

# Recycling

# Technology

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2021



## Shred-Tech leading the way

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- Recycling in 2030



The Westgaard family proudly standing in front of its new Vezzani shear. From right to left, Simon and Lynette Westgaard together with their sons Luke, Elliott and Max.

How a YouTube video linked a New Zealand recycling family to its new shear

## Vezzani shear 'has changed the way our yard works'

Family-owned and -operated Commercial Metals Ltd of Auckland, New Zealand, was founded 30 years ago by Simon and Lynette Westgaard. What started with one man, a truck and a big mobile phone is today a modern and well-equipped scrap business.

If you were to meet Simon and Lynette Westgaard, their enthusiasm and creativity would instantly shine through; it's in everything they do, including their business. They are fortunate also to have three sons - Luke, Elliot and Max - who all work in the family business and are already contributing to shaping its future.

Lynette is also a highly accomplished artist. With their creativity also comes sound judgement and diligence, allowing the company to flourish and grow based on firm foundations. Simon and Lynette say: 'Now we have three sons working in the family business and a grandson on the way, it's been a fantastic 30-year journey together working as a husband-and-wife team.'

Regarding their scrap yard, the latest addition is a new Vezzani PC1226ACL pre-com-



### What made you decide to purchase from Vezzani?

'Our son Max at age 21, having discovered Vezzani on YouTube, wrote an email to Vezzani inquiring about its inclined shears. This led to four years of communication with Gabriele Merlo (at the time sales director and now Vezzani's ceo) and a couple of trips to Italy to confirm our processing requirements. Prior to confirming the purchase of the Vezzani PC1226ACL, we undertook an extensive investigation and spoke to many owners of scrap processing machinery who were willing to share their experiences, and we thank them for their invaluable help. We had a plan for the growth of our business and needed to assemble all the elements that would allow us to achieve our targets. Detailed observations and comparisons were performed, and we concluded that the Vezzani PC1226ACL would be the best-performing machine for our requirements.

After the last trip to Italy to finalise the purchase, Gabriele told us he didn't realise

he'd started communicating with a 21-year-old, and we were unique in visiting Italy as a family to view the new shear being built. Gabriele remembers very well how much effort we put into investigating the issues and our attention to the smallest details; we even flew to a Vezzani customer in the USA to see the machine in operation and get genuine feedback from the users. The whole process has really been a journey through which we have made new connections and friends.'

### What kind of scrap do you process?

'Commercial Metals mainly processes steel scrap - HMS, PNS and stainless steel - as well as many other grades, depending on market conditions.'

### How did you process your scrap before you chose the Vezzani shear?

'Prior to purchasing the Vezzani PC1226ACL shear, we had a lot of intermediate processing steps, extra people involved, multiple mobile hydraulic shears and gas torch cutting.

We also had a traditional horizontal shear that was only 10 years old but badly in need of replacement. In addition, we were running two high-density balers, so we had a very busy yard.

But having grown in many ways over the previous 30 years, we began to formulate an idea for our next step where we would focus on improving our processed scrap quality to serve our customers even better. We wanted to push up productivity and also become more efficient generally, so we were looking to substitute an older scrap yard model with something fresh and new.

More importantly, we wanted to do it our own way, and in a way that was representative of us as a family and of our way of thinking. We didn't want to copy. If you want to lead, then that excludes following. We chose a harder and riskier road; we wanted to break new ground, so we had to discover and invent.'

### How did the installation go?

'The installation was a fantastic collaboration of contractors and suppliers thinking outside the box, designing, and building the foundations, using steel plate boxing, which saved us time and money. The steel boxes became part of the foundation. This was our own solution and, now the numbers are in, we can see it was the most cost-effective way to go.

Regarding the new shear, the engineers from Vezzani were professional and the installation came together with precision, which confirms Vezzani's high quality and attentive workmanship. Everything ran on time and we completed the project on schedule. The Vezzani installation team was really accommodating of our requirements and was a pleasure to have onsite. It couldn't have gone better.'

