



PEOPLE, TEAMWORK, EXCELLENCE

Letter from the CEO

As the first quarter of 2021 comes to a close, it is early reminiscent of the same timeframe in 2020 - namely, business is strong, commodity pricing is supported by good market fundamentals and the company is profitable. What happened in the 12 months in between is remarkable and we are not out of the storm yet, but there is sunlight ahead.

Sadoff, like many businesses, organizations and individuals is adapting to the new normal. Vaccines are rolling out throughout the country and world; kids are back in classrooms and people are looking forward to the spring and summer.

We have developed a cross-departmental team at Sadoff called the "Business Transition Team". These dedicated team members have been working behind the scenes since early in the pandemic to study best practices, adjust to changing health requirements and meet new business needs. This work continues as we enter new phases. Thank you to these team members and thank you to all Team Sadoff for staying together, supporting each other and finding a way to make Sadoff the Preferred Choice as an employer and to our customers.

On behalf of our family, I wish you all a wonderful spring!

At Sadoff we work every day to enhance the quality of life by creating security through sustainability.

Best personal regards,

- Brass & Copper Awards
- 40 Brand Logos with Hidden Messages
- Congratulations to David Borsuk
- Sadoff in Our Community
- Herb Garlic Meatloaf Recipe
- Attendance Pays
- National Heart Month Winners
- Mike Kocourek Retirement
- Blueberry Yogurt Lemon Bars Recipe
- Cross Word
- Milestone Anniversaries

Mark Lasky Chief Executive Officer



Congratulations to our monthly brass award winners who each have received a visa gift card valued at \$25.00 along with a handwritten thank you card for their proactive efforts and actions that have been identified as above and beyond the call of duty.

Tenille Graf, Chris Wells, Rena Bulatao, Jon Treleven, Dianna Elliott, Antonio Gray, Rafael Gonzales, Kevin Leclair, Bill Hanselman, Shelly Lackey, Marilyn Roach, Paul Hanson, Patrick Garrison, Lori Hewitt, Aaron Radl, Fabian Pena, Bill Hanselman, Andy Coates, Gary Courtright, Jeff Immel, Dale Gudex, Amber Altenhofen, Elyssa Amweg, Jake Schneider, Steve Neu, Dave Casper, Steve Napoleone, Ron Schlafer, Tom Perry, Rob Wilkum, Chris Leisering, Phillip Gracyalny, Steve Schultz, Brian Hilbert, Tyler Gilgenbach, Brice Borgmann, Randy Bonlender

Congratulations to our recent copper award winners who have been selected from the brass award pool. Each received a bonus of \$150.00, \$100 gift certificate to our company logo store and a lunch/snack/breakfast for their department.





Kris Schmeider



Gerald Brown



Pat Murphy



Lenore Epp





Keegan Taivalmaa and Chi Lor



Raquel Lord & Tanya Smith

Not Pictured

Matt Hoepner **Brad Keohler** Shawn Baker Mary Groeschel Frank Villaire Steve Hartman





FedEx advertise their speed and deliver accuracy more than you might think, and actually promote these factors it their logotype by hiding an arrow between the 'E' and the 'X'.

amazon.co.uk

allalla

CISCO



VA10

TOUR. France

1 LG

NORTHWEST AIRLINES

Cafayeffe







TOBLERONE

Continental

baskin B Probbins

Shelter









50













HERSHEYS KISSES



Sun









Coca Cola



Congratulations to David Borsuk

ISRI's 2021 Lifetime Achievement Award Recipient

David Borsuk is one of this year's recipients of ISRI's Lifetime Achievement Award. Having most recently served as senior advisor at Sadoff Iron & Metal Company, Borsuk will be acknowledged for his years of service and dedication to the industry during ISRI2021, ISRI's virtual convention. Scrap News recently spoke with Borsuk about his distinguished career and how to solve some of the most pressing challenges facing the industry.



Can you tell me about the various roles you've held during your time with Sadoff Iron & Metal Company?

During my career with Sadoff Iron & Metal, I've held a variety of roles. My initial roles were construction manager and dispatcher. After going into Maintenance, Repair, Operations (MRO) purchasing and working at another division, I came back and became responsible for our industrial marketing. That morphed into managing our key industrial accounts.

