

CONFERENCE WRAP-UP 2018**RIPA ANNUAL CONFERENCE — HOUSTON!**

Over 100 RIPA members and guests convened in Houston October 24-26 to hold the 77th RIPA Annual Conference and Suppliers Exposition. RIPA members were joined for several events and sessions by over a dozen members of IPANA who also were convening for their annual conference.



Mr. Barry Wingard 2018

The conference kicked off with a festive reception held among the many exhibit spaces set up for the *Suppliers Exposition*. Over a dozen exhibitors were on hand and several were exhibiting for the first time. It was great to see both newcomers and veteran exhibitors interact with their customers and share valuable “face time”.

Morris Hershson Award of Merit Honoree

Earlier in the day, a large group of RIPA and IPANA members enjoyed a lively session at “Top Golf” – an event that drew out even the most “rusty” or inexperienced golfers. Based on the enthusiasm expressed by participants, a “Top Golf” event may become a more regular feature of future conferences.

The next day’s session began with the *Joint RIPA / IPANA Main Program* featuring several excellent speakers covering timely topics.

Leading off the session was keynote speaker Mr. Charles Veniez, President & CEO Mauser Packaging Solutions – Reconditioning. Charles offered a fascinating and insightful view of the industrial packaging business today, especially as regards reconditioning. Mr. Veniez spoke generally about “Circular Economy” activities in Europe and made clear his company’s support for RIPA.

continued page 4

EPA UPDATE: REGION V CONTINUES TO PRESS HAZARDOUS WASTE ISSUES

Enforcement officials in EPA Region V have not backed off efforts to stringently regulate the transportation, handling and storage of non-RCRA empty containers that may inadvertently be sent to reconditioners. RIPA is working hard to craft a solution to this problem that would enable reconditioners to return these containers to the original shipper as product.

Earlier this year, RIPA met with Susan Bodine, Assistant Administrator, U.S. EPA Office of Enforcement and Compliance Assurance, to discuss the empty container rule and industry practices related to the management of industrial packagings. In June, Ms. Bodine wrote to RIPA and made clear her office agrees with the association’s position that all containers meeting the empty container rule are not hazardous wastes when sent to and processed by a reconditioner. She did not, however, offer an opinion concerning the status of non-RCRA empty containers.

continued page 8



CHAIR'S MESSAGE — Brian Evoy

Ahoy to All My RIPA Friends!

I hope everyone has enjoyed 2018. It has been a year to remember, for our industry and the Association. It seemed like there was not a week that went by without news surfacing about another consolidation, something brewing with an agency, or sadly, news related to the loss or suffering of a RIPA Member or their family.

Earlier this fall, I had an opportunity to travel to Tokyo, Japan along with several other RIPA members to take part in the *16th International Conference on Industrial Packaging*. Although we were few, we were mighty and represented RIPA wonderfully. Along for the journey were Patty & Mike Bank, Tim O'Bryan, Cody Stavig, Samantha & Rod Stewart and of course our President and ICCR Chair Paul Rankin. RIPA has been a member of the International Confederation of Container Reconditioners since 1970, when Morris Hershsen and colleagues from the Japan Drum Reconditioning Association founded the International Conferences, which now take place every three years in Europe, Japan or North America.

Perhaps the most enjoyable aspect of the meeting was the opportunity to reacquaint with former and meet many new ICCR colleagues from across the globe. It may sound strange but no matter where in the world a reconditioner does business, we share a set of common interests, values and entrepreneurial spirit. You can't imagine how enjoyable it is to sit with colleagues from around the world, for example, China, Europe, India, Japan, Mexico and South Africa and talk about our businesses. Interestingly, we also share similar problems. We relate well to each other through shared issues and experiences. Everyone has labor, environmental and transportation issues as well as increasing scrutiny from government regulation.

I also had an opportunity to take part in the Annual ICCR Board of Directors meeting, which was held in advance of the Conference. The meeting is conducted in both English and Japanese, and now that ICCR has a Chinese company as a member (Taicang LN Containers Co., Ltd.), a third language is used. Despite the time taken for translation, the meeting is informative and the business conducted is crucial to ensure the long-term interests of the global reconditioning industry are protected. During the summer session of the UN Sub-Committee of Experts meeting, it was ICCR that led the charge against a proposal by the United Kingdom to completely rewrite the global rules that govern IBC reprocessing. Think about that for a minute; wholesale global changes in the IBC regulatory system would have literally changed the way we all do business and cost us all a great deal of money.

