

HazMat Q&A

Why a Little Knowledge is Dangerous

By Andrea Martinez, CPEA.

Andrea will share her expertise on some of the most common hazmat handling questions at the 2020 Annual Investment Recovery Conference—April 19-21, in Scottsdale, AZ.



INSIDE
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When it comes to handling hazardous waste, a little knowledge is dangerous.

Without knowing the full scope of the hazmat regulatory and ethical standards, any organization could be at great risk. And for IR practitioners who are tasked with disposing of any and all surplus materials, that risk looms even larger. The solution?

Story on page 4 ▶



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See page 8 ▶

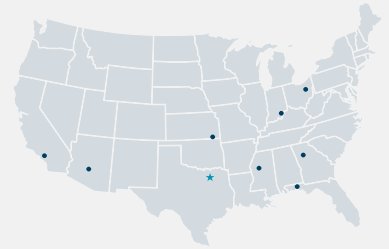
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PRESIDENT'S MESSAGE

People-Planet-Profits

For the last several years, the Association has highlighted and promoted the role of investment recovery in sustainability efforts and corporate responsibility reporting. As we are approaching the end of the year, it is the perfect time to reach out to the area in your company responsible for sustainability reporting to provide IR metrics for inclusion in this year's report, which normally is finalized 1st Quarter of the following year.

It's an invaluable opportunity to highlight the investment recovery function within your organizations and provide data/commentary on specific projects that feed into sustainability efforts related to landfill diversion, recycling, reuse and donations, etc. This is your chance to present IR to all those who read these reports—customers/communities/environmental groups/policy makers/investors and other stakeholders.

The Board and staff held an all-day marketing strategy meeting on 10/28 in St. Louis. We developed a number of 3-5 years goals, including diversification of member industries, attracting new professionals to IR careers and expanding membership in the Association. We also identified KPI's for the Association that focus on membership trends, engagement and event attendance. Thanks to Dawn Beutler, CMIR for graciously hosting us at the beautiful Ameren HQ.

I hope that all candidates intending to take the CMIR exam were able to attend the informational webinar held on November 6th presented by Kelly May, CMIR. The requirements for eligibility are rigorous and the exam challenging, but achieving certification is a worthwhile undertaking as recipients can attest to. We were pleased to have Mike Mitchum, CMIR, Executive Account Manager for American Integrated Services, present Demolition & Environmental Fundamentals 101 on 12/4 as part of the Association's ongoing webinar series. Mike covered the basics of conducting safe and efficient demolition projects and focused on the way strategic investment recovery plans and best practices help to offset project costs.

This issue of ASSET 2.0 will include the continuing Family Business series, spotlighting this month associate members Housby and Louisiana Chemical Dismantling Co. (LCDC).

Also included is an article on hazardous material management by Andrea Martinez from Salt River Project, who will be a featured speaker at the 2020 IR Association Conference.

Be sure to add a line item to your 2020 budget for attendance at this valuable event, which will be held April 19-22 at the beautiful Doubletree by Hilton Paradise Valley Resort & Hotel in Scottsdale AZ.

As we enter into the heart of the holiday season, enjoy the special time spent with family and friends and stay safe.

Best wishes for 2020 on all fronts!



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HazMat Q&A

When it comes to handling hazardous waste, a little knowledge is dangerous.

By Andrea Martinez, CPEA, Salt River Project

Without knowing the full scope of the hazmat regulatory and ethical standards, any organization could be at great risk. And for IR practitioners who are tasked with disposing of any and all surplus materials, that risk looms even larger. The solution? Expert knowledge from Andrea Martinez, CPEA, Salt River Project...AND a featured speaker at the 2020 Annual Conference, April 19-22, Scottsdale, AZ. Andrea shares her expertise on some of the most common hazmat handling questions.

What are the requirements for mixing hazardous waste streams?

This is an often-asked question. Certainly, consolidating waste streams entering in accumulation areas can decrease hazardous waste disposal costs. Just consider:

- Combining compatible waste materials into larger shipping containers reduces the number of units you need to ship, thus lowering handling and transportation expenses.

- Fewer containers you handle and transport translate into fewer units to be inspected and managed.
- Remember, that waste stream consolidation demands expert consultation. Arbitrarily mixing wastes can generate dangerous chemical reactions—along with any number of government fines and sanctions that will dwarf any savings you were hoping to achieve.
- Generally, the Environmental Protection Agency (EPA) does not allow mixing listed hazardous waste with non-hazardous waste. If these two wastes are inadvertently co-mingled, the entire volume must be treated and disposed of as hazardous waste.

**The EPA
requires you to
create a Hazardous
Waste Profile for
any instance of
hazardous waste
removal**

What's more, some chemicals shouldn't even be near each other—let alone in the same container—and not knowing which is incompatible with what could spell trouble. In addition, the EPA and Department of Transportation have chemical segregation requirements.



What are the recommended guidelines for hazmat-incident contingency plans?

Whether you're in a big or small organization, you must consider the 'what if' of potential environmental damage from leaked hazmat under your control. You will ultimately be held legally and financially responsible, regardless of whether the damage is from human error or natural causes (i.e., tornado, etc.).

Don't have a plan? When disaster strikes is not the time to discuss its severity and improvise a solution. Already have a plan? Don't expect your employees to make sense out of an incomplete or vaguely worded plan. Employee awareness and training are critical to a plan's success. Contingency plans often include an external spill response that are beyond the capability of your company.

This is important because recognizing an unfolding disaster should instigate a well-defined and rehearsed contingency plan, with all employees knowing exactly how to implement it.

