



*Erin Recycling team members, left to right: Dominique Hamel, Doug Logan, Howard Fielder and Francois Brodeur.*

# Profitable C&D Recycling

From recycling  
start-ups to  
industry veterans,  
Erin Recycling  
provides C&D sorting  
solutions for its  
customers every  
step of the way.

Investments aren't easy. Whether it's a new home or car for personal use, or capital equipment for business, going ahead with a major investment always carries with it a certain degree of uncertainty, and maybe even a little fear.

In today's economy, even companies that have been in the business for years aren't immune to a certain degree of trepidation when planning to invest in the uncharted territory of recycling. For companies looking to dip into C&D recycling with no prior experience, getting started can be an especially daunting proposition. But it doesn't have to be.

By focusing on each individual customer's needs, systems provider Erin Recycling of Quebec, Canada, helps remove the uncertainty by providing a spectrum of customized processing solutions to its C&D recycling customers.

## CUSTOMIZED SOLUTIONS

Every inquiry to Erin Recycling begins the same way—with a detailed evaluation of the customer's needs and goals, whether that customer is just getting started or an established player looking to improve their process. "We start by developing a working relationship toward a common goal," according to Doug Logan, recycling systems specialist with Erin Recycling.



*Erin prides itself on using a collaborative approach to provide the best solutions to its customers.*

## Complete Package

Erin Recycling is a product line of Premier Tech Systems, a business unit of Premier Tech's Industrial Equipment Group. Premier Tech is a privately-owned, 85-year-old company that is located in Quebec, Canada, and employs 1,600 people around the globe. Francois Brodeur, the general manager of Premier Tech Systems' processing and recycling team, traces the company's development through several industries and business units. "From harvesting peat moss, the company branched out into packaging, which included screening and mixing. This led to other markets such as soils, compost and wood products," he says. "We developed a complete range of portable screening equipment, including the aggressive action double deck Fingerscreener, which quickly became a tool of choice for C&D processors. It was a very natural evolution."

A strong engineering background has given Erin Recycling the ability to apply its expertise to develop fixed electric systems and integrate a wide range of recycling equipment—from the most complex, multiple-line sorting systems to the very basic building blocks for start-up companies. "We're able to offer the complete range of systems and equipment, to separate and process C&D materials into valuable products" Brodeur says.

"Our customers' success is the key to our performance," says Howard Fiedler of Erin Recycling. "With our full-time focus on C&D recycling, we've developed an understanding of what is needed from the outset, and what can wait." This minimalist philosophy helps Erin Recycling customers not only get into C&D recycling, but thrive.

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Developing the optimal recycling solution for each customer requires greater insight than simply recovering select materials from the waste stream. "There are lots of reasons to get into recycling C&D," Logan says. "All the way from capturing metals and cardboard, to reducing the number of trucks being sent to landfills, to becoming LEED-certified, to producing biomass and alternative fuel products ... We try to understand the driving forces, as there needs to be solid motivating factors to justify the investment."

Moreover, the team at Erin Recycling prides itself on a collaborative approach. "Our company isn't here to just tell the customer what to do, but to work with the customer to incorporate their own design ideas into the system," according to Howard Fiedler, Erin Recycling sales manager. "Customers want systems designed to address their specific needs, market realities, and waste composition—not out-of-the-box solutions," Fiedler says. "We listen."

This attention to the customer's needs and ideas impressed Harvey Schneider, president of Miami-based Florida Wood Recycling, when he first selected Erin Recycling in 2005 to produce a single-line sort system, and when he later upgraded to the substantially more automated, two-line Erin C&D recycling system.

“The nice thing about Erin is they uniquely take the time to listen to your objectives and how you want to achieve them,” Schneider says.

The customized approach that worked for Florida Wood Recycling—a team effort between customer and system provider—ensures that each recycling system is designed to be flexible and able to adapt as a company grows or as market opportunities develop, which are key elements when

### BUILT TO GROW

A portion of Erin Recycling clients began C&D recycling from some other base of operation, often the waste hauling and roll-off business, Fiedler says. “Their needs are different,” he adds. “We try to keep the hill from getting too big to climb. To effectively add the recycling component to the hauling or roll-off business requires designing a commercially practical system, with the ability to easily expand it when

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dealing with an ever-changing industry.

‘Out-of-the-box solutions might work, technically’, Schneider continues, “but it won’t give you the same results.” Regional variations in material flow can translate into big differences in how a system should be set up to achieve optimal results and payback. Depending on where you are regionally, some places have a little more sand, or a little more rock or a little more wood,” Schneider says.

the economics dictate.”

Many potential recyclers are put off by an “all-or-nothing approach” as they attempt to enter into C&D recycling, Fiedler says. “We want to show customers who are interested in entering the business that the leap into recycling isn’t such a big hurdle,” he adds. “There’s a spectrum of ways to accomplish a customer’s processing goals and our systems are designed to grow, when you are.”

*Erin provides a spectrum of sorting system options.*



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## The Right Fit

Building a new C&D debris sorting system on a wide-open site is tough enough. However, few companies have the luxury of excess, unused space. “The transfer station philosophy typically utilized smaller centrally located facilities, which were limited in available space. So they need to fit a recycling system within a tight footprint,” says Doug Logan. To meet their processing needs, Erin Recycling specializes in retrofitting C&D recycling systems into pre-existing buildings and facilities.

Fitting systems into a pre-existing operation comes with additional challenges, Logan says. “You have a site where the vehicles already have a pre-determined path, material is already stored in a certain place, and they already have a permit for handling material in a certain way,” he says. “Many times, the customer is trying to utilize existing buildings in order to conserve time and money. By limiting the amount of changes they need to implement through Erin’s flexible system design, the recycling system retrofit is able to proceed at a faster pace.”

A successful installation is the result of a strong collaboration with the customer, according to Francois Brodeur. The best solutions are never instant, he says. “We develop numerous versions of layout drawings and system design reviews,” Brodeur says. “Our engineers create scaled drawings for the customer at our expense to help everyone to focus on the clients’ needs.”

To provide truly customized solutions, both manufacturer and client have to be deeply involved throughout the entire process. To make lasting solutions, both must have a long-term focus, Brodeur adds. “There’s more involved than just putting equipment up to start recycling and finding a market for your recyclables,” he says. “There’s site design, traffic flow, building design, health and safety issues; there’s a lot of things to consider when building a recycling facility. That’s where we add significant value to a project. Many of our clients consider us a business partner, not just an equipment supplier.”

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– Howard Fiedler, Erin Recycling Sales Manager



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