Continued page 3



"Chair "continued from page 2

In the 1980's, ICCR began to play an active role in the work of the United Nations, in response to threats by several European governments to ban or severely limit the reconditioning of steel drums. Many of you may not realize that virtually all the regulations in 49 CFR that your companies live under were first adopted by the UN Committee of Experts on the Transport of Dangerous Goods, after being largely written by ICCR. The UN markings that appear on every drum and IBC were developed by ICCR; the authority to produce plastic drums from regrind was written by ICCR; all the IBC reprocessing regulations were written by ICCR and the ISO definition of reusable packaging was written by ICCR.



As you know, Paul has served as Chair of ICCR for the past two years and was asked to continue in this role for an additional two years. It is a tribute to Paul's leadership capabilities and knowledge that our colleagues in ICCR have placed their confidence in him.

As I finish my first year as Chair of RIPA, I can assure you that serving in this role has been an honor. Further, it is clear why we must have an association to represent our interests, both domestically and globally. If not for RIPA, it is certain that the EPA Region V would have interpreted the empty container rule in a way that would have forced members to operate as hazardous waste treatment, storage and disposal facilities. The cost of such regulation would have devastated our industry. We are still not fully out of the woods on this matter (*see related story*) but the empty container rule is intact because of the work of our association.

This is just one of the many ways that membership in RIPA benefits your business. RIPA may not be visible to your company every single day as we all go about the hard work of serving our customers, but having the association on our side should not be taken for granted. Financially, RIPA is in a good position going forward. We have spent quite a lot of money on legal fees in our fight against EPA but this is money well spent and the reason we have a reserve fund. These efforts have helped to preserve our industry.

In closing, I would like to take this opportunity to congratulate my dear friend, Barry Wingard, for being elected to receive the *2018 Morris Hershson Award of Merit*. Best wishes are also extended to Barry's wife Sherri of 40 years along with their children, Brooke, Austyn and Whitney, who have been a part of our RIPA family for many wonderful years. I would also like to offer sincere condolences once again to the Dewitt, Dworsky, Kusta and West Families.

I have no doubt we will see many more changes in the industry this coming year. It absolutely makes for some great industry entertainment. In this holiday season, I would like to extend a most wonderful Merry Christmas and Happy Hanukkah to ALL.

Sincere Best Regards,

Brian



“Conference” from page 1



Elliot Pearlman, Barry Wingard, Bill Shocklee, Paul Rank, Howard Skolnik

Next up was Mr. John Packard, President of *Steel Market Update*. John provided a sweeping view of steel markets from both a prospective and historical view. He described how U.S. steel mills in 2015 filed dumping complaints against several countries and how most of those countries imposed “countervailing duties” in 2016. Over the next two years imports dropped. He noted that in 2017, the Trump Administration levied the 25% tariff on steel. In this case, however, Mr. Packard said imports are still coming in and buyers are simply paying the higher prices.

Rounding out the morning speakers was Mr. Mark P. Jones from the *James A. Baker III Institute for Public Policy*, an institution closely aligned with nearby Rice University. Mark offered a very detailed and, as it turns out, accurate assessment of the mid-term elections. He provided fascinating details on certain races and certain state balloting procedures that likely were new information to most people in the audience. For instance, he described an effort in Texas to eliminate the option to “check all” and vote by one’s party all down the ballot. Without the “check all option, an already lengthy ballot will likely get more frustrating for certain voters.



*Mr. Charles Veniez
Mauser Packaging Solutions*

After a joint RIPA / IPANA luncheon and more of the Suppliers Exposition, RIPA convened for its Annual Membership Meeting. RIPA Chair Brian Evoy welcomed members and thanked the Supplier Members for exhibiting. Brian also recognized new RIPA members and offered honorific remarks for those industry leaders no longer with us.

