

# ISRI YARD MANAGEMENT OPERATIONS FORUM



November 8-9  
Washington, DC

ISRI Headquarters, Washington, D.C., November 8 & 9, 2018

Managing a scrapyards is like being the conductor of a symphony. When all the pieces are working off the same sheet music, the results can be masterful. On the other hand, when they're not, the results can be disastrous. Learning how to manage the equipment, personnel and other issues that come into play takes years of practice.

To help managers get training on running the equipment and managing personnel, ISRI has created the ISRI Yard Management Operations Forum. This program has been designed to help answer the most vexing problems today's scrapyards manager is confronted with. Whether it's buying new equipment, designing a traffic pattern for the yard or managing personnel problems this program will help answer those questions.

Designed for members by members, this program will use the experience, talent and know-how of experienced members and will teach aspects of running a scrapyards you won't find anywhere else. Throughout this program, you'll learn valuable insights from these experienced industry veterans and walk away with a deeper understanding of what it takes to run a scrapyards.

## Course Descriptions

### Day 1

**Equipment Purchases: Upgrades, Buying and Leasing (2 hours)** This session will explore all facets of the equipment purchase. It will breakdown in simple terms the decisions and factors needed to be kept in mind when either purchasing a new piece of equipment or upgrading existing stock. Concepts such as deciding whether to purchase or lease equipment will also be discussed.

#### **Yard Layout and Traffic Patterns (2 Hours)**

Bringing in material and ensuring the flow in the yard is efficient and simple is the first step in ensuring the yard operates efficiently. This session will cover basic concepts of yard layout, traffic patterns and how to manage visitor control. The discussion will look at small or irregular shaped yard layouts as well as those that have to take natural or man made barriers into account.

**Scenario Development (Off Site)** At the conclusion of the first day of programming, attendees will be given a packet to work on overnight. The packet will include a scenario that will take into account the concepts covered throughout the day. Students will be asked to come up with one or more solutions to the scenario and be ready to present their conclusions in class the following day.

### Day 2

#### **Scenario Discussion (1 ½ Hours)**

Students will be asked to share their conclusions of the scenarios they were given at the conclusion of the first day. The discussion will give students and instructors an opportunity to share ideas and develop innovative approaches to problems that every scrap yard encounters.

#### **Overcoming Personnel Challenges (1 ½ Hours)**

This session will cover the inter-personal relationships between team members and how to overcome friction to ensure teams work efficiently. The session will cover ideas such as why team members may be underperforming or may be exhibiting negative behaviors. Additionally, it will provide team leaders with strategies and solutions that will enable them to inspire their teams and resolve issues that are holding back the teams overall efficiency.

**Regulatory Compliance in Action (1 hour)** The session will link abstract regulatory requirements with real-world situations and demonstrate the reasons and purposes behind certain practices scrap yards are required to undertake.

#### **Public Relations: How to Be A Good Neighbor (1 ½ hours)**

The session will examine the reasons and advantages behind keeping good relations with businesses and residents that live near the scrap yard. The session will go through several situations and explore crisis management, undertaking public relations “maintenance”, and other ways scrap yards can resolve situations before the spin out of control.

#### **Scenario Discussion**

The final session of the program will be a wide ranging discussion where students will engage in a group discussion and tackle a scenario that will require them to utilize the skills they learned throughout the two day program.

**Thursday, November 8**

- 1:00pm to 3:00pm**      **Equipment Purchases: Upgrades, Buying and Leasing**  
**Speaker:** Kevin Lamar, Dynamic Metal Services (*confirmed*)
- 3:15pm to 3:30pm**      **Break**
- 3:30pm to 5:30pm**      **Yard Layout and Traffic Coordination**  
**Speaker:** Bob Brewer, SMR (*confirmed*)  
Jim Wiseman, Smart Recycling Management, LLC (*confirmed*)  
Jim Lawrence (*confirmed*)  
Gary Hensley, EMR (*confirmed*)
- 5:30pm to 6:30pm**      **Reception at Capitol City Brewery**
- After Hours**              **Scenario Development**

**Friday, November 9**

- 7:00am to 8:00am**      **Breakfast**
- 8:00am to 9:30am**      **Scenario Discussion**
- 9:30am to 9:45 am**      **Break**
- 9:45am to 11:15am**      **Overcoming Personnel Challenges**  
**Speaker:** Andrew Ables, Omnisource (*confirmed*)
- 11:15am to 12:15pm**      **Regulatory Compliance in Action**  
**Speaker:** Earl Phillips, Robinson & Cole (*invited*)
- 12:15pm to 1:15pm**      **Lunch on Own**
- 1:15pm to 2:45pm**      **Public Relations: How to Be A Good Neighbor**  
**Speaker:** TBA
- 2:45pm to 3:30pm**      **Scenario Development and Group Discussion**