



HISTORY

The history of *Guarulhos Sucatas* is also the history of a Portuguese tradesman son, Manoel Roberto, and his family.

In the beginning of his life, Roberto had many different job experiences: he helped his portuguese dad in his pub for a while, then he had a candy shop on his *wolkswagen kombi* and he also worked as a truck driver carrying sand. After all these jobs, he was invited by two friends to open a scrap yard in 1979, which was located at Otávio Braga de Mesquita Avenue.

The company had difficulties between 1979 and 1981, due to a market crisis. Over this period, the company lost two partners. Finally in 1981, Roberto and Ivone, his newly wife, became the new members of *Guarulhos Sucatas*.

In order to overcome the crisis, Roberto worked really hard from early in the morning to late in the night. He used to work in the scrap yard during the day and collect paper scrap on the streets during the night.

In 1982, the situation has stabilized. In 1985, the company moved to its own lands at Eugênio Diamante Street.

Roberto had to dedicate most of his time to his work, but he also wanted to share his work passion with his family. Therefore, his son Rafael became Roberto's truck trip fellow, since he was a kid,.

Although the company development and new investments, the increase of the truck fleet and the number of employees, Roberto remained working with his own hands in the scrap. He also kept his close relationship with his work team. Many scrapyards assistants, truck drivers and mechanics remain in the company since the beginning.

In 1997, the company moved to its third address at Theodor Goldschimidt Street, where the office building and the yard were bigger, which enabled to keep and process a bigger volume of scrap.

In 1998, *Guarulhos Sucatas* was able to sell 2 thousands ton./month. And in the 2000's, the company was widely recognized as a model of organization and service agility.

In 2007, Rafael as a newly engineer became officially part of the time. He was able to help the company in terms of informatization and technology investments. *Guarulhos Sucatas* continued to grow, the production increased and the processes and services were improved.

Since 2008, *Guarulhos Sucatas* has been participating in international fairs and congress. In 2009, the company bought its first imported machine – *Imabe* Scrap Shear. In 2010, the company started to export its production. In the same year, its Quality Management System was certified by ISO 9001, and in 2016 its Environmental Management System was certified by ISO 14001.

In 2011, a better and bigger office was built in the same land, but the entrance moved to the other side at Lauro de Gusmão Silveira Avenue. In the same year, *Guarulhos Sucatas* invested in the Tilter 1 and in 2012, in the *Hidroeuropa* Scrap Shear.

The company, that was already member of Brazilian scrap institutions, SINDINESFA and INESFA, joined also international institutions, ISRI (USA) and BIR (Europe).

Important machines were acquired in the following years: the three Scrap Balers (2015), the Shredder and *Moros* Mobile Scrap Baler (2016), the *Hidroeuropa* Mobile Scrap Baler (2017), and the Pre Shredder (2018).

In 2019, the company promoted its first *Internal Workplace and Environmental Accident Prevention Week*. In the same year, there was also a profound restructuring of company's leadership and organizational culture. Such actions preceded the commemoration of its 40 years of history, which took place in September 2019.

Guarulhos Sucatas is a family business. Along four decades of experience it became reference in the steel sector due to service agility, close relationship with suppliers and customers and constant investments in the latest technology and innovation. It owns a wide and organized infrastructure and offers solutions in storage, collection, logistics, sorting and preparation of all types of iron and steel scrap. The

company attends generating industries, foundries and steel mills in Brazil and abroad. *Guarulhos Sucatas* is constant growing, and nowadays it is able to process and sell about 12 thousands ton./month.

The achievements of *Guarulhos Sucatas* are the result of constant transformations in the company: we reinvented to improve our production process and we renewed to attend the expectations of our clients and suppliers. Our values remain the same and our aim is to give new life to scrap, changing the environment and people's lives.

Guarulhos Sucatas: recycling for 40 years!

All rights reserved to *Guarulhos Comércio de Sucatas Ltda.*