Next on the agenda was Mr. Jim Curtis, Partner with the law firm Seyfath Shaw in Chicago. Jim’s expertise is in “Environmental Safety and Toxic Torts”. He offered a comprehensive look at OSHA regulations and worker safety issues that often arise in the re-conditioning business. Everyone left with a better idea of their OSHA obligations and a better strategy for assessing their needs.

To see several of the complete presentations described here, click [HERE](#).



L- R: Mike Carry, Jeff Bey, Tony Petrucci, Tim Evoy, Tim Barry, Brian Evoy

Closing out the days sessions was an informal roundtable discussion with key staff from DOT PHMSA’s Southwest Field Office in Houston. Chief Investigator Bob Strollo and Investigator Thomas Lynch offered several observations and recommendations on industrial packagings generally and reconditioning in particular. Several RIPA members and staff then posed questions about PHMSA priorities and procedures in the current political climate and in the future. These open discussions occur frequently at RIPA meetings and provide everyone involved a chance to be heard and learn more about enforcement issues.



“Conference” from page 3

The evening’s 2018 Morris Hershson Award Ceremony, honoring Mr. Barry Wingard, featured presenters Bill Shocklee and RIPA President Paul Rankin. Much of Barry’s family was on hand to share in the festive proceedings. Even Barry’s colleagues at Greif appeared by digital video to congratulate Barry and thank him for his exemplary service to the industry.

Bill Shocklee, one of Barry’s oldest friends, told several amusing stories about their shared experiences over the years. He also described Barry as one of the most accomplished persons with whom he had ever worked.

Congratulations, Barry!

The next morning RIPA convened its Steel Drum and IBC Product Groups. In the Steel Drum session, members discussed plans for the annual UN qualification testing of a 1A1 design type. Also, members were advised that the ANSI MH2 Standard for Steel Drums was under final review by ANSI. The standard, which was last updated in 2004, sets out dimensional specifications for a number of common steel drum designs and includes an important Glossary of Terms.

In the IBC Product Group session, members were advised that a “Certificate of Equivalency” had been recently renewed by RIPA for its Canadian members. Those that qualify for the certificate can use a DANGER vehicle placard when a shipment of emptied drums includes two or more emptied IBCs. Operators also can provide "user friendly" data on a shipment, such as "14 Class 3 Residue Drums, 14 Class 3 Residue IBCs". Operations under the terms of the Certificate are limited to certain hazard classes of materials (residues) and are limited to members of RIPA. The Certificate SU 11819 (Renewal 1) will extend to October 31, 2020.

Product Group Co-Chair David Levine then reported on the status of Special Permit 16323 which allows reprocessors to forgo a leak test on brand new bottles provided certain conditions are met. The Special Permit was recently renewed and several RIPA members have recently also renewed their “Party –To” status.

Mr. Levine then reported on the upcoming annual re-testing of certain “cross bottle” IBC designs. A fair number of RIPA members are sponsors of this testing and independently receive test reports from the commercial lab which conducts the tests. Testing of two prominent bottle/cage configurations will begin in November and end in early December.



L-R: Darrell Terpenning, Lindsay Stiger, Cory Stiger, Mike Bank, Scott McFall, Joe Bernath



Mr. Mark P. Jones
James A. Baker III Institute
for Public Policy

Thank You to the Exhibitors

- BASCO, Inc.
- Catalytic Products International
- Clean Earth Systems
- Con-Tech International
- Drum Parts, Inc. / Drum Parts Midwest
- Enterprise Marking Products
- ICS - Stainlez
- MERCO MACHINES NV
- NLB Corp
- SAMES KREMLIN
- Sheboygan Paint Co.
- Tri-Sure
- Vecoplan, LLC
- Watson Standard Industrial Coatings



“Conference” from page 4

Both Co-Chairs, Mr. Levine and Mr. Brian Evoy, then led a discussion of IBC residue management. The association continues to work on ways to assist members in safe and effective management of residues in emptied containers

In the Product Group Plenary Session, RIPA General Counsel Rick Schweitzer reported on several regulatory issues concerning trucking and drivers such as Hours of Service. Attendees were advised that federal regulators are proposing to extend the limit on on-duty hours from 12 to 14 for “short haul drivers” (i.e., drivers with less than a 100 air-mile radius in a day). There also is a “push” by some industry groups to extend the mileage limit to a 150 air-mile radius. RIPA is on record in previous proceeding in support of an extension of the mileage. The notice and comment period on the hours and mileage questions will extend well into 2019.

