

INVESTMENT RECOVERY ASSOCIATION

Promoting Professional Management of Surplus Assets



#### www.invrecovery.org

014 CONFERENCE

From the hotel entry...the warm welcome from association staff...the warm friendships and interaction among 300 IR professionals...spiced up with some Southwest cooking and sunny weather, Scottsdale proved to be one hot venue for the 80th Investment Recovery Seminar & Trade Show.



# > INTER...action!



The educational seminars were kicked off Monday morning by Steve McClatchy, shown here autographing copies of his *New York Times* best-selling book, *Decide; Work Smarter, Reduce Your Stress, and Lead by Example.* 

The keynote speech and free copies of his book were sponsored by eSource.

The Board of Directors and association staff came in a day early for an extensive planning session and meetings.

Shown here are Jim Cavanagh; Jane Male, CAE; Sean Byro, CMIR; Todd Thompson, CMIR; Barry Street, CMIR; Dennis Knutz, CMIR Fellow; and Kelly May, CMIR.





"Wow, Andy! That's fascinating!"



"Who needs a bio-break?"

ASSET 2.0 Vol. 2: 2014

## 80th Investment Recovery Seminar & Trade Show



"It may technically be a 'break,' but this is where I make some of my best connections."



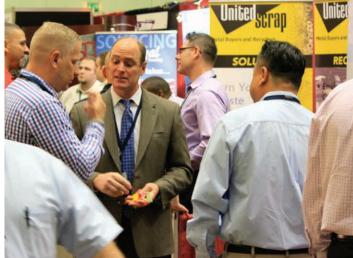
With almost two dozen educational seminar sessions, it's impossible to express in photos the depth of the content shared by the speakers, but one of the always-popular sessions is "IR–How We Do It." Here, Brian Angevine, City of Calgary; Tim Foster, Ford Motor Company; and Deb Hollowood, Nestle Purina share some insights on their department's activities.



"If you relax, this is much easier!"



"Hey, man, this warm weather is great!"



The Investment Recovery Trade Show is always a jam-packed affair. This year, 60 specialty contractors and suppliers shared their stories with their fellow IR professionals.

For lots more photos, go to <u>InvRecovery.org</u> and click on the 80th Seminar & Trade Show link on the left.







# INVESTMENT RECOVERY TRADE SHOW EXHIBITORS

#### **Aaron Equipment Company**

**Ryan Davies, 630-350-2200** A leading dealer of process equipment. We buy, sell and trade process equipment and also offer appraisals and asset management services.

#### A-Line E.D.S.

#### Anne Bailey, 319-232-3889

One of the nation's premier providers of on-site transformer decommissioning and oil recycling handling all levels of PCBs. Utilizing our patented equipment we provide you with the safest, most efficient environmentally friendly recycling in the industry.

12

#### Ansam Metals

#### Barry Stein, 410-355-8220

Buyers and processors of nonferrous metals from power plants, refineries, chemical plants, paper mills, etc. Large fabrications and complete components to small impellers and pumps.

#### **Bierlein Companies**

#### Bill Boyle, 989-496-0066

We are a national specialty contractor providing demolition, dismantling, environmental services, recycling, asset recovery and asbestos abatement.

#### Brandenburg Industrial Service Co. John Pastewski, 630-956-7226

One of the nation's premier turnkey demolition contractors, specializing in demolition, asbestos abatement, hazardous material removal, soil remediation and dynamic compaction.

#### **C&K Industrial Services Inc.**

#### Scott Dean, 216-642-0055

Deconstruct, dismantle, segregate, transport as project state

Champion Wire & Cable LLC David Berge, 516-338-2000 Electrical, electronics, wire & cable

#### **Clean Harbors**

#### Monika Tummings, 781-792-5498 Services include hazardous and non-hazardous waste transportation and disposal, recycling services, chemical management services, including laboratory chemical packing, household hazardous waste management services, and material and supplies sales.

