



>> THE NEED FOR SPEED

An IPS TR1052 Two-RAM processes a wide variety of material quickly and efficiently at CMS/Morrell LLC in Phoenix.

No matter what shape the world economy is in, businesses are always looking to get more done in less time. With more than 1,200 net tons of steel and more than 2.5 million pounds of nonferrous shipping out of its Phoenix-based facilities per month so far in 2008, CMS/Morrell LLC needed a machine that would help it pick up the pace.

Before the recent purchase of a Model TR1052 from IPS Baler Corp. of Baxley, Ga., most of the baling at CMS required manual operation and wire tying, according to CEO Jay Robie, who started the company with Lee Morrell in 1998. "With the two-ram baler and conveyor system, we can now bale material in one hour that previously took an entire day with our older equipment," Robie says.

CMS got its start recycling nonferrous metal and electronic scrap, and the company today collects and processes a variety of materials, including ferrous and nonferrous scrap and catalytic converters for the recovery of platinum, palladium and rhodium. The variety of incoming materials meant CMS was also looking for a piece of equipment that was truly versatile and could be adapted to meet its specific needs, says Robie. "For example, not only are we baling copper and various grades of aluminum, we also wanted something that could bale certain types of electronic scrap, insulated wire, steel tire shred, stainless steel, plastic and cardboard."

The IPS baler came online at the beginning of October as the scrap industry felt the impact of an unprecedented slowdown. "So we haven't

had the opportunity to figure out its maximum throughput yet, but so far, we are satisfied with its performance," Robie adds. "With some training it is fairly simple to operate, and if you are making several bales of the same kind of material, it almost runs itself."

Robie says the company had a good experience through the installation process, which was overseen by Jim Walker and David Isenberg from IPS dealer Olympic Wire and Equipment, based in Newport Beach, Calif. "From purchase to installation, we were kept informed of progress, and when things happened that were concerns to us, both Olympic and IPS worked to resolve them to our satisfaction," Robie says.

Robie adds that he and his team can confidently say they would recommend the IPS baler to others in the industry. "It is a big investment, but we feel that owning the right piece of equipment to do the job is essential and we are expecting it will pay dividends in the future."



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