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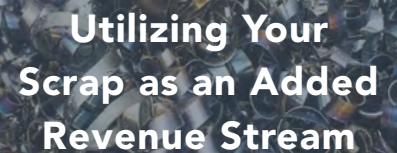
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January 2020



HARDING
METALS, INC

SEE PAGE 3



**Utilizing Your
Scrap as an Added
Revenue Stream**

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COVER PHOTO : HARDING METALS, INC. | 42 Harding Drive | Northwood, NH 03261

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Welcome to 2020! Two decades removed from Y2K and doing just fine.

What are you doing this year to better your shop and bolster that bottom line? What are those New Year's resolutions you're looking to achieve? In this issue we put a focus on recycling. No, it's not a new concept. But it's a dire one. And, quite honestly, it'll help bolster that bottom line we just brought up a half-second ago... Scrap metal that is the byproduct of your operative day-to-day is literally money on the shop floor. Take hold of it if it isn't a working piece of your routine already. You laugh if you're hip to it, but believe us, not everyone is on "the same page." Thus, here's a friendly push in a beneficial direction for your company, the industry, mother earth, and, yes, the ol' bank account.

Speaking of new and revitalized, we've had a blast refreshing the Gateway Magazine and hope that you're enjoying the changes. One such change we're proud of is our online version of the publication. You can download a digital (PDF) copy of the magazine and we share all of our monthly features on the site that enable sharing across the web, making that spotlight shine a little brighter and work a little harder. Check it out at www.thegatewaymag.com and check back often as it's updated every month when the new edition hits your mailbox!

Happy New Year! If you've got a story idea you'd like us to work into the calendar, get at us! We'd love to hear about it, and love telling the tales that highlight the working pieces of our industry!



January 2020

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SIX DECADES OF PUTTING INDUSTRIAL SCRAP TO GOOD USE



If you've ever driven on Route 4 through Northwood, New Hampshire enroute to the state's capital, Concord, chances are you've seen two things. One is the abundance of antique shops, which is apt given that the road is known as "Antique Alley."

The second thing is the ornate, floral façade of Harding Metals, Inc. located at 42 Harding Dr. You've probably wondered what exists beyond said façade. You've probably thought, "that doesn't look like an antique shop." And, in large part, you are correct.

Harding Metals, Inc., incorporated in 1963 started at the hands of merchant marine, Edwin K. Harding Jr., who technically started his business in 1957 down in South Boston before moving the family and the company up to Northwood. Today, the business is run by two sons, Edso (who serves as President), and Joe (who serves as Vice President).





SO WHAT IS HARDING METALS, INC.?

In short, it's a scrap yard.

But it's not just any scrap yard. When you think about a stereotypical "scrap yard," you probably think dark and dingy, maybe permeating a curious formidable scent, and, a place you navigate cautiously be it by vehicular travel or by foot.

What you notice out of the gate when you start looking around the Harding Metal facility is that it's so clean. Everything has its place, and, depending on when you arrive, there's a street sweeping truck keeping the terrain tidy.

Harding Metals Inc. is the largest family run scrap and precious metal recycling operation in the northeast. Recycling some 120,000,000 pounds of scrap metal annually (among other things), Harding Metals stays extremely busy.

60% of their work stems from the industrial sector, dealing with the obvious scrap metal that's an abundant byproduct of manufacturing, to less obvious operative product such as the coolant that comes from machine shops to be filtered, cleaned, and fortified – selling the coolant back to machine shops far and wide in a "like new" state for approximately 50% of the cost of new coolant off the shelf.

Everything Harding Metals does is with the environment in mind. It's not a scrap yard where items come to sit in a pile until the rust away and corrode into the earth. This is a vibrant, working scrap yard that takes every possible measure to get the most out of every item and material that comes through its gate. From metal, to cardboard, to cords, to full on cars (and everything in-between)

MAKING RECYCLING EASY

What sets Harding Metals apart from other scrap metal recycling companies is how they work and interact with their industrial customers. To ensure efficiencies and strategic, mutual, fiscal gain, Harding listens to their customers' needs and puts an operative plan in place to make recycling easy and without much thought. People often shy away from recycling because they have to think long and hard about what is can be recycled.

(CONTINUED ON PAGE 6)

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Harding Metals provides many of its industrial clients with unique in-plant and roll-off containers (10 yard, 20 yard, 30 yard, 40 yard and 60 yard options) that outfit their manufacturing production lines and facility yard with a solution that collects scrap that is picked up and replaced as part of their innovatively efficient exchange program. Other options for scrap storage that Harding employs include specially designed in-plant containers, cardboard boxes (straps, liners, and skids available), drums (35 and 55 gallon options made of both plastic and steel), and self-dumping hoppers (amongst other things).

