



To: San Juan County

RFP: San Juan County Landfill Scrap Steel Sale

10/31/23

From:

Acme Iron and Metal Co., Inc.

6142 2nd Street NW

Albuquerque, NM 87107

Telephone: (505) 345-2457

10/31/23

Proposal Submitted in Response to RFP for San Juan County Landfill Scrap Steel Sale

County San Juan County

Purchasing Agent: Mary Nakai /County Chief Admin Officer Mack McDonald

mmcdonald@sanjuancounty.org

Ref: San Juan County Landfill Scrap Steel Sale

ACME Iron and Metal Co., Inc., and subsidiaries

Ace Builders Inc., dba Ace Metals

Albuquerque Metal Recycling Co., Inc.

Rio Rancho Recycling

Acme Iron and Metal Co., Inc.
P O Box 6605
Albuquerque, NM 87197
Commercial Manager: Ryan Hibler
Cell Phone: 505-220-4467
Email: ryan@acmeironandmetal.com

Executive Summary

Acme Iron and Metal Co., Inc. (Acme) is a New Mexico corporation founded in 1954, and has been in continuous operation for the last 60 years, at the same location, 6144 2nd Street NW, in Albuquerque, New Mexico, 87107.

Acme has successfully grown over the years due to hard work and good business strategies. This means we have remained focused on our customer needs by developing successful relationships and improving our internal and production operations in order to provide a more cost effective, high quality product and services. Our employee basis has also grown over the years and now stands at approximately 160, where we may be seen as a significant employer in the community.

As Acme has grown, it has increased in size, capability, technology, and efficiency. And some of our growth has been through “startups” or acquisition of other plants. Now, Acme Iron and Metal Co., Inc., operate from eight (7) locations, in the greater Albuquerque area, Rio Rancho, Bosque Farms, and Roswell. Another factor to our growth has been our financial strength . . . sure-footed and steady. We have built a strong financial rating as reported by Dun & Bradstreet. This means, Acme is “in it” for the “long-haul” and by its historical experience, illustrates our ability to whether various economic market issues, and adapt to new strategies.

These subsidiary companies are in control ownership and management of the parent corporation, Acme Iron and Metal Co., Inc. These subsidiaries are:

Ace Builders, Inc., dba Ace Metals
5711 Broadway Blvd., SE
Albuquerque, NM 87105

Albuquerque Metal Co., Inc. (Shredder Yard)
3339 2nd Street SW
Albuquerque, NM 87105

Industrial Leasing of New Mexico dba Rio Rancho Recycling
110 Frontage Rd NE
Rio Rancho, NM 87124

Acme Iron Metal Co., Inc., the parent company has a physical address of:
6144 2nd Street NW
Albuquerque, NM 87107

Acme’s Satellite locations:

201 Juan Tabo Ave NE
Albuquerque, NM 87123

1220 Bosque Farms
Bosque Farms, NM 87068

1100 East McGaffey St.
Roswell, NM 88201

We combine a broad-range of experience with specialized knowledge of the metal commodities and metal commodities market, reflecting over one hundred thirty years of accumulated management experience. Combining our knowledge and our volume in metal purchases and sales provides us with a true competitive edge in providing competitive pricing for those selling commodity to us as well as competitive pricing when selling commodity to others.

Over the years, we have embraced a quality working relationship with both sellers (over 5000+ in this last year alone), and also with buyers, (local to national companies) of our commodities.

Acme commits to performing in the most competent fashion.

Employee, Safety, and Health Program Document

This program document regarding ES&H exemplifies our highest corporate objective, which is employee safety.

Employees are our most important asset and their safety is our greatest responsibility. It is the policy of Acme Iron and Metal Company, Inc. to provide a safe working environment by eliminating unsafe acts and conditions and to provide appropriate personal protective equipment and safety devices where hazards may exist. Further, it is our goal to create a safety culture among our employees which fosters an understanding that he or she has the ultimate responsibility to work safely.

Our employees are provided monthly safety training on-site, and their attendance is mandatory. We have contracted with "Safety Counseling, Inc." located at 3207 Matthew Ave., NW, in Albuquerque, NM 87107; telephone: 505-821-5888.

We wish to point out and emphasize that since we implemented the contract with this new safety training subcontractor (over the last 16 months or so), we have seen a substantial reduction in employee accidents. We are aggressively moving in the right direction to mitigate employee accidents or injury.

No task is so important or so urgent that we cannot take the time to perform it safely!

Acme's Worker's Comp Experience Modifier Rate.

