



Important dates:

- Sept. 22 Autumnal Equinox
- Oct. 1 Salem Green + Solar Fair 2011
- Oct. 4 Go Green Conference (Portland)
- Oct. 28 MC grant applications due
- Nov. 9 Sustainability: Connecting the Dots Workshop
- Nov. 11 Veteran's Day
- Nov. 24 Thanksgiving
- Dec. 1 Green Award nominations begin
- Dec. 13 Essentials of Energy Efficiency Workshop

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# When waste reduction makes cents

## Local car dealership saves money by avoiding waste

**At Hillyer's Mid-City Ford**, selling cars is only part of their business. Repairing and maintaining vehicles takes seven service technicians, a huge shop and thousands of gallons of cleaners, degreasers, oil and other materials.

It's there – at the service and repair department – that Service Manager Jeremy Padrick has turned Hillyer's Ford into a premier green business. Originally certified as a Marion County EarthWISE business in 2009, Hillyer's Ford was re-certified this year.



Jeremy Padrick and Leo Hillyer pose with their newly earned EarthWISE certification plaque in 2009.

It started fairly simply. Padrick, an avid outdoorsman, wanted to do what he could to ensure that Hillyer's Ford protected the environment.

"When I am out hunting and I see piles of garbage, it drives me crazy," said Padrick, who pushed to become part of EcoBiz, another certification program recognizing businesses that reach high standards in environmental protection.



55 gallon drums of coolants, degreasers and cleaners are purchased instead of small containers. They sit in a specially designed rack to catch any leaks.

But after the economy started its downturn, Padrick explored ways to combine his focus on green practices with ways to save money. And it turned out that those changes also helped him get his EarthWISE certification.

"After the decline in the economy, we needed to figure out how to cut expenses," Padrick said. "I had already figured that buying in bulk saved me money."



Cleaners are mixed with water in big plastic jugs and then poured into reusable smaller containers when needed. Reusable rags are used instead of paper towels.



Hillyer's Mid-City Ford employees haul their garbage and recycling to North Marion Recycling and Transfer Station in this trailer. By buying in bulk and reducing waste, the company has eliminated the need for garbage service. Staff only haul the trailer once every two weeks.



A 55-gallon drum holds used aerosol containers – the few items that Padrick can't purchase in concentrate. Before buying in bulk, shop technicians could fill that drum with aerosol containers in a week. Now it takes two years.

Buying in bulk reduced costs two ways for Hillyer's Ford:

\*First, bulk items themselves are cheaper. Hillyer's Mid-City Ford has saved thousands of dollars each year just by switching to bulk items in the service department.

\*Secondly, it meant less packaging coming into the service department so less waste going into a dumpster. Boxes of a dozen one-gallon jugs of anti-freeze or dozens of aerosol cans were eliminated by ordering those items in 55-gallon drums.

Before turning to bulk items, Padrick's crew filled a 10-yard dumpster every week. Often, they also had several extra garbage bags stacked in front of the dumpster. Hillyer's Ford forked out \$528 a week for garbage service.

Padrick examined what filled the dumpster. What he found was recyclables: the items that dominated the trash were cardboard, scrap metal, plastic jugs and aerosol cans. All of those recyclables were mixed with actual garbage.

So Padrick canceled his garbage service and spent \$900 on a trailer to haul the department's trash to Marion County's North Marion Recycling and Transfer station. He only has to make the trip once every two weeks.

Service technicians separate scrap metal and cardboard from actual garbage. At the end of the day, a technician checks the garbage cans for recyclables and pulls them out.

Hillyer's Mid-City Ford has saved \$5,828 a year on garbage service alone.

Bulk purchases have changed the design of the shop a bit. Engine coolant, parts cleaner, degreaser, car wash fluid and glass cleaner are mixed in drums or big plastic containers. Technicians go to central stations where the bulk materials are stored to fill smaller containers with what they need to work on a car.

Padrick even purchased reusable aerosol containers. For brake cleaner alone, the switch to 55-gallon drums instead of individual 16-ounce aerosol cans saved Hillyer's Ford \$7,866 a year.

For coolant anti-freeze, switching to bulk has meant a \$1,594 annual savings.