The EPA also requires Large Quantity Generators of hazardous waste to have emergency procedures, and plans must be submitted to local emergency responders, along with the plan's Quick Reference Guide.

Expert advice: No matter how benign the potential effect, the release of any amount of hazardous material into the environment should set your contingency plan into motion. Be aware that hazardous materials releases often attract attention from mainstream news media, which could damage your company's reputation with sensationalized reporting. It is important that your company has a standby media statement prepared if the release is significant, and you are responding professionally and expeditiously to the release event.

**Containers
that look empty
to you may
not to an EPA
inspector.**

What is an EPA Provisional Identification Number?

Let's say your facility doesn't regularly produce hazardous waste. But for an IR practitioner, that could change in an instant...meaning the complex requirements of hazardous waste management could suddenly be your responsibility.

If a spill or other kind of emergency is identified as an environmental hazard, it will trigger the regulatory prerogatives of the EPA. Removing what the EPA deems to be hazardous waste from your site—and transported to a state or federally regulated hazardous waste management, treatment, or storage facility—will require you to obtain an EPA Provisional Identification Number. There are two types:

1. A permanent number for locations where hazardous waste is managed from ongoing operations.
2. A provisional number for locations that need to dispose of hazardous waste right away due to an emergency.

The EPA will assign a Provisional Identification Number that will allow you to dispose of hazardous waste for 30 days. However, other reporting requirements might apply, for which many states maintain a telephone hotline that should probably be programmed into your cell phone.

How and when does the EPA consider a hazmat container to be "RCRA Empty?"

When it comes to hazardous waste containers, what looks empty to you may not to the EPA. So, the containers themselves might be subject to hazardous waste regulation, and inadvertently mishandling them can potentially put you on the wrong side of the law. This is true even after meticulous compliance of all hazmat mandates.

Next page ▶

So, what regulations define whether containers are truly “empty” in the eyes of the EPA—and therefore exempt from hazardous waste disposal regulations? They can be found in the federal Resource Conservation and Recovery Act (RCRA) that outlines whether a container is or is not “RCRA empty.”

The EPA prescribes three different “emptiness” standards that are necessary to avoid hazardous material removal regulations. One is simply for “hazardous waste,” another for “acute hazardous waste,” and a third for “compressed gas hazardous waste.” It is important to understand the EPA definitions when determining if your container is “empty.”

You might suppose that hazardous wastes and/or residue remaining in a container (or inner liner) deemed RCRA empty are exempt from EPA hazardous waste disposal rules. This is true for the most part, but you must determine whether removal of the original waste (or its subsequent management) doesn’t in itself produce hazardous waste. An example might be the residual mixture of waste and cleaning solvent (aka rinsate) left from a triple-wash regimen.

What are the educational requirements for an onsite hazardous waste manager?

For most employers, an undergraduate degree in chemistry/biochemistry, environmental science, engineering, waste management, or toxicology is required. For those pursuing a leadership role, a graduate degree for hazardous waste management is usually required.

Additionally, job-specific training about how to handle and remove chemicals, biohazards, and radioactive wastes safely is mandatory. The Institute of Hazardous Waste Materials Management has a Certified Hazardous Materials Manager (CHMM) credential that recognizes expertise with successful completion of their application and examination process.



What is an EPA Hazardous Waste Profile?

A Hazardous Waste Profile, formerly known as a “waste characterization profile,” requires you to list the chemical properties of the particular type of waste you intend to dispose of or transport.

Much of the information to complete your Hazardous Waste Profile is likely included in the Waste Analysis Plan you filed as part of your EPA permit application. So, what’s the difference? The Hazardous Waste Profile identifies a specific waste targeted for disposal, while your Waste Analysis Plan lists the hazardous materials you generally dispose of/transport generally.

The EPA requires you to create a Hazardous Waste Profile for any instance of hazardous waste removal, and it must be presented to the treatment and disposal facility (TSD) prior to its arrival. Otherwise, it’s illegal for the TSD to accept your shipment at all.

Listing every constituent of your hazardous waste allows a TSD to determine in advance of delivery whether they are legally qualified to accept such waste at all and (if so) how they will manage it (e.g., landfill, incineration, or further processing). Laboratory analysis for waste characteristics is often needed to determine the waste’s flashpoint, pH, or if the waste contains metals of concern for the TSD. It also addresses more pedestrian concerns, such as whether the TSD has the necessary capacity at the time.

Expert advice: Remember that any Hazardous Waste Profile you develop must be presented over your signature (or that of one of your listed managers) attesting to its veracity. Be sure you choose a state-certified laboratory for your waste analysis. Accuracy is paramount for EPA risk mitigation.

How do I keep abreast of enforcement trends that are closest to me?

1. Check out Envirofacts on the EPA website: Gain access to several agency databases regarding environmental activities affecting air, water, and land anywhere in the US. Simply enter your zip code to keep current of any enforcement activity affecting hazmat disposal in your area.

Envirofacts also allows you to investigate larger regions on specific enforcement topics such as Air, Waste, Facility, Land, Toxic Releases, Compliance, Water, Radiation, and others.

You can even access facility information across various categories, including Toxic Chemical Releases, Water Discharge Permit Compliance, Hazardous Waste Handling Processes, Superfund Status, and Air Emission Estimates.

2. Check out performance activity: Enforcement and Compliance History Online (ECHO) is a public access database of EPA compliance and enforcement data. View hazmat removal updates on individual organizations relating to a wide range of hazmat activity from permits to performance records to violations.

