



“The quality of these bales and how they look and stack is outstanding. I’m looking at my bales right now and they are stacked and tidy and neat,” says Steve Bolhuis (left) of Beacon Recycling, pictured with his son Brendan (right).

## A SERIOUS UPGRADE

An International Baler two-ram model brings big-time performance to Beacon Recycling’s small Michigan town.

Steve Bolhuis considers himself a small-town recycler, but his Muskegon, Mich., company, Beacon Recycling Inc., has accomplished big things recently. In 2006, after several years of steady growth, Beacon made a significant capital investment with the purchase of a TR-1170-100 baler made by International Baler Corp. (IB).

“This was a big investment for me,” says Steve. “We went from using a hand-loaded paper baler to this,” Steve says of his two-ram IB baler and its accompanying pit conveyor and automatic wire tying system.

Beacon Recycling uses its IB to bale several grades of aluminum as well as wire, cable and paper, according to Steve. He founded Beacon Recycling in 1999, and along with his son and other key employees grew the business to a point where its smaller, non-automated baler was unable to keep up with the growing production.

Along with a fellow recycler from another part of the state, Steve researched balers made by several manufacturers before concluding that the IB two-ram model with an 11-inch cylinder was the right machine.

Steve did not chase the lowest price, he notes. “The IB wasn’t the cheapest, but I like the way it was built. Some of the old-timers in this business said a heavier machine improves your odds that it will be durable enough, and this one is. I like the heavy-duty way it is made and the quality of the welding and fabricating.”

Beacon Recycling has reported few problems with its IB two-ram baler, but when it has questions it has been pleased with IB’s responsiveness. Steve singles out service technician William Matthews in particular. “We call him ‘Baler Billy’ around here. We don’t have to call him often, but when we do he takes the time to talk to make sure I understand what I need to know to keep the machine maintained and running,” Steve comments.

“We’ve been very pleased with the people at International Baler after the sale. I’m not a major national account, and I can tell you they take care of the little guy too,” declares Steve.



**International Baler Corporation**

**5400 Rio Grande Ave.**

**Jacksonville, FL 32254**

**904-358-9812 • 800-231-9286**

**904-358-7013 (fax)**