#### Cohen Recycling

Eugene Rose, 513-433-2315 Demolition, scrap, investment recovery and e-scrap services

#### CPI Pipe & Steel, Inc.

Tyler Williams, 405-350-8555

#### We purchase new, surplus steel pipe in cut offs to quad lengths, asbestos coated pipe, classification change outs, loop line removal and pipelines in ground for removal

#### Dynaprice.com, Inc.

**Ron Randall, 201-886-8820** Provides data services for investment recovery, integrating inventory management, internal redeployment and web-based sales promotion.

#### EMR USA

**Chip Hunter, 225-355-4453** One of the world's leading metal recyclers, offering the personal service of a local independent with the capabilities of a global corporation.

#### Environmental Holdings Group, LLC

**Stephanie Kegley, 704-363-5434** Demolition, asbestos, lead, soil and lead remediation services

#### Environmental Protection Services Brad Joseph, 304-232-1590

Specializing in the disposal and recycling of PCB, PCB-contaminated and non-PCB transformers, electrical equipment, oil, water, debris and gas pipe.

#### EPC Inc.

Robert Novelly, 636-443-1999 Electronic recycling since 1984. Our certifications include ISO 14001, BAN, Microsoft, NAID and BBB A+ rating. We process electronic equipment in nine locations.

#### Epiq Technologies

#### Scott Seelman, 858-707-7290

Web-based investment recovery applications. Our applications are available in the cloud or on-premise. Excellent reporting and amazing success stories

#### ERSI

Karin Stewart-Harmon, 818-388-5222 Demolition and environmental remediation

#### Federal Equipment Company Paul Holland, 216-271-3500

Quality used equipment, outstanding service, and competitive prices that meet the needs of the processing equipment industry and other manufacturing industries.

#### FLD, Inc.

Rick Mallek, 261-266-8737

A direct buyer of end-of-term vehicles and equipment when coming out of service, we purchase nationwide in any condition.

#### Fortune Plastic & Metal Rick Gosselin, 401-419-7824

25 recycling facilities strategically located throughout North America and Asia, providing scrap management services to a wide variety of industries.

#### Frontier Industrial Corp.

**Rob Zuchlewski, 716-447-7587** A full service, nationwide contractor working in the areas of demolition, dismantling, equipment removal and salvage.

#### G&S Technologies

**George Newmark, 201-998-9244** One-stop shopping for all of your electrical

equipment disposal needs regardless of PCB concentration and location. Asset recovery services to the electric utility industry, focusing on recycling electrical equipment at the end of its useful life.

#### **GSD Trading**

Paul Conway, 281-459-1500 Demolition, dismantling, environmental remediation, marine construction and demolition, and industrial scrap recycling

#### **HGR Industrial Surplus**

Glenn McLaren, 512-551-4217

We buy everything related to manufacturing, from machine tools to shop equipment and MRO. We buy your surplus assets with one convenient transaction.

#### **HOBI International Inc.**

Michael Blankenship, 214-888-6607 Founded in 1992, we are an R2 certified recycling firm. A national provider of reverse logistics, asset management, data erasure, resale and re-marketing.

#### Homrich Wrecking Colleen Hren, 734-732-9271

Established in 1964, we are an innovative leader assisting investment recovery professionals with demolition and environmental services nationwide

#### Industrial Market Place

Joel Wineberg, 847-676-1900 We carry the latest information on used, surplus and new equipment. Distributed

surplus and new equipment. Distributed nationally since 1951, it's your one-stop publication to buy or sell.

#### IRH Asset Recovery

David Frey, 801-972-5581

Purchasing, decommissioning, and forensic teardown of transformers, and also provide rigging, custom fabrication, millwright, heavy-haul and storage services to utility clients nationwide.