Early on, I also got involved in regulatory affairs, both environmental and legislative. I became a quality manager and managed the quality department when we became the first scrap processing facility in Wisconsin to be [certified by the] International Organization for Standardization (ISO) in the '90s. Later in my career, I was exclusively involved in environmental and legislative affairs. I managed some industrial accounts and also worked closely with some of our foundry accounts. I also participated in another trade association, the American Foundry Society (AFS).

You've been in the metals recycling industry for more than 50 years; how were you introduced to the industry, and what's kept you around for five-plus decades?

My father and Ed Rudoy (founder of Sadoff & Rudoy Industries) were partners in one of the foundation companies of Sadoff & Rudoy Industries. I was, if you will, born into the industry at a very early age.

I find the industry to be incredibly dynamic and unique. It's a commodity-based industry, a market-based industry, as well as a manufacturing industry. All of these different components make it a very exciting industry.

What's a significant change you've observed during your time in the industry?

One of the most significant changes that I've seen in the industry has been the recognition that safety has become a value in many companies. It's something not just to be wordsmithed or mouthed, but to be practiced. The commitment starts from the top and is transmitted to the bottom, and there's a true feeling that the welfare and safety of employees, both on the job and at home, are important. I think that's really evolved over the last number of years.

As much as businesses have changed and gone from a lot of small, family-owned companies to larger, integrated scrap processing companies, the challenges have not changed over the years. I think that one of the biggest challenges that faces our industry is the lack of engagement either within our own community or within our own trade association. It may be framed a little different than it was 50 or 70 years ago, but it needs to be continually emphasized.

What do you all do on your end to increase engagement, and do you have any tips for other companies on how they can increase their engagement?

It's really difficult. You have to recognize that our business, regardless of which community you're in, does not fly under the radar. We're not anonymous. So it's important, whether we talk to owners, site managers or corporate leadership, to promote that engagement within the trade association and within their community. The challenges that we're facing, whether it's environmental or regulatory, are affecting everyone within our industry. This is one of the times when individual site location and company involvement is critical.

Some of the challenges we face are because we have not continuously been a part of the community. We are facing some of these challenges on our heels. Some of the challenges are legitimate, some are not recognizing our industry. Some of the challenges become emotional, but one of the ways that we can meet these issues is on a grassroots or one-on-one basis. And to be effective it has to be continuous. It's not as simple as throwing a party once a year; you need to be involved on a much more regular basis than that.

How were you introduced to ISRI, and what was your initial impression of the association?

I was introduced very early when Ed Rudoy would take me and his son-in-law, Sheldon Lasky, chairman of Sadoff Iron & Metal Company, to Wisconsin ISRI (WISRI) chapter meetings. He'd also take us to legislative affairs meetings with our lobbyists. Early on, you would find the dynamics of networking, of fellowship, of competition...there was also a desire to meet the challenges of the outside regulatory environment and community environment in a collaborative way.

When you received the news that you were this year's Lifetime Achievement Award recipient, what was your reaction?

I was speechless because it's something that you don't expect or prepare yourself for. I was really humbled, especially when you look back and see the men and women that have received this award in the past. To be held in that esteem with them is something that's very difficult to put into words.

You've accomplished a lot during your time in the industry; what do you hope is your lasting legacy in the recycling industry?

I think [the legacy I'd like to leave] is that I was an advocate, both for Sadoff Iron & Metal as well as for our industry. I also tried to continually commit [us] to excellence.

What advice would you give to the next generation of recyclers?

As much as things change in this industry, they stay the same. Many of my first recollections of the industry were challenges of being accepted within the community, being accepted as businesspeople, and trying to deal with environmental, regulatory, and legislative challenges. These challenges have not changed, but a lesson I learned early on was that it's critical that you become engaged within your community, within your industry, and within your industry trade association, to protect both the interests of your company, as well as the industry. This will allow your industry to succeed.





Respect

We will respect each other and listen with an open mind

Communication

We will provide complete, impartial and timely information to each other.

Teamwork

We will work together in the best interests of the company. We will address conflict with an individual directly, constructively and confidentially

Trust

We will build and encourage trust with each other

Recognize

We will actively recognize and celebrate successes

Honesty

We will be upfront, honest and direct
We will call each other on any violation of these Rules of the Road



EDUCATE & INSPECT

- ► Know your MAP
- Understand buying specs
- Educate suppliers

Educating suppliers about material requirements has the greatest impact in preventing added costs and inefficiencies caused by NC material entering our scrap stream.

SAFETY, SATISFACTION AND PREVENTION OF POLLUTION FOR THIS WE ARE ALL ACCOUNTABLE!





