



SC Recyclers Association

ANNUAL MEMBERSHIP MEETING & VENDOR SHOW

October 17-18, 2019

Hilton Garden Inn

300 Wingo Way

Mt Pleasant, SC 29464

MINUTES

Attendees:

See attached list.

Welcome/Opening Remarks:

Thomas Bennett, President, welcomed all in attendance and called the meeting to order. All members were asked to adhere to the ISRI Anti-Trust guidelines found on the meeting tables.

Approval of Minutes:

Upon a motion by Bernard Steinberg, the minutes of the December 6, 2018, annual meeting were approved.

US Scrap Markets: Navigating the Fog of Trade War:

The SCRA was fortunate to have Mr. Blake Hurtik from Argus join the meeting. Argus is a platform that covers the global metals market. Mr. Hurtik is their Houston based editor where he oversees a global team of 17 reporters focused on price reporting, news, and analysis of the ferrous and nonferrous scrap, steel, ferro-alloys and minor metals markets. Mr. Hurtik has covered commodity markets for six years at Argus Media.

Mr. Hurtik gave an in-depth presentation of the market overview to the group covering the ferrous and nonferrous markets both globally and at the local level. He also shared information related to the final quarter of 2019 as well as the outlook for 2020. A copy of his detailed presentation is attached.

A brief period was allowed for questions and answers.

Trends and Changes in Law Enforcement Related to the Recycling Industry:

Thomas Bennett introduced Mr. Jarrod Bruder, Executive Director, SC Sheriff's Association. Mr. Bruder joined the Association in in 2013 as Deputy Director and was promoted to Executive Director in 2014. Mr. Bruder provides critical assistance and support to sheriffs throughout the state, and he also serves as a lobbyist for their Association.

Mr. Bruder shared a few of the trends in his agency. The biggest problem within his agency is finding people to work in law enforcement.

With such a turnover in law enforcement, Mr. Bruder stressed the need for good communication between the scrap dealers and law enforcement officers.

Trends his agency is seeing with regard to property crimes include:

- A slight spike over the summer with regard to copper coils
- Copper from abandoned homes up
- Battery theft especially from heavy equipment and cell towers
- Catalytic converter theft is strong at the current time

Mr. Bruder passed thanks from various sheriff's departments regarding the checking of permits and stressed that this is the type of dialogue which needs to continue.

The one area however, which could use improvement according to some of the sheriff's departments is detail on documentation completed by our dealers. More detail could possibly help future crimes from happening.

A brief discussion was held among members concerning thefts of cars, etc. which may be carried across NC/SC state lines. Mr. Bruder believes that more education/training could possibly help in these instances.

Mr. Wolff stressed to the members the importance of saying something if you see that something is not being done right and according to the law and to contact your local sheriff's department.

Mr. Bennett indicated that ISRI offers a law enforcement specialist, Brady Mills, to provide training and suggested to Mr. Bruder that this might be a resource to take advantage of. Mr. Bruder reported that his organization is currently looking for mechanisms to do more statewide training of officers and he is also open to the training provided by Mr. Mills.

Blake Stanley shared with the group that he receives email blasts from the Spartanburg County Sheriff's Department related to thefts and he has found this very helpful. This might be a good idea for other departments around the state to do as well, if possible.

Mr. Wolff also suggested that all sheriff's departments look into registering to receive the ISRI theft alerts.

Mr. Bruder encouraged all members to give him a call at 803-360-1356 with any issues/areas of concerns.

Senator Larry Grooms/Senator Sandy Senn:

The Association was privileged to have in attendance Senator Larry Grooms and Senator Sandy Senn.

Senator Grooms was elected in 1997 and represents Berkeley and Charleston Counties. He is also Chairman of the Senate Transportation Committee. Senator Grooms has been a champion of the recycling industry over the years.

Senator Grooms shared with the group his journey from college to becoming a small business owner. This journey is what ultimately got him interested in politics; elected and serving in the Senate for the past 22 years.

Senator Grooms stressed the importance of doing the foundational things in the right way to become an effective legislator and having an effective government. Politics boils down to staying in your lane, understanding why you are there, how you got there, understanding your responsibilities and doing the fundamentals right, while at the same time having enough patience. He stressed the greater the contributions the greater the rewards, and the more you impact the lives of others in a free market and a free society. The only impediment is coercion whether in government or from a criminal element. This is the only thing that can hold anyone down.

Mr. Wolff questioned the current bill on de-titling. It is Senator Grooms feeling that this particular bill will move in the upcoming session.

Mr. Tew thanked Senator Grooms and reported that he was been a friend to the Association for a very long time. Senator Grooms has a way of getting things done and Mr. Tew is very encouraged on the Senate side with regard to the upcoming session. He reported that a bill may be coming up later this year which is currently in subcommittee that deals with regulations the industry is currently under. This bill could potentially change the way the industry is regulated. Mr. Tew indicated that if issues arise, he knows he can go to Senator Grooms or Senator Senn to discuss as they both understand the position of the recycling industry.

Thomas Bennett introduced Senator Sandy Senn to the group. Senator Senn currently lives in Charleston, SC. Senator Senn was elected in November 2016 to serve district 41

covering Charleston and Dorchester Counties. She currently serves on Judiciary Committee, Senate Banking and Insurance Committee, Corrections and Penology Committee, Labor Commerce and Industries Committee as well as Medical Affairs Committee.

Senator Senn shared with the group how she has become aware of the recycling industry since becoming elected in 2016 specifically the bill introduced by LKQ, and as the group knows, this particular bill has not moved. She asked that this particular bill be carried over so as to get a better understanding.

