

Back to Basics and Beyond

ROI

COST SAVINGS

IDENTIFICATION

SUSTAINABILITY

DISPOSITION

VALUE

7 Rs

New to investment recovery? Seasoned pro? Getting back to basics isn't just helpful to know as you advance IR in your organization and your career — it's foundational. "Getting Back to Basics" presented by Mark Hutson, CMIR, Mosaic, provided one of the three sessions that focused on starting and maintaining a successful IR department. He should know, Mark was responsible for building a 'wildly successful' global IR organization in a short amount of time. Learn how Mark used the basics to boost the bottom line and strengthen credibility with senior leadership. [Page 5](#) ▶



Circular Colorado...From Capture to Manufacture

The 2025 Fall Conference welcomed speaker Laurie Johnson, founder and CEO of a leading innovator in circularity – Circular Colorado. They are a nonprofit that develops end-to-end circular-economy solutions—helping businesses, recyclers, manufacturers and communities turn waste materials into new economic value. It focuses on building the infrastructure, logistics and end-markets needed to shift the state away from a "take-make-waste" model and toward a regenerative, circular system. Learn how IR could replicate their innovative model.

Become an automation champion.

SAY HELLO TO THE NEW IR WORKDAY.



One
Simple
Platform



VIRTUAL WAREHOUSE / LIVE AUCTIONS / OFFER & COUNTER-OFFER / SCRAP CONTRACTS & PICKUPS / REDEPLOYMENT / SUSTAINABILITY REPORTS

Finally a system that can match the way you do business.

Become an automation champion — transform your workday by streamlining in-house processes. Reduce inventory levels and liquidate surplus with higher returns using one simple cloud platform. Reduce carrying costs and optimize cash flow with our proven enterprise investment recovery solution. Support sustainability initiatives and gain full visibility of capital assets with the web-based platform trusted by well-known investment recovery teams for over ten years. Call or email inquiries@epiqtech.com for a free demo!

EPIQ
IR SOFTWARE



PRESIDENT'S MESSAGE

STEADY FOUNDATIONS, EXPANDING HORIZONS

The recent stretch of icy weather across much of the Eastern United States has created challenging conditions for many. I hope this message finds our members safe and well. Moments like these serve as a reminder of the importance of preparation, resilience and community—values that also define the investment recovery profession.

This issue's featured articles reflect both the direction our industry is heading and the principles that continue to sustain it. The Circular Colorado story illustrates how closely investment recovery aligns with the expanding circular economy. Laurie Johnson's "capture to manufacture" model highlights the growing recognition that materials retain value beyond their first use. Investment recovery professionals have long understood this concept, and it is encouraging to see broader systems and infrastructure being built around what our community has practiced for years: preserving value, reducing waste, and connecting materials back into productive use.

Equally important is the reminder offered in *Back to Basics and Beyond*. Mark Hutson's emphasis on clear messaging, the 7Rs and common language reinforces a critical truth—the value of investment recovery must be understood before it can be fully supported. Whether engaging senior leadership or colleagues in the field, our ability to communicate IR's financial, operational and sustainability benefits remains a core strength. Fundamentals are not a step backward; they are the foundation that allows innovation to succeed.

One of the enduring strengths of this association is the professionalism and collaboration of its members. The willingness to share insights, discuss challenges and support one another elevates the entire field. That spirit of cooperation continues to set the Investment Recovery Association apart and ensures that our profession remains both relevant and respected.

Looking ahead, the outlook for investment recovery is strong. Circularity continues to gain momentum, technology is expanding our capabilities and organizations increasingly recognize IR as a contributor to both financial performance and sustainability goals. Our role in responsible asset management is becoming more visible and more valuable.

I encourage you to join us at our upcoming conference in Glendale, Arizona, September 27 through September 30. These gatherings provide valuable opportunities to learn, exchange ideas and strengthen the professional relationships that support our work year-round. I look forward to seeing many of you there.

Thank you for your continued dedication to advancing the investment recovery profession.

—George Rheubottom
Investment Recovery Association President
and Manager of Investment Recovery Santee Cooper

Stronger Together



Let's Collaborate for Smarter IR.