In general, these containers are pretty universal, but in the event an off-sized solution is needed, Harding takes the initiative to find a vessel that will get the job done as it pertains to the collection of:

- **Scrap steel**
- **Steel turnings**
- **Aluminum turnings**
- **Aluminum solids**
- **Assorted alloys**
- **Skeleton scrap**
- **Blanks**
- **And other assorted scrap byproduct**

Harding Metals, on average, conducts 12 tractor trailers a day, five days a week, 52 weeks a year from clients that typically exist in:

- **New Hampshire**
- **Maine**
- **Massachusetts**
- **Vermont**
- **Connecticut**
- **And Rhode Island (sometimes)**

Generally any pickup that can get done in a day is in the Harding Metals wheelhouse. the Harding Metals wheelhouse.

PUTTING THE COOL IN COOLANT

When we think of recycling we generally focus on things like cardboard, plastic, and metals. These are items we deal with on an everyday basis at our home and office, so they're by-and-large the go-to when it comes to recycling efforts and our individual missive of helping to improve the world we live in.

(CONTINUED ON PAGE 8)

CERTIFICATIONS:



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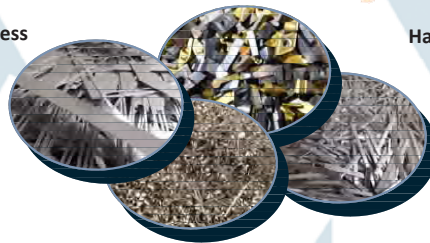
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BUT DID YOU KNOW?

As it pertains to the manufacturing industry a lot of fluids are being pumped through the operation of machines from oil to coolant – there are many expensive viscous materials that help our machinery run optimally. There are two key things at play here, and we'll start the dialogue with questions:

Did you know that you can easily recycle the coolant coursing through the operative veins of your facility(s)?

It's true. Many think the first course of action post-use is to ship it off to Safety-Kleen or a service of the like for disposal/removal. It's an "out of sight, out of mine" type of engagement...

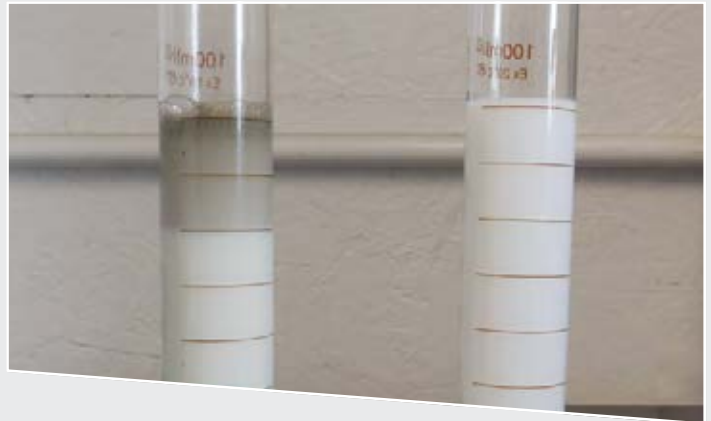
But what if you could send it off to a company that will, as mentioned above, filter, clean, and fortify the liquid and bring it back to a "like-new" state and giving it fresh life in the manufacturing process?

You can. Harding Metals has recently taken the stance of pushing the recycling (and manufacturing) industry forward by offering this service for their customers.

But wait, there's more!

Did you know that you can greatly reduce operative costs by purchasing these reconditioned liquids – saving an average of 50% compared to buying new?

It's true. The first action/option that comes to mind when you're a running machines is to just buy new and have it delivered. Many are set up on automatic delivery services. This is all fine and well, but why not bolster your bottom line by thinking outside of that industry trend...



Harding Metals is not only effectively bolstering the health of the environment by recycling scrap – they're also recycling coolant and other operative "life-blood" – opening a state-of-the-art processing plant in 2017 dedicated solely to revitalizing coolant and assorted oils.

Starting with metal chips they can extract anywhere from 5% to 25% of the weight from fluid. From 100 pounds of chips Harding Metals can effectively recover 1 to 4 gallons of reusable cutting fluid after it has been revitalized. In fact, in addition to their technologically advanced coolant recycling facility, they're also extracting these operative liquids from their onsite scrap turnings containment area which is set at a pitch and outfitted with a grate system that captures, stores, processes, and reconditions (with the help of an evaporation unit) metal working fluids (which also helps clean the scrap prior to processing and baling it).

There's a lot going on at Harding Metals, Inc. They are far from a mere "scrap yard." They are setting rejuvenated industry trends



(CONTINUED ON PAGE 10)

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as their place of the largest family owned scrap recycler in the Northeast and thrive off of doing right by their customers, making recycling a painless endeavor, and, in the process, doing their part to make the world a cleaner, and better place.