INBOUND DELIVERY TEAM

CHECK FOR NC MATERIALS

- ► Know the MAP
- ► Check load prior to hauling
- ► Ensure any NC are communicated

Catching any non-conformities before they are hauled to the yard reduces risk of those materials entering our scrap stream and assists the inspection process.

SAFETY, SATISFACTION AND PREVENTION OF POLLUTION FOR THIS WE ARE ALL ACCOUNTABLE!



Sadolf in Dur Community

Lutheran Home in Fond du Lac

What a great year we had raising money for our annual holiday gift giving for the residents of the Lutheran Home in Fond du Lac. Thank you everyone that was able to contribute. With that said, your generosity was so tremendous that we were not able to spend all of it on gifts. The total amount of donations including the company match was \$3,180. The remaining portion after gifts were purchased was \$1,056.22. We have decided to donate the remainder to Holy Family Church.

Again, thank you all for generously donating especially in the year 2020 when things for everyone were difficult.

Please see the below letter from Holy Family explaining where the money will be used.



271 Fourth Street WayFond du Lac, WI 54937920-921-0580

www.hffdl.org

Holy Family Catholic Community would like to thank Sadoff Iron & Metal for its generous

Since the start of the COVID-19 pandemic in March, those who are homeless in Fond du Lac have struggled to find a place to stay warm during the cold months as the organizations they typically went to have been forced to limit their hours and visitor access. In November and December, Holy Family, along with other local churches, organizations, businesses, and the City of Fond du Lac, began meeting to discuss the options available to provide shelter at this

Seeing the temperatures drop, and community members without a place to go, Holy Family Catholic Community decided they needed to open the St. Mary's Outreach Center, located in the former rectory of their downtown site, St. Mary's Church.

The St. Mary's Outreach Center is open from 8:00 am to 5:00 pm Monday through Friday for clients of The Salvation Army's Warming Shelter, which provides a place to stay for up to 40 people each night in winter. Trained volunteers manage the center, and help those in their care in any way they can. While the first step is to provide shelter, the St. Mary's Outreach

Several community organizations are supporting the center by contributing resources, food, advice, and assistance, including the Fond du Lac Family YMCA, Fond du Lac Public Library, Salvation Army of Fond du Lac County, St. Vincent de Paul, and Solutions Center.

For all their support - and that of Sadoff Iron & Metal - Holy Family is grateful.

A Recipe for Health

Budget-Friendly Herb Garlic Meatloaf

This savory budget-friendly meat loaf is just as good as classic meatloaf. Our diabetes-friendly version is made with lean ground turkey and is seasoned with fresh herbs and garlic. For a complete meal, serve with over roasted sweet potatoes (they can roast alongside the meatloaf in the oven) and a non-starchy vegetable side or simple green salad.













Ingredients	US Metric
nonstick cooking spray	1
whole wheat bread	1 slice
egg substitute	1/4 cup
lean ground turkey	20 oz
garlic (minced)	2 clove
fresh oregano	1 tbsp
fresh basil (chopped)	1 tbsp
ketchup (divided)	1/2 cup
salt	1/4 tsp
black pepper	1/2 tsp
balsamic vinegar	2 tbsp

Directions

- 1. Pre heat oven to 375 degrees F. Coat a loaf pan with cooking spray. Set aside.
- 2. In a medium bowl, break up the piece of whole wheat bread into pea-sized pieces. Add egg and mix well.
- 3. Add turkey, garlic, oregano, basil, 1/4 cup ketchup, salt (optional) and ground black pepper. Mix well.
- **4.** Press the turkey mixture into the loaf pan tightly. Put in oven to bake for 20 minutes.
- 5. While meatloaf is baking, whisk together remaining 1/4 cup of ketchup, balsamic vinegar and hot sauce (optional).
- **6.** After the meatloaf has baked for 20 minutes, pour the ketchup and balsamic glaze over the meatloaf. Return to the oven to bake for an additional 15 minutes or until the internal temperature of the meatloaf is 165 degrees F.
- 7. Let the meatloaf rest for 10 minutes, then slice into 6 equal portions.



Attendance PAY\$

Be Here! Bonus

All Day, Every Day. Good Attendance Pays. PERFECT ATTENDANCE really PAYS!

The following employees received a BONUS of \$668.97 for Perfect Attendance!

