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From backyard mechanic to a leading metal recycler, Allen Liverman (R) and his son Scotty continue to expand Liverman's Metal Recycling to meet growing demand.



Liverman's Metal Recycling a Shear Success

by Mark Scheer

Strange sometimes how heading down one path can ultimately lead to something quite different. As we look back at how we have gotten to where we may be, it is often intriguing to see the road that got us there. Back in the early 1970's, Allen Liverman was a mechanic, working on cars behind his father's house. But hard work is frequently the catalyst for greener pastures, and after moving from mechanic work to towing, Liverman eventually got into demolition and site clean up, before finally founding Liverman's Metal Recycling in 2004. Together with his son, the Livermans have established one of the largest metal recycling companies

for resale, and in April of 2004, founded the company as it exists today.

"We started out doing just ferrous," Scotty recalled of their foray into an established site. "But it got so that our customers wanted to start bringing us their non-ferrous as well. Both have really skyrocketed now." To handle the ever-increasing volume of metals, Liverman's Metal Recycling has acquired a standard suite of processing and handling equipment. "We have a Hitachi 200 and a Cat 235B for shearing, three Hyundai material handlers, two with magnets, and a Colmar baler for final prep," Scotty explained. "We also have an EZ Crusher model A+ to crush autos on site." In less than three years, the Livermans have built an impressive inventory of equipment.

Last year, however, they acquired a new tool that has brought significant gains in their processing ability. "We got the Allied-Gator MTR 20 shear about a year ago," Scotty said. "We run that on our Hitachi 200." Allied-Gator's MT Series Multi-Tool is available in eleven sizes, to accurately meet the needs of each application. Designed with their proprietary Power Link & Guide™ System, the MT Series Multi-Tool provides a steady increase in power and control as the tool closes, delivering a power efficiency up to 99%. With unrestricted 360° rotation, faster cycle times and pinpoint accuracy, operators are able to perform precision shearing at greatly increase productivity levels. While used exclusively for shearing at Liverman's Metal Recycling, the MT Series Multi-Tool also features a modular design for easy tool switching, allowing the transition from shearing to crushing in as little as 15 minutes.

"Whoever invented that tool is a genius!" said Scotty. "It has made a huge difference for us. The material that it will process and the speediness and versatility is amazing. It's a heck of a machine." Liverman's operates a second, 13,000-pound shear on their site, but the 4000-pound MTR 20 has easily compared in performance. "Our other shear is a big, big, big piece of equipment," continued Scotty. "But the [MTR] 20 will do just about anything the big shear will do, and it can easily move



In addition to raw scrap metals, Liverman's Metal also crushes a steady stream of automobiles.

Photos by Mark Scheer

in northeast North Carolina, and their potential is far from fulfilled.

Ahoskie is tucked into the corner of North Carolina east of I-95, not too far from the ocean, not too far from the Virginia border. Thirty years ago, Allen could never have imagined the opportunity that this area would offer, but economic growth and expansion have created a demand for metal recycling, and he aggressively took on the challenge.

Allen's son Scotty has been involved with the business since as long as he could remember. "I've been working out here since I've been old enough to hold a wrench," he said with a chuckle. But Scotty too was never afraid to work hard, and at sixteen, became employed full time with his father. "He certainly didn't give me any leeway," Scotty said of his dad. "He brought me up the hard way and taught me that if I wanted something, I had to go get it. I wasn't treated any differently than any other worker."

While that may have been cause enough to complain as a teenager,



Joe Sumner moves a bale from their Colmar 4210 baler, one of three balers at Liverman's Metal Recycling.

from one site to another."

When Liverman's was in the market for a second shear, Scotty admits they started by looking into models similar to their first. But after seeing demonstrations of the Allied-Gator tool in operation, he was quickly impressed. "When I went to the demonstration to watch the MTR 20, the double action of this shear tool delivers as much piercing pressure as our larger shear [85 tons of piercing pressure at the tip, 210 tons of cutting force at the apex to be exact] and twice the versatility because it is just as fast as a single jaw."

After a year of performance, the MTR 20 still exceeds Scotty's expectations. "We have had no problems with the tool. We grease it every morning, build up the tips a couple times a week, but I wouldn't be scared to grab a 12" I-beam...a 36" if I get two bites at it, and pound for pound, this shear would run circles around the other options, even compared to a large stationary shear."