RIPA President Paul Rankin provided updates on a RIPA petition with DOT for approval of ultrasonic leakproofness testing and a new, more practical standard for surface adherents on reconditioned steel drums. On the ultrasonic issue, DOT has advised RIPA that the method of testing is set to be proposed and issued for public comment as part of a rulemaking referred to as “Miscellaneous Amendments” to the Hazardous Materials Regulations (HMRs). Prospects for the issuance or proposal of a new surface standard are still under consideration by DOT.

RIPA President Paul Rankin reported that the Canadian General Standards Board (CGSB) is in the final approval stage regarding a new industry standard for reconditioning and remanufacturing small packagings (CGSB-43.126). The CGSB is a part of the Canadian government and works to “bring conformity to the certification of products and services, registration of quality and environmental management systems, and related services. These services are provided in support of economic, regulatory, procurement, health, safety and environmental interests.”



To see more photos from the Hershson Award ceremony, go [HERE](#)

Mr. Rankin then described for members an ongoing effort to gain approval from U.S. DOT to extend the current annual testing of design types for packaging requalification. Although in a formative stage, the matter has been raised formally with DOT and also has the backing of packaging manufactures and their association, IPANA.



“Conference” from page 5

Members were reminded of the Nov 16, 2018 deadline to submit to DOT a request to keep their registered “M” or “R” numbers if those numbers are not already tied to a 5-year renewable cycle. RIPA provided all members earlier in the year brief letters that can be put on company letterhead and emailed to DOT for renewal.

RIPA Technical Director, C.L. Pettit, presented the new industry survey for production and other data that has been done biennially since 2000. The newest report covers calendar year 2017. (See full story below.) Among the findings: steel drum reconditioning was essentially unchanged from 2015, down only 1%. Meanwhile, reprocessed IBC production was up about 8% over 2015.

Paul Rankin then previewed the animated video “*No More Direct-to-to-Scrap*”. The video, along with a companion slide show, was developed by the RIPA Communications Committee chaired by Howard Skolnik. The plan is to present the materials to packaging users and user groups. The goal is to protect safety and the environment by curtailing the premature scrapping of viable, reusable packagings that have not been cleaned and reconditioned.

Mr. Rankin and Mr. Schweitzer then ended the session with an update on discussions with EPA on the agency’s empty container rule. See page 1 for complete coverage of the issue.

2017 RIPA SURVEY ON U.S. INDUSTRIAL CONTAINER RECONDITIONING

RIPA has issued a report on industrial container reconditioning in the U.S. that presents data on the annual production of reconditioned steel and plastic 55-gallon drums as well as 275- and 330-gallon composite “intermediate bulk containers” (IBCs). The data reported covers calendar year 2017. This report also profiles the container reconditioning industry in terms of industry practices, processes used, equipment used, employee training, markets served, customer service and regulatory compliance. The association last conducted a similar survey for calendar year 2015. Biennial RIPA surveys have been conducted since the year 2000. This historical record can be found on the [RIPA website](#) under “Resources” and then “Industry Data”. Major findings for 2017 include:

- Total steel drum reconditioning showed a slight decrease of 1% over two years from 2015 to an estimated 23,431,000 steel drums.
- The number of steel drums scrapped was down almost a third from 2015 to 2.8 million units.
- The number of plastic drums reconditioned was down approximately 11% over the two years from 2015 to 2017 to an estimated 3,396,000 drums. The number of scrapped plastic drums remained nearly unchanged at 2.0 million.
- The number of 275-gallon IBCs reprocessed is estimated at 2,606,000, up about 8% from 2015. The number of 330-gallon IBCs reprocessed is up about 18% to 890,800 over the same period.
- The number of IBC bottles scrapped was up nearly 20% between 2015 and 2017 to 1,865,000.
- Approximately 58% of steel drums are used for hazmat, 71% of plastic drums, 20% of fiber drums, and 64% of IBCs. These numbers have changed very little over the last several years.