### How does the shear perform with different types of scrap?

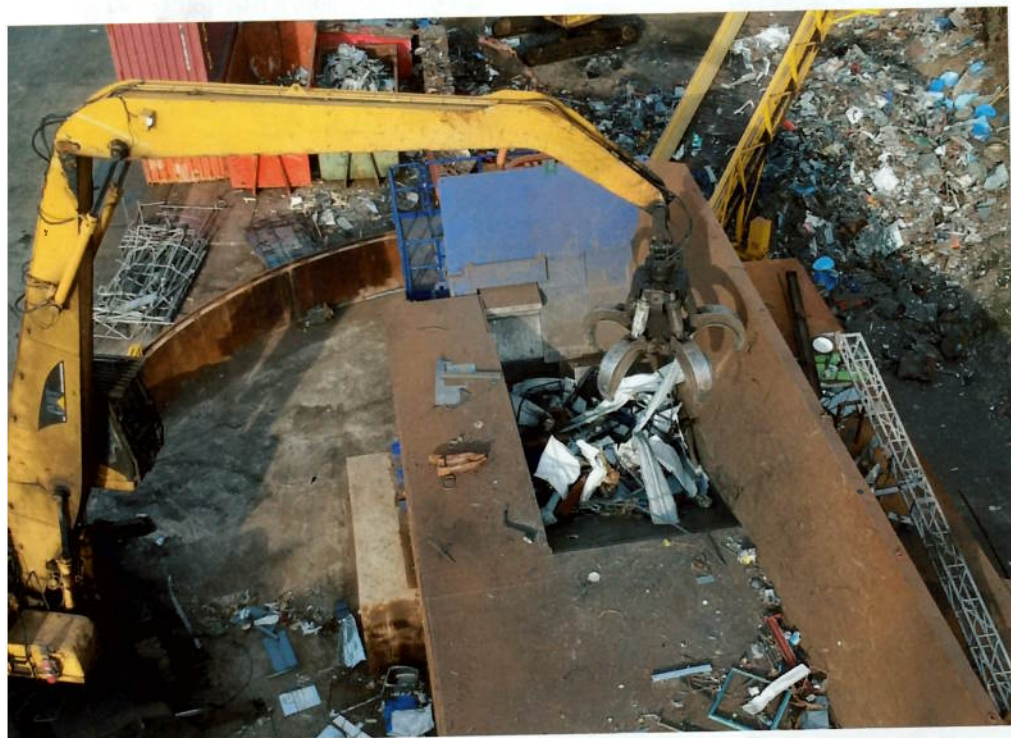
'The PC1226ACL's performance to date - converting difficult, bulky scrap into a consistent, high-density product - is a testament to the Vezzani shear design. We have tested it across a range of scrap types and the results are excellent. Vezzani gave us realistic information and expectations, and we are more than satisfied that this was the right choice for us. We really value its processing ability and the way it allows us to change the product that we are processing in a matter of minutes. The PC1226ACL's processing flexibility is surprising and notable.'