Chris Abel James Baetke Brice Borgman James Brown David Fisher Joe Goebel Dale Gudex Doug Halbrucker Brian Hilbert Mike James Jordan Janke Jan Johnson Kevin Kimpel Mike Kletzine Brad Koehler Duane Kuhlow Todd Machtig Mike O'Connor Aaron Olivas Mark Raether Rick Rhoades Ross Sales Paul Schmitz Steve Steffes Mark Stuck Chuck Thurman Dick Warner Elton Westhuis Mike Wuest

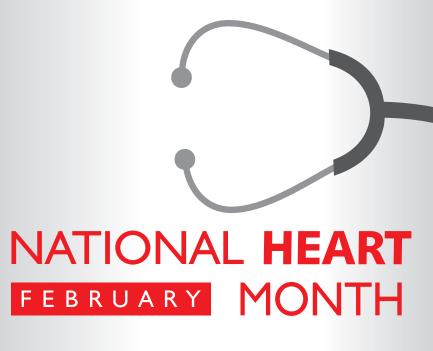
The following employees received a BONUS of either \$50, \$100 or \$150 for nearly perfect attendance:

Dean Andresen Todd Bonlander Dave Braeger Gerald Brown Demetirus Cary Shawn Charlier Taylor Danielson Dan Eirich Tyrone Fairbanks Phil Ferguson Mark Griswold Lucius Hageman Paul Hanson Steve Hartman Bryan Heberer Steve Henry

Steve Hetrick
Trace Hoover
Corky Jebron
Joe Joo
Terry Kimpton
Mike Kocourek
Chris Leisering
Edgar Olmedo

Martin Reyes Jim Saiberlich Kris Schmieder Jake Schneider Jim Schnuelle Dale Snortum Ken Steffen Mike Tetting

Jim Titel Abel Valdez Trevor Wade John Wen



What an incredible turn-out,

92 Sadoff employees pledged to take a step towards a healthier heart in February!

The winners of the \$25 gift cards are...

Mary Lohry and Brian Wells

Take care of yourselves,

Your Sadoff Wellness Committee



Congratulations on Your Retirement!

Mike Kocourek

Mike Kocourek began his career working with scrap over 40 years ago. Although Mike officially started with the Company back in March of 1981, he really began his scrap metal career 7 years earlier, when as a fresh 18-year-old he came to work for the Alfred Muchin Co...and has been here ever since.

Over the years Mike has held several jobs in the yard, he started as a Torch man and worked his to Yard Supervisor, and even the Manitowoc Yard Manager for a couple of years. Over his long career, Mike has seen a lot of interesting things come into the yard, but one of the most interesting for him was when they received eight train cars to be scrapped out. To do the dismantling job they brought in a Liebherr Crane with a Shear to rip the cars apart, he said that was really something to see.

On more of a personal note, Mike is married, has raised 7 kids and now enjoys 15 grandkids. In his spare time, he enjoys the outdoors, hunting, fishing, splitting firewood, and spending time with the grandkids. He says he is looking forward to his retirement when he can spend more time doing all those things, and just being able to relax.

Congratulations Mike - we hope you enjoy retirement!







A Recipe for Health

Blueberry Yogurt Lemon Bars

A crunchy, graham cracker crust is the perfect foundation for this creamy, citrusscented bar. A cross between cheesecake and a lemon bar, this sweet treat is sure to evoke some childhood memories!











Scrapping Unhealthy Lifestyles

Ingredients

Nonstick cooking spray	1
unsweetened graham cracker flour	1 1/2 cup
avocado oil	3 tbsp
lemon zest (freshly grated, divided)	2 tsp plus 1 tbsp
fine sea salt	1/4 tsp
whole egg	1
egg whites	3
nonfat vanilla Greek yogurt	2 cup
maple syrup	1 tsp
lemon juice (freshly squeezed)	1/4 cup
fresh blueberries	3/4 cup

Directions

- 1. Heat oil in a large Dutch oven over medium-high heat.
- 2. Add chicken thighs and sauté for 3 minutes per side. Remove from pan and set aside.
- 3. Add margarine to pan and melt. Add onion and sauté for 2 minutes. Add mushrooms and sauté for 3-5 minutes until liquid is released; stirring frequently.
- **4.** Add balsamic vinegar to pan and cook with mushrooms for 1 minute. Add chicken thighs back to pan and place mushrooms on top of chicken. Pour chicken broth into pan.
- **5.** Bring the chicken broth to a boil. Reduce the heat to medium-low, cover the pan with a heavy, tight-fitting lid, and simmer for 25 minutes.



