



## Welcome to Friedland

Centrally located in Michigan's Capital City, providing industrial scrap processing  
& management, container services, confidential shredding, and more.

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### **SCRAP MANAGEMENT**

Utilizing our industrial scrap management services, we can help your production line stay efficient, create a revenue stream, and reduce costly landfill expenses.

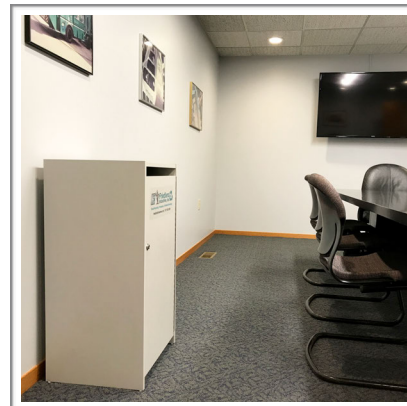
**More on Page 6**



### **CONTAINER SERVICES**

Need roll-offs or luggers for a demolition job, road construction, body shop, or something similar? We've got a full fleet of them available for you.

**More on Page 9**



### **CONFIDENTIAL SHREDDING**

Our secure document, hard drive and media shredding services are extremely affordable, with fast lead times. Both pick-up and delivered options are available.

**More on Page 12**



### **RETAIL SCRAP RECYCLING**

Retail scrap recycling refers to the public bringing us their scrap material, be them individuals, companies, or organizations. Come experience our facility right in the heart of Old Town Lansing, Michigan.

**More on Page 16**

### **COMMUNITY INVOLVEMENT**

From ScrapFest, to Document Destruction Day, to Sparrow Health System, we put our community at the center of what we do. Check out some of the events and organizations we participate in.

**More on Page 19**





## About

Where Environment and Economy Meet.

Friedland Industries, Inc. is the original scrap-recycler located in the heart of Lansing's Old Town. We are one of Lansing's first **green** businesses.

It's a tradition we've proudly maintained for over 130 years.



## WHAT WE DO

The term *recycling* is relatively new compared to the recycling process, which has been around for a very long time. Recycling is synonymous with scrap-processing, which is why you hear people refer to Friedland as a scrap yard. Both of these terms are correct.

Our role in the recycling process is to separate, clean, shear, shred, sort and bale commodities such as steel, copper, aluminum, and all types of paper, manufacturing them to rigid specifications. We then send them to various mills to be re-melted or re-pulped and made into something new.

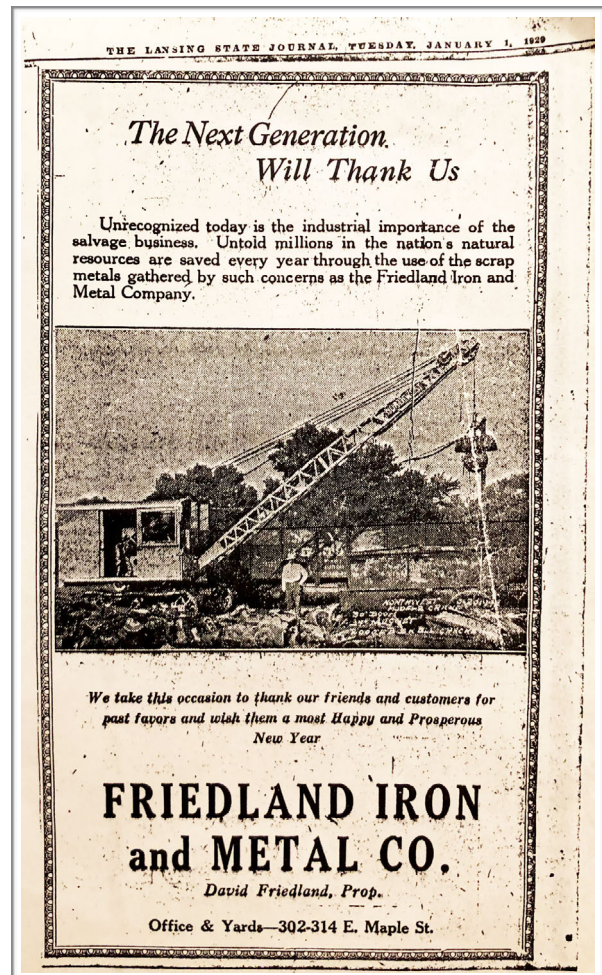
Manufacturers create new products such as washers, dryers, refrigerators, sheet steel for manufacturing, automobiles, and much more. Consumers, both individuals and companies, buy those products for use. Once the products are obsolete or excess scrap material is generated from a manufacturing process, these consumers buy new products, at which point they sell their obsolete scrap material to a scrap-processor like us.

