



**Industries, Inc.**  
**Systems that Work!**

# *Newsletter*

November 2007

[www.sp-industries.com](http://www.sp-industries.com)  
2982 Jefferson Rd.  
Hopkins, MI 49328  
1-800-592-5959



## ***Big Machines, Big Jobs!***

When the City of Southfield Michigan needed to replace 6 large transfer stations they turned to SP Industries Dealer EnviroQuip (Paul Ewart) and the CP-13001 Transfer Compactor. Southfield is a major suburb of Detroit and this transfer station is an important part of keeping the community free of waste. The CP-13001 maximizes loads and minimizes down time thus reducing the overall operating cost of the facility. SP Industries has the right machine for your application be it big or small. Call our experienced team and let us help you reduce your waste handling costs today.



## ***We are Growing!***

SP Industries continues to grow in the community of Hopkins, MI. We are currently adding more office space to enlarge our Sales and Engineering staff and better serve our customers.



## From the President's Desk

SP is still going strong and growing! Our new addition is at the halfway point and Engineering is anxiously waiting to move into their new office.

The Machine Shop will also be moving to the north into their new shop area. This will allow additional room for production of specialty machines and dumpers. This is just part of our continuing commitment to provide you with quality equipment in a timely manner.

The patent for the NP-165 Loader, # US 7,275,906 B1, dated October 2, 2007, is finally in my hot little hands! It has taken over three years to accomplish this, but we feel it was well worth our time and investment. Speaking of the NP-165, the latest word on the Seattle Times project is that they are averaging 20.65 tons per load. Their Operations Manager was asked if it was a "set and forget" type operation or if it took any continuous monitoring, and his answer was "[The system is] on autopilot as there is not a lot we have to do now to influence or alter trailer weights". This is a hands-off operation that's saved over a hundred thousand dollars just in labor expense!

I need your help with a couple issues. First, to be in compliance with our insurance company, we must have a written purchase order for every piece of equipment we sell. This is part of our liability policy and will clarify specific items and eliminate any "he said, she said" questions that may arise. I think it's a great idea anyway; it just reassures us exactly what you want and how you want it. Second, we must have indemnification verbiage on file for the equipment we supply to you. Again, it's a stipulation in our policy. Our policy requires SP to have a signed contract for coverage with everyone we sell equipment to. In discussions with our carrier, we came up with an easy solution. Each sales order confirmation will have an indemnification statement on it stating our coverage to you on each unit purchased. You must sign and return a copy for our machine records and to initiate coverage. That should be easy as this is standard policy now. Remember, this policy does not cover you for anything that you add to our equipment; that would need to be covered under your own policy.

It's closing in on the holiday season again; I can't believe how fast this year has passed! As always, it makes me feel

## Wanted!!

Our growth this past year has opened up some opportunities in our company. If you or any of your associates have an interest in joining our team for the positions listed below, please contact Gene Koelsch or Denny Pool at 1-800-592-5959.

**(1) Outside Sales Representative**

**(1) Technical Design Engineer**

## Holiday Thoughts

As we prepare for another holiday season, all of us at SP Industries invite you to **Pause for:**

**Safety:** May all of us remember its importance in our day to day life.

**Giving Thanks:** For all of those who have helped us on life's journey this year.

**Co-Workers:** For the laughter, the hard work, and the fellowship that we share.

**Customers:** The life bread of our business and the reason we strive for excellence.

**Bosses:** For leadership, determination, and support that we may attain our goals.

**God:** That we always honor and serve Him with humility, grace, and kindness for all mankind.

blessed to have made it through another year with what's going on all around us. I'm especially thankful and proud of our employees and customers, our team. It's with your help in our overall direction toward these niche markets, and the changes taking place at SP, that's made it possible for everything to come together. We've more than met our expectations for these transitions and we thank you for this.

Have a great holiday season, hug your loved ones... twice... and be safe, please.

Thanks again and have a great year.

Sincerely,

Denny



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TECHNOLOGY ASSOCIATION