Cross Word Contest Q1 - Win \$100 for Our Company Store:

How to Participate:

- 1. Complete the below cross word
- 2. Include your name in the space provided
- 3. Send the completed page with our intercompany mail to the Fond du Lac office attention Jason Lasky. You are welcome to ask your supervisor to assist in getting it to FDL.
- 4. Completed entries will be entered into a drawing for a chance to win a \$100.00 gift certificate for use at our online company logo store.
- 5. All entries must be received by May 15, 2021

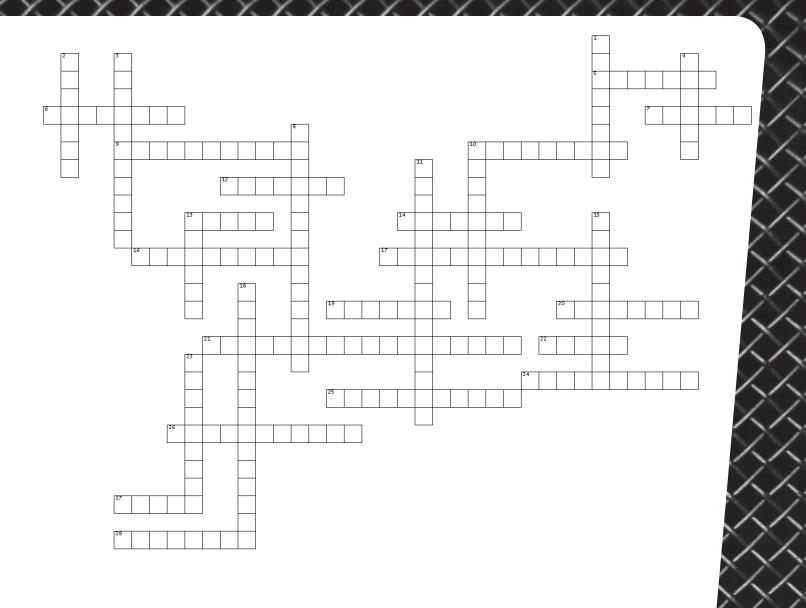
The Scrap Life

ACROSS

- 5. The founder of our company
- 6. Education necessary to keep you and others safe
- 7. A term for a small piece of equipment often used to collect material directly from a manufacturing line
- 9. Where we live and what we strive to protect
- 10. The term used when we refuse to purchase scrap or if our material is sent back to us from a consumer
- 12. What our customers demand from us in every load we ship
- 13. A piece of equipment used to cut material to a specific size
- 14. Another name for a very large cardboard box
- 16. Material that does not contain Iron
- 17. The term used that defines the material or chemistry requirements that we must follow in working with our consumers
- 19. A type of customer that we sell scrap to
- 20. If you know crosswords you know this commonly used name hint...he was in *MASH*
- 21. Our vision is to be _____ _____
- 22. Where all scrap transactions begin and end
- 24. The term for a trailer being pulled behind a lugger truck
- 25. The number of pounds of one net ton
- 26. The official title of the responsible for operating the scale
- 27. Piece of equipment used to densify materials into large blocks
- 28. The Largest Piece of Processing Equipment in a Scrap Yard

DOWN

- 1. A term for the person that runs a piece of equipment
- 2. Material that contains Iron
- 3. This department is critical for keeping equipment running smoothly
- 4. Pennies used to be made mainly of this material
- 8. A type of material that is rust resistant, shiny and often use in the making of appliances
- 10. A piece of collection equipment that is used to collect scrap at an account
- 11. Our electronics recycling business unit also provides ______services to protect the private information of our clients
- 13. Defined as the absence of risk
- 15. Type of transportation equipment that is covered and typically hauls Nonferrous materials on skids
- 18. Most people refer to this piece of equipment as a crane however it is actually called a ______
- 23. This person identifies and authorizes deductions if necessary



Name: _____

Q4 Word Search Contest Winners!

Each person received a \$100.00 credit for use in our company store.

- Laurie Bonelli Sheboygan
- Lenore Epp Fond du Lac
- Jay McPherson La Vista
- Dave Braeger Fond du Lac
- Heriberto Bautista Manitowoc



Milestone Anniversaries

Thank you for your years of service!



Michael Kocourek 40 years



Dean Anderson 10 years



Demetirus Cary 5 years



Steven Hetrick 5 years