We clean the material by crushing, shredding and sorting each commodity into its own classification. We then sell the sorted and upgraded commodities to a mill. The mill then re-melts (or re-pulps, in the case of paper fiber) the commodities, and processes them into blocks or sheets.

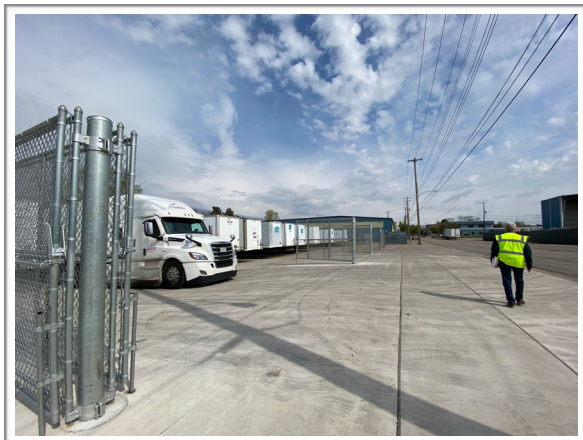
The mill then sells those blocks and sheets to manufacturers, who again make new products. And the cycle goes on. Pretty cool, huh? We think so, too!

We also provide industrial scrap management services, container services, and confidential document, hard drive and media shredding services for individuals, companies and municipalities.

Community and the environment continue to be our top priorities year after year. We are immensely proud of that tradition.



**Friedland New Year ad in the Lansing State Journal on January 1, 1929**



**Modern day Friedland**

## WHY DO ALL OF THIS?

We and our colleagues in the scrap-processing industry are part of the environmental cure! Not only is it more economical to use scrap, but it takes less energy to make new products out of scrap. For example:

- 56% less energy is used to make new steel out of scrap (rather than from mining virgin iron ore out of the ground)
- 92% less energy for aluminum re-use
- 90% less energy for copper re-use
- 87% less energy for plastic re-use
- 65% less energy for making new paper out of re-pulped paper (rather than cutting down trees)

Each day, the amount of scrap steel processed in the United States for re-use is enough to build 25 Eiffel Towers. Everything we buy and sell at Friedland Industries is recycled, and ultimately reused. We are proud of our lean, green, mean mission!

## OUR COMMUNITY

Friedland Industries is the original scrap recycling facility in the heart of Lansing's Old Town. We are a family-owned, first-class business that has been a good neighbor in the capital city for more than 130 years. The company is one of the first green recycling companies in Mid-Michigan.

Friedland Industries is a major employer in Lansing's Old Town Neighborhood and has given back to the community in more ways than one.

We welcome the opportunity for community members and our neighbors to learn about what we do. Committed to being a good neighbor, we host and participate in many events throughout the year. (You can see more information on our Community Involvement page.)

- |   |                               |
|---|-------------------------------|
| • ScrapFest                             | • Children's Miracle Network  |
| • Be a Tourist in Your Own Town         | • Sparrow Gala                |
| • Document Destruction Day              | • Silver Bells                |
| • School Field-trips & Tours            | • Cristo Rey Community Center |
| • Greater Lansing's Go Green Initiative | • Michigan National Guard     |

For more information about the community events we participate in, call us at **(517) 482-3000** or email us at: **[info@friedlandindustries.com](mailto:info@friedlandindustries.com)**



## Scrap Management

Throughout Michigan and beyond.

Sometimes regular container services aren't customized enough for what your business needs to handle the scrap material you generate.

That's where our industrial Scrap Management service comes in!

With over 130 years of experience, will provide customized solutions to help you organize and optimize the value of your scrap. Scroll down to see what we mean.





## How Does Scrap Management Help My Business?



The less you have to worry about by-products that come up as a result of doing business, the better. When your business generates scrap material, it takes up space and your business needs to handle it. Friedland's industrial scrap management services will help with efficient removal of scrap generated from your facility, provide you with a revenue stream, and help eliminate costly landfill expenses. **How do we do this?**

### EFFICIENTLY COLLECT & REMOVE

Whether you need custom sized rotators boxes, hoppers, plastic boxes, compactors, full trailers, box trucks, and/or countless other options, we will come up with a solution that helps you efficiently collect, sort, and get your excess scrap material off your production floor and out of the way.

### PROVIDE A REVENUE STREAM

We will help provide you with a revenue stream by showing you the best way to sort and collect your scrap material, optimizing the market value we can pay you for it. We'll provide you with itemized breakdowns for each pickup, giving you the ability to improve the value of your scrap material as time goes on.

