

EAGA Business Builder

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Today's speaker was Paul Wynn—Acme Iron & Metal



Acme Iron & Metal is the largest scrap metal recycler in New Mexico. Their desire is to provide a service for maximizing the re-use of materials in order to minimize waste and conserve energy. There are seven Acme locations around New Mexico for gathering recyclable materials, and there are also 'feeder yards' in Denver, El Paso and Arizona that provide products as well. All the gathered materials are transported to Acme's 2nd Street facility where it is separated and processed. I imagine that the 'gathering and transporting' phase is a massive task, but the 'separating and processing' job looks like a real adventure all of its own. Paul's company has a variety of equipment, devices and techniques that are used to make it all happen. Huge machines crush, cut, pound, shear and shred everything into manageable pieces. And there are still times when his staff has to manually torch-cut a particular item into smaller sections in order for the process to work. Mr. Wynn is always aware of what is happening in the industry and is constantly reviewing things that will advance Acme's capabilities. When appropriate, he will add the newest and best technologies and equipment, all with the goal of recycling as much of the materials as possible. One of the industry's problems is that, after the preparatory processes much of the metal pieces are so small that they can't be easily separated for recycling. But in his quest to always get better at what they do, Acme has just upped their game by adding a huge "Magic Box" to their equipment list. That's the manufacturer's name for a gigantic materials separator. The machine uses a 5,000 hp electric motor and requires a space so large that it is now in a specifically constructed 40ft, \$30,000 building. Acme's is one of three that are in use in the USA. The machine cost about \$6 million (not including the building, a new transformer, and other related necessities), but, because of its advanced capabilities, the anticipated ROI is only about 3 years. The Magic Box can process 9 tons per hour and has the ability to separate out valuable metals like platinum, rhodium, gold and silver while also segregating a lot of the previously too small pieces of other useful materials too. It can even separate out rocks and glass. All of Acme's work is done while keeping in mind that one of their goals is to reduce worldwide emissions generated during the manufacturing of new products. They are also always looking for ways to minimize the environmental impact of their entire operations. Acme even has a full time environmentalist on staff. The materials that Acme is able to retrieve through its various processes are sold to places within the USA, as well as to countries all over the world. France and Germany have found ways to make fuel from the automobile shredding residue. About 80% of the ferrous metals go to Mexico for the car manufacturing plants that have been set up there. Paul also provided (via his presentation and from his web site) some information emphasizing why recycling is important: About 97% of all beverage cans are aluminum and recycling one aluminum can saves enough energy to run a television for three hours; Each household in the United States uses approximately 600 steel cans per year and recycling seven steel cans saves enough energy to power a 60 watt lightbulb for 26 hours; Approximately 85% of steel used for new products comes from recycled material. Some facts specific to Acme's operations: When they first started, annual revenues were \$10 million per year. Now it is about \$150 million. Acme employs about 250 people. The quantity and size of the machines needed for processing 15,000 tons of material at their 2nd Street facility requires a \$30,000 standby charge from PNM, but their total electric bill for that operation usually exceeds \$115,000 per month. Paul has been negotiating to install solar electricity capabilities, but a final solution for that requires PNM approval. (No need to expand on the progress of that.) Mr. Wynn's notes regarding copper theft: Usually thieves become more active when copper is selling for \$4 per pound. It is currently well above that price. Acme keeps in touch with local law enforcement to try to minimize copper theft and other similar activities, but Paul recommends that you use the websites scraptheftalert.com and Leadsonline.com to report any items that have been stolen from you. Paul, and similarly reputable members of his industry, monitor the activity and if something listed there is brought to their facilities, they will buy it and attempt to return it to the original owner (whether or not they are reimbursed). And yes, Paul has had to protect his property from vandals and thieves too. Their 9ft high, 7,000 volt electric fence goes a long way toward that goal. The electric charge won't kill, but it will really discourage additional attempts. If you would like to talk to Paul about anything that goes on at his amazing operations or his future plans for reducing the amount of items that go to landfills, give him a call at 505-345-2457. Or, maybe you would like to encourage Paul to set up a tour of his facilities so we could see the big, big boy toys in operation.

- ◆ **There will not be a meeting on September 3rd because of the Labor Day Holiday**
 - ◆ EAGA's 2024 Jim Fanning Memorial Trap Shoot will be on Saturday, September 21st. Loaner guns can be available. The event will begin at 8:30 AM with a mandatory safety meeting. Shooting will start at 9:00am. Participants are encouraged to come to ATC (Albuquerque Trap Club) for breakfast at 8:15. And please note: Anyone planning to shoot must attend the mandatory safety meeting at 8:30. There will be a raffle for a nice firearm. This year it is a quality pistol. Proceeds from the raffle will go to door prizes for the event. Raffle tickets are \$100 and will be available at our breakfast meetings through September 17th. Event sign-up sheets will be available then too. If you have any questions, please contact Jack Zipper, Rick Reese, TJ Maloy or Walter Bracken.
 - ◆ **Second announcement of a new member application:**
 - Ace Handyman Services
 - Representative: Victor Ulibarri
 - Category: Handyman Company
 - Sponsor: Steve Douglas
 - ◆ **First announcement of a new member application:**
 - Albuquerque Handyman LLC
 - Representative: Terry Mack
 - Category: Handyman Services
 - Sponsor: Dr. Nathaniel Roybal
- If you have an objection to either of these companies becoming a member, or if you have information that you feel should be considered during the review process, please contact Membership Committee Chairman, Jack Zipper (via telephone number 505-259-5959 or email to jdzipper@comcast.net) as soon as possible.
- ◆ EAGA is planning a tailgate event for the October 12th Lobo Football game. Stay tuned for details.

Badge Board Greeters

Aug 27 th	Matt Darnell—New Mexico Trailer Depot
Sept 3 rd	No meeting—Labor Day week
Sept 10 th	Lance Darnell—Darnell Cable and Fasteners
Sept 17 th	
Sept 24 th	
Oct 1 st	
Oct 8 th	

Scheduled Speakers

Aug 27 th	Timmy Sims—Territorial Scaffold & Tools
Sept 3 rd	No meeting—Labor Day week
Sept 10 th	Kevin Lorenzen—Aflac
Sept 17 th	Lawrence Herrera—Performance Ranch
Sept 24 th	Matt Darnell—New Mexico Trailer Depot
Oct 1 st	Manny Santos—Express Employment Professionals
Oct 8 th	Tim Stewart—Impact Nations

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