The 2026 IRA Conference & Trade Show

Turn peer insights and best practices into concrete steps that strengthen your IR processes, and your organization's bottom line.



To register, scan code or visit:

invrecovery.org/2026-show

\$650 MEMBER | \$900 NON-MEMBER

Register today! Early Bird Discount is available for a limited time.



**September
27-30, 2026
Glendale, AZ**

TRANSFORMER RECLAMATION



At Jerry's Electric, our customers know that nothing matters more than the quality of our services. With 65 acre/138,000 sq. ft. of office, lab, remanufacturing, and reclamation facilities, we are uniquely qualified to meet the needs of your transformer projects. Est. 1976, and proud to support our men and women in uniform.

- Surplus Purchasing
- PCB Free Facility
- In-field Decommissioning
- Lab Services
- Transformer Sales & Repair

JERRY'S ELECTRIC, INC.

Call 800-843-9834 for all your transformer needs.

www.JerrysElectric.com

Back to Basics and Beyond

Presented by Mark Hutson, CMIR



Whether you're new to investment recovery or a seasoned pro... getting back to basics is essential for success. And attaining success was 'baked' into the educational agenda at the Fall Conference in Colorado last fall. Even if you were unable to attend, ASSET VOL.4 and 5 featured articles from the presentations on real-world playbooks on how to build and sustain winning IR departments.

But now it's time to put it all together and get back to basics...investment recovery basics that is. In the day-to-day challenges of advancing IR in your organization, it can also be a challenge to forego some of the basics. It's easy to get siloed and lose sight of what IR is...who are the players...how it operates...and its obvious and even hidden values. But Mark Hutson, Asset Control and Recovery Lead, Mosaic, shared his 'back-to-basics IR toolkit' that has been a crucial success factor. It validates virtually everything he does to advance IR both inside and outside his organization—and it's just as important for every IR professional. For the newbie,

the basics will form the foundation of their career growth, and for the more experienced, it will help them promote IR to senior leadership and industrial constituents.

Common language = higher comprehension

Mark works for a 120-year-old company that mines phosphates for crop nutrients. It was only in the last five years did this

\$13B organization recognize the value of developing a formalized investment recovery program.

During this short time, the program was not just successful...but wildly successful for this small IR niche. Mark is very passionate about zero waste and has built circular economies and many processes that have completely eliminated waste. Mark's boss then approached him with a challenge of taking it global to all aspects of the business. What a great opportunity! But

this presented a greater challenge of how to get their senior leadership here and abroad to understand what they do. In theory it should be simple, but Mark learned it was beyond executive comprehension, it was for everyone you came in contact with—even the weird guy on the elevator that thought, “Isn’t IR a bunch of stockbrokers?” And yes, that extends to our friends and neighbors.

This is when Mark explained the importance of having a common language that can be customized, relevant and understandable to the person or groups who ask:



Weird man in elevator asks, "Isn't IR a bunch of stockbrokers?" Do you have a common language answer?"

something, no need to buy new.

And the environment? Every item reused or resold is one less thing landfilled and one less new product that needs to be manufactured. This reduces waste, lowers emissions, and keeps materials circulating in the economy.

In fact, there's an IR trade association I belong to with over 191 companies – many Fortune 500s—that's how important that is."

This should satisfy the weird guy in the elevator too.

“So, what is investment recovery?”

Great question! I’m sure we’ve all been asked this question over and over, and like many of us, we get caught in our own ‘industry speak’ and lose our audience. So, with some strategic thinking, you can tweak your answer to whomever you’re talking to but still stick to the basics – starting with how IR is the reversal of the supply chain. ASSET2.0 sought the help of Microsoft Copilot and here’s what you might say to your neighbor chatting over the backyard fence:

“Investment recovery or IR is basically the smart way companies deal with stuff they don’t need anymore—obsolete equipment, unused supplies, old tools, whatever. Instead of costing the company by taking up space or paying for disposal, IR flips the supply chain backwards. Instead of buying and using, you’re unusing and sending things back out into the world where they still have value.