### HELP ELIMINATE COSTLY LANDFILL EXPENSES

It's possible you may be throwing away material that could be recycled or even provide revenue. We will help you eliminate costly landfill expenses by analyzing what you are currently throwing away, and try to redirect it into the scrap recycling stream.

## How Do We Get Started?

We make it easy! Just call our main line at **(517) 482-3000** (a human will answer!) and tell us about your situation. We'll schedule a visit to your facility to better understand the details of your needs, and from there we can begin to suggest and implement solutions. It's possible we may already have the right equipment to service you, and if not, we can make it.



## What's the Process Like Working Together?



Once we decide on a solution that works for your operation, you and your designated account representative can discuss how your pickups need to be scheduled, be it weekly, monthly, a call-in basis, whatever solution works best.

We know our clients deserve the best information to make decisions, which is why we provide full itemized breakdowns of your scrap material from each pickup, so you can fulfill any ISO requirements and know what you are being credited before the check or ACH arrives!

Are you ready? Give us a call at **(517) 482-3000** to speak with someone today!





## Container Services

Does your business generate excess scrap metal?

Need to stay organized during that important demolition job?

We have you covered with our container services!

Friedland has an entire fleet with both open-top roll-off containers and lugger dumpsters available to handle your needs, servicing all of Michigan!



## What's the requesting & servicing process like?

We make the process simple and seamless! Just call our main line at **(517) 482-3000** (a human answers!) and tell us about your job.

### **ON-CALL DEMOLITIONS, CONSTRUCTION SITES, PURGES**



**Roll-offs**

We have plenty of roll-off containers of all sizes to service your demolition job, construction site, or scrap purges on an on-call basis. Need your roll-offs exchanged for empties multiple times per day? We can handle it!

### **MANUFACTURERS, PRODUCTION FACILITIES, ETC.**



**Luggers**

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## FRIEDLAND INDUSTRIES, INC.

If you are a high volume manufacturer, production facility, body shop, or something similar, you may need lugger dumpsters for the scrap material you generate. We have plenty of luggers and roll-off containers to service your production! We can swap your full luggers for empties with fast lead times, and we can provide a dedicated driver for your runs if you have daily needs.

What happens next?



We'll do a complete breakdown for each pickup of your scrap material, and will provide you with an itemized document of the scrap material generated and pay you market value for it. Give us a call today! **(517) 482-3000**





## Confidential Shredding

Friedland's secure document, hard drive and media shredding services are extremely affordable, with fast lead times.

We have both pick-up and delivered options.

### MATERIAL BROUGHT TO US

(NOTE: FOR MATERIAL BROUGHT TO US, WE TAKE CASH OR CHECK.)

**Paper Documents:** \$3.00 per banker box or 13-gallon bag, with a \$5 minimum. So if you have one box/bag, it's \$5. If you have two or more, it's \$3.00 per box/bag.

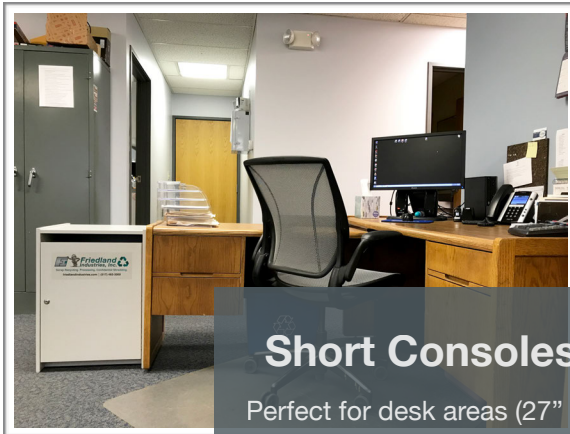
**Hard Drives:** \$0.10 / lb. with a \$10 minimum charge.

**Media (CDs, DVDs, data tapes, etc.):** \$0.15 / lb. with a \$15 minimum charge.

**WE SET ASIDE WEDNESDAYS FOR THE PUBLIC TO COME AND WATCH THEIR DOCUMENTS GET SHREDDED. YOU DON'T NEED AN APPOINTMENT, JUST STOP BY SOMETIME BETWEEN 8AM - 4PM! :)**

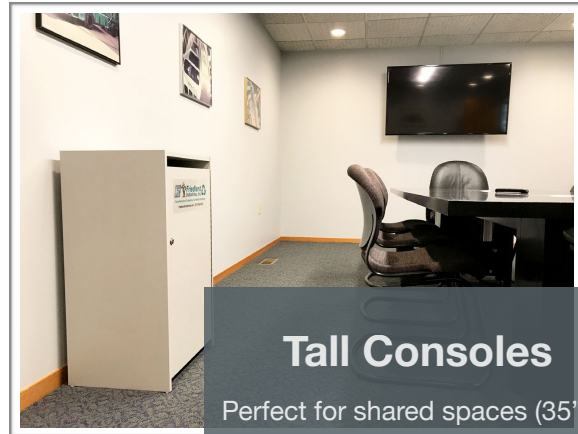
## PICK-UP SERVICES

We can help with **one-time purges** and **ongoing solutions**. Here's some of our pick-up options!



