CO-OP CONNECTIONS

THE RECYCLED MATERIALS INDUSTRY NEWSLETTER FROM NASCO-OP™ Power of Numbers

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NASCO-OP coordinates the collective purchasing power of the recycling industry to provide members superior value on products and services.

In this edition

Scrap Theft.....1
Manager's Minute.....2
Vendor Spotlight: Beltservice.....3
Controller's Corner.....4
On the Road.....5
Meet Sam Baranauskas.....6
Anniversaries.....6

SCRAP THEFT IS A SERIOUS PROBLEM. WE'RE HELPING MEMBERS FIGHT BACK.

Scrap theft continues to be a serious concern for recyclers. A stolen load can mean lost revenue, missed deliveries, and hours spent trying to determine what happened. The issue was a hot topic at the recent ReMA Governance Meetings in Miami, Florida, and it reinforces the need for practical tools to help protect our industry.

NASCO-OP is partnering with 7P Solutions to bring members a new line of GPS tracking devices for trucks, trailers, and individual loads. We expect to launch this offering within the next 30 days.

Available in both disposable and rechargeable options, these compact devices are small enough to fit in your hand. Depending on the application, they can be installed with mounting brackets or concealed within a load, providing real time visibility as your material moves through the supply chain. Tracking options extend beyond the United States, with international coverage available depending on the device and service.

The benefits go beyond knowing where a shipment is located. Certain devices monitor light exposure, which can alert you when a closed trailer or shipping container is opened. Cable seal options can also provide notifications when a seal is opened or tampered with.



Route geofencing adds another layer of oversight. Members can establish routes and facility boundaries, with notifications when a truck leaves a designated area, travels off route, or remains idle longer than expected. That information can help your team identify potential problems sooner and respond with a clearer picture of what is happening.

These devices require an active cellular service subscription. We are finalizing equipment pricing and subscription options and will share those details as we approach launch.

Scrap theft deserves attention and action. Through our partnership with 7P Solutions, we're helping members put technology to work protecting their equipment, their material, and their business.

We look forward to helping you find the right tracking solution for your operation.

Recycled Materials Association — Sustainable. Resilient. Essential.
CARI ACIR
Automotive Recyclers Association — ROE – Recycled Original Equipment
National Demolition Association — Making Way

Find us on

MANAGER'S MINUTE
BY MIKE MORRISON



As we enter the last quarter of our fiscal year, I wanted to use the Manager's Minute article to recognize the people who make NASCO-OP work.

Our members know NASCO-OP for our industry specific products, low pricing, vendor partnerships, and year end patronage dividends, but none of those things happen without people. Behind every quote, order, invoice, phone call, and yes even the dividend check, comes from an employee working to serve our members and strengthen our position in the marketplace.

Our Customer Service team are often the first people our members speak with. They answer our phones, learn more about your business, prepare quotes, process orders, track down hard to find products, and work through the unexpected issues that inevitably arise. As the largest team in our office, our Customer Service Representatives are the familiar voices our members rely on each day for answers, assistance, and support. Their knowledge, patience, and commitment to helping our members are the HEART of what NASCO-OP provides.

Our Product Managers work closely with vendors, monitor pricing, availability, and negotiate on your behalf. Their job is to ensure we are offering the right solutions at the right price. Our sales team takes that work directly to the industry by visiting member facilities, attending trade shows, developing relationships, and listening to the challenges recyclers face every day. Their DRIVE and tenacity are what makes NASCO-OP hum like a well-oiled machine.

Our Marketing efforts help us communicate those products, programs, and opportunities more effectively. Whether it's through this newsletter, our website, industry magazines, email, or social media, that work helps our members better understand and take advantage of what the Co-Op has to offer. Marketing is the VOICE of our company, and it's very important for us to keep you up to date on all the things we're doing.

Our Bookkeeping and Finance team keeps NASCO-OP financially responsible. They manage our invoices, payments, reporting, our annual audit, and countless behind the scenes tasks that allow us to operate efficiently, and return the value you expect, back to our members. Providing transparent results on an everyday basis, they back up the TRUST we've built within the industry.