Harding Metals happily meet with their existing and prospective customers at their location for a no-obligation consultation to conduct an invaluable needs assessment, evaluate scrap management process, and recommend ways to improve efficiency and increase financial revenue from the byproducts you're creating as a part of your everyday working routine.

If you're off-putting any of the following, they want to hear from you:

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- **Steel**
- **Aluminum**
- **Copper/Brass**
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- **Low Grade Scrap**
- **Aerospace Alloys**
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- **High-Temp Alloys**
- **Titanium**
- **Ferrous/ Nonferrous Chips**
- **Punchings**
- **Turnings**
- **Borings**
- **Skeletons**
- **Inserts**
- **Bits**
- **Anything malleable that can be compacted**

If you've got scrap, there are better ways to deal with it than simply scraping it...

OUR MISSION:

"Our goal at Harding Metals, Inc., is to provide both the industry and the public with environmentally sound, modern methods of processing scrap metals to yield the highest profit to our customers. And we work hard to make sure that we offer the very best prices. In fact, we are continually trying new methods, and upgrading equipment, to improve our service—and your profit."

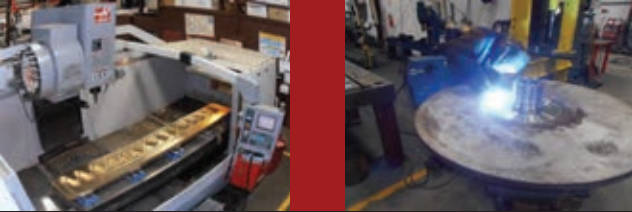


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Photo supplied by: Harding Metals Northwood, NH

**It's 2020. A new year. A fresh start.
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With new years come new resolutions, or a rehashing of resolutions you've made in the past but have failed to put into action. Also with new years come the annual business checks and balances and the notion of looking at new ways to generate revenue.

Why not recycling?

Recycling is not generally on most peoples' radar when they put resolutions to paper (or at least to thought). That said, it should be. Especially if you're managing a manufacturing facility and are dealing with a lot of post-production "scrap." We're sure you've thought about it, but now is the time to put it to action. Recycling is by no way a new, trending topic (though it is always trending...). But as we keep hearing more and more about how we need to "change our ways" in order to salvage the prosperity of the world we live in (earth), it's coming more and more to a head that things need to change. That means all of us. From the "waste" we create at home, to our place of work...

Let's cut to the chase.

As it pertains to the manufacturing industry, recycling is a quick, serious revenue stream.



Scrap = cash.

Cash = a more vibrant, and bolstered environment in your shop to help facilitate growth and advancement opportunities.

Why scrap the bi-product of your manufacturing processes when you can recycle it and get paid for the effort? It's a win-win. This isn't revolutionary thinking (we're aware) – there are just certain ideas that warrant a reminder. This is one of them.

BENEFITS OF RECYCLING SCRAP METAL:



You get paid, thus, you've engaged an additional revenue stream for the company.



You save natural resources, thus doing your part in "going green" to strengthen the literal environment.



You've enabled the opportunity to purchase newly processed, raw product from recycled scrap – thus reducing costs from the vantage point of mining, processing resources, etc.

Riffing on that last bullet for a second, it's estimated that over 80% of iron and steel used in foundries has been forged from recycled scrap. Utilizing this recycled steel requires an astounding 56% less energy than producing the same raw product by means of mining iron ore, and, while we're at it, it reduces carbon dioxide emissions by up to 58%.



80% OF IRON AND STEEL
USED IN FOUNDRIES HAS
BEEN FORGED FROM
RECYCLED SCRAP.