### Short Consoles

Perfect for desk areas (27" H)



### Tall Consoles

Perfect for shared spaces (35" H)



### Rolling Bins

Perfect for storage areas



### Boxes & Bags

We don't provide them, but we pick up boxes & bags!

## SOME COMMON QUESTIONS

### Q: WHAT DO YOU CHARGE?

Every situation is different, so it's best if you call us to get an official quote, but here are some basic pricing structures we use:

*(Note: this is based on the Lansing area only and for jobs with less than 100 boxes)*

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## FRIEDLAND INDUSTRIES, INC.

- **For shredding consoles:** \$50 per pick-up for one console. Add \$10 per pick-up for each additional console needed.
- **For rolling bins:** \$50 per pick-up for one rolling bin. Add \$20 per pick-up for each additional bin needed.
- **Boxes / Bags:** \$50 + \$3.00 per banker box and/or 13-gallon bag.

We also provide discounts for referrals and areas with a high concentration of businesses, so again, give us a call at **(517) 482-3000** or send us a message below for an official quote!

### Q: WHAT HAPPENS TO THE MATERIAL AFTER IT'S SHREDDED?

Since we are also a scrap-recycling facility, all of the paper we confidentially shred is sent to paper mills for re-pulp recycling and turned into new paper.

Similarly, the hard drives we confidentially shred are re-melt recycled at refineries.

Media items such as CDs, DVDs, and data tapes do not contain enough recoverable content to merit recycling them, so they are landfilled after we confidentially shred them.

### Q: DO YOU PROVIDE ON-SITE SHREDDING?

We do NOT provide on-site shredding at your location. We only shred at our facility in Old Town Lansing, MI.

However, with every pick-up, we issue you our Certificate of Destruction, which verifies chain of custody information (i.e. date/time of pick-up, what type of material is being shredded, date/time of when the material was shredded, necessary signatures from driver, customer, and shredder operator).

### Q: DO YOU CHARGE PER PICK-UP OR MONTHLY/YEARLY?

We charge per pick-up and schedule pick-ups on an on-call basis, so you only get charged when you actually have a full bin. However, we can schedule you weekly/monthly if that works better for you.



### **Q: WHAT ARE YOU LEAD TIMES?**

Our lead times are typically 1 - 2 business days. (Monday - Friday, 8am - 5pm)

So if you call in the morning, we can usually get you scheduled for the following day. If you call in the afternoon, it will likely be the day after that. For example, if you call on a Friday afternoon, we may need to schedule you for the following Tuesday.

### **Q: HOW DO YOU INVOICE?**

We will send you an email that will contain a PDF version of your invoice and Certificate of Destruction for each pick-up. There will also be a link in the email that will allow you to pay online with a credit card. You can also mail us a check.

### **GET A QUOTE!**

Please call us at **(517) 482-3000** or send us a message below for an official quote!



## Retail Scrap Recycling

Doing a remodel of your bathroom? Cleaning out your basement?

Retail Scrap Recycling refers to bringing us your scrap material, whether you are an individual or business.

There are items we can pay for, items that are a free drop-off, items we charge to take, and also items we don't take. See below!





## METALS

We process all **ferrous** and **non-ferrous** metals for scrap-recycling, meaning both metals that stick to a magnet as well as those that don't.

This includes everything from that broken down washer and dryer in your basement to full vehicles.

We don't take precious metal items, like gold necklaces or sterling silver. So you'll want to take those types of items to a company like Liberty Coin.

