittee meetings will be co-sited at Texas Disposal Systems (TDS) in Austin, Texas on November 14-16. We have arranged for a room block at the [Hampton Inn Austin South](#) at 4141 Governors Row Drive. Rooms are \$109/night.

Subcommittee 1 (Mobile Equipment) will discuss the final draft of the revised Z245.1 standard and advertising opportunities.

Subcommittee 4 (Facilities) will review the post- edited draft of the new Transfer Station standard and discuss plans to forward the proposed standard to the ASC Z245 Full Committee for ballot.

Subcommittee 3 and 6 (Containers)

We are in the process of re-energizing SC 3 & 6 to draft a revision to the current standards and are soliciting subcommittee members.

Subcommittee 3 establishes safety requirements for the manufacture, reconstruction, use, modification, maintenance, service, operation, and installation of containers, two-wheeled carts, and two-wheeled container lifters.

Subcommittee 6 establishes the dimensional requirements for the manufacture, reconstruction, use, modification, maintenance, service, operation, and installation of containers so as to ensure compatibility between various the types of containers and equipment designed to lift and dump these containers.

Z245.3 and Z245.6 will meet during the 2012 WASTEC Annual Conference March 6-8th, 2012 at the [Mayfair Hotel](#) in Miami, FL.

For more information on the Z245 committees please contact Cai Owens at 202.364.3750 or cowens@wastec.org.

6. WASTEC Market Statistics Program to include Technology Products in 2012

WASTEC has just launched a new Market Statistics category for our members who design, manufacture, and sell technological equipment within the industry. The following new Technology categories are:

Back-up Cameras
Event Recorders
Collision Avoidance
Route Management Systems

To learn more about the [Market Statistics Program](#) view our [White Paper](#) that describes the program and includes an FAQ.

If you are interested in participating in the Market Statistics Program, or have any questions or concerns that may not be answered via the white paper, please feel free to contact Cai Owens at 202.364.3750 or cowens@wastec.org.

7. Environmental Research and Education Foundation News

Budget Season is Upon Us... Plan Now to Donate to the 2012 Auction



Held in conjunction with WasteExpo, the EREF Equipment Auction is the foundation's largest fundraiser. The auction is a direct result of the generosity of members of WASTEC and NSWMA, who donate the items that so far have raised more than \$12 million to benefit EREF.

All proceeds from the EREF Equipment Auction will support EREF's mission to fund and direct scientific research and educational initiatives for waste management practice. If your company would like to donate to the EREF by participating in the Live and/or Silent Auction, please send an e-mail to events@erefdn.org or visit www.erefdn.org to download the donation forms. Your company must be a member of WASTEC or NSWMA and be exhibiting at WasteExpo 2012. Donor companies are entitled to a tax deduction for the full fair market value of their equipment.

8. Penton News

Save the Date!

WasteExpo 2012

Conference: April 30 – May 2

Exhibits: May 1-3

Las Vegas Convention Center

www.wasteexpo.com

www.waste360.com

Exhibiting and sponsorship opportunities are available for WasteExpo 2012 and co-locating with it are The Healthcare Waste Conference (formerly the Medical Waste Conference), and The Waste Training Institute. Be part of this once-a-year event where environment meets innovation!

Contact your sales representative for more information:

Companies A-Eo, contact Debra Busby at 203-358-4153

Companies Ep-Md, contact Catherine Campfield at 203-358-4128

Companies Me-Z, contact Marc Acampora at 203-358-4384

Introducing the Waste360 OnDemand Video Library

Accessible from www.waste360.com, the online library consists of recorded WasteExpo sessions and Waste Training Institute Workshops that are available 365/24/7. The topics covered offer insight into overall trends and innovations in the waste and recycling industry, as well as practical knowledge to help industry personnel improve day-to-day operations. The audio and/or video from each presentation is synched with the Power Point presentation to offer participants the most robust experience available, providing them with the tools they need to run their business better, smarter, and more effectively.