Our EMR trend is as follows:

2022-2023- .85

2021-2022- .87

The EMR trend is in part a reflection of the company safety education/training programs, plus management's seriousness in supporting a good safety culture.

Capability Statement

ACME Iron and Metal Co., Inc.

6142 2nd Street NW

Albuquerque, NM 87107

Company Profile

and

Capability Statement

Acme Iron and Metal Company, Co., Inc., (and with its wholly owned subsidiaries) is the largest scrap metal recycler in the State of New Mexico. The company was family founded and remains family owned since 1956. We pride ourselves with honesty, integrity, and superior customer service through each of our 100+ employees.

Capabilities

In our capability as a modern metal scrap processor, we are buyers of all forms of metal, non-ferrous and ferrous commodities. More specifically, through our technological equipment and state of the art operation methods, we accept for process: all varieties of aluminum, copper, brass, tin, steel, plus other items such as vehicles, batteries, zinc, electric motors, radiators, aluminum cans, and appliances.

We have heavily invested in a new state of the art \$10M 5000 horse power shredder and conveyer/separator system. We can now provide a much more efficient shredding and sorting process of material leaving less waste which enhances our friendly environmental waste objective. All material is processed at our New Mexico facilities either in Albuquerque or Rio Rancho.

To further support our customers, we have the ability to collect material in a variety of methods, such as roll off containers, flat beds and steel-sided trailers with a 24-hour turn around period from date and time called. We provide all logistics, planning, production, scheduling, pickups, transportation, segregation and disposal of said material for our customers.

Our internal production consists of shredding, cutting, shearing, baling, cable stripping, segregating and a variety of other yard operations to prepare our commodities for shipping. Our production facilities support virtually any metal commodity.

Acme also maintains a huge inventory of heavy duty shop equipment and a large fleet of commercial vehicles. We scan all inbound truck loads for low-level radiation and use only certified truck weigh in/out scales.

Price

Acme and its affiliates are constantly performing an internal review to maintain our ability to pay the most competitive metal commodity prices to our customers (based on current markets).

Customers

Some governmental agencies we currently service are as follows:

The City of T or C

City of Albuquerque,

Sandoval County

Bernalillo County

Sandia National Laboratory

Los Alamos National Laboratory

We support hundreds of commercial customers (other larger businesses) plus smaller companies, and of course, we purchase material from a huge number of individuals (in the thousands).

Again, Acme is pleased to customize operations to support our customer's needs.

Management

Our managing partners each have lengthy metal recycling experience and are active in day-to-day operations. They have developed an excellent matrix of staffing over the years in order to accommodate and maintain efficiency for the numerous production logistics for a company of our size and capability.

Our management team performs "on-going" employee safety training, maintains personnel policies and procedures, equipment maintenance assessment and a constant review of production methodology. Supervising sound fiscal management, developing future planning, and business strategy are among our management team's strong attributes.

Compliance

Acme is pleased to comply with all state and federal reporting requirements and is also vigilant in maintaining any and all permits, licenses, and inspections that pertain to our industry. And, just as important, we strive for only a positive working relationship with any regulatory agency.

Contact

Please call Ryan Hibler, Commercial Manager for Acme Iron and Metal and our above mentioned affiliated recycling yards for any questions.

Thank you for considering Acme Iron and Metals (and its affiliates).

Ryan Hibler, Buyer and Seller of Metal Commodities

Direct: (505) 220-4467

Federal ID # 85-0232355

NM CRS # 01-806892008



Scope of Work

Acme Iron and Metal Co., Inc. (Acme) has reviewed all requirements in the RFP Scope of Work, and asserts that we are ready and able to perform all tasks as we have preformed for the San Juan County Landfill for almost two years now.

Primarily, with our experience with scrap removal, Acme Iron and Metal is most familiar with working with many Counties and Municipalities. We understand and work hard to accomplish the timelines of the RFP during the handling and safe transport of the recycled material.

As illustrated in prior documentation regarding the variety of transportation and cargo vehicles, we are ready to supply all internal labor and equipment required to support the removal of the scrap steel.

Our operators are quite familiar with the identification of the various metal commodities and or identify hazardous or explosive materials, such as enclosed cylinders. We will set aside such items as well as any and all nonmetallic materials.

Acme uses State of New Mexico certified truck scales and bonded and trained certified weigh masters.

All of Acme's scale operations are automated with the latest technology. This means our computer generated scale tickets directly interfaced from the scale reader eliminates the possibility of human error, which is typing in wrong numbers!