Our IT team works behind the scenes to keep NASCO-OP connected and operating every day. They protect and back up member information, support the systems our employees depend on, and ensure our ERP and CRM platforms work together as intended. When technical challenges arise, they respond calmly, solve problems, and keep our team moving forward. Their knowledge and dependability provide the STABILITY that allows the rest of NASCO-OP to do its work.

We're steadfast in our belief that the Co-Op is more than an idea, it's also the people behind everything we do. Our employees don't simply work for NASCO-OP, they are NASCO-OP. They are the reason YOUR Cooperative continues to grow, succeed, and deliver, every single year.



SIGN UPGRADE



Since moving to our facility in 2011, NASCO-OP's identity sign has served us well. But after 15 years it was time for an upgrade. We look forward to our new sign illuminating the corner of Reiser Avenue for many years to come.

HALLOWEEN AT NASCO-OP



Happy Halloween from NASCO-OP!

VENDOR SPOTLIGHT: BELTSERVICE
Your Partner in Conveyor Belt Solutions

NASCO-OP proudly partners with Beltservice, North America's leading wholesaler and fabricator of conveyor belts, to provide the scrap metal recycling industry with unparalleled conveyor belt solutions. This successful partnership is built on delivering quality products, exceptional service, competitive pricing, and timely deliveries.

COMPREHENSIVE SOLUTIONS FOR EVERY APPLICATION:

Beltservice offers over 350 stocked belt specifications, ensuring quick delivery from 6 strategically located facilities nationwide. We provide a wide range of materials, including black rubber, polyurethane (PU), and PVC, available in bulk rolls for custom cutting to any length and width. Our value-added services include mechanical fastening, vulcanization for endless belts, and custom fabrications like cleats, flights, sidewalls, and v-guides for specialized systems.

SOLVING YOUR TOUGHEST CHALLENGES:

For demanding applications like shredder main discharge conveyors, our straight warp belt line is the proven "problem solver." We now offer the single ply 440 1/4" x 1/8" straight warp with Grade I, Grade II, and Moderately Oil Resistant (MOR) covers targeted at solving your conveyors requirements. The straight warp fabric reinforcement provides superior rip/tear and impact resistance while the three rubber compound options give you good, better, best choices that suite your specific requirements.

SPECIALIZED BELTS FOR RECYCLING:

Beltservice caters to the recycling industry, offering 2-ply, 3-ply, and 4-ply belting with standard Grade 2 and Moderate Oil Resistant (MOR) rubber covers for downstream incline conveyors, stacker conveyors, and picking/sorting stations. For steep inclines prone to material fallback, we offer a variety of solutions, including straight cleated belts, chevron patterns, and sidewall belt configurations with hot vulcanized or integrally molded profiles.





For ferrous metal separation in "Cross Belt" or "Magnet Belt" applications, we manufacture belts with vulcanized "I" cleats and stainless-steel fasteners. For more extreme conditions, we offer belts with urethane covers/cleats or stainless-steel cleats with armor cladding.

We also supply Eddy Current and Optical Sorting belts for non-ferrous fines separation systems, typically made with lightweight thermoplastic polyurethane or PVC and featuring welded sidewalls, flanges, and cleaning cleats. We can even provide aftermarket sorting or eddy belts for systems from leading OEMs like Eriez, Steinart, and Wendt.

EXPERT SUPPORT AND DECADES OF EXPERIENCE:

With over 50 years of industry experience, NASCO-OP and Beltservice are committed to providing knowledgeable support and a dependable belt for your conveying needs.

BELTSERVICE CORPORATION

BEHIND THE NUMBERS: Our Commitment to Transparency

CONTROLLER CATCH UP

BY MEGAN SHANKLIN



Did you know that NASCO-OP conducts an annual financial statement audit? Each year, we engage an independent accounting firm to audit our financial statements in accordance with U.S. generally accepted auditing standards. The auditors' objective is to obtain reasonable assurance that the statements are free from material misstatement (meaning errors or omissions significant enough to affect the decisions of someone relying on them) and to issue an opinion on whether they are fairly presented.

In everyday terms, the audit adds independent credibility to the financial information management provides. As a member-owned cooperative, we believe that accountability is an important part of earning and maintaining your trust.

WHAT DOES THE PROCESS INVOLVE?

