



Industries, Inc.
Systems that Work!

Newsletter

November 2006

The New Literature is coming!
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Enclosed you will find copies of our new general purpose literature. This piece is designed to be a leave behind piece that offers potential customers a view of how unique our systems can be. It tells the customer that we are experts and we will work hard to save them money, time, and labor. Call our marketing department today to order enough pieces for your entire sales force. You may even want to include this in a mailing.

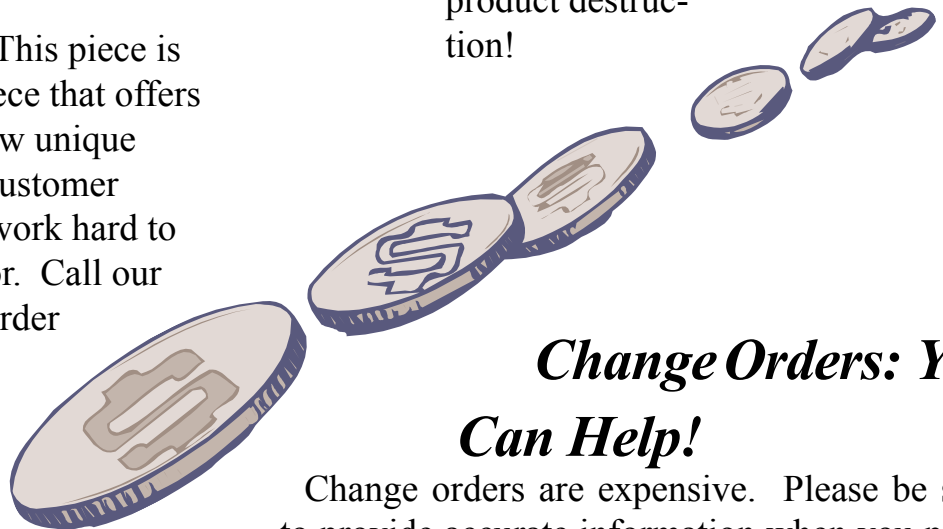
www.sp-industries.com

2982 Jefferson Rd.
Hopkins, MI 49328

1-800-592-5959



Harley Davidson purchased their second PreCrusher for product destruction and scrap metal handling. One of their managers shared with us that this is the most efficient way to handle overruns, seconds, and damaged products. Pure product destruction!



Change Orders: You Can Help!

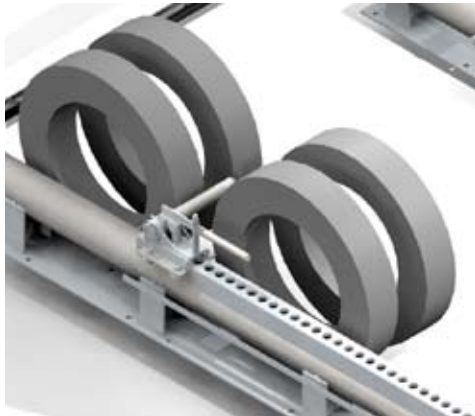
Change orders are expensive. Please be sure to provide accurate information when you place your orders. Don't forget those little details like color, voltage, and extended pigtails. We will always honor your requests for changes, however, if its all ready built, we will have to bill you for the change. More importantly, if you need it on time, the order must be right the first time.

Weyerhaeuser:

The largest provider of fiber, both virgin and recycled has pur-



chased their first NP-165 Newsprint loading system. This system is their key to the best source of ONP. They are



the first to try our new Trailer Restraint System the DollyLok. Call us today for more information about these wonderful products.

From the President's Desk

We've been busy working on and quoting different projects for you and your orders have been steady the last couple of weeks. I'm told the hauling community has been buying as many trucks as they can this year to save on the cost of the 2007 emissions regulations. This has taken some capital dollars out of our products. They say the trucking industry will be down 50% next year, hopefully that's not the case for compaction and baling equipment.

The Waste Industry indicators point to "average" in some areas and "below average" in others. It will be nice when things settle down. If it's not steel going crazy it's fuel and oil. We've seen increases in everything that has anything to do with petroleum, and metals, like copper. Our surcharge has been predicated on just that, the increases on all components. Instead of a price per pound on steel, we've been using a 3% of over-all net. This makes it easier for everyone when pricing a machine.

I have also been working on safety standards and with Underwriters Laboratories, Inc. trying to straighten out the certification program on compactors. Seems the companies that have integrated power units are NOT in compliance with UL or ANSI. A number of manufactures are reviewing the National Electric Code (NEC) article 110, which is part of the UL certification and ANSI. Confined space, adequate work space, protected live parts, adequate ventilation, and guarding for physical damage are but a few covered in this section. I'm waiting to see what UL or these other manufacturers are going to do about all the equipment in the field that's suppose to be certified and safe but might not be.

These are things you need to remember when competing for business. Compare "apples to apples". Cutting costs has never been so important. These people are looking for "cheap", but if you do the cost justification and guaranty your figures, you can come away with the order. People want the lowest over-all operating cost on their disposal. Show them how to get it!

Holiday Deliveries

With the holidays and hunting seasons upon us we need to plan ahead to insure timely delivery of your equipment. Please provide us with any orders as soon as possible so that we can fit them into our production schedule. Extra lead time is appreciated. Thanks for your cooperation.



Denny

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WASTE EQUIPMENT
TECHNOLOGY ASSOCIATION