



NEWSLETTER

May 2006

www.sp-industries.com

A Slick System For Oil Filters

Here's a new market for our products, Railroads. Recently, we built two specialty machines for **CSX Railroads**, because of their concern for the high price of disposal of used locomotive oil filters. Our solution was the powerful **PC-3000-D-DW** with special modifications to collect the used oil.



Utilizing the **PC-3000-D-DW**, we were able to flatten the oil filters and empty the contents at the same time. The result was a full weight load of filters heading for the landfill. With the use of a precrusher, we were able to get enough of the oil out to eliminate the hazardous material rating that the filters previously had.

To get the job done, SP Industries designed a special containment system that not only collected the fluid from the container, but also collected fluid from the precrusher. Special decking, panels, collection sump, and pumps were used to make this all come together for the customer.



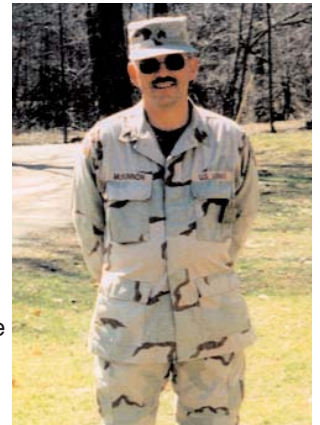
What waste problem can SP Industries help you solve?

Call us today with your story.

Welcome Back Sergeant

After over a year of service to our nation we honor and welcome Sergeant Tim McKinnon back to the ranks of Engineering this week. Tim returned from his mission in Iraq at the end of March and after several weeks of catching up on his personal life he will be rejoining us to continue his professional career.

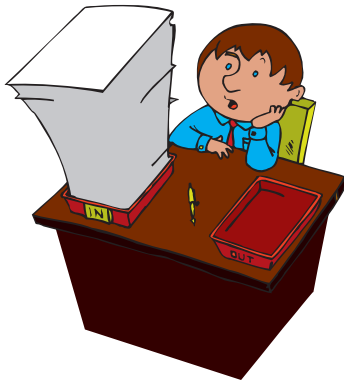
With Tim's return we will be stronger in our Engineering Department and we look forward to reducing our lead time by 3-8 days. This will help out for those jobs that require the fast placement of machinery. It will still be in your best interests to get us the order as soon as possible, but this should relieve the pressure on the drawings for proposals and the specialty custom projects that help yield higher commissions.



Tim has found a number of changes since he left us a year ago. The new building, the removal of the old building, new paint facilities, upgraded computers, new dealers, and much more. What's next on the horizon? Who knows! But you can surely know that we will be ready to change to meet the needs of our customers. Change is good as we grow and become more productive and efficient. Come and see the new SP. Call your Sales Manager today to schedule a visit and learn more about our systems, solutions, and the way we do business...Focused on Quality, Service, and the lowest overall price for waste management.

What's Black and Orange and saves money two ways?

See Denny's Notes on the Back!



From The President's Desk...

Things are still hopping around here. The first quarter came out well and we've started the second quarter just like last year, slow. With the new building finished, we are ready for the market and economy to start moving. With all the activity, quoting, and promises of signed contracts,

I'm surprised the market hasn't taken off already. We're ready for it any way it goes.

The show in Las Vegas was pretty average this year. There were only three stationary compactors and three balers on the floor, and they were the typical "cheapies". The only different item I saw was the roller on a hydraulic arm that is supposed to compact trash in an open top container. The hazards and safety issues with this type of system will make this an interesting product for the product liability lawyers. We sponsored the WASTEC Lounge again, along with Foster Hydraulics, and it was the best place on the show floor. For the first time we were allowed to have beer, peanuts, and popcorn in the lounge so it was a great place to meet and talk. Otherwise it was an uneventful show; hopefully this will help the Association decide to go to an every other year show (fat chance).

The Second National Safety Meeting at Waste-Expo was very successful. Safety is definitely an issue with the haulers, finally. We also had a mini ANSI compactor and baler meeting. A couple of manufacturers acknowledged their non-compliance and that they would be changing their power unit locations and machine guarding. Not only is this a good thing, it also makes SP more competitive with these people.

A quick note on some SP products; The NP-165 is still doing a great job for the Cincinnati Enquirer, Louisville Gazette, and just recently the Orlando Sentinel. Their average scrap newspaper payloads are 20 plus tons per trailer and the labor savings versus a baler system is well over \$100,000.00 per year. A PC-3000-D-DW is removing oil from CSX's railroad engine oil filters to allow them to go to a standard Subtitle-D landfill. The Railroad says this system will pay for itself in 9 months. A PC-9000 product destruction system at Harley Davidson has eliminated labor, excess equipment, and hauling costs to allow for a 14 month pay back. It's amazing what our equipment can do. Just think, with a little imagination and ingenuity you too could be selling these big ticket items. If you have a waste handling problem, we have a cost saving solution.

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.

Thanks again and have a great year.

Denny

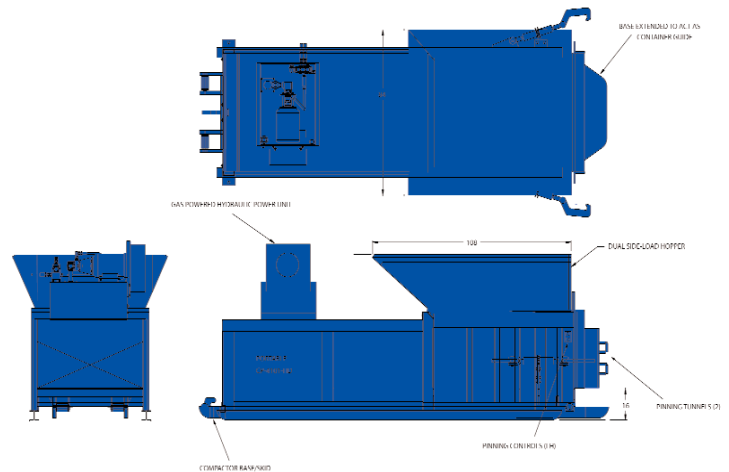
Why is this Mouse afraid?

He's heard the news that SP Industries, Inc. has a better mouse trap. But what he doesn't know is that it's for waste newsprint and it loads a over-the-road trailer with ease and efficiency



Portable Waste Solution

Ever have a need for a compactor in the middle of nowhere? Or a highly mobile operation that can benefit from compaction but doesn't plan to be in the same spot for very long? How about community festivals, conventions, races, or other events that only last a short while? SP Industries has a **solution** to these difficult waste scenarios. The Portable Compaction System is unique because it can be used anywhere. With power supplied by propane or gas, this unit is the solution to those activities that create tons of waste but are located where limited or no power is available.



This system is built on the rails of a compaction container. This allows most roll-off trucks to easily move the unit from site to site. Just think of the possibilities for rentals with this unit. Place it at construction sites, golf tournaments, fairs, festivals, and more. Have the container picked up when it's convenient, at night or after the event, thus limiting the risk of damage to people and property.

This system beautifies public events and reduces odors associated with messy open top containers. Attach a cart dumper and you can easily handle waste from all parts of your event. Powerful and polite, this system can't be beat. Consider the opportunities that you have in your community for this type of machine. Innovative solutions to everyday problems are just some of the many reasons people use products from SP Industries.

