



Newsletter

August 2007

www.sp-industries.com
2982 Jefferson Rd.
Hopkins, MI 49328
1-800-592-5959

Our Patent has been approved!

SP Industries has been granted a patent for its waste newsprint loading system. The NP-165 creates columns of waste newsprint and conveys them into standard over the road trailers obtaining up to 22 tons of payload. SP industries designs and manufactures a complete line of material handling equipment. Learn more at www.sp-industries.com.



Two NP-165 Systems W/ Trailer Guide and Dolly Lok System at Seattle Times
Seattle, WA



Welcome Aboard!

We have added a new member to our sales team. Veteran Compactor Salesman Steve Ellingboe will be working the Pacific Northwest, Rocky Mountain and Heartland of the United States from his home near Kansas City, MO. Steve helps SP continue to be the leader in experience and innovation. Call us today for your compactor, cart dumper, recycling systems, or other waste handling needs.

Safety is Everybody's Job!



***New NP-165 Newsprint Loader Installs
Raleigh News and Observer
Fayetteville Observer***

Tight Space Solutions

SP Industries provides a number of options for your tight space needs. From the APT-331 to the larger CP-711, you can have space and compaction that will reduce your total operating cost anywhere in the United States. Learn more today from our experts by calling 1-800-592-5959.



SCS-1410 10 yard capacity Self Contained Compactor/Container



From the President's Desk

I hope everyone is having an enjoyable summer. Myself, I'm glad it's busy and things are hopping. Our second quarter came out well and we're actually ahead of last year. Thank you for the hard work and orders! It's a good feeling especially here in Michigan where unemployment is still over 6%. The new building is working out great and we love it. We're making additional changes and expanding again to give us additional room for engineering and sales. We've also hired an additional salesman. Steve Ellingboe has joined SP as regional sales manager, and he will be responsible for the north central and northwest region. He has been involved in the waste industry for over twenty years working with Marathon and K-Pack. Steve said "I've always had problems selling against SP. The quality and dependability were tough to compete with". Steve looks forward to meeting those of you in his area. We welcome him and hope you will also when he calls.

I'm a little miffed this month with all of the accidents in our industry happening around the country. Unfortunately, its' even happened to us. Nothing is more important in your day than safety. If you don't believe this, look around at anyone you know who is no longer enjoying life the same because of an accident. Could their accident have been avoided? It only takes one stupid mistake on your part to cause an accident. Never, ever, enter a piece of equipment without going through proper lockout and tagout procedures. Always release any and all stored energy or at least block that energy in an appropriate manner to insure your safety. Accidents happen when you are not vigilant; don't let your guard down, ever. You are more important than any job, equipment, or project. When you are not vigilant, everybody pays, especially you. This is why I send "Safety Monday" around each week to many of you. For those that would like to receive it and are not

getting it now, just e-mail me and I'll add you to my list.

Safety is getting to be a major issue for everyone, and this is a great thing. With any luck, and a lot more education, the people purchasing equipment will finally pay attention to what they are really buying. Issues like confined space and NEC infractions with integrated power units, machine guarding, open bottoms of compactors, doors with pinch point hazards, and loading heights are costing our industry millions of dollars. And it's still amazing how many manufactures, haulers, even industry leaders that still don't have a clue on compliance with OSHA standards or the ANSI standards. Take heed people, you're involved as much as the manufacturers. You can't be complacent; when you see a safety issue on any waste equipment you've got to speak up. Write letters or send e-mails to all affected parties. You might be surprised by the response.

As for SP Industries, yes we meet and/or exceed the ANSI Z-245.2 safety standards. We have been very instrumental in advancing the safety of our industry and will continue to be the best and most safe compaction equipment available. To most, safety is taken for granted. It usually takes an accident or injury before they wake up. Please be safe and be proud of what you do and what you provide.

As always, I hope the comments and ideas will give you some insight on selling equipment and making money. Don't ever hesitate to contact me with questions. We'll do our best to please.

Sincerely,

Denny



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WASTE EQUIPMENT
TECHNOLOGY ASSOCIATION