See you in Scottsdale!

Please review your company's waste management practices before the conference, as Andrea Martinez will present the best management practices and expert tips to enhance your existing company program. Because a lot of knowledge keeps you—and the environment safe! ■

Source: "30 Common Questions About Hazardous Waste," Pegex, June 19, 2019. <https://pegex.com/>



Andrea Martinez, CPEA
Water Quality & Waste Management Services
Manager SRP | Environmental Management,
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They say that hindsight is 20/20

But at the 2020 Annual Conference, April 19-22, the focus will be on the future. Investment Recovery professionals are on a fast track to success, as more organizations recognize the value of surplus asset management. This one-of-a-kind conference is the only place where you can get game-changing education, networking and innovative solutions. So, whether you buy, sell or manage surplus assets, this conference is for forward-thinkers who want to help advance IR's future—and their careers.

- Designed by IR for IR professionals.
- The most authoritative comprehensive education in IR today.
- Learn how Investment Recovery (IR) brings value to your corporation's bottom line.
- Mix and mingle at the receptions.
- Get market-ready solutions that puts you ahead of the learning curve.
- Get expert advice and practical information to help solve some of your toughest challenges.



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Share the vision

Join us for the Investment Recovery Conference and Trade Show,
April 19-22, 2020 at the Doubletree Resort by Hilton Paradise Valley, Scottsdale, AZ

Keynote speakers:



Travis Mills: Get inspired! Retired US Army Staff Sergeant is a wounded warrior, speaker, and actor who shares his uplifting message of never give up.



Alana Hill: Get motivated! "Ms. Engineer Way™" is a change leadership expert who empowers audiences in their professional and personal lives.

Sessions highlights include:

- New technologies insight
- Business plan development
- Project management
- Capital asset accounting
- Understanding ITAD certifications
- Hazardous waste management
-And much more!



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THERE'S NO BUSINESS LIKE FAMILY BUSINESS

For this issue's installment of the Family Business series, we feature two family-run Associate member companies; Housby and LCDC.



HOUSBY: The Culture that Jack Built Celebrates 50 Years of Success

For over 50 years, Housby has been a single source provider of products and services for companies in the ready mix, waste, forestry, heavy equipment, and highway industries.



The beginning of Jack Housby's passion for automobiles and trucks.

Jack Housby had a difficult beginning. Being a foster kid is hard enough, but even that couldn't provide a stable enough environment for him. So, at the young age of 13, he dropped out of school, ran away from his foster home and never looked back. But, Jack had great instincts that not only helped him survive – but thrive throughout his long and successful life. It all started on the streets of Des Moines, Iowa, where he began to meet numerous business stakeholders, and build key friendships.

These relationships led to a better job, where Jack could work in and around cars, which sparked a lifelong passion. By 1957, Jack became self-employed and opened a truck and car washing business in downtown Des Moines. In 1959, he expanded his business into heavy duty truck repair, painting and towing.

1969 saw another milestone - Jack became the official Mack Truck Dealer for Central Iowa. Housby Mack still remains one of the largest Mack Truck dealerships in the country, and eventually added an additional location in Carroll, Iowa.



Jack Housby being welcomed as an official Mack Dealership in 1969

Kelly and Kevin Housby, Jack's sons and current co-partners at Housby, began the second generation of the family business in the mid-seventies. Today, members of the third Housby generation are involved in sales and various technical positions.

Through the years, Housby grew to include new truck lines, a mixer business and later entered the online auction business in 2000. Currently, Housby includes an ever-widening scope of services and products.

2019 was a special year, as Housby celebrated their 50th anniversary as a Mack Truck Dealership. Although they lost Jack in 2015, his spirit was certainly still there to celebrate.

In fact, the business culture that Jack built is a tribute to his own values and work

ethic. The following are the core values upon which employees are hired upon, and exhibit every day:

Integrity: Deliver what is promised.

Dedication: Continuously deliver reliability, professionalism, and quality in all that we do.

Work-Life Balance: Balance professional and personal obligations.

Entrepreneurial Spirit: Have fun and deliver the ultimate experience to our customers.

Housby has been recognized as a "Top Workplace" throughout the state of Iowa for the past six years. And in 2019, Housby was ranked in the top three Iowa workplaces for mid-size companies. Jack's philosophy was that if you take care of your employees, they in turn take care of your customers.

And Jack meant it. Every month he made sure there was some kind of fun employee appreciation activity planned. Even on a daily basis, Jack made his 'rounds' – walking through the entire Housby campus and talking personally with each employee. This tradition is now continued by Kelly and Kevin, with them stopping by for a friendly chat with employees from all departments.

So, for all of us at the Investment Recovery Association, "Congratulations" on your golden anniversary year! The culture that Jack built is already being passed to Housby's third generation, with hopefully more to follow.



From left to right: Jake Housby (grandson), Cody Housby (grandson), Patty Housby (daughter-in-law), Kelly Housby (son), Mickey Housby (grandson), Shirley Housby (wife), Jack Housby, Max Housby (grandson.)

LCDC: It's All About Commitment—and the Annual Crawfish Boil!

Louisiana Chemical Dismantling Company, Inc. (LCDC) is family-owned and operated, which allows them to maintain their well-earned reputation for commitment to achieving complete customer satisfaction.



Yankee Stadium renovation 1973 with the Schwall family: From left to right: Betty, Terri, Lanza and Jay.