For a copy of the full 2017 report, go: [HERE](#)

“EPA” from page 1

EPA Region V enforcement officials have advised a RIPA member that they believe all non-empty containers holding regulated residues (e.g. chemicals, etc.) that are sent to a reconditioner inadvertently are hazardous wastes and should be managed under applicable regulations.

RIPA President Paul Rankin calls the EPA Region V position a “perfect compliance” requirement that would impose significant new regulatory burdens on the thousands of businesses in the U.S. that send their empty containers to reconditioners. According to Rankin, if the EPA view prevails, container emptiers would need to be permitted as hazardous waste generators and reconditioners would need to be permitted as hazardous waste storage facilities. Both emptiers and reconditioners would also need to comply with regulations governing the shipment of hazardous wastes.

“We see no environmental or safety benefit to the approach that EPA Region V is taking on this matter,” said Rankin. The facts are that the receipt of containers that do not meet RCRA-empty standards by reconditioners is rare and never purposeful, he noted. Further, proposed Region V policies would necessarily significantly increase the cost of managing all containers and would reduce the number of such containers that are reused. These outcomes are all contrary to longstanding EPA policies that favor reuse over disposal.

RIPA will continue to work with EPA to resolve these issues in a manner that is protective of the environment and worker safety, and does not unnecessarily increase costs for customers.

U.S. DOT PROPOSES REGULATORY AMENDMENTS TO “HARMONIZE” WITH UN

In an ongoing effort to keep pace with international standards and recommendations for hazardous materials (*aka* dangerous goods), PHMSA proposed November 27, 2018 a new set of miscellaneous amendments to the Hazardous Materials Regulations (HMRs). This new set of proposed amendments is another in the agency’s “HM 215” series – this one being “HM 215O”.

A RIPA review of the voluminous proposal did not reveal anything with a major impact on industrial packaging. Most amendments relate to hazard classification of for chemicals, entries in the Hazardous Materials Table, and restrictions on the transport of lithium batteries. However, one provision is worth noting: test records for plastic non-bulk packagings (e.g., drums and pails) would require testers to include data on the temperature of water used in the hydrostatic pressure test. This would also apply to rigid plastic IBCs and composite IBCs. PHMSA believes that water temperature can have an effect on test results. Thus, the agency wants testers doing annual periodic testing for UN recertification to know that they are testing with the same conditions as in the original design type qualification tests.

Public comments are accepted on HM 215O until January 28, 2019. Typically, a final rulemaking on the amendments proposed is issued 60 -120 days thereafter. Members with any questions or concerns should contact the RIPA office.



ICCR COMMENTS ON UN MARKING PROPOSAL

The International Confederation of Container Reconditioners (ICCR) has submitted a paper to the UN Subcommittee of Experts opposing a proposal by the Expert from Germany that would require shippers to include a packaging design-type description on transport documents.

Currently, shippers are required to include on transport documents (e.g. shipping papers) the number of each “kind” of packaging in a load. The term “kind” refers broadly to packaging types, such as “drums” or “IBCs.”

Germany is concerned that for dual-marked packagings, shippers may not be able to tell which set of closure instruction is associated with each mark. They hope to solve this problem by requiring the use of a more specific packaging description on transport documentation.

ICCR believes that packaging manufacturers (and distributors) are already required to ensure that closure instructions provided to customers indicate clearly both the packaging and the mark or marks they are associated with.

ICCR also believes that the German proposal would create a number of new problems for shippers because the “design type” of a packaging is found only on a test report which shippers do not possess. For this reason, ICCR believes the proposal should not be accepted.

This issue will be discussed at the upcoming UN meeting in Geneva, Switzerland.

US DOT PHMSA ADJUSTS CIVIL PENALTY TARGETS FOR INFLATION

Following Federal law and guidelines, PHMSA has just adjusted its civil penalties - maximums and/or minimums—to account for inflation. The adjusted standards for three of the major areas of assessment are shown below.

Maximum penalty for hazardous materials violationwas \$78,376now \$79,976

Maximum penalty for hazardous materials violation
that results in death, serious illness, or severe injury
to any person or substantial destruction of property.....was \$182,877.....now \$186,610

Minimum penalty for hazardous materials training violationswas \$471now \$481

The effective date for these changes is November 27, 2018.