Waste Training Institute Workshops currently available in the OnDemand Video Library include:

- Pricing and Costing of Services
- Measuring Your Effectiveness and Improving Productivity, Part 1
- Measuring Your Effectiveness and Improving Productivity, Part 2
- Running an Effective Driver Safety Program
- NIMBY's and the Politics of the Permitting Process
- Safety: Right Side Driving vs. Left Side Driving – A Comparison of Risks
- The Influence of Job Satisfaction on Operational Effectiveness
- The Leader in You

The following WasteExpo 2011 conference sessions are available in the OnDemand Video Library:

- Recycling Sessions
 - E-Recycling: Expanding Opportunities

- Recycling Waste From Natural Disasters
- Recycling Markets Sessions
 - Stuck Between the Sheets: An Update on Paper Markets
 - Plastics Recycling Markets: Room for Growth
- Composting and Recycling Sessions
 - Protecting Employees at Material Recovery Facilities: New ANSI Standards
 - Potato Peels and Brussels Sprouts: The Future of Food Scrap Composting
 - Salvaging Recycling: New Developments in Construction and Demolition Materials
- Fuel Management Sessions
 - Reducing Fuel Costs is a Gas
- Collection Technology Sessions:
 - Communication, Safety, and Tracking Technologies for Improved Collection Operations
 - Balancing the “Wants and Needs” of Truck Purchasing
- Cost-Effective Solutions Sessions
 - Converting Aging Facilities into Functional Space Without a Consultant
- Alternative Energy Systems Sessions
 - Open Discussion: Haulers' Experiences with Hybrid and Alternative Fuel Vehicles
- Landfill Workshop
 - Current Developments for Landfill Owners and Operators

For more information, please visit www.waste360.com

9. WASTEC Awards



Recognize and honor your best!

Nominate a fellow employee or an industry colleague for one of these prestigious awards. The Distinguished Service Award is presented to a long-standing association member for service rendered on WASTEC's behalf over a number of years. The Member of the Year is given to a member who exemplifies extraordinary service to the mission of WASTEC over the past year.

WASTEC Employee of the Year awards are presented in three categories: engineering, production and sales/marketing. These awards are presented to employees of member companies who demonstrate diligence and ingenuity in their area of expertise. If you recognize them as an outstanding employee at your company, why not recognize them at the industry level?

Nominations for all awards are due by January 13, 2012. Please see nomination forms for all the details.

10. Membership Dues

WASTEC is the only association dedicated to manufacturers, distributors, and technology and business services companies that supply equipment, technology and systems to the waste industry. We are proud to have your company as a member. 2012 dues invoices will be mailed the first week of November and you may pay securely online. Reminders will be sent via email with complete instructions. Thank you for being a member of WASTEC!



11. Worker Injuries/Illnesses Decline in 2010



The federal Bureau of Labor Statistics (BLS) released employee injury and illness data for 2010 in late October. There was a 13% decline in collection injuries and illnesses last year, with the incidence rate declining from 6.1 per 100 full-time employees in 2009 to 5.3 in 2010. There was a more modest decline in landfill employee injuries, with the rate declining from 5.9 to 5.7. The BLS data also includes an incident rate of 3.2 for material recycling facilities (MRF's). BLS's 2009 injury data did not include data for MRFs.

The overall private sector employee incidence rate was 3.5, while the incidence rate for local government workers was 6.1. NSWMA and WASTEC intend to analyze the BLS data to determine the extent of this disparity among solid waste employees.

The BLS 2010 injury data is here: <http://www.bls.gov/iif/oshwc/osh/os/ostb2805.pdf>. For additional information about solid waste safety data, please contact David Biderman at 202-364-3743 or davidb@envasns.org.

12. Devise Your 2012 Sales Strategy -- in 2 Cup of Coffee or Less

Whether you run a one-person consulting practice or a 1,000+ employee enterprise, you should be looking into the murky glass of 2012 sales projections right about now. Banks want the projections, finance needs the budget, owners are waiting for the numbers.

