



THE POWER OF **EXPERIENCE**

In the mid-1970s, Charles (Chuck) Davis, the founder of San Diego-based Industrial Metals & Salvage (IMS), was approached by Alcoa Aluminum to cooperate on a project. Alcoa was testing a new beverage container in the San Diego market, the aluminum can. Alcoa knew this would deploy large volumes of metal, and the company wanted a way to recover and recycle it.

Chuck had a reputation as an honest and hardworking entrepreneur, but also as an inventor who built much of his machinery. As a mechanical engineer, Chuck was pretty confident that he could help the Alcoa team. He built a machine that separated steel cans from aluminum cans, dropping the aluminum onto a scale to be weighed so that he could properly pay the collectors.

"That initial sorting process led to the development of a can flattener and then a can densifier," shares Chuck's son, Bob Davis, chairman and chief executive officer of the CP and IMS Groups. "As UBC recycling continued to grow, we deployed our equipment around the country to process recovered cans for Alcoa." Eventually, a line of recycling center equipment was developed and sold by CP Manufacturing, an IMS subsidiary incorporated by the Davis family in 1977.

"In 1987, we saw the dramatic and very public garbage barge happen, and solid waste management companies began moving into postconsumer recycling. CP was contacted to supply equipment to handle the increased recycling rates, realizing quickly that the recycling center machinery we'd been supplying was inadequate for these needs. It had to be heavier and built for much larger throughput," Bob says.

SINGLE SOURCE

As a mechanical engineer himself, Bob knew that CP could build the machinery that was needed. He quickly set out to engineer some of the very first material recovery facilities (MRFs) constructed in North America. Using its recycling center

delivering the lowest maintenance and operating costs. That impressed me."

As the industry continued to develop, so too has CP Manufacturing. It is now one of five companies that make up the CP Group, which consists of CP Manufacturing, Krause Manufacturing, MSS, IPS Balers and Advanced MRF. This integrated design, engineering and manufacturing group produces the world's most advanced recovery plants. Its systems handle everything from the tipping floor to the bale storage area.

"As recycling plants continued to develop, becoming larger and more sophisticated, you needed all of this machinery to talk to each other" says Bob. "That complexity led me to believe that the customer was better served if it all came from a single source. That ensures that the system is harmonized and means there's no finger pointing. It's our obligation to make it all work together."

Schneider says, "We take a system operations approach when looking at the processing requirements of our customers. Our engineered designs really look at the flow of material through the

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– Terry Schneider, president and COO of the CP Group.

experience, CP used conveyors, magnets and sorting stations to get the job done.

"Bob is not just a CEO, he's also the chief engineering officer," shares Terry Schneider, president and COO of the CP Group. "When I was specifying and purchasing MRF systems during my years at Republic Services, he was very involved in plant design. The CP plants were also

plant, not just our machinery but the entire plant." He adds, "We focus on maximizing material flow to minimize operating costs."

Bob says, "The focus of our group lies in two areas. The first is delivering advanced machinery that works throughout a modern MRF seamlessly and, second, to deliver systems that have



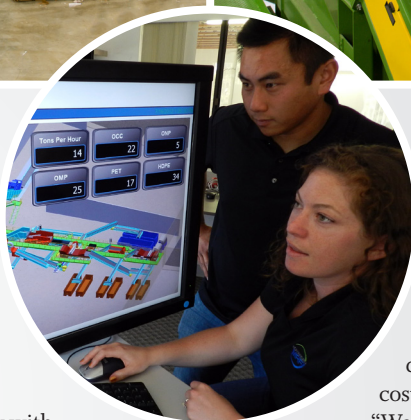
the lowest operating cost per ton.”

“By having all of the equipment companies’ part of a single group,” Schneider says, “we’re able to deliver superior integration. Things like aligning bunker storage capacity with baling capacity to ensure that an overfilled bunker does not shut down the sorting line. Our iMRF™ (intelligent MRF) technology tells an operator when a given commodity needs to be baled. The use of data maximizes uptime availability.”

Greg Thibado, vice president of MSS and IPS, says, “We were the first systems company to take an integrated approach. Ten years ago when CP acquired MSS, they had the vision of integrating the entire system. Through the years as the material streams have changed, such as with the explosion in PET single-serve containers or the decrease in ONP volumes, that approach has allowed CP to stay ahead of the curve.” He continues, “The integration of MSS optical sorters has increased efficiency, productivity and quality as material streams and material markets have changed. In today’s market that’s critically important.”

EXPERIENCE COUNTS

Bob says the company’s experience as an operator separates it from its competitors. “Unlike other equipment suppliers, we are processors. IMS Recycling has managed the city of San Diego’s curbside recycling contract for more than 15



years,” Bob says. “That gives us firsthand operational experience so we understand the need to build efficient, productive equipment that also delivers low operating costs over the long term.”

“We look at systems as

operators would,” says Thibado.

“Going back to my years at Alcoa, BFI and Waste Management, I was always comfortable working with CP because they saw systems the way I did from an operator’s perspective.”

“In the 16 years I have been with CP, the goal has never been to produce a part as inexpensively as possible” says Jim Weller, engineering design manager at CP and WASTEC’s 2010 Engineering Employee of the Year. “Rather, it’s always been to design around the goal of zero downtime. We oversize bearings, shafts, motors and rotors all to handle the worst case scenario.”

Weller adds, “Our innovative CP Syncdrive™ is an example. It allows our screens to run on timing belts that eliminate sprockets and chains, which last about six months in this operating environment. We have belts that have been running for five years or more with no replacement. Designing to avoid downtime is possible.”

The discs in CP screens also offer distinct advantages. While discs will always need to be replaced, disc replacement on a CP screen does not require the rotor to be pulled. “Our discs

can be removed by loosening a single socket screw,” says Weller. “This means the job is quick and easy. We also equip our screens with a range of safety features important in protecting workers.”

Schneider says CP’s equipment adds to worker safety. “As a plant operator, we saw that the CP equipment offered a safer work environment. When the screens go into maintenance mode, the motor control center (MCC) ensures a total lockout through safety keys. The screens drop to maintenance mode, the shafts lock so they can only move forward, and a folding floor covers the rear opening and serves as a drop and removal point for debris when cleaning to minimize contamination and further maintenance. Workers have tether points and can get their jobs done quickly with minimized risk.”

At CP Group, the objective of each system design is to deliver the lowest cost per ton processed and the lowest long-term operating costs. Bob explains, “Since we run a plant in San Diego, I understand how expensive downtime is. I also understand the competitive marketplace and the need to maximize recovery while producing clean commodities. That’s the reason why at CP we build machinery that will stand the test of time.”



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