



C&D World 2020 Still A Successful Show!

The room was full for the Annual Meeting of the C&D Recycling Association March 10 despite concerns about a possible approaching virus. And the attendees seem to have felt they got their money's worth, as surveys of participants afterward gave the event high marks.

The meeting started with economist Ed Sullivan, Vice President with the Portland Cement Association, giving a cautious economic forecast. Before the CDRA meeting, Sullivan had been very optimistic about the economy through at least the end of the year. With the virus looming, Sullivan said that it remains to be seen what effect it will have, and that effect will depend on how long the economy is shut down. (For an update on his forecast, go to the [PCA website](#).)

An End Markets Panel provided attendees information on this most important link in the recycling process. Paul Kuhar, Champion Waste & Recycling, Tom Vaughn, DTG, and Tim Townsend, University of Florida, covered a wide range of products during their talks. All the speakers' presentations are available to CDRA members at www.cdrecycling.org.

As always, a highlight of the meeting was the awards ceremony, where long-time CDRA board member and supporter John Kurtz, Kurtz Brothers, Independence, OH, was inducted into the C&D Hall of Fame. John's company has been truly innovative over the years in C&D recycling, and Kurtz Brothers has been generous supporting charitable organizations in its local community.

C&D Recycler of the year was DTG, and the award was accepted by CEO Tom Vaughn. The company has installed several innovative management techniques to retain workers and increase profitability. Brandon Lapsys, Komptech, who has worked tirelessly for the CDRA's Marketing/Membership Committee among other efforts was honored as CDRA Member of the Year.

That evening a fundraiser was held that netted more than \$20,000 for the CDRA's research and advocacy efforts.

In addition to the presentations from the meeting, pictures of the entire event are available at www.cdrecycling.org.

"Excellent speakers and well thought out content. Learned something from all of them."

~Josh Quinn

CDRA Reacts to Provide Industry Guidance During Pandemic

C&D recycling is unique and the industry faces different challenges than even curbside recycling. To help sort out those issues, the CDRA gathered via a videoconference recyclers from across the country to find out those issues, and try to help its members respond. Everything from construction bans to employees walking off the job were among the problems faced by the recyclers, as outlined in a report the CDRA sent out to members after the call. But three issues were identified as something the association could help on:

- Proper social distancing techniques at operating recycling facilities;
- Collecting past due accounts; and
- Guidance on applying for SBA loans.

CDRA provided information on all those aspects. The association will be holding more of these calls with members.

COVID-19 Resources for C&D Recyclers

Request for Information for High-Volume C&D Recyclers List

Construction & Demolition Recycling (C&DR) magazine is putting together a list of high-volume mixed C&D recyclers throughout the U.S., and could use your feedback in making this list as comprehensive as possible.

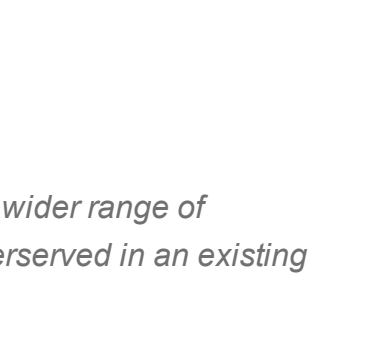
By submitting your facility's total volume of materials sorted, processing capacity per hour and accepted materials, you can help generate essential data used to better understand and define domestic C&D processing capacity. This list will be published in the May/June issue of C&DR, and will be available as a free resource for industry participants.

To complete the survey on behalf of your facility/facilities, go to <https://www.cdrecycler.com/form/high-volume-cd-recyclers/>. The survey will remain open until April 24.

Thank you for your participation.

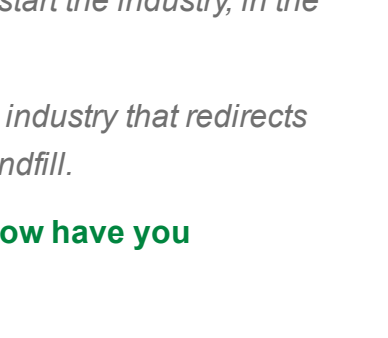
CDRA Member Spotlight:

Susanne Cobey
Eagle Crusher



What type of equipment do you produce?

Portable and stationary crushers for the RAP, concrete recycling and aggregate industries.



How did you get started in the business?

I started at Eagle Crusher in 1974 as the Parts Manager, after leaving Ford Motor Co. At Ford, I was the first female to be hired into a position other than a secretary. I was responsible for auditing the fleet leasing departments of dealerships around the country.

Eagle Crusher is a long-time supporter and founding vendor member and sponsor of the CDRA, and during all that time Susanne Cobey has been president of the Galion, OH-based company.

Eagle had just bought two crusher companies and had no one to handle part sales. I was the 10th person hired since the company was reorganized in 1970.

What are the biggest challenges in your market and C&D recycling?

In 1984, Eagle started the Concrete and Asphalt recycling industry in the United States. Since then numerous companies have entered the market. The challenges have changed through the years. An early challenge was convincing customers that an impactor was superior to a jaw/cone for recycling.

As track units became more prevalent, our challenge was to convince potential customers that these track crushers negatively affected production and serviceability. As time has gone by, many customers realized that their key to profitability was having reliable equipment that consistently produced at higher tonnages and was easy to maintain. The assumption that a track machine was easier to transport than a wheeled unit has also been proven to be incorrect. Sure smaller units can be transported on one trailer, but the larger track crushers developed require multiple truck loads.