If you asked Jay Schwall, the current president of Louisiana Chemical Dismantling Company, when he got his feet wet in the business, he wouldn't miss a beat. *"I was 11 years old when I started in demolition. I went to the first big job my Dad, (Lanza Schwall) got back in 1973 – the Yankee Stadium renovation."*

For an 11-year-old boy, that must have made quite an impression...and it did. Because forty-six years later, Jay not only is still in the demo business, but a second-generation president of the company his father began. But he will never forget running around the famous Yankee

Stadium on the weekends, riding the bullpen cart up and down the ramps and even dropping the light bulbs off the roof. *(Shhh...when nobody was watching!)*

In the beginning: Invirex

But for Lanza Schwall, Jay's Dad and the founder of Invirex Demolition, Inc. (IDI) back in 1973, the Yankee job was a big business break. From there, the business grew. In 1980, Lanza's wife Betty became President of IDI while Lanza headed up special projects and field operations. Also that year Jay, a recent engineering grad from Brooklyn Polytechnic Institute started working in the family business as an estimator and project manager.

In 1987, there were big changes. Jay led the big company move to Kenner LA, and while there met his wife Terry,

have 20+ years with the company, proof of an exceptional work environment. But some folks will tell you it's all about the crawfish boil!



Every year the Schwall's put on their annual crawfish boil. And what a spread it is!

Fun boils over!

This is when Lanza builds a bonfire in the backyard, hauls out the old 100-gallon coffee pots from the Yankee Stadium and shows off his culinary skills. Back in Cold Spring, NY – lobsters were in the pots, but since opening LCDC in the Big Easy, the menu changed to crawfish. The parties are still held at Jay's house where employees also enjoy volleyball games and swimming in the pool.

Schwall family today

Lanza and Betty are happily retired in New Orleans and continue to be active in the LCDC celebrations throughout the year. Terry and Jay's son is a lawyer in the area and provides legal assistance for the company. Although LCDC has seen many changes through the years, the family commitment to its employees and customers is still the same. And that's a very good thing. ■

who eventually became the company's marketing director. At the same time, Lanza purchased the demolition and dismantling operations of the Louisiana Chemical Equipment Company and a new era was born.

Commitment to its people

The one Schwall family value that drives everything they do is commitment. LCDC has and will continue to be committed to their people - by enabling them to make a good living with great benefits...and providing an opportunity for professional and personal growth. Many employees



10 Tips for a Greener Holiday Season

It's the most wonderful time of the year... right? While we deck the halls and prepare for the holiday season, the planet is busy preparing for something much less festive: thousands of pounds of trash and pollution, plus significant emissions and energy usage. In fact, Americans toss 25% MORE trash from Thanksgiving to New Year's than any other time of the year—amounting to an extra 25 million tons of garbage in total.

But there are steps you can take to celebrate the green way—without sacrificing the spirit of the season.

1. Get unplugged: If you're traveling at some point this holiday season, make sure you are not wasting valuable resources. Turn OFF all lights, computer equipment, and electronics. Turn power strips to OFF and unplug devices from their outlets. Also, make sure all of your windows are shut and window treatments are closed.

2. Buy a 'forever' tree: Consider buying a live tree with a rootball that is native to the area. After the holidays, plant it in your yard.

3. Shop Local: It will save you "shopping miles" and support the local economy. Bonus Tip: Bring reusable bags with you to reduce plastic bag consumption.

4. Shop Small: Instead of getting a bunch of new "stuff" consider giving family and friends the gift of a new experience! Gift certificates for spa services, restaurants, and even auto repair services make great gifts. As do memberships!

5. DIY Gifting: Think about DIY gifts that will be more personal and meaningful because you made them yourself.

6. Decorate with LED stringed lights: LEDs consume about four watts per strand versus 34 watts for a standard strand.

7. Recycle: Use recycled content wrapping supplies and holiday cards. After the unwrapping frenzy be sure to recycle all paper and cardboard, reuse empty chocolate and candy tins, and donate your old items and unwanted gifts.

8. Party Tips: Avoid serving food and drinks on disposable plates and cups. If you don't have enough reusable items, have everyone bring their own! Turn down the heat before guests arrive. You'll save energy while the extra body heat of your guests warm up the room.

9. Go farm to table: Hit up your farmers' markets, organic stores, co-ops, and your own garden for all the fixings for your holiday dinner.

10. Power down: Skip the single-use battery-operated gifts! Sustainable technology companies like House of Marley are building products that use 'years-lasting' batteries and can be charged with a single power cord. Toy companies like Green Toys and PlanToys make cognitive, memory, mobility, and education toys and games from materials like wood and recycled plastic—encouraging natural play in young ones that isn't just staring at a screen.

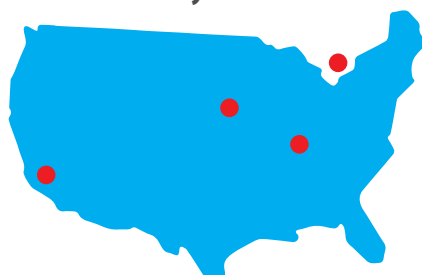
Sources: earthhero.com, 11 Tips for a Sustainable Holiday Season, Dec. 3, 2018; green.harvard.edu, Green Your Holiday Season; bhg.com, Buying a Christmas Tree to Plant



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Hope to see you there!