That reversal opens the door to the bottom line. Companies can sell idle materials, redeploy them internally, or recycle them for scrap value. What used to be a cost suddenly becomes revenue.

And cost savings? Those idle materials are off the books for storage, maintenance, and insurance. And if you reuse

Senior leadership messaging:

Mark stated that when he goes before the C-suite, they don’t understand what we’re doing. Yes, we IR folks understand it, but how do we communicate our function and value to the senior leadership? Obviously, talking to the C-suite will have its own strategic common language—framed by the value IR in respect to ROI, cost savings, increased revenue and advancing sustainability. So how do we communicate investment recovery’s value to senior leadership?

Fortune 500s: As a member of IRA, we’re in the company of many Fortune 500s who know how valuable IR is to their organizations as a best practice.

ROI: It costs most companies, on average, \$117,000 for an employee with a good return rate of about 20 to 1. With an investment in IR – it’s 48 to 1. For larger companies, you can expect a return of \$13M with 70%-90% going to revenue. This is actual bottom-line dollars going into revenue without being filtered through cost savings.

Cost Savings: Also, this is a really important part of investment recovery that needs a thorough explanation

to senior leadership. Even if we don't get a return on the assets that we're removing, it's the value that we're getting on the savings in terms of carrying costs. Decision-makers need to know that cost savings is basically unused money that could go into other capital projects.

Conduit for identification: Identifying and cataloging of idle assets is essential. IR is the vital communication link between senior leadership and the people in the field for this critical process.

Sustainability: When presenting to his executives, Mark is now leading off more of the time with how much landfill avoidance they have achieved and how it helps the bottom line. His C-suite is very interested in how those metrics impact each other. He emphasized that the sustainability folks are good at reporting sustainability as opposed to those of us who are actually doing sustainable practices. And those reporting numbers are what the C-suite hears along with how they were achieved.

Disposition: Mark stated that senior leadership needs to fully understand that IR is the subject matter expert on getting those idle materials to market. Moreover, getting that 'stuff' out the door also involves best sustainable practices. As mentioned earlier, Mark often starts out with how they are avoiding the dreaded landfill and how this is helping the bottom line.

Value: It bears repeating to senior leadership the difference between fair market value and net market value.

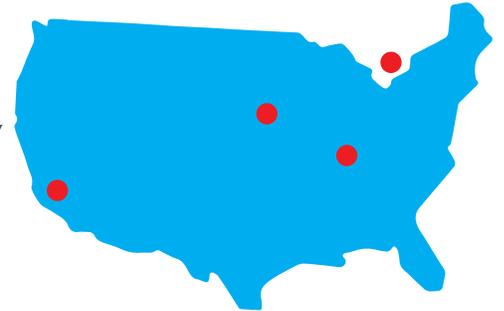
7Rs: It doesn't get more 'back-to-basics' than the 7Rs of investment recovery - Reuse, Recondition, Return, Resell, Reclaim, Recycle and Remove. That is a part of our common language that we all need to have and be able to communicate quickly and succinctly to everyone.



We Want Your Surplus MRO!!

**Do you have an obsolete MRO and Spare Parts on your shelves?
If you do, we want to make you an offer!!**

With facilities and staff located in California, Iowa, Tennessee, and Toronto, we can get to your site quick to work with you.



**For more information please visit our website
www.mrosurplussolutions.com
Let us help turn those no longer needed items into cash!**

300 S. Lewis Rd. Ste. G
Camarillo, CA 93012

Phone: 805.531.0052

Fax: 805.531.0060

purchasing@mrosurplussolutions.com

Communicating and incentivizing people in the field

So how do you identify those idle assets...and where do you locate them? Mark emphasized that the people in the field are invaluable for identifying and cataloging where those commodities are, including by-products and out of spec materials. These are the folks that need to be incentivized to start thinking entrepreneurially about IR.

And to do that?

Mark created cost centers for seven locations. Each site is responsible for and judged on tons produced and how they reduced cost per ton. Reports are posted quarterly so everyone sees how they compare to other locations. This fostered a positive competition among the centers.

And beyond...