U.S. DOT ISSUES FINAL RULES ON MISCELLANEOUS HAZMAT AMENDMENTS***RIPA WINS AGREEMENT FROM DOT ON SEVERAL PROPOSED PROVISIONS***

On November 7, 2018, U.S. DOT (PHMSA) issued a final rulemaking (HM 219A) responding to various industry petitions for new rules. During the public comment period in 2016, RIPA filed comments on certain of the provisions raised by industry.

The first was a request to revise a long-standing formula allowing shippers to fill solids in packagings tested and marked for liquids. (Similarly, another formula in the regulations allows a higher rated packaging for liquids to be used for lower risk - but heavier - liquid hazmats.) Historically, these provisions were limited to “single or composite” non-bulk packagings. In its final rule, PHMSA decided it would allow *all* types of non-bulk packaging (not just single and composite) to use the regulations that allow the conversions. However, the agency also acknowledged RIPA’s concerns that certain conversions using the liquid-to-solid formula could produce a package in excess of the 400 kg, which is the limit on the definition of “non-bulk packaging”. Thus, PHMSA stipulated an upper limit of 400 kg on “liquids” packagings that are being used for solids.

See [HERE](#) the regulatory formulas for calculating allowable fills when switching to solids or to lower hazard liquids.

Another matter of concern to RIPA involved a petition from the Rigid Intermediate Bulk Container Association (RIBCA). In response to the petition, PHMSA proposed language allowing the date marked on a composite IBC’s *bottle* to be different from the date marked on a *completed IBC*. RIPA supported the revision since a newly made bottle may sit safely for some period of time before it is placed in a cage. Also, a bottle’s marked date is almost always going to be earlier than the date of manufacture or repair marked on the completed IBC.

Finally, RIPA expressed concerns that PHMSA’s original proposal would have required that re-testing and inspection of used or reused IBCs proceed in 2 ½ and 5-year cycles from the *earlier* of the two dates. The language also referred to a start date of only “manufacture” – leaving out the date of a potential IBC “repair”.

In its final rule, PHMSA agreed with RIPA and included “the marked date of repair” as a “start time” for test and inspection cycles. Additionally, PHMSA agreed to delete the language that would have required re-tests and inspections to cue off of the *earlier* of the marked dates. Re-test and inspection cycles will now cue off of the date of manufacture **or** repair.





Drum It Up!

November 2018

PACKAGING NEWS

WINEMAKING NEWS

US-DOT Releases Guidelines for Driverless Vehicles

Transport Canada Notice for Drums – 60 Day Consultation

Stainless Steel Corks?

The U.S. Department of Transportation (USDOT) recently released new Federal guidance for automated vehicles, advancing its commitment to supporting the safe integration of automation into the broad multimodal surface transportation system. ‘Preparing for the Future of Transportation: Automated Vehicles 3.0. AV 3.0 incorporates the results of extensive stakeholder engagement to provide updated voluntary guidance and policy considerations for a range of industry sectors. These, include manufacturers and technology developers, infrastructure owners and operators, commercial motor carriers, bus transit, and State and local governments. These will be achieved by, 1) Providing new multi-modal safety guidance, 2) Reducing policy uncertainty and clarifying roles, and 3) Outlining a process for working with USDOT as technology evolves.

Specifically, the new guidance provides several updates to the DOT’s initiatives relating to automated vehicles, by, 1) Stating that the Department will interpret and, be consistent with all applicable notice and comment requirements. Furthermore, they will adapt the definitions of “driver” or “operator” as appropriate to recognize that such terms do not refer exclusively to a human, but may include an automated system; 2) Identifying and supporting the development of automation-related voluntary standards developed through organizations and associations which can be an effective non-regulatory means to advance the integration of automation technologies. Lastly, 3) Affirming that the Department is continuing its work to preserve the ability for transportation safety applications to function in the 5.9 GHz spectrum.

The draft Guidance will be published in the Federal Register for public review and comment. More information on the Department’s work on automated vehicle systems can be found at www.transportation.gov/av.