Associate Member Directory

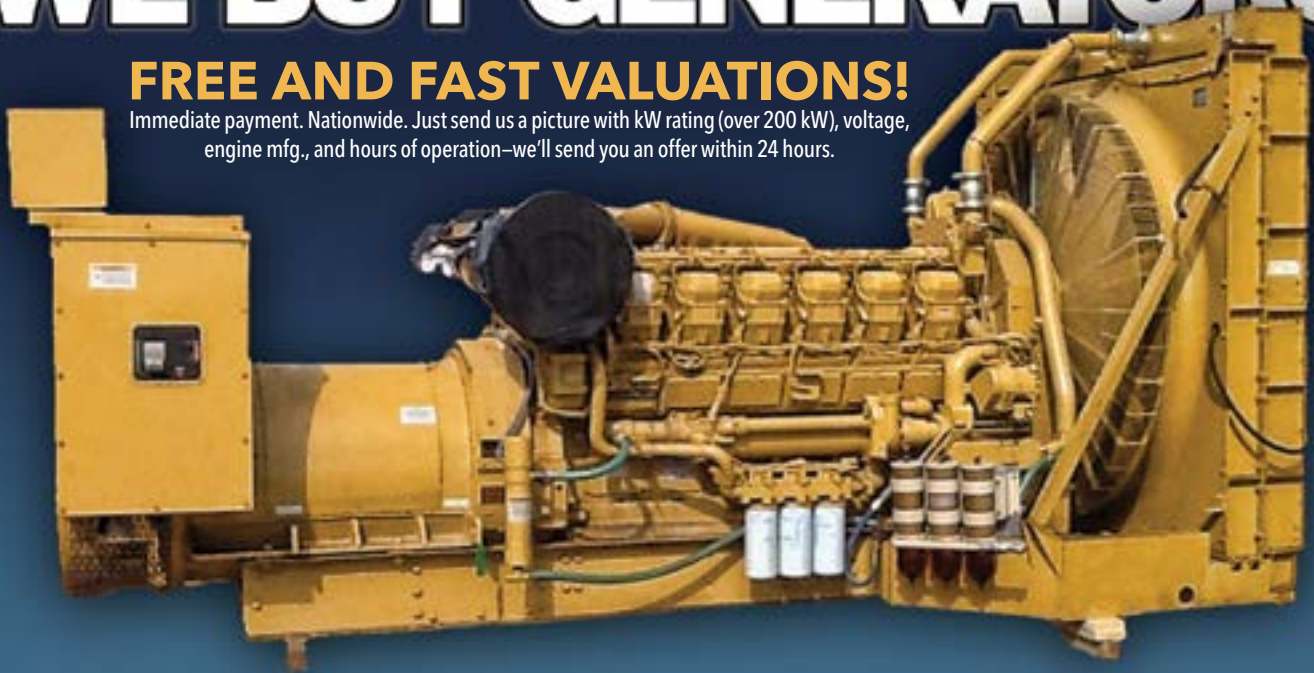
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Investment Recovery Association

Associate Member Directory

Welcome to the 2019/2020 comprehensive list of our Associate Members*—providing best-in-class products and services specific to the Investment Recovery industry. As a member of the Investment Recovery Association, you also have access to the online directory, please check back often as new listings and updated contact information are added: www.invrecovery.org, under Member Resources.

For easy reference, the directory is organized alphabetically, and then by these eight key categories:

- (1) Surplus Sales and Marketing** (Pgs. 20-22)
- (2) Surplus Equipment** (Pgs. 22-24)
- (3) Oil & Gas Equipment** (Pgs. 25)
- (4) Environmental & Demolition Services** (Pgs. 26-27)
- (5) Metals, Scrap Management, Wood** (Pgs. 28-29)
- (6) Utility Company Surplus** (Pgs. 30-31)
- (7) Computer, IT & Electronic eScrap** (Pg. 31)
- (8) IR Support Services** (Pgs. 32-33)

*As of October 1, 2019

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pasjoh@brandenburg.com
brandenburg.com
Category: 4

Capital Recovery Group LLC

(860) 623-9060
gkatz@crgauction.com
crgauction.com
Category: 1

Classic Automation LLC

(585) 241-6010
fruebeck@classicautomation.com
classicautomation.com
Category: 2

Cleveland Industrial Recycling Inc.

(440) 992-3783
cir_jszoka@yahoo.com
clevelandindustrialrecycling.com
Category: 5

 **CPI Pipe & Steel**

(405) 350-8555
tyler@cpipipe.com
cpipipe.com
Category: 3

D.H. Griffin Companies


(336) 389-5399
bwalker@dhgriffin.com
dhgriffin.com
Categories: 2 and 4

Dynaprice.com Inc.

(713) 972-2243
scott@dynaprice.com
dynaprice.com
Category: 8

Dyno Nobel

(231) 907-0722
David.Teller@am.DynoNobel.com
dynonobel.com
Category: 3

 = this company has at least one employee that has a CMIR certification.



[Click here for more details.](#)

East Coast Electrical Equipment Co.

(919) 562-8122
tim@eastcoastmotor.com
eastcoastmotor.com
Category: 2

Electric South LLC

251-947-8658
Phil@electricsouth.com
electricsouth.com
Category: 1

Emerald Transformer

(281) 904-1616
trowe@emeraldtransformer.com
emeraldtransformer.com
Category: 4 and 6

EMI of KC

(913) 287-1590
jared.mcdonald@emiofkc.com
emiokc.com
Category: 6

Environmental Protection Services

(304) 232-1590
brjoseph@epsonline.com
epsonline.com
Category: 4 and 6

EPC, Inc.