With a firm foundation of the basics, IR can look forward to some exciting innovations shaping its future in the next four years. Take a look what ASSET2.0 discovered:

1. *AI Driven Asset Identification and Valuation:*

Expect faster identification, higher recovery rates and fewer manual errors.

2. *Digital First IR Platforms:*

Internal “reuse marketplaces” that can function like Amazon for surplus assets inside the company. Idle materials move faster, redeployment increases and CFOs get auditable ROI.

3. *Circular Economy Partnerships and Regional Reuse Hubs:*

New end markets emerge for materials that previously had low or no value.

4. *Advanced Metals Recovery and Urban Mining:*

High yield recovery of copper, rare earths and precious metals from decommissioned equipment using robotics and chemical-free extraction technologies.

5. *Secure & Sustainable IT Asset Disposition (ITAD):*

This will lead to higher resale value, lower risk and stronger ESG alignment.

6. *Compliance Driven Innovation:*

Automated compliance improves workflows for hazardous materials, cross border shipments and e-waste while lowering liability and making ESG reporting easier.

7. *Marketplaces with Instant Price Discovery:*

More real time auction platforms with dynamic pricing based on global demand will become popular with AI curated buyer matching that can reduce time to sale.

8. *Zero Idle Operations:* Predictive analytics that will flag idle assets before they become surplus.

9. *Sustainability Integrated IR:* Increasingly, IR becomes a core sustainability lever, not an afterthought.

10. *New Monetization Models:*

Subscription based recovery services for small and mid size enterprises, including revenue sharing models with recyclers and refurbishers will emerge. This will provide more predictable revenue and broader participation in IR markets. ■



Meet IRA— Your New Investment Recovery Assistant

Uses AI that “chats like a human”, not just an FAQ bot.

Provides **real-time answers and updates.**

Connects members with IRA resources, events,



Visit invrecovery.org/chatbot
We would love to hear your feedback.



From Retired Assets to Real Returns

R2v3-Certified | Results-Oriented | Ready to Serve



When your surplus becomes our mission, value follows.

C2 Management

Test & Repair
Data Sanitization
Decommissioning
Electronics Recycling
Sales & Remarketing
Buyouts & Liquidations
IT, Lab, Medical, Test, Industrial

(888) 993-2248
info@tryc2.com
www.c2management.com

WE DO BEARINGS.

WE BUY

We specialize in the purchase of surplus bearing inventories worldwide. We are interested in all sizes, types, and quantities. Our experienced purchasing department will competitively price your inventory list, or meet at your facility to review and price your surplus. As always, we pay all freight and travel expenses. Call, email, or fax Royal to realize an immediate return on your excess inventory!

buyback@royalbearing.com

WE SELL

As a wholesale distributor, we sell through a vast network of bearing and industrial supply companies worldwide. Our inventory consists of over 250,000 line items including bearings and mounted units of all types and sizes. We stock many out-of-production bearings, along with a world class inventory of in-production bearings. Contact Royal for any of your wholesale bearing needs!

sales@royalbearing.com

Portland, Oregon

17719 NE Sandy Blvd
Portland, Oregon 97230

Livonia, Michigan

11900 Globe Street
Livonia, MI 48150

Local 1.503.231.0992

Fax 1.503.231.1190

www.royalbearing.com



CALL US TOLL FREE 1-800-279-0992

Let's Collaborate for Smarter IR

Join us in Glendale, AZ for the 2026 IRA Conference and Trade Show

Turn peer insights and best practices into concrete steps that strengthen your IR processes, and your organization's bottom line.



To register, scan code or visit:

invrecovery.org/2026-show

\$650 MEMBER | \$900 NON-MEMBER

Register today! Early Bird Discount is available for a limited time.



September
27-30, 2026
Glendale, AZ

Circular Colorado...

From Capture to Manufacture



Old tires recycled into highway barriers.

Photo credit Circular Colorado

Investment recovery is becoming strategically aligned with the circular economy—now more than ever. The circular economy isn't just growing—it's accelerating at a pace that now rivals major tech driven industries. The global circular economy market grew from \$463.07B in 2024 to \$517.79B in 2025, and \$798.3B is projected by 2029 according to the Business Research Company. And what is helping to fuel that growth?

