

## Small & Custom

Sometimes the job at hand calls for a specialty piece of equipment to get the desired results. SP Industries met the needs of Solvay/RockTenn when they came to us to develop a mini dewatering precrusher. The unit is used to eliminate water from pulp slugs pulled from production. The reduction in weight and drying of the product make waste disposal more convenient and cost effective. SP Industries is able to de-

sign and produce waste handling systems to handle many problems that manufacturers face in their operations. By working with the customer directly, we can determine the course of action that will help produce the lowest cost alternative for waste handling. How can you benefit from the experience and creativity of the SP Industries Team? Call us today and let us help you be the hero and solve problems that you can



identify in your operation. With over 25 years of experience, we have the knowledge, equipment, and desire to help your project succeed.

## New ANSI Standards

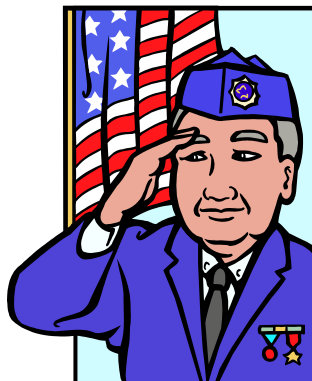
The 2008 ANSI Z245.2 and the Z245.21 standards for compactors have been released. These safety standards help manufacturers, installers, and users to know all of the recommended safety procedures that are relevant to compactor operation. Included



in the standards, you can find information about lock out/tag out procedures, proper hopper sizes, required interlocks, and information for safe operation procedures. SP Industries has taken a leadership role in the development of the ANSI Standards for compactors and we

continue to build equipment that meets and exceeds these standards. Each SP Industries compactor is shipped with the current ANSI Standards in the information packet so you may already have a copy in your machine. If you need a new copy or would like to have a copy for your file, contact ANSI or order online at [www.ansi.org](http://www.ansi.org).

## Summer Schedule



Please make a note that we will be closed on Friday July 4th and on Monday September 1st, 2008 in observance of the Holidays.

## Styro System Continues

We are getting closer to the completion of our first styrofoam densifier machine. Please contact Gene Koelsch if you have any questions about this exciting new piece of equipment or if you have some potential customers that could benefit from this technology.

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

## The President's Desk

Sales have remained steady through the first and second quarter. But, we're feeling the pain of the steel, copper, and fuel and oil prices. Hopefully it will slow down or at least stabilize. Unfortunately, I don't foresee anything going down any time soon, if at all. Any customers "on the fence" are money ahead to order ASAP. Deliveries are 4 to 6 weeks on most equipment, the same with self-contained units and containers. Specialty units depend on what our suppliers can deliver to us. I hate to say it but we may be in for an interesting summer.

At this time, we are quoting surcharges of 18% on balers and containers, 15% on self-contained units, and 12% on compactors and dumpers. For those of you that need to quote farther than 2 days, I suggest getting out your crystal ball to see what you come up with. Check with us at time of order to get the exact surcharge pricing. We are still holding base prices



side to the steel prices; scrap dealers are investing in our densification equipment to maximize their payloads and minimize the number of trips to and from their customers. The wafer machines are working well at Honda and Harley Davidson. These units not only densify the load, they also serve as a product destruction unit that allows the scrap dealer to better process this scrap. Food for thought if you have any scrap dealers in your area. If only the trash haulers would catch on to this, maybe it's time to bring back the "fox and

at the January price schedule but surcharge quotes are only good for 48 hours.

There is a bright

chicken" flier. (Wishful thinking) All of the safety standards have been re-approved as 2008 standards. We will meet in Chicago this month to start the revision process all over again. Integrated power units, confined space, and minimum work space are key issues that OSHA is getting tougher on. The National Electrical Code section 110 is a section you should be most aware of. It is an OSHA compliant standard for all live electrical components that can require confined space permitting.

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 contact me with questions. You can also contact me by e-mail at [denny@sp-industries.com](mailto:denny@sp-industries.com).

Thanks again and have yourself an SP day.

Denny

## New Web Site Coming Soon



In July SP Industries will be launching a new web site. In fact, we will be launching three of them. Corporate, Cart Dumper and Compactor sites divide up the SP product

line. The sites has been redesigned to improve traffic, provide easier navigation, and make better use of online resources. Included on this site are some 3-D drawings that are interactive. You can use this site as a selling tool to show your customers what is new in the industry and demonstrate products right at their desk.

**Steel Prices continue to be a sore spot for all of us. We are working hard to limit increases and eliminate delays. It is important that orders are submitted with all needed and relevant information to allow for timely ordering of steel. Please double check your orders for options, colors, voltage, and any other non standard features. This will reduce the time that we need to process and accept the order and thus get you the best price on the steel. Thanks for your help!**

SP Industries, Inc  
2982 Jefferson Rd.  
Hopkins, MI 49328  
800-592-5959

[www.sp-industries.com](http://www.sp-industries.com)