(636) 443-1999
bob.novelly@epcusa.com
epcusa.com
Category: 7

EPIQ Technologies

(858) 707-7290
scott.seelman@epiqtech.com
epiqtech.com
Category: 8

EquipNet Inc.

(781) 821-3482
sales@equipnet.com
equipnet.com
Category: 2

F & M Mafco Inc.

(800) 898-2151
dhaag@fmmafco.com
fmmafco.com
Category: 2 and 8

Federal Equipment Company

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adam@fedequip.com
fedequip.com
Categories: 1 and 2

Ferncroft Management LLC

(978) 815-6185
jwebber61@yahoo.com
ferncroftmanagement.com
Category: 2

FLD Inc.

(561) 266-8512
rich.mallek@fleetlease.com
fleetlease.com
Categories: 1 and 2

Fortune Metal of RI

(401) 725-9100
rickgosselin@fortunegroup.net
fortunegroup.net
Category: 5

Fortune Metal Midwest

(815) 786-3067
chrism@fortunegroup.net
fortunegroup.net
Category: 5

Frontier Industrial Corp.

(716) 447-7587
rzuchlewski@fic-services.com
fic-services.com
Category: 4

G & S Technologies

(201) 998-9244
george@gstechnologies.com
gstechnologies.com
Categories: 4 and 6

G.S.D. Trading U.S.A. Inc.

(281) 459-1500
david.davis@gsdcompanies.com
gsdcompanies.com
Categories: 4 and 5

GLE Scrap Metal

(407) 868-3717
Andrew Dischino
adischino@glescrap.com
glescrap.com
Category: 5

Global Ewaste Solutions

(952) 444-0741
bobd@globalwaste.net
globalewaste.net
Category: 7

Goodwill's Green Works Inc.

(313) 499-3113
caleb.rutledge@ggw-us.org
goodwilldetroit.org
Categories: 5 and 8

Green Industrial LLC

(262) 476-5045
mike@gibuys.com
gibuys.com
Category: 1, 2, 3, 6, 7, and 8

Gulf Asset Recovery, LLC

(337) 288-1388
matt@gulfmatalrecycling.com
gulfmatalrecycling.com
Category: 2

Heavy Weight Inc

(203) 271-0100
kristao@heavyweight-online.com
heavyweight-online.com
Category: 5

Heritage Industrial Services, Inc.

(609) 752-0143
jason@heritageindustrialservices.com
heritageindustrialservices.com
Category: 4 and 8

HGR Industrial Surplus

(810) 908-8515
raffrica@hgrinc.com
hgrinc.com
Category: 2

Housby

(563) 370-8943
alewis@housby.com
housby.com
Categories: 1 and 2

HRH Metals

(205) 640-5500
steve@hrhmetalsinc.com
hrhmetalsinc.com
Category: 5

Industrial Market Place

(800) 323-1818
joel@impmagazine.com
impmagazine.com
Category: 8

Interscope Asset Recovery

(513) 423-8866
assetrecovery@interscopemfg.com
interscopemfg.com
Category: 2

IRH

(801) 910-7182
ron@intermountainrigging.com
irhusa.com
Categories: 6 and 8

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jjkane@jjkane.com
jjkane.com
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J.M. Wood Auction Co. Inc.

(334) 264-3265
russ@jmwood.com
jmwood.com
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J&M Industrial

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bsmith@jmindustrial.com
jmindustrial.com
Category: 2

Koppers Recovery

(888) 919-9935
BreedeB@koppers.com
koppers.com
Category: 5

L.C. Mayfield Associates, Inc.

(281) 328-2900
mayfield@mayfieldsurplus.com
mayfieldsurplus.com
Categories: 1, 2, 5 and 8

 **Liquidity Services Inc.**

(312) 515-3050
tom.conwell@liquidityservices.com
liquidityservices.com
Categories: 1 and 2

Lombard Metals Corp

(484) 270-1307
ml@lombardmetals.com
lombardmetals.com
Categories: 1 and 5

Louisiana Chemical Dismantling

(504) 464-0770
karllebeouf@lcdc-invirex.com
lcdc-invirex.com
Category: 4

Louisiana Chemical Equipment

(281) 471-4900
snelson@lcec.com
lcec.com
Category: 1, 2, 3

MAAS Companies Inc.

(507) 285-1444
maas@maascompanies.com
maascompanies.com
Category: 1 and 2

Maddox Industrial Transformer

(800) 270-2011
clayton@maddoxtransformer.com
maddoxtransformer.com
Category: 2

Malark Logistics

(763) 670-1000
mgustafson@malark.com
malark.com
Category: 8

 **Material Management Resources Inc.**

(281) 944-4222
keving@materialmg.com
materialmg.com
Categories: 1, 2, 3, 5, 6, 7 and 8

Mayer Pollock Steel Corporation

(610) 323-5500
swl@mayerpollock.com
mayerpollock.com
Categories: 4 and 5

Metalex Recycling LTD

(780) 955-9594
geoff@metalrecycling.com
metalexrecycling.com
Category: 5

Midwest Steel Company Inc.

(713) 991-7843
jvanlandingham@midwest-steel.com
midwest-steel.com
Categories: 2 and 4

MRO Surplus Solutions

(805) 531-0052
purchasing@mrosurplussolutions.com
mrosurplussolutions.com
Categories: 2 and 8

National Salvage & Service Corp.

