

## On the Web

Our new and improved website is up and running! Please come see us at [www.sp-industries.com](http://www.sp-industries.com) and let us know what you think. We welcome your comments.



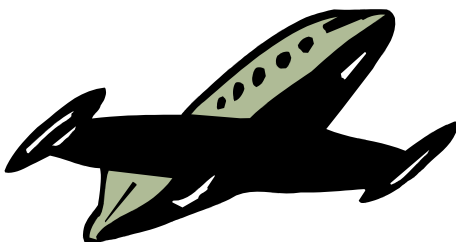
## Styrofoam Compactor

Below is our prototype. This unit will process 100 lbs per hour and produce a 12" x 12" block at 20-25 lbs per ft. We expect a selling price of \$55,000. We will be testing and continuing development of larger units.



## Cessna Aircraft

... chooses SP Industries for compactor and dumper replacement! SP Industries has provided 15 units for their Kansas operations.



## Metals Market

We have a lot of interest in densifying metals. Talk about being 'green'! Save fuel by reducing loads.



## Hook-up

Don't forget, we can adapt to special needs. Where there's limited clearance or convenience, we can provide a drop-hook option.



## Explosion Proof Power Units

We have designed and built power units that are explosion proof. We can build to Class 1, Division 2, Group C



Do you know someone who would like a copy of this newsletter? Send their contact information to Gene Koelsch at [gkoelsch@sp-industries.com](mailto:gkoelsch@sp-industries.com).

## The President's Desk

Sales are slowing a little going into the last quarter. Hopefully steel, copper, fuel and oil prices have stabilized and will not increase the rest of this year, nor into 2009. The new prices have replaced the surcharges. Some products may be a little more and some a little less than the surcharge. I do believe these numbers will take us through 2009, but we'll have to wait and see. This bailout program is less than ideal but if that's what we need to kick-start the economy, it is what it is.

Deliveries are at 4 to 6 weeks on most equipment and specialty units still depend on what our suppliers' deliveries are to us.

The bright side to all of this nonsense is that people are looking to cut costs and we have the equipment to handle their need. Not only are the scrap dealers investing in our densification equipment, the average manufacturing operations were jumping on the opportunity to cut their transportation costs in half. Delivering maximized payloads of 8 to 50 ton, depending on the state you're in, has been an easy feat with our equipment. From pallets to white goods, dry or wet, we've got what it takes to satisfy the



customer. I have e-mailed, faxed, and mailed copies of the "fox and chicken" flyer to many of you. If anyone needs a copy, please let me know, it's a click away.

As I stated in our last newsletter, all the ANSI Z-245 safety standards were approved as 2008 standards. The revisions process has started and integrated power units, confined space, and minimum work space issues have all been recognized and listed in our revision process. The National Electrical Code section 110 is now a normative reference in Z245.2 and .21. Make yourself aware of this as you, as installers, will have much more liability on any compactor or baler you install. Another new issue is all blind installations; installations where the operator's controls do not allow complete view of the container, and its disconnecting operation must have a lock-out control that gives the servicing contractor/

hauler control of the compactor. This can be either with a keyed on-off switch or an interlock switch so when the container is not in place, the compactor will not operate. Those of you that rebuild, rework, or modify compactors also need to remember you are responsible to bring ANY unit you work on up to prevailing safety standards. This means the correct style and type of hopper, interlocks, safety covers, and all machine guarding, even if the underneath of the unit is over 6" off the ground. The standard no longer gives a dimension for height, it just states you must protect from all moving parts. If you can crawl underneath to get inside, you need to cover it up so you can't. These are just a few safety issues you need to be aware of.

As always, I hope these comments give you some insight on selling our equipment and keeping you safe. Once you have reviewed this information, don't hesitate to call me with questions. You can also contact me via e-mail at [denny@sp-industries.com](mailto:denny@sp-industries.com).

Thanks again and have yourself an SP day. I'm the president and I approve this message.

## Special Legislative Alert

50% accelerated depreciation allowance on equipment used exclusively to collect, distribute or recycle scrap paper, metal, plastic, glass, textiles, rubber, packaging and electronics (RISE). SP Industries has the equipment!!

The Holiday season is fast approaching. Please keep yourselves safe while enjoying them with those you hold near and dear.

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