The reduction in waste is apparent on a daily basis.

A 55-gallon drum in a central area of the shop holds used aerosol containers – the cleaners and agents that Padrick can't purchase in bulk. Before recycling those containers, shop technicians could fill that drum with aerosol containers in a week. Now it takes two years.

"It's still evolving," said Padrick about the environmentally friendly efforts at Hillyer's Ford. "We're still looking for ways to save money and be more green. They really go hand-in-hand."

# Time to recertify already?

These Earthwise businesses just did



**Sperry Van Ness Commercial Advisors, LLC**



**Kerr Concentrates**

All 3 EarthWISE  
landscaping  
companies  
recertified!



**The Garden Angels**



**Green Acres Landscape**



**DeSantis  
Landscapes**





**Advantage Precast, Inc.**

**A free training opportunity for you or your employees:**



**Center for Business & Industry**

Chemeketa Community College

**The Essence of Sustainability: Connecting the Dots**

This four-hour workshop introduces sustainability, green concepts, and practices. Participants will learn common terms, relevant issues, the triple-bottom-line (people-planet-profit) model, and a systems-thinking perspective. The Natural Step method, a scientifically-based framework for decision-making, will be introduced as well. Participants will personally experience sustainability principles, walk away with practical tools and processes, and a list of resources.

**Date: Wednesday, Nov.9**

**Time: 8:30 am - 12:30 pm**

**The Essentials of Energy Efficiency**

This two-hour workshop introduces elements of energy efficiency in buildings and manufacturing plants. Covers the building and its operation as a system: insulation, lighting, windows, HVAC equipment, and motors. Participants will have a foundational understanding of energy efficiency operations, return on investment (ROI), see examples of retrofit options, and learn about best practices.

**Date: Tuesday, Dec. 13**

**Time: 8:30 am - 10:30 am**

To register, send an email to Kendall Lenhares at [klenhares@jobgrowers.com](mailto:klenhares@jobgrowers.com).

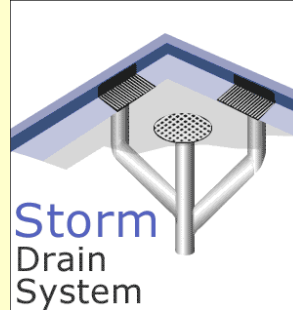
**Instructor:** Jill Sughrue is a professional trainer and sustainability consultant with more than 27 years in corporate risk management experience. She is an Associate and volunteer with the Northwest Earth Institute and a founding member of the International Society of Sustainability Professionals, a *Climate Project* presenter and has a Certificate in Sustainability Leadership from the University of Oregon.

Ask  
Mister  
Sustainability

**Question: In the water section of the EarthWISE assessment there are a lot of questions about storm drains and sanitary sewers. Can you clarify their differences?**

Yes... and like they say, a picture's worth a 1000 words. Take a look below:

The **sanitary sewer** takes the "used" water that is discharged from your home or business and sends it off to a water treatment plant (or in some cases, a septic system) for filtering, cleaning, and disinfecting. The **storm drain**, also known as a catch basin, collects



water from paved surfaces and discharges it into nearby creeks and rivers. Some cities, like Portland and Corvallis, send their storm water to a water treatment plant, but there are no systems like that in Marion County.

What's the big deal? Well, Marion County is home to an abundant amount of aquatic life that inhabits hundreds of miles of streams in our part of the Willamette Valley. Oil, gasoline, pesticides, and other pollutants that run-off into storm drains have a tremendous impact on the survival of salmon and other endangered species. Even soil that erodes onto a curbed street or parking lot adds to the misery index of stream life by clouding the water, smothering eggs, and impairing gill function.

So what's the answer? It's simple...just don't let it happen.

- Keep your storm drain clean and free of debris.
- Sweep your parking lot as often as possible.
- Wash vehicles on the grass or at a carwash.
- If your vehicles leak fluids, fix them.
- Don't allow exposed topsoil to move onto the pavement.
- Make sure your landscaper is aware of protecting the storm drain from run-off.



OK, it's not *that* simple. But much of what is written above is doable and is within your control. EarthWISE businesses should know and do this. Even better, let your customers know that you care about our local streams and are doing the right thing to protect them.