**For all items containing Freon (refrigerators, AC units, dehumidifiers), there is a \$20 environmental fee.**

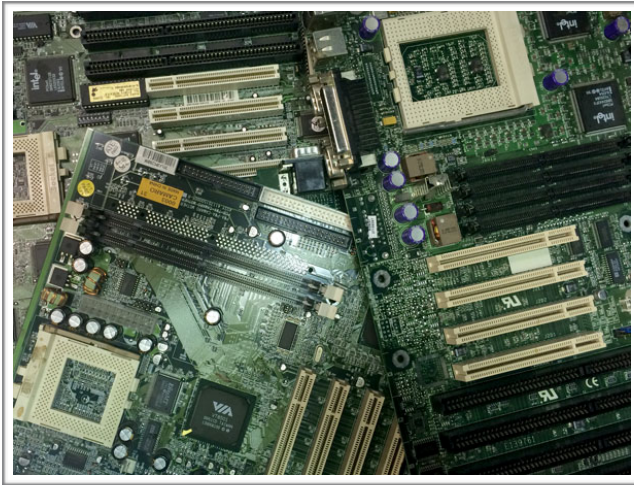
## PAPER

We process almost all types of paper for scrap-recycling.

The only types of paper we don't take are items like paper towel, napkins, and tissue.







## ELECTRONICS (E-SCRAP)

We take most types of electronics.

We do charge for LCD Monitors (\$5 ea.).

We don't take TVs or CRT Monitors. Check with Best Buy or Goodwill, as they may have a take-back program.

## ITEMS WE DON'T TAKE

Here are some items we don't take. If you're not sure about something you have, give us a shout and we'll let you know!

- TVs & CRT Monitors
- Wood
- Rubber
- Glass
- Styrofoam
- Carpet
- Rags
- Oils
- Gases
- Chemicals
- Light bulbs
- Propane tanks (must be cut in half)



## Community Involvement

Community at the Center of What We Do.

There was a time when coal companies only sold coal by the ton, and most individual citizens couldn't afford to buy one. David Friedland had the idea to break down the ton, selling it to community individuals in small quantities — like a bushel basket — at an affordable price so they could heat their homes. He upset the coal companies at the time, but gained the respect of the community.

Since Friedland's inception, we have put our community at the center of what we do. We see it not only as a responsibility, but a joy to carry on the tradition of giving back to our community that David Friedland began, and our staff continues today.

Here are a few highlights.

## ScrapFest

ScrapFest began as a scrap metal artwork competition, and has grown into a full art festival that focuses on up-cycled and repurposed artwork. Now, the festival has not only the scrap metal sculpture competition, but also eco-art booth vendors, family activities, live music, and food!

For the competition portion, teams get an hour to pick up to 500 lbs (or 250 lbs for the Small Piece category) of metal from our processing plant in Old Town Lansing, and then get a month to create a sculpture. The pieces are on display and for sale before, during, and after the festival.

You can read more detailed information about ScrapFest (and see sculptures by more amazing artists!) at **ScrapFest.com**.



## Document Destruction Day

Document Destruction Day is a fun event where we celebrate the end of Tax Day. The public — companies, organization, and individuals alike — are welcome to bring their sensitive documents and hard drives to us, and we'll confidentially shred them for a \$5 donation towards a charitable cause. The event has grown so much that we can can shred upwards of 132,000 lbs of documents throughout the event! The best part is, not only are people getting rid of their confidential documents safely and securely, that paper and metal are processed for recycling.

This past year, we also partnered with Ele's Place, raising \$5,000 for the organization during the event.



## Many Others

There are many other community events and organizations we've partnered with over the years. Here are a few of them:



We have participated in CMN since it began, becoming one of its first sponsors in the Lansing area.



Our CEO, Lawrence Bass, served as Chairman of the Board of Sparrow Health System for six years, and VP John Lancour currently serves as Chair of Sparrow Hospital. Laurie Friedland Bass also restructured the Sparrow Gala with a small team.



VP Joel Conn participated in the Sparrow Foundation's Dapper Dads Challenge and won in 2021! He also serves on Sparrow Clinton Hospital's Board.



We have partnered with and sponsored Ele's Place for many years, and are grateful for their work in our community.



We have partnered with and sponsored Ronald McDonald House for many years, and are grateful for everything they do in our community and others.



CEO Lawrence Bass served in the National Guard, and Friedland supports multiple causes for the MI National Guard.

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## FRIEDLAND INDUSTRIES, INC.



We have sponsored multiple events held by Cristo Rey Community Center and greatly value what they do for our community.



We partner with and sponsor The Davies Project, and love the work they do in our community.



We've participated as active members of the Lansing Regional Chamber of Commerce for years, and were awarded the 2014 Outstanding Small Business Award.

Thank you for reading about us!

Get in touch with us via phone, email, or the contact form on our website.



**Scrap Recycling. Processing. Confidential Shredding.**

**friedlandindustries.com | (517) 482-3000**



*Voice of the Recycling Industry™*

Friedland is a proud charter member of the  
Institute of Scrap Recycling Industries

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