#### **Iron Planet**

Matt Dougherty, 404-788-4624 Auction services of the remarketing of used vehicles and equipment

#### J.J. Kane Auctioneers

**Grant Williams, 205-706-1389** Specializing in remarketing utility, construction, fleet and industrial surplus through live physical and online auctions, and negotiated sales.

#### **Jackson Demolition**

Diane Rich, 518-374-3366 Demolition

#### Jerry's Electric

Mike Yocum, 800-843-9834

Remanufactured transformers, repair/rewind of customer-owned transformers, and salvage of distribution/transmission equipment. On-site transformer dismantling.

#### Lakeshore Reclamation & Resale Mark DeLisle, 269-373-4500

Copper stator bar and wire recycling

#### Liquidity Services, Inc.

Tyler Patterson, 888-832-7384 We help increase revenue from your idle equipment, surplus materials and excess inventory by using our proprietary asset recovery process.

#### Louisiana Chemical Dismantling Hank Casey, 504-464-0770

Second-generation demolition contractor with over 50 years' experience. Plant dismantlement, entire site acquisitions and asset recovery, site remediation, engineering, budgeting and consulting.

#### Louisiana Chemical Equipment Co LLC Steve Nelson, 281-471-4900

We buy and sell equipment, complete plants and processes in the worldwide marketplace. We provide complete demolition, liquidation and appraisal services.

#### LVI Environmental Services Inc. Mike Duffy, 973-476-9066

Demolition, dismantlement, asbestos abatement, millwright, investment recovery contractor

#### Manitoba Corporation

Brian Shine, 716-685-7000 Non-ferrous metal recycler with a focus on red metals. We buy scrap and operate facilities in Buffalo, NY, and St. Louis, MO.

#### Midwest Industrial Metals

Catrina Roth, 630-853-5138 Metal recycling

#### National Salvage and Service Corporation

Nathan Broadfoot, 812-339-9000 Safe, efficient and environmentally sound products and services to remove, recover and restore resources. A national leader in complete site demolition and asset recovery ranging from power plants to railroad tracks.

#### NCM Demolition + Remediation Fred Maier

Demolition Remediation

#### Network International Inc. Laura Huskey, 713-659-7500

The online marketplace for buying and selling surplus energy equipment for the oil and gas, petrochemical and power/utilities and mining industries through online auctions and private sales.

#### North American Dismantling Corp. Vic Chappel, 810-664-2888

Nationwide demolition contractor specializing in heavy industrial demolition, commercial building strip-outs, power plant dismantling, asset recovery, critical lift/pick and environmental remediation.

#### **OSC Group**

**Bob Wegrzyn, 716-856-3333** Providing safe and creative solutions in the areas of environmental remediation, brownfield redevelopment, demolition and civil construction across North America.

#### Pacific Exchange Jim Brittain, 800-399-4577

We turn IR professionals into streamlined machines with an online tool that puts you in control of your territory and the assets you manage.

#### Power Asset Recovery Corp.

**Missy Battista, 330-493-1890** Selling and buying of electrical equipment to include transformers, breakers, switchgear, bushings, substation components and generation equipment.

#### **Radwell International**

**Gregg Peredo**, **407-257-8497** Buy surplus automation controls

#### **Repurposed MATERIALS**

Damon Carson, 303-321-1471 Repurposed services

#### **Ritchie Brothers**

**Angela Finch, 604-512-9917** A trusted partner in the energy sector that helps companies redeploy and recover the maximum equipment value through auctions and private sales.

#### **Royal Bearing**

Erik Calhoon, 800-279-0992 Surplus bearings

#### Sims Recycling Solutions

**Ghislaine Francis**, **510-367-6440** Electronics recycling

#### Solomon Corporation

**Brad Wooton, 800-234-2867 ext. 188** Transformer sales, repair and recycling. We buy and sell all types of transformers, poles, pads, subs, regulators, reclosers, panels.