Innovation.

The 2025 Fall Conference welcomed speaker Laurie Johnson, founder and CEO of a leading innovator in circularity—Circular Colorado, in addition to being the director of Colorado's Circular Economy Development Center.

The journey to Circular Colorado

Ms. Johnson started her journey when Colorado was at the tail end of recycling and sustainability. But 15 years in a materials management role forced her to ask questions like, "Where do the materials originate and where do they end up?" She witnessed first-hand the waste of money associated with landfilled end-of-life materials. Laurie saw value in capturing those materials and returning them to the manufacturing stream. Good for the economy and good for the environment.

So, she founded the groundbreaking Circular Colorado and totally flipped the switch on how people viewed circularity – it's not just recycling anymore. They are a true innovator

because they aren't just another recycling nonprofit or policy program. Circular Colorado operates as a full end to end circular economy engine that connects businesses, manufacturers, recyclers, and government into one coordinated system. This "full loop" model is emphasized in their mission to "turn waste into a resource and close the gap on a sustainable, circular economy – simply stated as capture to manufacture."

Innovation at work

From tires and textiles to plastics and wood, Circular Colorado is helping the state reimagine waste as a valuable resource—laying the foundation for a more resilient and robust circular economy.

Is recycling a part of their program? Yes, but a small piece, with the major piece being materials management.

When she first landed in Colorado, Laurie saw that the state had a unique set of problems – starting with only a 10% resource recovery rate in general materials. They also have a low manufacturing sector partially due to areas of low population density and truck transport challenges over the Rockies. And with trucking expenses at about \$3.00 a mile,

the logistics factor was going to be cost-prohibitive in how the materials were to be transported. So, a novel circularity infrastructure was needed where none existed. But Colorado did hold an untapped potential – a collaborative spirit.

C3 – the foundational element

Laurie has had a major influence in promoting circularity in Colorado by serving on several boards and helping to usher in legislation to establish an enterprise fund, the Colorado Circular Communities Enterprise, abbreviated as C3.

The fund is simply a “pay at the gate” incentive reimbursement system. When a landfill pulls recyclable or reusable materials out of the waste stream, C3 pays the landfill \$2.00 for every ton recovered instead of buried. This offsets lost tipping fee revenue and motivates landfills—especially rural ones—to invest in recovery systems.

This fund then grants money to companies, cities, organizations to build infrastructure from “capture to manufacture” (which coincidentally is their tagline).

C3 is a foundational element of their regional eight state program called the Circular Colorado Center. It first extracts materials that can be directly recycled, leaving the remaining materials to be processed as inputs for new products and then transported to a manufacturing site. In this way, Circular Colorado keeps the money in the resources within the broader scope of the economy by establishing the infrastructure and technology to turn materials into products. This supports their mission of doing tangible, measurable projects, meaning they are very, boots-on-the-ground results driven...not time wasted in meetings.

Transport challenges and opportunities

A big part of the program is the challenge of transportation, something IR folks are all too familiar with. You have the material but how do you transport it...and at what cost? They are currently using rail and LTL (less-than-a load) truck transport coordinated through the strategic creation of a Circular Transportation Network. This network brings people together, either from different or inside same sectors, to work out the most efficient use of logistics. “Railcar or truck, and how can we avoid hauling back empty?” They solved the latter with an innovative communication system not unlike FedEx or UPS. Now, they pick up materials from jobs, cities, companies and large retailers that otherwise were going to be landfilled

simply because transport was too expensive. So, the network brings all these saved materials to a transload site, to be offloaded to rail or truck to a final destination.

The Big “4”

Their four primary materials that they work with are tires, C-HDPE, textiles and clear wood.

Tires: Waste tires had their own success story. Colorado averages 7.5 million waste tires a year – a huge problem. But they did have a manufacturer who could take ground up waste tires called crumbs and make them into highway barriers. But they lacked the grinding process piece. With money coming from the enterprise fund, they started a project that brought people together who hauled and sold tires. Together, they were able to fill in the missing ‘ground crumbs’ process to make the final product.