(800) 653-6285
fred.maier@nsscorp.com
nsscorp.com
Category: 6

NRI Industrial Sales

(855) 709-9813
l.corbo@nri-isd.com
nrisolutions.com
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North American Dismantling

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tseagraves@nadcl.com
nadcl.com
Category: 4

Olcese Construction

(775) 882-1647
tillio@olceseservices.com
olceseservices.com
Category: 4

OSC

(716) 856-3333
rwegrzyn@oscinc.com
oscinc.com
Category: 4

Partners Machine

(708) 485-4332
larry.gworek@gmail.com
Category: 8

Perry Videx LLC

(609) 267-1600
gepstein@perryvidex.com
perryvidex.com
Categories: 1 and 2

Phoenix Equipment

(732) 442-6990
williams@phxequip.com
phxequip.com
Category: 2

PICS Telecom International

(585) 295-2000
jriehle@picstelecom.com
picstelecom.com
Category: 1 and 8

Plant & Machinery, Inc.

1-800-Auction
ronm@pmi-auction.com
pmi-auction.com
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mark@powerandcompression.com
powerandcompression.com
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Power Asset Recovery Corporation

(330) 493-1890
missy@power-asset.com
power-asset.com
Category: 6

R. Baker & Son

(732) 222-3553
art@rbaker.com
rbaker.com
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 **R Brooks Consulting**

(253) 441-8786
ron.brooks1950@gmail.com
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Racco Iron & Metal Ltd. (R.I.M.)

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sracco@raccoironandmetal.com
raccoironandmetal.com
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Radwell International

(800) 332-4336 x 824
bklimp@radwell.com
radwell.com
Categories: 1 and 2

Ranch Cryogenics, Inc.

(815) 343-1812
mblock@ranchcryogenics.com
ranchcryogenics.com
Category: 4

Requis

(617) 784-0870
loic.coyot@requis.com
requis.com
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Ritchie Bros. Auctioneers

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tdalessandro@ritchiebros.com
rbauction.com
Categories: 1 and 2

Romanoff Industries Inc.
(419) 691-2888
jrri@romanoffindustries.com
romanoffindustries.com
Category: 2

Royal Bearing Inc.
(503) 231-0992
erik@royalbearing.com
royalbearing.com
Category: 2

Schneider Industries Inc.
(314) 863-7711
bruces@schneiderind.com
schneiderind.com
Categories: 1 and 2

Scout Investment Recovery, LLC
(650) 344-3282
eric@thescoutco.org
thescoutco.org
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SIGMA Recovery
(812) 303-8383
mdougan@sigmarecovery.com
sigmarecovery.com
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Silicon Valley Disposition
(415) 342-1770
mpadilla@svdisposition.com
svdisposition.com
Category: 1

Sonoco Reels
(843) 639-1315
jason.ruble@sonoco.com
sonoco.com
Category: 5

Southern Recycling LLC
(504) 289-8321
jmorgan@sorec-emr.com
sorec-emr.com
Categories: 1 and 5

SouthWest Pipe Services Inc.
(713) 829-9000
j.briers@southwestpipeservices.com
southwestpipeservices.com
Categories: 2 and 3

 **Steven Levy Enterprises**
(713) 910-4337
slevy@slevysurplus.com
ssmw.us
Categories: 1 and 2

Stainless Steel Midwest
502-805-1120
noliver@ssmw.us
ssmw.us
Category: 5

STSS Recycling
(804) 351-5409
sales@stssrecycling.com
gostss.com.com
Category: 7

Sunbelt-Solomon Solutions
(785) 577-9459
jwood@solomoncorp.com
solomoncorp.com
Categories: 2, 4 and 6

T & R Electric Supply Company Inc.
(800) 843-7994
kellymac@t-r.com
t-r.com
Category: 6

Target Contractors, LLC
(843) 388-3905
devans@targetcontractorsllc.com
targetcontractorsllc.com
Category: 4

TCI of Alabama LLC
(205) 338-9997 x227
gjackson@tcialabama.com
tcialabama.com
Categories: 4 and 6

 **TEXLA EP**
(225) 424-5535
jeff.robinson@texlaep.com
texlaep.com
Category: 1

TransCycle Industries of Ohio LLC
George Jackson
(404) 641-6754
gjackson@tcialabama.com
tciohio.com
Categories: 4 and 6

Thalheimer Brothers LLC
(215) 537-5200
eproud@thalbro.com
thalbro.com
Category: 5

Total Wrecking & Environmental LLC
(716) 692-2002
fbodami@totalwrecking.com
totalwrecking.com
Category: 4

TOTAL Metal Recycling
(866) 470-5763
dennismeyer@tmrsa.com
tmrsa.com
Category: 5

Transamerican Equipment
(704) 882-3979
forklift@trans-american.com
trans-american.com
Category: 8

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(610) 310-1608
tsouthern@trcsolutions.com
trcsolutions.com
Categories: 3 and 4

TRC America Demolition Services LLC.
(407) 462-9117
davidmiller@trcdemo.com
trcdemo.com
Category: 4

Turecki Pipe International
(604) 676-1600
darren@tureckipipe.com
tureckipipe.com
Category: 1

United Liquidators LLC
(678) 983-9800
billydemetro1@me.com
Category: 1 and 4

United Scrap Metal
(804) 727-2950
dzumbahlen@unitedscrap.com
unitedscrap.com
Category: 5

Utility Asset Buyers LLC
(281) 382-8570
cbelow@uabrecycling.com
uabrecycling.com
Category: 6

Utility Pole Solutions, Inc.
(702) 285-4400
bernie@utilitypolesolutions.com
utilitypolesolutions.com
Category: 6