### Does the PC-AC really create better density?

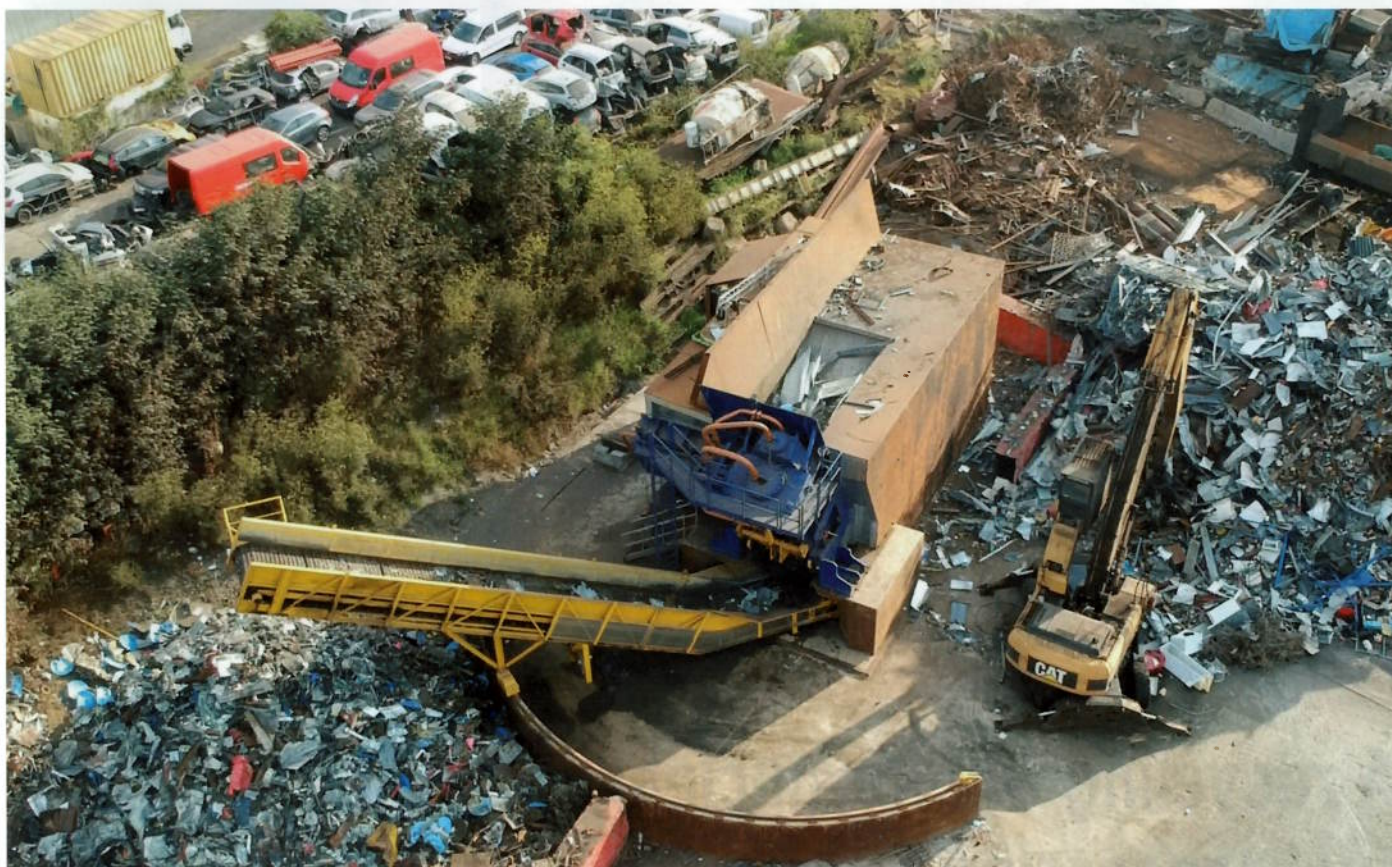
'Across all scrap grades, substituting our

### Business is an art, says Vezzani

It is uplifting that creative and enthusiastic people like the Westgaards work in an industry which can appear unattractive to outsiders. It's good to remind ourselves that business is an art: it is as much a creative, passionate adventure as any famous work of art in a museum somewhere. We can really enjoy our industry. For the 'business artist' in creative mode, it's all about rigour, self-criticism and trying to improve. For us, the spectators, we can stand back and just admire their beautiful creations.



The PC1226ACL has an open feeding box for non-stop processing. It is a full side-squeeze, pre-



A full automatic solution, overseen by the crane operator who feeds scrap to the shear. The PC1226ACL takes care of the rest, transforming scrap into clean, dense, unified grades as set by the operator.

consistent density increase of 20% in comparison. So, for example, in shipping containers where we were struggling to load up to 21 tonnes, now we can achieve 25 tonnes. We have also been able to streamline our production and flow, enabling our stock turns to be bought and sold in the same market.'

### Does the PC-AC streamline the scrap yard and save on costs?

'Yes, it has really changed the way our yard works. The PC1226ACL has simplified our procedures. More scrap just goes straight to the shear, which is a cost saving. Less handling and less pre-processing or preparation work translate into fewer day-to-day problems. Operations run more smoothly with fewer headaches.

If we stop to look at the bigger picture, after taking this step, our yard costs have been reduced while productivity has increased. This proves that our research and conclusions were correct. In hindsight, we had a lot of information to weigh up and, as we say, "the proof of the pudding is in the eating". Vezzani proved to be a reliable partner and realistic at all stages of our decision-making process. So we feel we came in on target with this project, which

Our son did well in the first place to spot the potential of the Vezzani shear. We never would have thought to buy one but now we're glad we did. The only problem now is we need a faster scrap handler to keep up with the Vezzani. She's like a big hungry baby: really quick to eat up what we feed her. Thank heavens we don't have to sit her on our lap and burp her as well!'

### Any final observations for anyone thinking about buying a PC-AC?

'We would highly recommend a Vezzani PC1226ACL to any company wishing to streamline their processes and to achieve a more desirable finished product. Vezzani is very attentive and reliable - as we would say, "a safe pair of hands".'

[www.vezzani.biz](http://www.vezzani.biz)