C-HDPE plastic: Most of their plastic recovery work is HDPE pipe - a challenge to transport but can absolutely be put into new products. They first focus on recovery costs and transportation logistics and then identify solutions for what new products can be manufactured. Laurie emphasized that their processes can be replicated over and over again.

Textiles: Circular Colorado does not currently operate a full textile recovery process. However, their CEDC (through the Circular Economy Development Center) has mapped the textile supply chain, identified barriers and is working to build the end market and logistics infrastructure needed for textile circularity in the U.S. Presently, domestic garment manufacturing can’t compete with low overseas labor costs and dying processes.

Clean wood: Instead of mulching, they handle dimensional lumber with different gradings and lengths and put them back into production.

Circular outreach

Transportation logistics are a major focus of their program, so are strategic partnerships, customized solutions and a future ‘circular campus’.

Circular Colorado has a main office with satellite offices throughout the eight-state region to help with their infrastructure and diverse needs. They also rely on local non-profits to assist in the ‘capture-to-manufacture’ program because of their strong community outreach.

Just as Circular Colorado has processes that can be replicated, so can their outreach model. Laurie likened it to putting puzzle pieces together. It starts with contacting the right people in local organizations all the way up to the Department of Energy. By working with partners in material recovery and remanufacturing, IR is in a perfect position to form their own circular program to explore challenges, fill the refining and transport gaps and then identify a manufacturer.

Circular Colorado today

E-waste and PET: Black mass is the residue of valuable materials that remain after lithium ion batteries are shredded during e-waste or battery recycling processes. It's one of the most important intermediate materials in the battery recycling industry because it contains the metals needed to make new batteries. And the good news? They are currently bringing in a company to generate black mass for an instate manufacturer. Same thing for polyethylene (PET). Circular Colorado is establishing a PET recycling plant to turn out plastic pellets for new products.

• **Next Run:** In December, Circular Colorado announced plans

to develop NextRun, a first-of-its-kind innovation hub to support the development of products made from recycled materials. This initiative is designed to create new markets for recycled materials, starting with plastics. Laurie stated, "The path to a circular economy requires both new innovators and established industry leaders... NextRun becomes more than just a facility—it becomes an ecosystem."

Circular Colorado tomorrow

Circular Colorado has plans to create a regional circular industrial campus as part of their long term vision for end to end circular infrastructure. It will co-locate people to share resources in a multi-building, multi-material circular manufacturing hub. This is where collection, processing, manufacturing, and innovation can happen in one place. Similar hubs have already been established in Europe.

And IR? Laurie encouraged IR to consider the following: "We're building a model that can be replicated across states and across regions. We'd love to see this happen across the country." And IR could play a pivotal role in making this happen! ■

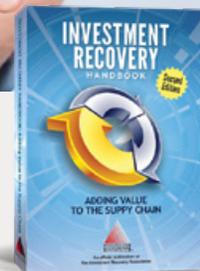


INCREASE YOUR KNOWLEDGE. BOOST YOUR CAREER.

The CMIR program is designed to elevate professional standards and personal performance, and distinguish those who have reached the highest level of professional achievement.

GET YOUR CMIR CERTIFICATION

Go to www.invrecovery.org/cmire, or call Jane Male at 816-561-5323



Investment Recovery Handbook; Adding Value to the Supply Chain

A definitive study guide written by IR professionals, for anyone who buys, sells or manages surplus assets.

Search "Investment Recovery Handbook" on Amazon.com



WHAT'S HAPPENIN'

News of the Investment Recovery Association

GET A JUMP START ... EARLY BIRD PRICING FOR THE 2026 IRA INVESTMENT RECOVERY CONFERENCE & TRADESHOW IS NOW OPEN!

Let's keep the conversation and energy building! Make plans to reconnect at the next Investment Recovery Association Conference and Trade Show, Sept 27-30 at the Renaissance Phoenix Glendale Hotel & Conference Center in Arizona!



We are opening an early discount period for conference attendees until April 15th. Please call (888) 236-2427 to secure your room at our special rate of \$225 plus applicable taxes and fees. State you are with the Investment Recovery Association Conference and Trade Show.