Following the close of our fiscal year on November 30, the Controller and staff prepare financial records and provide documentation requested by the auditors. These requests can range from vendor and member invoices to sales tax returns, bank statements, and canceled checks. The auditors examine supporting records, test selected transactions, ask questions, and evaluate the information presented in our financial statements.

The process involves more than checking whether the numbers add up. It also includes evaluating accounting practices, significant estimates, and financial statement disclosures. Although an audit does not examine every transaction or guarantee that every error will be detected, it provides an independent assessment of the financial statements as a whole.

TRANSPARENCY THROUGHOUT THE YEAR

Our commitment to financial transparency extends beyond the annual audit. The Executive Committee receives monthly financial statements for review, and the Board of Directors receives financial statements quarterly. These regular reviews provide opportunities to monitor performance, discuss changes, and ask questions throughout the year.

At our Annual Meeting, which is open to all members, we review the fiscal year-end financial statements and audit report. This brings the reporting process back to the people who own the cooperative: our members.

WHAT DOES THIS MEAN FOR YOU AS A MEMBER?

It means you have an added basis for confidence in the financial information shared with you. That information helps explain how your cooperative is performing, what resources are available, and how it is positioned for the future.

At NASCO-OP, transparency means providing understandable information, making room for questions, and recognizing our responsibility to the membership. Our annual audit is one way we put that commitment into practice, year after year.

HALLOWEEN AT NASCO-OP *(CONTINUED)*









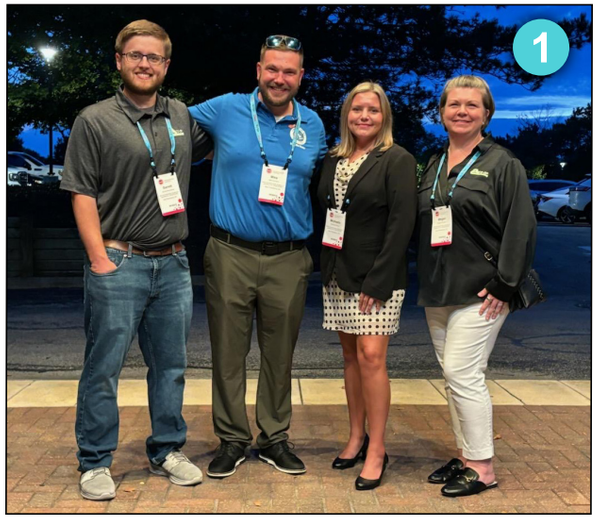






1. *Mike Morrison*
2. *Sam Baranauskas*
3. *Gabe Lawrence*
4. *Terri Swope*
5. *John Graham*
6. *Megan Shanklin*
7. *Garrett Monteleone*

ON THE ROAD WITH NASCO-OP







Over the past three months, the NASCO-OP team has been on the road connecting with members, strengthening supplier relationships, expanding product knowledge, and representing the cooperative throughout the recycling industry.

President and General Manager Mike Morrison attended two regional ReMA events during the quarter. The first was the ReMA Great Lakes Conference in Sandusky, Ohio 1, followed by the ReMA Southeast Chapter Conference at Ross Bridge in Alabama 2 3.

These conferences provide valuable opportunities to meet directly with members, vendors, and other recycling industry leaders. The conversations that take place during these events help NASCO-OP better understand the challenges facing recyclers, identify new opportunities, and stay connected with the people and businesses we serve.

Capital Equipment Product Manager Tristan Haney traveled to Boyne City, Michigan, to visit the Industrial Magnetics 4 and Walker Magnetics facility. The visit included product training with a new employee, as well as business meetings with one of NASCO-OP's top suppliers.

Facility visits like this allow our Product Managers to gain a better understanding of the equipment and technology available to our members. They also give NASCO-OP an opportunity to discuss pricing, product availability, service, and future opportunities directly with the people manufacturing and supplying these products.

Tristan also took members of his Customer Service team to Magnetech in Boardman, Ohio 5, for additional training. Giving our Customer Service Representatives firsthand access to products and technical experts helps them answer questions more effectively, recognize the right solutions, and provide better support when members call.

Product Manager John Graham has also spent considerable time on the road. John completed courtesy visits with member yards throughout Tennessee, Georgia, Illinois, Minnesota, St. Louis, Philadelphia, and New Jersey.