Because of its manageable size, Liverman's has employed the Allied-Gator MTR 20 shear on demolition projects off site. "We do a lot of structure dismantling," Scotty continued. "A project we just finished was a big saw mill, where we went through the site, taking the structures down and chopping them up with our shears." With such an impressive performance from their MTR 20 shear, Liverman's Metal Recycling has just taken delivery of another Allied-Gator product. The MT Series Mag Extension is a brand new development from Allied-Gator that allows an excavator to perform all the functions of a dedicated material handler equipped with a magnet. In addition, it also incorporates Allied-Gator's UCS™ Technology which provides easy tool exchange. As a result, the MT Series Multi-Tool and Mag Extension enable a single machine to perform demolition, processing, material handling and site clean up functions, eliminating the need to bring multiple machines on site.

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Both ferrous and non-ferrous metals are recycled by Liverman's.

Scotty quickly came to understand the values Allen had instilled in him. "It's the right way to learn. Now I know the value of hard work and can truly appreciate what we have accomplished." And what they have accomplished is quite impressive. "My dad started as Liverman Automotive in my grandfather's yard about 33 years ago," said Scotty. "Then about 20 years ago, he got into towing."

From there, Scotty and Allen made the transition into demolition clean up. "We did a lot of demolition clean up work, where we would go out and clean whole fields of construction jobs. We did some demo work ourselves too, taking down old buildings and such." About three years ago, the Livermans began to buy scrap metals

Liverman's Metal Recycling a Shear Success

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"We're getting two tools for our Mag Extension right away, but we are already looking to add a third," Scotty explained. "The ability for us to increase the performance and capability of our existing machines with this tool will again make a big difference in our operation. Allied-Gator has really figured out how to make what we already have do so much more." And they will need it. Currently, Liverman's Metal Recycling processing about hundreds tons of both ferrous and non-ferrous metal monthly, in addition to all the autos they crush. But their team of 16 is about to quadruple when their new facility opens in a few months.

"Our new site in Bertie County is about ready to go," Scotty said. "We're just waiting on some final permitting and last minute needs." Liverman's newest site, a 28-acre tract in neighboring Bertie County, will expand their workforce by 50, and increase their metal processing capabilities ten-fold. "The new operation will do everything we do here - metal processing, auto crushing, etc. - just bigger and more of it." Already, Liverman's has thousands of customers coming through their gates to sell scrap metal, which keeps Scotty busy working on purchase arrangements for their final products. "Most of my ferrous stays right here at Nucor Steel in Herford County where it is melted down to make 12' to 16' plate. Where they go from there is anybody's guess!" The non-ferrous metals are sold up to a processor in Virginia. And with the new volume expected to come into operation shortly, Scotty has worked hard to ensure his buyers are ready for more volume.

In addition to the metals that are brought to them, Liverman's off site work can take them well over 100 miles out. "We can process at the site and take materials with us, or leave them for the contractor to sell," explained Scotty. "But our background experience allows us to perform complete turnkey service where we come in and do demolition, scrap processing and site clean up." Having accomplished so much in such an impressive amount of time, it is clear that Allen and Scotty have a strong vision for future opportunities. And with the new facility ready to open, potential for additional operations is already being explored.

"Our new facility is just next to the Bertie County Landfill, and we have begun to explore the potential of working with them to put in a co-gen power plant to take advantage of the gases," Scotty explained. "We have huge incentive and grant opportunities in our area to take on projects like this, and we believe the return for us would be significant." The Livermans have also entertained the option of getting into additional materials, and there is no doubt that if the economic potential exists, they will be able to make it happen.

With such an ambitious expansion about ready to come on line, Scotty is clear-



Delmar Garcia manually cuts an oversize piece of steel; Liverman's team has been crucial to their success.

ly anxious to take on the growth in business. But easily as important to him is their ability to create an expansion in jobs and staff. The Livermans have gone out of their way to create a work environment that allows their employees to earn a good living, and they have been rewarded with a hard-working, loyal team.

"I can say this with certainty," Scotty said enthusiastically. "This company would just not be possible without the people that we have, that's what has made us what we are today. Everyone says their people are important, but for us, we mean it. There is no way we could have grown the way we have without them. Our employees love their jobs, they love to come in, they work hard and they take so much pride in what we accomplish as a business. And we recognize that and work hard to reward them for that."

Liverman's will not only be adding about 50 new jobs at their next facility, but they make a point to be sure they offer very competitive wages and benefits. It is clear that both

Allen and Scotty take as much pride from being able to help people get ahead, as they do seeing their own business succeed. That combination of entrepreneurship and corporate responsibility has clearly had a positive impact in their community already, and with the latest plans and future goals to come, the Livermans' positive impact will continue to benefit Ahoskie and the entire northeast North Carolina region.



The 4000-pound MTR 20 has easily compared to their other shear more than 3 times as heavy.