She explained to the group the process of a bills movement and that she has no issues with any of the bills the association is involved with, and that the majority of her work touch on the public safety aspect.

She advised that some of the issues that will be dealt with in early 2020 will be open carry with no back ground checks and no training which she sees as very dangerous. Senator Senn shared briefly with the group what her legislative efforts will be in the upcoming year to include flooding, specifically in the low country. Other efforts include threats of mass destruction in public gatherings, including schools.

Membership Update:

Blake Stanley, VP, reported that the Association in 2019 has 54 members up from 47 in 2018 and there were 27 members in 2017.

A small membership committee was formed which helped grow membership; however, the most success with growth in membership has been the vendors and just word of mouth from membership itself.

Mr. Wolff formed a strong foundation when the Association was founded in 2011.

Membership was encouraged to sell themselves and that a handshake and phone calls go a long way in this area.

The goal for 2020 is to increase membership to 60-65 members.

Financial Update:

In the absence of David Schilberg, Blake Stanley gave the financial update.

Dues continue to be the largest revenue stream for the Association. Income from dues is up 10% with cash on hand nearly doubling since 2017. Net profit in October \$18,804 and gross profit at the time of this report is \$77,425.

Expenses in the near future will be the updating of the website.

Nomination/Election of New Board Members:

Upon a motion and approval by membership, the following individuals were approved to serve a three-year term board term effective January 1, 2020.

Mark Fredrickson, CMC
Johnathan Steingberg, Charleston Steel
John Grant, Palmetto Recycling

Upon a motion and approval, the following individuals were elected for two-year officer terms effective January 1, 2020.

John Grant, Vice-President
Jonathan Steinberg, Secretary/Treasurer

SCRA Legislative Breakfast:

Blake Stanley shared that the 2020 SCRA Legislative Breakfast is scheduled for Thursday, January 16, 2020, 8:00 a.m. – 10:00 a.m. This event is used to educate and let members of the General Assembly know who we are and what we do as a business across the state, as well as the jobs we provide for our citizens.

Those members who are interested and available on this date were encouraged to attend.

Lobbyist Update:

Mr. Tew and Mr. Clawson gave an update on bills of interest to the Association and where they stand currently.

The bill of immediate concern is a bill that will have a subcommittee meeting soon. The plan at this time is to ensure that there is an amendment on the bill that protects the recycling industry. The bill clarifies some language regarding the definition of “solid waste”. It was noted that Steve Levetan has worked with the American Chemistry Council on some perfecting language.

The tire bill has come back up, but there is currently no movement or subcommittee meetings scheduled. This bill will be monitored during 2020.

2020 will be the second year of the legislative session and will likely be dominated by the budget process and Santee-Cooper discussions.

Graham and Drew thanked the group for the assistance and resources provided to them during their work at the state house.

ISRI Update:

Membership packets were made available to the group. ISRI has a new membership structure in effect so those who are not members were encouraged to take a look at the new membership guidelines.

Spring meeting 2020 will be held in Greenville. The fall meeting will be held in Mobile, AL. Spring meeting 2021 will be held in Atlanta. National Board Meeting and the SE Board Meeting will be held in Charleston 2021.

Recognition/ Closing Remarks/Adjourn:

Thomas Bennett thanked all in attendance for their input and comments to the Senators and law enforcement. It was a successful meeting because of the membership's participation and support. A special thanks to the vendors for their support.

With no further business to discuss, the meeting concluded with the raffle of gifts provided by the vendor sponsor companies.

ATTENDEES

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<u>COMPANY</u>	<u>ATTENDEE(S)</u>
A&P Recycling	Chad Prescott
Adams Scrap Recycling	Rajesh Desor
All Transportation	Dustin Yager
Ascendum Machinery	Rob Jordan Rob Tavenner
Blanchard Machinery	William Griffin Brent LaChance
C&C Manufacturing	Mike Stout
Charleston Steel	Barry Wolff Jonathan Steinberg Bernard Steinberg
Coastal Wire	Mike Will Christine Cobb
Commercial Metals	Christian Fisher Keith Williams
Company Wrench	Bill Abraham Mike Walter
CRC Scrap Metal	Blake Stanley
Ed M Sisk	Travis Knight
GEL Engineering	Jim Posda Sandra Chzasz
Heavy Equipment Consulting	Dick Mizzell Nikki Provost

High Tide Metals
Thomas Bennett
Thomas Acree

Linder Industrial Machinery
Len Lawrence

Palmetto Recycling
John Grant
Neil Morris
Jody Standridge

Reco Equipment
Dustin Beam
Jeff Wilson

SC Dept. of Commerce
Chantal Fryer
Anna DeLage

Sierra International
Jessica Driggers

Spartan Recycling
Paul Siegel
Steve Siegel

Tarheel Converter & Core
Doug Harrison
Matthew Mayes

United Catalyst Corporation
Alan Berube
Gary Wilkins

Vision Financial
Paula Murphy

Waccamaw Metal
Rick Whiting
Jeffery Rogers

Watson Insurance
Rob Watson
Michael Betters

STAFF
Linda Malone
Graham Tew
Drew Clawson

GUESTS

Argus
Blake Hurtik

Dons Car Crushing
Daniel Barrineau
Donnie Brewer

Foss Recycling	Scott Burris
Kastle Systems	Steve Smith
Kuhn Equipment	Ned Plunkett Mike Bernard
Pan American Zinc	Erik Garcia
Pasco Iron & Metal	Matt Venuto
PGM of Texas	Amanda Wolf Jesus Rodriquez
SC Senate	Senator Larry Grooms Senator Sandy Senn
SC Sheriff's Association	Jarrold Bruder