—Howard Skolnik

The Canadian General Standards Board (CGSB) has released the draft of the updated safety standard CGSB-43.126, “*Reconditioning, remanufacturing and repair of drums for the transportation of dangerous goods*” for a 60-day consultation. Once the safety standard has been finalized and published, a notice will be issued specifying the coming into force date of the updated standard.

In scope, the safety standard sets out the requirements for the reconditioning, remanufacturing, and repair of steel and plastic drums for the transportation of dangerous goods. Minor changes have been made to improve the clarity of the requirements for facilities registered with Transport Canada to recondition steel and plastic drums. This Standard only applies to drums that have a capacity greater than or equal to 150 L which are used to transport liquid dangerous goods of Classes 3, 4, 5, 6.1, 8 or 9, pursuant to subsection 5.12 (2) of the Transportation of Dangerous Goods Regulations.

This updated version of the standard also aligns with requirements of the 20th edition of the UN Recommendations. However, no new technical requirements have been introduced. One can obtain a copy of the draft safety standard by contacting the Canadian General Standards Board (CGSB) directly via Robert Long at robert.long@tpsgc-pwgsc.gc.ca.

—Howard Skolnik

In an article posted on “Wine Industry Network”, Liza Zimmerman writes that “percentages of corked wines once thought to reach the 10 percent mark have haunted the wine industry for decades as major closure producers have sought out solutions. An estimated 70 percent of wines in the world are closed under cork, according to APCOR, the Portuguese Cork Association”.

While many areas, especially those that focus on younger wines that aren’t intended to age – started to embrace screw caps and other closures some decades ago, the luxury market continued to demand a better, natural cork solution. Liza goes on to explain that after two years of research, “Portugal-based Amorim, the world’s largest cork producer, has finally come up with a viable solution. The company is using a gas chromatography (GCMS) technique called NDtech – short for non discernable – to quantify trace levels of TCA in natural corks.” Via this technique, any cork found to have 0.05 nanograms or more of TCA per liter is removed from the production line or sent back to be treated, according to Carlos de Jesus, Amorim’s marketing director. The first guaranteed and insured corks are rolling out this year and DeJesus notes that: “There should be no TCA in natural cork by 2020.” Ironically, less expensive corks, due to the mix of materials used in them, have long been TCA-free. The new corks, if they continue to stay TCA-free as promised, are only likely to be a win-win for those that use them.

Stainless steel corks? Not yet, but here at Skolnik Industries, our stainless steel wine barrels are reusable, easy to clean, and recyclable at the end of their service life. [Check out the full line of our Stainless Steel Wine Drums here.](#)

—Jon Stein

[Sign Up for Our Monthly Newsletter](#)

SKOLNIK IS A BUSINESS TO BUSINESS MANUFACTURER OF NEW CARBON STEEL DRUMS AND STAINLESS STEEL DRUMS FOR HIGHLY VALUED CONTENTS. FROM CUSTOM WINE BARRELS TO DRUMS FOR HAZARDOUS MATERIALS (HAZMAT) AND DANGEROUS GOODS, WE ARE A LEADER IN SPECIALTY PACKAGING.



Drum It Up!

October 2018

PACKAGING NEWS

WINEMAKING NEWS

Watch The DG Video Now!

Watch the RIPA Video Now!

What's DG? – A fun, new video from Labelmaster!!

At the recent Labelmaster Dangerous Good Symposium in Chicago, a professional camera crew took to the streets of Chicago to find out how much the public knows about Dangerous Goods, aka Hazardous Materials. Armed with placards, labels (never stickers!) and some great questions, the results are hilarious! Certainly, the public knows that they need the professionals in the Dangerous Goods world, just not sure what and where it is. [Take a minute and watch this fun 6 minute video.](#)

Thank you Labelmaster for bringing this matter to the forefront of public knowledge!

—Howard Skolnik

Steel Drums are affected by the Global Tariffs

In the past year, the price of steel in the US has risen due to the tariffs that have been placed on products being imported in to the US. In most cases, steel drum manufacturers and reconditioners have passed on the increase to the end user. There is always the belief that when steel prices increase, reconditioned drums deserve consideration. However, in this unique steel crisis, the available recycled raw materials that are used to recondition or remanufacture drums are drying up as crushed scrap drums are being illegally sent to scrap yards and eventually end up at steel mills.