#### Southwest Pipe Services, Inc. Chris Wilson, 713-392-6116

We are a leader in the industry for pipeline removal, ACM abatement, PCB removal and pipeline remediation. We will buy your used or surplus pipe in the ground, off the right-ofway, or out of your storage yard.

#### Strategic Telecom Supply & Solutions, LLC

Adrian Snell, 804-897-1319 Investment recovery for legacy telecommunications equipment (switching, networking, transport, DC power, cellular and head end)

#### T&R Electric Supply Co. Inc.

Kelly McMahon, 800-843-7994

"The Transformer People" – we buy, sell, rent, repair and deliver distribution and substation transformers and related high-voltage equipment.

#### TCI of Alabama, LLC

**George Jackson, 205-338-9997 ext. 227** Safe recycling of used and obsolete oil-filled electrical equipment and is fully permitted by U.S. EPA to process this same electrical equipment containing PCBs.

#### **United Scrap Metal**

Dane Zumbahlen, 815-671-6790 Metal recycling

#### Versatile Processing Group Inc.

Shane Willis, 317-577-6095 Dedicated to the recycling of scrap cable, transformers and other metals to maximize recovery of our customers' assets

Yellow Tag Auctions Chris Falatok, 864-461-240 Auction services



#### INVESTMENT RECOVERY ASSOCIATION **OFFICERS/BOARD OF DIRECTORS**



President Todd Thompson, CMIR

**Colorado Springs Utilities** +1 719.668.7629 tmthompson@csu.org



Vice President Barry Street, CMIR Florida Power & Light +1 561.691.7429 barry.street@fpl.com



Secretarv Kelly May, CMIR Salt River Project +1 602.236.8754 kelly.may@srpnet.com

Arizona Public Service

+1 602.371.7751

Treasurer Sean Byro



timothy.byro@aps.com Director Paul Hoffman, CMIR



Xcel Energy +1 651.229.2521 paul.m.hoffman@xcelenergy.com



Director Kris Eigenbrood, CMIR Campbell Soup Company +1 856.342.8521 kris\_eigenbrood@campbellsoup.com



Associate Director Dennis Knutz, CMIR Fellow Investment Recovery Exchange +1 360.915.6941 irexch@msn.com



**Associate Director** Mike Mitchum, CMIR ODIN, Ltd. +1 281.479.7700 mike.mitchum@odindemolition.com

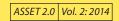
ASSET 2.0: The Investment Recovery Business Journal is published by the Investment Recovery Association.

#### www.InvRecovery.org



Iane Male, CAF **Executive Director** P.O. Box 419264, Kansas City, MO 64141 816.561.5323, fax 816.561.1991 email: jmale@swassn.com

The ideas presented in this publication do not necessarily represent the official position of the Investment Recovery Association. Techniques, concepts or approaches discussed here may not apply to your situation. ©2014. All rights reserved.





# THANK YOU TO OUR SPONSORS We gratefully acknowledge our sponsors for the INVESTMENT RECOVERY SEMINAR & TRADE SHOW

Please express your thanks to these companies who helped to make this event a success.

#### PLATINUM SPONSORS



RecoverySeeker turns the IR professional into a streamlined machine. An online tool that puts the investment recovery professional in control of their territory and the assets they manage.

We provide dismantling and demolition services at industrial facilities throughout the Gulf Coast. As a full-service demolition contractor and surplus equipment dealer, we ensure superior performance and generous equipment and scrap value credits on every project we perform.

GOLD SPONSORS



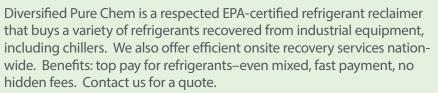
Specializing in demolition, dismantlement, plant decommissioning, investment recovery and environmental remediation.

#### SILVER SPONSORS



### **CLASSIFIED ADVERTISEMENT**





**Diversified Pure Chem** 11050 South Highway 287 Rhome, TX 76078 817.636.2089 www.divpc.com