Currently, this pandemic is challenging to all manufactures as well as producers and recyclers. ConExpo was a major success for Eagle, but the prevailing economy causes everyone to question where we stand in the near future.

Where are the biggest opportunities?

There still is a lot of growth in the recycling and C & D industries. Our reputation grows for having reliable equipment that produces at consistently high tonnages, that is easy to maintain and has strong service support. Eagle will continue to grow as the percentage of RAP allowed by individual states expands. The diversification of our product offerings is allowing us to address business segments we have not been able to enter in the past.

How long have you been a member of CDRA?

Eagle was the founding member of CDRA.

What inspired you to join CDRA?

Eagle saw the need for an organization that focused on a wider range of companies, in the recycling industry, that were being underserved in an existing organization.

What do you find most rewarding about working in this industry?

I am proud that, in 1984, I spearheaded Eagle Crusher to start the industry, in the United States, of recycling concrete with rebar and RAP.

It's a good feeling to know that your company is part of an industry that redirects waste into a usable product that used to go directly to a landfill.

What challenges have you faced over the years and how have you overcome them?

Being a women-owned private business in a male-dominated industry that is mostly comprised of large public companies, should have been a challenge, but I have always taken it in stride.

What's something about you (a fun fact) that not many people know?

I started to show Quarter Horses at the age of 10 and would win against grown men and women. At the age of 13, I had accumulated enough points that year with my horse to be awarded "The World Champion Pleasure Horse" and had to decide if I would become pro or continue with school. For some reason, school won out and so I retired from showing.

How do you think the industry is changing and what trends do you see coming up on the horizon?

The recycling industry is maturing and the needs of the end user is changing. Initially, the customer only needed to produce a 2" minus product. Now the product range has extensively expanded due to many new uses of the recycled materials. Also, the customer base has become more sophisticated and diverse, as well as government regulations have made the industry more complex.

All industries including the recycling industry will embrace Telematics to better run their operations by keeping track of their equipment for servicing and production. Additionally, autonomous operations will be in everyone's future.

What advice would you give to someone interested in this industry?

Eagle is always selling to customers who have never been in the industry, but who realize the needs and opportunities the recycling industry presents. Eagle explains how critical it is to operate reliable equipment, that produces the needed tonnage continuously, has easy serviceability, as well as strong Dealer and Factory support. Eagle also has been able to finance customers who do not have a strong track record in the industry.

Best piece of business advice you've gotten or learned over the years?

I have two business philosophies. One is to believe in yourself, believe in others and believe in God and everything is possible.

The other is if you are Stupid, Crazy, Stubborn and Lazy, you will succeed. If you are stupid enough to think something can be done; crazy enough to actually do it; stubborn enough to stick to it and the most important thing is being lazy, because no one can accomplish something by themselves. You need to surround yourself with the smartest people you can find. I used this philosophy to steer Eagle into the Recycling Industry in 1984 and have never looked back.

Eagle is a leader in our industry, continually developing new equipment and improving existing equipment. Eagle has and will continue to add new members to our Team, one customer at a time. That is why we have the nickname "Team Eagle". Once a customer buys our equipment, they become part of our Team. They become family and we take care of family.

Would you like to have your company in a spotlight like this? Contact CDRA Executive Director William Turley at turley@cdrecycling.org; 630-585-7530.

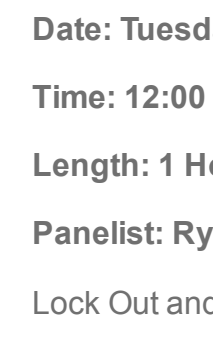
Back To Work Protocol

Attorney Mark Lies, a past presenter at C&D World, recently shared the protocol below for when the pandemic subsides and employees return back to work. It is in the form of a memorandum that companies can use for when their businesses will go back to full throttle.

Mark A. Lies, II is an attorney in the Workplace Safety and Environmental Group in the Chicago office of Seyfarth Shaw LLP. Mr. Lies is a partner who focuses his practice in the areas of products liability, occupational safety and health, workplace violence, construction litigation and related employment litigation.

Mr. Lies can be contacted at mlies@seyfarth.com (312/460-5877).

Download Memorandum



Webinar Recycling Operations Safety: Lock Out Tag Out / Machine Guarding

Date: Tuesday, May 12, 2020

Time: 12:00 pm CST

Length: 1 Hour

Panelist: Ryan Brown, Assurance

Lock Out and Machine Guarding are critical safety procedures in a recycling facility. Improper procedures are a leading cause of fatal and severe injuries and remain an OSHA focus item.

This webinar will discuss what a complete lock out program consists of and practical machine guarding for the recycling operator.

Register Now!

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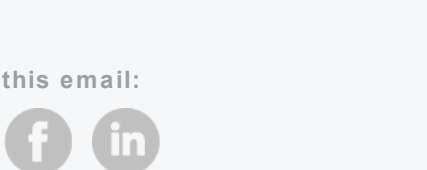
Do you have industry content to be considered for CDRA's monthly e-Newsletter? We encourage you to submit ideas as often as you have them.

Although not every news item is shared, we will review each submission based on our audience's interests and information needs.

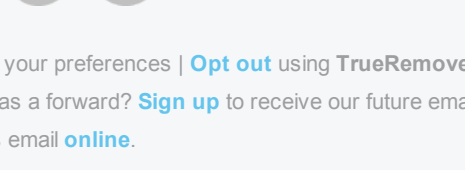
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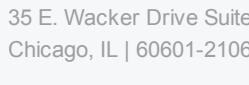


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