



Industries, Inc.
Systems that Work!

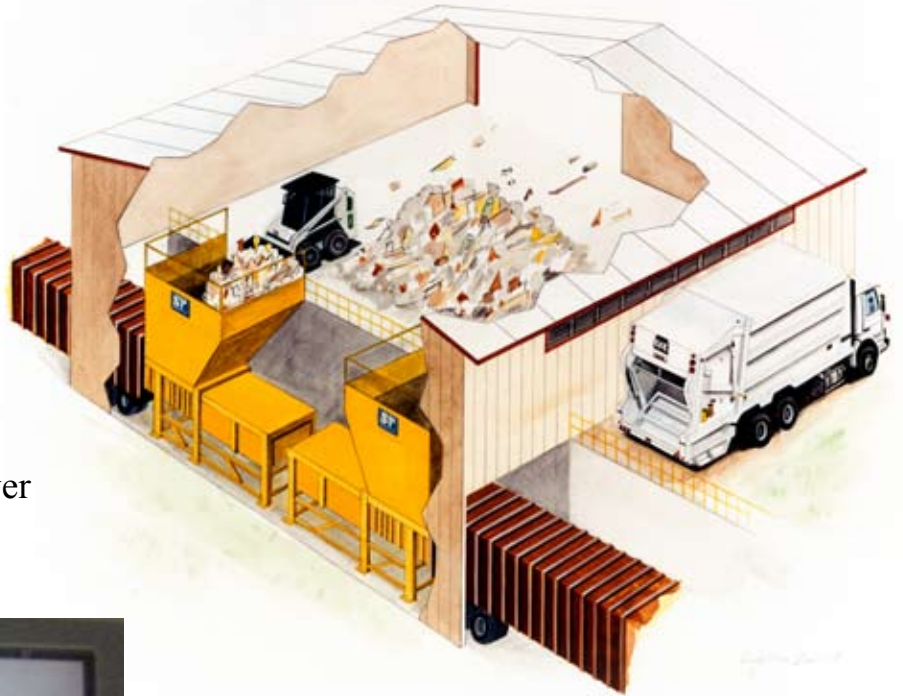
Newsletter

June 2007

www.sp-industries.com
 2982 Jefferson Rd.
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 1-800-592-5959

Transfer Mountains with the CP-13001

When you need to move mountains of waste call on SP Industries' CP-13001. This thirteen yard monster can handle 742 cubic yards of waste each hour. With pressures up to 141,400 lbs., there is plenty of power for your transfer station needs.



PLC Controls Available

SP Industries can build you a system with state of the art PLC controls that can integrate with scales, phones, and PC's.

Trade Show Updates

We exhibited for the first time at the ISRI show and had a great response to densifying scrap loads, saving fuel, time and equipment utilization. At \$3.50 a gallon how much do you want to save?



Technical Specs Available

Our new Technical Specification Catalog is now available for your convenience. In this document, you can easily see the differences in the specs of each of our machines. It is great for comparing apples to apples when looking at our equipment or comparing with the competition. To get your copy, call, fax or email a request to your salesperson. You can also find a copy online at www.sp-industries.com.



From the President's Desk

We're still working on and quoting many different projects. And, like last year, it's started to get busy these last couple weeks. I did receive my new crystal ball from China. It tells me steel will come down drastically late this year due to China and Russia sending their excess steel to the USA. This is only sheet stock and some bar and channel stock but it should bring down or hold steel prices stable. If they would only send their oil and copper back to the USA, just think how much more competitive we could be here and around the world.

Our topic in this newsletter is transfer stations. I'm surprised at how many open top trailer transfer stations are still operating today. It seems these people still can't figure the actual cost of their Yellow Iron, the fuel it devours, and the labor to operate it. Then consider the tires or link track, general maintenance, and preventive maintenance and you've got a very expensive operation. The ignorance of this industry still prevails. The truth is it's hard to justify something to someone when you don't have all the facts. Sometimes it's harder even when they do have all the facts but can't put them together. That's where you come in. We have some old formulas we can pass on to you. You can obtain the needed numbers for your area, compile them in this justification and offer a transfer station with a more cost effective solution. Whether it's an unattended dump station, a small system with direct dumping, or major volume with multiple machines and bunker-type walking

Thank you

Thanks to all of you who have shown support during Brad's



medical leave of absence. We continue to keep him in our thoughts and prayers and look forward to having him complete a speedy and full recovery.

floor conveyor systems, we can do it cheaper with compaction. You tell me what makes more sense; buying equipment to run through the garbage or buying equipment to run the garbage through. The latter is much more cost effective and efficient. The RIGHT compaction equipment will densify MSW, commercial, industrial, and/or C & D waste all day long. Compaction equipment is simple, and built properly it can run in a transfer application for twenty years. We have systems from Texas to Wyoming and Colorado to New York doing just that. We have a transfer system for any product and any volume.

It's funny how some manufacturers sell the slight-of-hand in buzz words. You know, GREEN this and GREEN that. SP Industries has been selling green longer than I can remember. The difference is we've called it high density compaction, cutting labor expense, reducing fuel consumption, exhaust reduction, and utilizing energy efficient motors on all our equipment. The only thing green we've associated with our sales technique over the years is the dollars we've saved so many companies. Ask your customers what kind of green they want; equipment paint color or dollars and cents in the bank.

We can do it. You need to go for it.

Denny



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WASTE EQUIPMENT
TECHNOLOGY ASSOCIATION