Valiant Commodities LLC
(713) 589-3532
akshay@valiantcommodities.com
valiantcommodities.com
Category: 1

Versatile Processing Group Inc.
(903) 873-3811
rsteale@vpg-inc.com
vpg-inc.com
Categories: 5

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(1)
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gkatz@crgauction.com
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Electric South LLC

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Phillip Risch
251-947-8658
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Appraisals, equipment, industrial surplus, investment recovery services, redeployment, surplus valuation, vehicle remarketing.
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rich.mallek@fleetlease.com
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We purchase generators, engines, transformers, electric switchgear, circuit breakers, electric motors, and industrial MRO surplus. We will disconnect and remove. Nationwide service.
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jjkane@jjkane.com
jjkane.com

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schneiderind.com

Scout Investment Recovery, LLC

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John Carroll

(650) 344-3282

mpadilla@svdisposition.com

www.svdisposition.com

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Justin Morgan

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jmorgan@sorec-emr.com

sorec-emr.com

Steven Levy Enterprises

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Steven Levy

(713) 910-4337

slevy@slevysurplus.com

slevysurplus.com

TEXLA EP

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Jeff Robinson, CMIR

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jeff.robinson@texlaep.com

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darren@tureckipipe.com

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(continued)

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Buy electrical surplus; demolition contractors
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(678) 983-9800
billydemetro1@me.com

Valiant Commodities LLC

Houston, TX
Akshay Swamisetty
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akshay@valiantcommodities.com
valiantcommodities.com



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cfalatok@yellowtagauctions.com
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**(2)
SURPLUS
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classicautomation.com

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East Coast Electrical Equipment Company

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tim@eastcoastmotor.com
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Rich Mallek

(561) 266-8512

rich.mallek@fleetlease.com

fleetlease.com



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Belgium, WI

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Michael Rick, CMIR

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mike@gibuys.com

gibuys.com

Gulf Asset Recovery, LLC

Lafayette, LA

Matt Rongey

(337) 288-1388

matt@gulfmetalrecycling.com

gulfmetalrecycling.com

HGR Industrial Surplus

Euclid, OH

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Green Industrial LLC

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We purchase generators, engines, transformers, electric switchgear, circuit breakers, electric motors, and industrial MRO surplus. We will disconnect and remove. Nationwide service.

Michael Rick, CMIR
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WHAT'S HAPPENIN'

News of the Investment Recovery Association

WEBINAR RECAP

This fall, we featured two webinars presented by investment recovery subject matter experts.

Surplus Asset Dispositioning: On October 9th, Mark Huston, CMIR, CPSM, C.P.M. Mosaic, took us on a journey through the investment recovery disposition process. Mark provided a best practices methodology that maximizes the economic return to the corporation, while minimizing risks through compliance with all legal, statutory, and regulatory requirements.

On December 4th, Mike Mitchum, CMIR, Executive Account Manager for American Integrated Services, presented **Demolition & Environmental Fundamentals 101**. For new and seasoned IR professionals alike, Mike shared actionable information for undertaking a demolition, from bid evaluation to project tools to safety and environmental compliance.

To watch recordings of the webinars go to www.invrecovery.org/videos-2

ROUNDTABLE CALL FOLLOW-UP

A members-only Roundtable call will be held on January 22. Discussion topic will be focused on items of specific interest related to a demo project. Be on the look-out for a registration link coming soon.

FOLLOW US ON LinkedIn.

Keep connected to the IR member community and the broader IR industry. If you don't follow us already, please go to [linkedin.com/company/invrecovery](https://www.linkedin.com/company/invrecovery), click the follow button, and join in on the conversation.

VOLUNTEERS NEEDED FOR SHORT-TERM PROJECT

Calling all members! We are excited to announce the development of new user-friendly templates designed for the busy IR professional. Initially, we would like to develop a template for the intake process and a menu for different service options to include in an RFP. Future templates will be developed for supplier selection and a legal checklist for contracts. Discussions will begin after the first of the year and monthly conference calls will be held until project completion.

Interested? Please contact Jane Male, jmale@westerneda.com or 816-561-5323

BENCHMARKING RESULTS GETS PERSONAL

Have you checked them out yet? Get the stats that show how investment recovery is expanding its value proposition – and what it could mean to you and your organization's future.

2020 CONFERENCE IS IN SIGHT

Registration is open!

Include your 2020 Annual Conference Registration in your budget for next year. At the 2020 Annual Conference, April 19-22, Scottsdale, the focus will be on the future. Investment recovery professionals are on a fast track to success, as more organizations recognize the value of surplus asset management. This one-of-a-kind conference is the only place where you can get game-changing education, networking and innovative solutions. Go to invrecovery.org/2020-show to register today!



SHARE THE VISION!

At the 2020 Investment Recovery Seminar and Trade Show

When: April 19-22, 2020.

Where: Doubletree Resort by Hilton Paradise Valley, Scottsdale

What: The only event of its kind dedicated to those who buy, sell and manage surplus assets.

This conference is the only one of its kind where you will learn best practices and find resources to help you in your career. It is planned by Investment Recovery professionals for Investment Recovery professionals. The Investment Recovery Association's 7Rs are reinforced throughout the education offered during the 2020 Investment Recovery Association Seminars in Scottsdale, AZ. Here are just some of the topics that will be covered:

- *New technologies insight*
- *Business plan development*
- *Project management*
- *Capital asset accounting*
- *Understanding ITAD certifications*
- *Hazardous waste management*
- *.....and much more!*



To register, click here or go to
invrecovery.org/2020-show



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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.

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