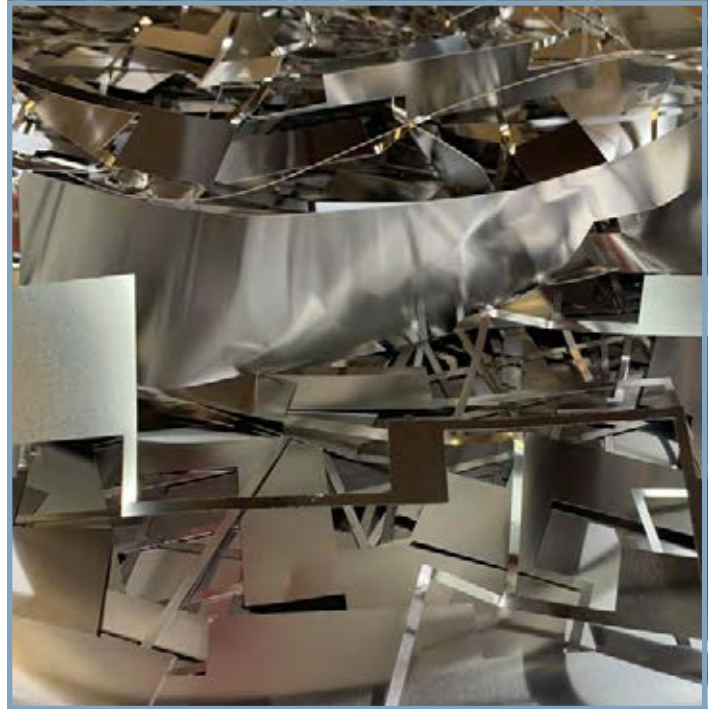


Photo supplied by: Mushield Londonderry, NH

WHAT KIND OF SCRAP ARE WE TALKING HERE?

By-and-large, scrap metal is separated into two general categories: ferrous and non-ferrous.

Ferrous alloys of note contain:

- **Iron**
- **Steel**
- **Malleable iron**
- **Gray iron**

Ferrous alloys are magnetic, thus making for a somewhat obvious character trait during the sorting process...

Non-ferrous alloys of note include:

- **Aluminum**
- **Copper**

Non-ferrous alloys are – you guessed it – not magnetic in nature.

(CONTINUED ON PAGE 18)

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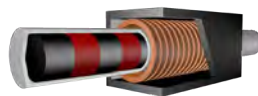
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FUN FACTS:

The United States alone processes more than 250 billion lbs. of scrap material a year.

Copper, which has been used by humans for more than 10,000 years, is the most widely recycled material on the planet. Copper or any of its alloys (such as brass or bronze), is used processed and utilized repeatedly in manufacturing due to its infinite recyclable life.

The most recycled material globally is steel. So much so, that steel in its entirety is recycled more than all other materials combined. Much like copper, the uncompromising metallurgical properties of steel allow it to be recycled and used in manufacturing processes over and over again with no degradation in performance.

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WHY RECYCLING SCRAP MATTERS...

On the surface, we've already mentioned that setting up a scrap recycling resolution plan in your shop helps you achieve "green" status from both the wallet and environment vantage points, but consider the following which was recently reported by the Institute for Scrap Metal Recycling:

- Nearly 500,000 jobs have been created by the industry
- Scrap metal recycling companies grossed more than \$10 billion in economic development
- Across all 50 states, the industry generated about \$90 billion in economic activity
- When U.S. recycling (across the board) levels reach 75 percent, it will be the environmental and CO2 equivalent of discarding 55 million vehicles from the roads each year, plus an accumulation of 1.5 million new jobs across the country

Let's wind this down. We'll end it with a series of open-ended questions and then send you off with a well wish:

What are you doing to increase easily attainable revenues in your manufacturing facility this year?

Is the recycling of scrap metal such as EDM wire, ferrous/nonferrous chips, punchings, turnings, borings, skeletons, inserts, bits, and really any malleable byproduct that can be compacted a part of your new year's business resolution?

Happy New Year! Welcome to 2020 – let's make it a prosperous one! Don't sweep that scrap into the dumpster, get it prepped for recycling and bask in all the glory of doing good by the environment and your bottom line!

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SOLAR MANUFACTURING -

Solar Manufacturing Builds MuShield's First Vacuum Furnace

Sellersville, PA, December 2, 2019 –

The MuShield Co. of Londonderry, New Hampshire, has commissioned Solar Manufacturing to design their first-ever vacuum furnace. The furnace, built with a SolarVac® Polaris control system and fully compliant to AMS2750E pyrometric specification, is designed to accommodate loads up to 36" wide x 36" high x 72" deep, and a maximum weight of 5,000 lbs. The Solar furnace operates at a vacuum level of 10⁻⁵ Torr with the capability of maximum temperatures up to 2400° F, and features an external quench system designed for pressures up to two bar. MuShield is expanding with additional space which will house the new Solar furnace. The company aims to better serve the magnetic shielding industry by providing material designed to protect sensitive electronics from magnetic fields.



“MuShield was already aware of our excellent reputation in the industry, and they were impressed with our facility when they visited earlier this year,” comments Jason Davidson, Solar Manufacturing’s Northeast Regional Sales Manager. “They were also impressed with results of testing performed for them by Solar Atmospheres, so we’re pleased they have placed confidence in Solar Manufacturing to provide their first vacuum furnace.”

Solar Manufacturing designs and manufactures a wide variety of vacuum heat treating, sintering, and brazing furnaces and offers replacement hot zones, spare parts, and professional service.

To learn more about Solar Manufacturing contact Pete Reh, VP of Sales, at 267-384-5040 x1509, or via email pete@solarmfg.com or visit us at www.solarmfg.com.

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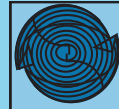
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