[RIPA has created a 1 minute video explaining this unlawful act that could affect companies.](#) Given the reduction of steel drums available for reconditioning, the reconditioned drum prices reflect the shortage of raw drums and therefore, the prices between new and reconditioned are not far apart.

Furthermore, some manufacturers are using the price of steel in the US to drive down the necessary wall thickness of steel drums. Drum user's often do not realize that reducing wall thickness increases the risk on drum performance – and a small cost savings on the drum exposes the much more expensive inner contents to greater transport risk.

On the other hand, users contemplating reconditioned versus new drums will find that a reconditioned drum is going to be thicker and heavier than many of the thin-walled new drums that are not intended to withstand reconditioning and are being scrapped after a single use. When choosing the best drum for your product, we recommend that thicker steel is the best choice for risk-reduced transport and storage. Never use a drum that is less than 0.9mm minimum or 20 gauge wall thickness.

—Howard Skolnik

Green is the new Pink

Writing for the "Beverage Media Group" in an article in the "Wine Industry Advisor", Pam Strayer writes: "While the wine industry has been busy riding the pink wine wave, it is becoming clear that the "green wine" wave is worth catching as well. Millennials' interest in organically grown wines is leading to double-digit growth in sales, say green wine industry experts. Although the sector is tiny—1% by volume and 2% by revenue, according to 2016 Nielsen data—it is one of the fastest-growing in the U.S."

In her article, Strayer goes on to observe that: "By comparison, Europeans—who typically trend ahead of Americans in food and drink—are already drinking 10% organically grown wine. Moreover, the trend is gaining mainstream credibility every vintage, with established wineries and distributors becoming proactive category leaders." Analyzing U.S. off-premise sales (for the period from June 2017 to 2018), Debby Wang, Commercial Director of Analytics and Insights at Breakthru Beverage Group, one of the country's largest distributors, says: "Organically grown wines have 10% volume growth and 5% revenue growth, outpacing total wine growth which is nearly flat."

"Organic wines have been growing at double digits, and we think this trend will continue, especially with sustainability-minded Millennials," says Chris Indelicato, CEO and President of Delicato Family Vineyards.

Green Values, Green Lifestyles

What is driving green wine category growth? "Consumers continue to ask for products that align with their values," says Bonterra Senior Brand Manager Taylor Johnsen. Natura's Pavon agrees that the market is responding to preferences among younger and lifestyle-driven legal drinking age consumers: "There is more consciousness among consumers about the environment and about organics."

Cont. on page 2

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Drum It Up!

October, 2018

Green is the New Pink
(cont. from page 1)

In a bold experiment, one national supermarket chain, Natural Grocers, is going all-in on organic. The national, family-owned organic supermarket chain, which sells only organic produce in its 150 stores, added its first wine department in Denver last year with 500 different wines from 17 different countries—all from certified organic or biodynamic vines.

“We see organic wine as part of a lifestyle,” explains Jeff Cameron, who heads up wine at Natural Grocers. Store signage indicates different types of green wines, and Cameron trains his staff on the nuances of sulfites, biodynamics and more so they can help consumers understand each wine’s context. “We also like the storytelling aspect of these producers, which we can share with consumers,” he adds. Cameron says the chain plans to implement the program in more of its stores across the country starting with six in Oregon, and that sales in the Denver pilot are going well.

More significantly, awareness is deepening. New research shows that a majority of high frequency wine drinkers (who are responsible for about 80% of wine sales in the U.S.) correctly associate specific practices with different types of green wine certifications, according to Wine Market Council survey results released in May. “What surprised me was the fact that consumers could discriminate between organic versus biodynamic,” said Damien Wilson, Associate Professor with the Wine Business Institute at Sonoma State University, who was a member of the WMC research committee that commissioned the study. More than 86% of 1,100 high-frequency wine drinkers identified organic with pesticide prohibitions; a surprising 51% associated biodynamic with regenerative practices.

Here at Skolnik Industries, we believe that a “green” approach also involves the wine barrels. Our stainless steel wine barrels are reusable, easy to clean, and recyclable at the end of their service life. [check out the full line of our Stainless Steel Wine Drums here.](#)

—Jon Stein

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