

Coming Soon!

New Pricing!! We will be issuing a new pricing guide effective January 1, 2011. Please look for the new pricing to be delivered in mid December. We continue to take great pride in providing the best equipment and will continue to be competitive in our pricing. If you need additional copies to be mailed to your offices, please email or fax your request to the attention of Paul in Marketing. Thank you for helping us get this important information out as soon as possible.

Who's using SP Equipment?

Below is a picture of an old CP-75, a 3/4 yard Mini Pack that we put inside a production facility (GM) 20 years ago. Initially at this factory they needed constant use of a forklift every hour to transport cardboard boxes. After installing our machine, the need for a forklift dramatically decreased. Instead of hourly use, the forklift was only used once every eight hours. This allowed for the factory to run more efficiently and cut back on wasteful use of a forklift. Another example of how SP can help you minimize your carbon footprint and save money at the same time!



Videos

Ever have customers request a video? SP Industries now has a youtube page that will help others understand more about what we do. We feel the use of the youtube page can be a good selling tool to demonstrate the capabilities of our machinery. Visit the web page at www.youtube.com/user/spind09 or visit our website for a link to the videos. Below is a picture of what our youtube page looks like.



New Products

Coming early next year, SP will offer new environmentally friendly products. Our extensive research and development program has developed new, innovative ideas involving solar and wind power. The equipment will further reduce transportation costs, labor, and cut carbon footprints even more. We may even have a way to make waste just disappear. We do not want to give too much information away, but if this is something that piques your interest, give Gene a call!

Do you know someone who would like a copy of this newsletter? Send their contact information to Paul Nysse at paul@sp-industries.com.

The President's Desk

Winter is right around the corner, chilly mornings and comfortable afternoons. Summer is definitely a distant memory and the kids are in full swing at school. SP has been busy, but it's still a little too quiet for me. I really don't know what to make of it; our Waste Industry indicators point to "average" in some areas, and "above average" in others. The paper markets have been steady with corrugated around \$100 a ton and scrap prices are staying steady also. I guess no one can make up their mind or want to pull the trigger on equipment.



Recently, I have been asked a lot of questions regarding concepts of being Green, Sustainable, and LEED Certified. The things that are being done today are amazing with the heating and cooling systems, roof styles, window treatments, solar and wind power systems. The one thing I've rarely seen is any LEED building systems considering the actual handling of their waste material. Yes, I've seen the recycling containers for paper, plastic, and food waste; but what happens to this material when it leaves the containers? How is it handled, processed, transported, or disposed? I've visited some of these LEED facilities; with southwest Michigan having the largest percentage of LEED certified buildings in the country.

These facilities use multiple open top containers sitting around for a carbon/fuel-burning, emission-producing truck to pick up multiple times per week. I've been asked many times, "Why is this"? First, most people do not consider what happens to their garbage or recycling. If they have a "waste" issue they contact their garbage man. Second, because most customers don't realize the garbage man is in the trucking business, their cargo is your trash. This doesn't happen only to customers either; I've discussed this with engineering/architectural firms, even architectural college professors. They don't teach it, and don't know how to handle waste/recycling material in their building designs. It's difficult to find hauling operations that will help their customers find the lowest overall operating expense, or cost of operation, especially with most manufacturers selling direct. So try to get involved with end users, architects, engineering design companies, and construction firms. Some may be involved in the Green, Sustainable, and LEED supply chain.

Security is another issue we can help customers with. We recently finished another waste handling phase at the Phoenix Sky Harbor airport. We maximized their container payloads with our Wet-Pac systems, and limited their trucking. By limiting their trucking we reduced their fuel usage, emissions, labor, and carbon foot print. Another added benefit of limiting their trucking is we reduce the number of times a truck goes through security. Think about this for a minute; a truck with a self-

contained compactor leaves the airport to go to the landfill and then back to the airport. Leaving the airport is fine; coming back into the airport is the scary part. How many times does Security open the back door of a self-contained unit to see if it is empty? I have seen numerous times where a truck returns and passes through security unchecked. They always walk around the truck but don't look inside the container.

Finally, I just returned from visiting an old customer in Florida, Balimoy/DSE, Inc. Tampa. They put a fluid collection system in for turnings and chips over ten years ago. I visited because I wanted to see what it looked like now and how it has operated. To my delight, and the operations manager Harry Ramsey's, it has operated perfectly. The system paid for itself in under a year with the cost of recovered cutting oil that is recycled. I asked Harry if he had any suggestions on what to change; and had a couple of great ideas. He said he would increase the size of the drain pipe from the container to the collection pan, add a back-up pump in case the main pump fails, and coat the inside of the container with an epoxy paint to help corrosion. Other than that, the system works great and is a good reference on fluid collection systems.

I hope this information is helpful and broadens your sales imagination. Once again, don't hesitate to contact me with questions.

Thanks and have yourself an SP day!
Denny Pool

Sid's Corner

We received a number of comments regarding Sid's Corner, so we decided to continue the segment. Sid's Corner is used to lighten the mood and provide a few laughs. We hope you enjoy them as much as we do. Let us know what you think!

"When more than 50% of the cows are laying down, it will rain within 24 hours."



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