Our scale operations also takes three camera shots when the scale master clicks the automated gross button, taking a picture of the vehicle's rear angle, a picture of the load from above and a front angle. These three pictures are then transferred into an electronic PDF file along with the automated scale ticket records. One can easily verify and/or audit that the picture of the commodity matches the commodity listed in that particular scale/purchase ticket. This scale/purchase ticket remains a permanent record in a searchable/sortable database, available for review at a moment's notice.

With a good driver, a fully automated scale operation system, and good administrative personnel for support, Acme is sure to provide greater quality assurance to our customer.

Acme would process payment according to RFP specifications. Acme has the ability to pay via wire, ACH, or check voucher.

Quality Assurance

Quality Policy

Acme Iron and Metal Co., Inc. is committed to quality products and services. Our staff from the top down: management, drivers, scale masters, sorters, equipment operators, cashiers, and accountants are affiliated by a common dedication to perform work right, on time and within budgets. We continually pursue improvement in our capabilities and accomplishments so that our products, services and operations meet or surpass customer requirements. Each staff member is respected for his or workmanship and has unquestionable authority to stop work of any unacceptable quality product or service. Acme prides itself in its reputation as a quality business and values the integrity of its relationships with its customers, suppliers, and regulatory agencies.

Quality Objectives

Acme Iron and Metal Co., Inc. strives to achieve the following objectives, consistent with our quality policy:

1. Meet or exceed customer requirements and expectations;
2. Perform quality work safely while protecting individuals and the environment;
3. Identify and eliminate conditions adverse to quality;
4. Identify and act on opportunities for improvement;
5. Continually measure and monitor processes to confirm quality; and
6. Maintain and support an effective quality management system.

Security

Acme Iron and Metal Co., Inc. has in operation a most sophisticated security system which safeguards all yard material from potential theft.

Currently each yard has incorporated an elaborate array of field cameras which provide real-time video and instant electronic storage of all recorded data. These cameras are also equipped with infrared sensors making them capable for nighttime performance. In one yard alone we have over 20 cameras in order to maximize coverage.

These cameras also provide us with a managerial tool to verify the movement, processing, or the unloading or loading of material. Management tracks all metal inventories until shipped.

Our camera system allows management with remote access, again increasing its ability to supervise all aspects of inventory movement.

Also incorporated through our plants are motion sensors which are alarm points that greatly enhance nighttime security.

Lastly, we have a contract with an outside security firm to drive to each yard periodically each night to survey in-person for any oddity.

References and Projects Similar

CBH Truck and Salvage

Bob Huish 505 402-4419

Two to three times a year, we mobilize an Eljon 580 baler with an operator to bale and remove 300 to 400 tons of scrap materials. After enough bales of been processed, we then send in a flatbed truck for removal of such bales. This will take place until all material has been processed and removed.

Aztec Auto Salvage

Bob Pollack 505 860-2498

When needed per customer request, we'll mobilize either an Eljon 580 baler or an EZ Crusher A+ car crusher with an operator to bale or crush 300 to 400 tons of recycled vehicles. After enough vehicles have been processed, we then send in a flatbed truck for removal. This will take place until all material has been processed and removed.

Estancia Valley Solid Waste Authority

Danette Cabber 505 705-1936

When the landfill reaches 200 plus tons, we'll mobilize an Eljon 580 baler with an operator to bale the landfills recycled material. Once enough bales have been processed, we'll send either a flatbed truck or an open top trailer to remove the bales. This will take place until all material has been processed and removed.

Strategy/Methodology

We are proposing to provide a full-service metal recycling program that includes, but is not limited, the baling and pickup of recycle material from the customer's location, return the metal load to our facilities for accurate disposition of net weight and metal commodity identification, to process and shred, all in a manner, supporting environmental compliance, soundness in safety practices and compliant to DOT rules and regulations.

Timeline

Our objective is to mobilize equipment no later than one week after notification of the winning bid. This will be accompanied by an operator of the before mentioned Eljon 580 Baler. With the estimated tonnage of around 200 tons and with the cooperation with the County, we anticipate the processing and removal of the San Juan County Scrap Steel material to be no longer than 30 days of start date.

Pricing

(see attached "Attachment A" worksheet)

Scrap Metal: \$80 a net ton (2000lbs)

Copper/Aluminum: 90% of Fastmarkets Monthly Average Index's for Copper No.1 Heavy US Index and Aluminum Scrap Old Sheet US Index.

(see attached indexes with email, which will be supplied at the date of services.)

Example:

Copper No.1 Heavy US Monthly Average \$315 @90%= \$283.50lb

Aluminum Scrap Old Sheet US Monthly Average \$.42 @90%= .37.80lb