



January 18, 2016

Salem Boys Auto Environmental practices & policies & dollars in / dollars out.

Here are some numbers that paint the picture

We have 14 overhead reels, hoses and guns that dispense motor oil. We can squirt 5 quarts motor oil in your car in 15 seconds.

Buying motor oil in bulk saves the environment AND saves us money!

2010 ALONE - savings by buying in bulk rather than in quart cans or bottles - **\$15,247**

Since 1994 to 2010 543,065 plastic bottles or quart cans and the respective caps are NOT in the landfill because of Salem Boys Auto (SBA).

Since 1994 to 2010 45,373 cardboard boxes are NOT in the landfill.

Oil filters that did not end up in the landfill

In 2010, we recycled nine 55 gallon drums of crushed oil filters that DID NOT go to the landfill.

Since 1994 to 2010, 153 "55" gallon drums of used oil filters did not go to the landfill.

Above ground dual wall waste oil container

2010 only Waste oil income was \$1,750. We either pay or receive around one dollar per gallon, plus they pick up our oil filters and used coolant for free.

Buying Carb & Brake Spray in bulk

2010 only	savings by buying in bulk rather than in spray cans - \$5100
2010 only	3,232 spray cans and plastic caps DID NOT go to the landfill.
2010 only	270 cardboard boxes DID NOT go to the landfill.
1994 to 2010	543,065 cans and caps DID NOT go to the landfill

Our recycle bins are used c/w soap containers NOW used to collect trash, plastic & recycles, metal, cardboard and aluminum

We use old plastic drums that held soap for our self serve carwash -- as recycle containers.

Black cans - trash

Blue cans - recyclable items

Green cans - cardboard

Red - metal

White cans - aluminum

We also place blue recycle trash cans throughout our offices, our lunch room, as well as the customer lobby area to make it easier for all of our employees and customers to recycle.

Metal recycle bin

2010 only	income last year \$725.
2010 only	last year we recycled 11,220 lbs of metal.
1994 to 2010	we have recycled 190,740 lbs of metal.

Old coolant stored and recycled

Picked up at N/C every six weeks.

Cardboard recycle bin

Bin / dumpster furnished by the City of Tempe at N/C per month. No income related to the collection of cardboard.

Recyclable drinking cups

Wax covered cups are NOT recyclable. We now have red plastic cups that are recyclable.

Timers and photo cells handle our exterior lights

After 5 minutes in any restroom, the lights shut off. Just open the door and wave your arm to reset the lights! All of us spend less time hiding out in the restrooms!

Catch basins and dry wells

Our catch basins feed water to our 2 drywells. We filter trash and dirt and oils other solids out of them.

Over the last 20 years the cost related to NOT having to service our drywells is about \$1,000 each per year = \$2,000 annually.

Since 1994, we have NEVER had them cleaned because we capture the trash and oil upstream in our catch basins. Since 1994, we have saved \$2k x 17 yrs = \$35,000

In 2011 we paid \$2,225 for NEW Flo-Gards in our catch basins.

\$2,225 out and \$35,000 saved.

New stainless steel cooler

In 1994, rather than	10 coolers, supplying 10 coolers with water, supplying 10 coolers with electricity, And replacing 10 sets of pads each year
----------------------	--

We designed and purchased a custom 44k cfm for \$12,000

In 2010, we replaced that rusted out cooler with one that has the same cfm and made of stainless steel and computer controlled for \$52,855

Things you will not see in other businesses.

Floor drains and filters we made and service. They eliminate trash, solids from entering our water / oil separators.

Why do we go to this extreme? Because we handle your car's byproducts and ALL of them are bad!

When the government's focus changes from "education" to "enforcement" we will be so far down the list, I'll be dead by the time it is our turn!

Recap

Year	Total Savings in dollars	Number of bottles/Cans/Caps NOT in landfill	Cardboard boxes NOT in landfill	Oil Filters in 55 gal drums NOT in landfill	Metal Waste recycled and NOT in landfill
1994 to 2010	\$394, 474	543,065	45,373	153 drums	190,740 lbs

In February 2012, we replaced the grass areas in front of our shop with artificial turf. Total cost to install the turf was \$5,918. Since February we have saved an average of 100 gallons of water per month, which is a savings of \$21 per month on our bill. In addition to water savings, we have also saved \$250 per month on our landscaping bills. No more watering, mowing or fertilizing the grass.

The total savings per year on our water bill and landscaping bill is \$3,252. The investment will pay for itself in 23 months. This also reduces pollution from lawnmowers, weed-eaters and blowers that were used once a week to mow the grass.

2012-2014 - We still recycle all metal, paper, cardboard, plastic and aluminum. In addition to that, this year we are working with our bank to electronically deposit all of our employee paychecks. We hope to have that in place by the end of October 2012. Less paper, waste and gas driving to the bank. We will continue to work with vendors to reduce paper, cardboard and plastic in products that we buy and use.

2015 / 2016 - We are currently working on a project with the City of Tempe for recycling OUR yard debris and our horse manure created from our 6 acres and livestock. They currently recycle yard waste and make a wonderful fertilizer out of it. They have recycling areas in north Tempe, but nothing in our area of Tempe. It is possible this recycling collection could take place on our property. We will report on the developments of this project in next year's report.

We continue to regularly host class tours from ASU and college auto shop classes on our shop sustainability practices.

Please allow us to publically thank our partners :

Az Environmental Strategic Alliance (AESAs) for mentoring us.
SRP for partnering with us on these big coolers

Questions?
mark@marksalem.com

Salem Boys Auto - 480-598-1234
Founders - Mark and Ranae Salem
Today's Leaders - Alan Salem (COO) and Andi Salem-Verdugo (CEO, CFO)

1025 West Warner * Tempe, AZ * 85284 * 480-598-1234