It can be a painful process as the various departments — always through much back and forth — hammer out what is in all reality fairly imprecise guess at best.

View full [article](#).



13. Product Stewardship

Product Stewardship, sometimes known as Extended Producer Responsibility, would require manufacturers of a product to be responsible for the end-of-life costs of managing that product. Many European countries and Canadian provinces have product stewardship laws covering a variety of products. In the United States, 32 states currently have 70 laws covering ten products. Most of the laws cover electronics products or mercury-containing thermostats or automobile switches. Other products



covered by these laws include paint, carpet and batteries. Proponents of product stewardship laws would like to extend them to packaging and printed materials. These laws are attracting increasing attention from state legislators looking to lower the cost of solid waste management.

Chaz Miller, NSWMA's Director of State Programs, recently participated in a product stewardship panel at the Fall Workshop of the American Bar Association's Energy, Environment and Resources Section. For a copy of his paper, "*From Birth to Rebirth: Will Product Stewardship Save Resources?*", contact Chaz at cmiller@envasns.org.

14. Solis Announces \$159 Million to Prepare Workers for Growth Industries

Speaking from the campus of Catholic University in Washington, D.C., Secretary Solis announced more than \$159 million in grants to provide education, training and job placement assistance for American workers in high-growth industries such as advanced manufacturing, energy, health care and information technology. The grants are completely funded through fees paid by employers using the H-1B nonimmigrant visa program to hire foreign workers. More than \$85 million of the grant funds are being targeted to help individuals who have been unemployed for longer than six months. "We have 6 million people who have been looking for work for more than half a year, and that's unacceptable," Solis said.



"They have skills. They just need some training and a fresh opportunity to succeed, and I'm proud that we're helping them do that." Catholic University received nearly \$4.2 million to support training in health care information technology. While on campus, Solis spoke with students enrolled in a medical billing coding course and obtained a firsthand look at how doctors can use electronic health records to lower costs and improve the quality of care.

View more information about the [program](#).

15. Union-Rights Posting Rule Delayed

Organizations have until January 31, 2012, to inform their employees of their right to unionize.



The National Labor Relations Board (NLRB) issued a new rule requiring most employers to post a newly-required employee union rights poster. The NLRB had set November 14th, 2011 as the deadline for getting the poster put up or disseminated to employees. The rule applies to all private-sector employers -- including labor unions -- subject to the *National Labor Relations Act*. (Excluded from complying are agricultural, railroad and airline employers. Federal contractors that already must post a similar Department of Labor notice of employee unionizing rights will be regarded as complying with the union rights posting rule if they

post the Department of Labor's notice.)

This "right to unionize" information must be posted where employees and applicants for employment can readily see the notice. This requirement is similar to the posting requirements informing applicants and employees of numerous other employment rights under federal laws. If the employer customarily posts personnel rules on a Web or intranet site, the employer must post the notice on such a site in addition to the physical posting.

15. Alternative Fueled Vehicle Credit Program



Today the Department of Energy (DoE) [proposed a rule](#) titled *Alternative Fuel Transportation Program (AFTP); Alternative Fueled Vehicle Credit Program Modification and Other Amendments*. This rule will allow fleets to get credit(s) for investing in electric vehicles and other emerging fuel-saving technologies to meet their mandated fuel reduction standards imposed by the Energy Policy Act of 1992 (EPAct 1992).

State or alternative fuel provider fleets are considered "covered fleets" if they own, operate, lease, or otherwise control 50 or more non-excluded light-duty vehicles (less than or equal to 8,500 lbs) and, of those 50 vehicles, at least 20 are used primarily within a single Metropolitan Statistical Area/Consolidated Metropolitan Statistical Area and are capable of being centrally fueled.

This proposal would allow DoE to create a new credit covering fuel cell electric vehicles, hybrid electric vehicles, medium- or heavy-duty electric vehicles, neighborhood electric vehicles, and plug-in electric drive vehicles.

Comments or suggestions for WASTEC E-News should be sent to memberservice@WASTEC.org.

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