Are you looking for solutions for your surplus assets, or hard to sell asset? We consider our trade show to be a "solution-finder". This show is a key driver for our IR professionals to attend.



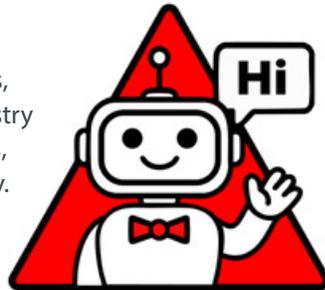
\$650 MEMBER | \$900 NON-MEMBER

To register, scan code or visit:
invrecovery.org/2026-show

SAY HELLO TO IRA—YOUR NEW AI-POWERED INVESTMENT RECOVERY ASSISTANT!

Designed to chat like a human, IRA delivers instant answers on investment recovery practices, CMIR certification, benchmarking data, and industry trends. It also keeps members updated on events, webinars, and association news. Check it out today.

Visit our website at invrecovery.org/chatbot. We'd love to hear what you think.



FOLLOW US ON LINKEDIN. Keep connected to the IR member community and the broader IR industry. If you don't follow the Investment Recovery Association already, please go to www.linkedin.com/company/invrecovery. Click the "follow" button, and join in on the conversation.

INVESTMENT RECOVERY ASSOCIATION OFFICERS/BOARD OF DIRECTORS



President
George Rheubottom
Santee Cooper



Vice-President
Megan Behm, CMIR
National Grid



Secretary/Treasurer and Associate Director
Caleb Rutledge
Goodwill's Green Works



Director
Mark Hutson, CMIR, C.P.M., CPSM
Mosaic Company



Director
Nathan Washington
The Boeing Company



Director
Martin Rodriguez
ExxonMobil



Director
Tina Chrisafis
Con Edison Company of New York



Associate Director
Jason Stone
Maddox Transformers

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

www.InvRecovery.org



Jane Male, CAE
Executive Director
10100 N. Ambassador Dr., #310
Kansas City, MO 64153
816.561.5323

[email](mailto:jane@invrecovery.org)

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.

©2025. All rights reserved.

Printed on recycled paper using soy-based inks.





TCI OF ALABAMA, LLC
 Pell City, AL 35125
 (404) 307-3758
 gjackson@tcialabama.com
 Contact: George Jackson
 www.tcialabama.com



TRANSFORMER TECHNOLOGIES, LLC
 Salem, OR 97317
 (503) 364-5476
 ljoel@transformertechnologies.com
 Contact: Les Joel
 www.TransformerTechnologies.com



G&S TECHNOLOGIES
 Kearney, NJ 07032
 (201) 998-9244
 george@gstechnologies.com
 Contact: George Newmark
 www.gstechnologies.com



TCI OF ALABAMA, LLC
 North Carolina
 (404) 307-3758
 Contact: George Jackson
 gjackson@tcialabama.com

G&S
FAMILY OF
COMPANIES



TCI OF NY, LLC
 Coeymans, NY 12534
 (518) 756-9997
 tci@tci-NY.com
 Contact: Lisa Beers
 www.tci-NY.com



TRANS-CYCLE INDUSTRIES OF OHIO, LLC
 Richwood, Ohio 43344
 (404) 307-3758
 Contact: George Jackson
 gjackson@tcialabama.com



NORTHEAST TRANSFORMER SERVICES
 Preble, NY 13141
 (315) 238-7131, Cell: (315) 877-6322
 patrick@northeasttransformer.com
 Contact: Patrick Kozer



G&S TECHNOLOGIES
 Richmond, VA 23231
 (804) 222-7132
 matt@gstechnologies.com
 Contact: Matt Yount
 www.gstechnologies.com

TRANSFORMING ENVIRONMENTAL PROBLEMS INTO PROFIT

Take advantage of the experience and capabilities of eight independently owned companies aligned to provide environmentally-safe disposal of oil filled electrical equipment. Expert, efficient and environmentally responsible service provides peace of mind and a fair return on assets.