Allied-Gator Takes a Bite Out of the Competition

by Mark Scheer

Nearly thirty years ago, someone had an idea to build a hydraulic shear attachment that was powered by its own hydraulic cylinder. The innovative idea was a huge advancement for shearing applications, and it resulted in a patent being issued for the design concept. That pioneering change has led to the concept of shears as we know them today, and that someone was Mike Ramun's father, John and grandfather, Mike. "My father and grandfather came up with that concept in the 1970s, and it has led us to where we are today at Allied-Gator," said Ramun, sales and marketing representative of the Youngstown, Ohio-based firm.

Their mission has not changed much in the decades since, but the advancements in product concept and design keep coming. "We specialize in manufacturing hydraulic attachments used in demolition and scrap recycling industries," Ramun continued. "But we focus on finding ways to do things differently and more effectively than anyone else." That starts with their manufacturing process itself, where Allied-Gator uses a high-alloy steel casting process to build their tools, rather than fabricating them from steel plate. "The method behind the way we manufacture our tools results in stronger, much lighter attachments than our competitors' methods," explained Ramun. "Have you ever seen a steel-plate wrench in your tool box? Same idea. Casting allows us to take bulk material out of a design, and add material to reinforce in areas where the tool receives its highest stresses and forces." Ramun also emphasized the material itself is crucial in the success of their tool design. "In addition, the material we use is second to none in terms of its ability to perform, because we can manipulate materials to make them superior to steel plate. This is a culmination of our twenty-plus years of experience casting these products." At the core of Allied-Gator's success with the MT Series Multi-Tool is their proprietary

Power-Link & Guide™ System. This design links the tool's cylinder to a pair of levers, which delivers an ever-increasing power gain throughout jaw enclosure. Compared to equivalently powered products on the market, the Multi-Tool can provide much more productivity, and much more power from a considerably smaller tool. "By using the Multi-Tool, customers can get the same performance from much smaller equipment than would otherwise be required," explained Ramun. "Now it is no longer necessary to use big, heavy tools to get high power and productivity." The Multi-Tool is also equipped with their Universal Coupling System (UCS) technology, an included feature on all their products that standardizes machine compatibility and simplifies tool exchange. In addition, their Quick-Change Jaw Set Technology integrated into the Multi-Tool design allows the operator to easily swap between shear and cracker/crusher jaw sets. "Jaw sets can be switched in as little as fifteen minutes by the operator alone, in the field, without any special tools or assistance," said Ramun.

The attachments themselves also exhibit Allied-Gators' advanced thinking and ideas, and demonstrate the result of the Power-Link and Guide System in action. Their shear attachment, for example, is designed with two moving jaws effectively powered by a single cylinder, rather than a traditional single moving jaw design or a dual-cylinder dual-moving design. Most other tool designs only have a power efficiency rating of around 75%; in contrast, the Allied-Gator design delivers a much more effective performance. "If a shear has a cutting force of 1,000 tons, but an efficiency of 75%, that tool is really only delivering 750 tons of effective performance," Ramun elaborated. "But the Power-Link & Guide System of our MT has an effective rating of 99%. As a result, we can provide customers with a much more efficient and effective jaw force throughout the entire jaw closure." The latest

product to utilize the benefits of Allied-Gator's UCS technology is the MT Series Mag Extension. This new introduction leverages UCS to expand the capabilities of any excavator, allowing it to easily take on a wide range of tools to perform tasks as needed. In addition, the unique range of motion delivered by the Mag Extension allows the magnet to perform in ways unlike any other attachment. "This product is very new to the industry and is extremely more versatile than anything seen before," Ramun said enthusiastically.

Ramun believes the impact of this new design will have as much impact as the initial idea developed by his father and grandfather that launched Allied-Gator nearly thirty years ago. "To date, the industry has been working with what has been available, which has not been the most effective and efficient technology," added Ramun. "But this new tool positively impacts a contractor's ability to be more versatile and effective and enables and scrap recyclers to significantly increase production and profit.

"Because of the versatility in tool exchange, contractors now have a cost-effective and efficient alternative to designating a machine as a specialized material handler. So rather than having a specialized machine with a magnet on it, an operator can simply add magging capabilities to an ordinary excavator and when needed, exchange the magnet for the Multi-Tool to perform the shearing and crushing of demolition or scrap processing on site." Allied-Gator is continuing to develop new tools and attachments to expand the capabilities of operators using its UCS technology with the MT Series Multi Tool and Mag Extension. Ramun hinted that the idea pipeline is still quite full, and he looks forward to more unique and innovative products to come. Based on past performance, the demolition and scrap recycling industries will likely once again be advanced in production and performance as future products are released by Allied-Gator.