

#### Accumulated scrap metal

- 40 years of accumulation
- 7 acres
- 1.6 million cubic feet
- 60,000 metric tons
- 12,000 tires





#### **Designing the contract**

- Exclusivity
- Up front lump sum payment (to ASPA)
- Recyclable Material
  - Metal (ferrous & non-ferrous)
  - Tires
  - Car batteries
- Dedicated equipment
- Baler rental (\$170 per hour)
- Environmental risk

### Designing the contract (cont.)

- Milestones & penalties
  - Containerize & ship 2,600 tons per month
  - OR FACE \$200 per day penalty
- Performance bond (\$500,000)

#### **Project Pinnacle**

- 180 staff working 3 shifts
- 36 containers per week filled & shipped
- 10 balers & 3 industrial metal cutters
- 6 excavators
- 6 forklifts
- 2 dump trucks
- 2 backhoes

# BEFORE





## BEFORE



## BEFORE



### SORTING THE METAL



## **SORTING & BALING**



## Making a dent



# PROGRESS CONTINUES



# BALING



### AND CONTAINERIZING



### **CLEARING THE YARD**



## **ALMOST THERE**



# TODAY: NEARLY COMPLETE



# Thank You Very Much!