These visits are not focused on making a quick sale. They give us the chance to see our members' operations, learn about their purchasing needs, discuss current challenges, and hear how NASCO-OP can serve them better. A phone call or email can accomplish a great deal, but there is still tremendous value in sitting down with a member and seeing their operation firsthand.

John also represented NASCO-OP at Scrap Expo in Louisville, Kentucky 6. The event provided another opportunity to connect with recyclers, suppliers, and equipment manufacturers while learning more about the products and technology being used across the industry.

Every trip has a purpose. Sometimes that purpose is education. Sometimes it is strengthening a vendor partnership, supporting a member, or simply taking the time to listen. In every case, the information and relationships our team brings home help make NASCO-OP a more knowledgeable, responsive, and valuable partner.

We look forward to seeing even more of our members on the road.







DO YOU KNOW... SAM?
Meet Sam Baranauskas, Customer Service Representative



Although Sam Baranauskas has only been with NASCO-OP for approximately four months, he brings a lifetime of unique experiences, varied interests, and a genuine commitment to helping our members.

Sam was born and raised in Rēzekne, Latvia, a small city near the country's border with Russia. Growing up in post-Soviet Eastern Europe, Sam attended boarding school while his mother worked three jobs to support their family. His life changed considerably in 2004 when his mother married his stepfather and the family moved to the United States. Sam would eventually begin building a career in customer service, a field that allows him to use his natural curiosity, empathy, and problem-solving abilities every day.

As a Customer Service Representative, Sam is one of the voices our members hear when they contact NASCO-OP. He believes the role requires active empathy and a willingness to dig deeper to find the right solution.

Behind the scenes, Sam and the rest of our Customer Service Team search for the best available combination of price, quality, and shipping. This frequently includes comparing aftermarket and OEM options to help members make the best purchasing decision for their operation.

Sam's favorite part of the job is getting to know the people NASCO-OP serves.

"What brings me the most joy is hearing the quirky stories our members share about their experiences in the industry," Sam said. "I enjoy making lighthearted jokes while we search for their requested parts, and I look forward to the spontaneous phone calls we receive throughout the day."

He also appreciates the opportunity to learn from NASCO-OP's vendors and their extensive industry knowledge. When challenges arise, Sam takes pride in remaining professional, communicating clearly, and helping bring the situation to a successful resolution.

One cooperative benefit Sam wishes more members understood is the lasting value created by NASCO-OP's one-time membership fee. In addition to receiving competitive pricing, eligible members may also receive an annual patronage dividend based on their qualifying purchases.

"To be part of a member-owned cooperative means commitment," Sam explained. "Our members trust us to find the best deals on their parts and take the extra care needed to make sure everything arrives as scheduled. I take great pride in knowing that people are counting on me to deliver my best every day."

Away from the office, Sam enjoys tinkering with electronics, experimenting with music production, and capturing photographs during hikes and walks. He also enjoys basketball and weightlifting to keep himself in what he describes as "pristine shape."

Sam has a particular talent for pattern recognition and an interest in systems thinking. He enjoys connecting pieces of information that may initially appear unrelated to form a better understanding of the bigger picture. That curiosity has led him to explore everything from philosophy and life's great mysteries to esoteric subjects and conspiracy theories.

His ideal weekend is considerably quieter. Sam enjoys having a clean and organized living space, taking time for solitude, and going on Sunday hikes. The sounds of nature help him reconnect with the present and prepare mentally for the week ahead.

Sam is also expanding his leadership and communication skills outside the office by serving as an assistant coach for a local boys' soccer team.

At home, Sam and his wife share their space with Nala, a Bengal cat who has been part of their family for seven years. Nala has provided comfort through some of their most difficult moments and now spends her days running on her cat wheel, enjoying premium wet food, and relaxing atop her 10-foot-tall cat tree.

Sam's journey from Latvia to NASCO-OP has included plenty of interesting experiences and hobbies along the way. He brings a distinctive perspective to our team, and we're glad to have him serving our members and helping strengthen the cooperative.

ANNIVERSARIES THIS QUARTER



Gabe Lawrence
21 YEARS



Mike Morrison
13 YEARS



Tequaylyn James
7 YEARS



Tristan Haney
5 YEARS