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### Factoid Department

While most folks have heard about LEED certification for commercial buildings, the US Green Building Council tells us that they have just certified their 10,000th residential dwelling.

Speaking of home (or office), if you upgrade one appliance this year make it a refrigerator. Any vintage older than 1993 is costing you \$100 + per year. Your beverages might taste better, too.

New isn't always better. Trading up from your older CRT TV set to a slick new LCD unit will actually raise your energy bill. The shows will also have the same content.

One used vehicle tire is discarded per person in the U.S. every year. That's about 310 million tires.

Nearly 90% of those old tires avoided the landfill by becoming a fuel source or were recycled into some other useful material.

The U.S. Navy has sunk about 9 mothballed ships a year over the last decade. A quick calculation tells us that about 700,000 tons of recyclable steel was lost. Net value? About 1.5 billion dollars at today's prices. (Waste & Recycling News)

By switching from paper to washable cloth towels for cell clean up, the Marion County Jail is saving about \$1000 a month.

# EarthWISE Member Directory

\*denotes new member

## Construction

Advantage Precast, Inc.  
 Barnwood Naturals, LLC  
 Carlson Veit Architects, P.C.  
 CB | 2 Architects  
 Cherry City Heating  
 Cherry City Remodeling  
 dalke construction  
 Jet Industries  
 LCG Pence Construction  
 Modern Building Systems, Inc.



## Government

Champoeg State Heritage Area  
 Marion County Dog Shelter  
 Marion County Public Works—Silverton Campus  
 Oregon Department of Energy  
 Oregon Dept. of Administrative Services - 20 Buildings  
 Oregon Exposition Center  
 Oregon Lottery  
 Oregon State Capitol  
 Oregon—Salem Motor Pool  
 Salem Fire Department  
 Salem Housing Authority  
 Salem—Information Technology  
 Salem—Public Works Willow Lake WPCF  
 Salem - Urban Development's Airport Division  
 Salem - Urban Development's Director's Office  
 Salem - Urban Development's Parking Services  
 Salem Public Library



## Education

Chemeketa Community College  
 Woodburn School District



## Landscaping



DeSantis Landscapes, Inc.  
 The Garden Angels  
 Green Acres Landscape, Inc.

## Financial



Bank of the Cascades - Hawthorne Branch  
 Financial Products and Services, Inc.

## Medical

Holly Chamberlain D.D.S., L.L.C.  
 Chiropractic Physicians, P.C.  
 Miller Orthodontics\*  
 Willamette E.N.T. & Facial Plastic Surgery, LLP

## Food

Bentley's Grill  
 BrucePac - Silverton & Woodburn Plants  
 Cascade Baking  
 Jonathan's  
 Kerr Concentrates, Inc.  
 Kettle Foods  
 LifeSource Natural Foods  
 NORPAC Foods - Stayton, Brooks, & Salem Plants  
 Spring Valley Dairy  
 TreeTop  
 Truitt Brothers, Inc.  
 Willamette Valley Fruit Company



## Not For Profit

Assistance League of Salem - Daue House\*  
 Assistance League of Salem - Encore Furniture\*  
 Garten Services, Inc.  
 Habitat for Humanity of the Mid-Willamette Valley  
 Marion-Polk Food Share  
 SAIF Corporation  
 Saint Edward Catholic Church  
 Temple Beth Sholom  
 United Way of the Mid-Willamette Valley  
 Willamette Lutheran Retirement Community



**Professional/Services**

AAA Cleaning Service - Metro, Inc.

ABC Window Cleaners & Building Maintenance

AJ's Auto Repair, Inc.

Cascade Employer's Association

Compex Two Computers

JoyRide Cycling

Kristin LaMont, Attorney at Law P.C.

Lancaster Mall Operations

Law Office of Eden Rose Brown\*

T-Mobile

VanNatta Public Relations/Spire Management



**Real Estate & Commercial Properties**



First American Title Insurance Company

Pringle Creek Community

Sperry Van Ness Commercial Advisors

The Epping Group/Creekside Corporate Center

**Recycling/Solid Waste**

Agri-Plas, Inc.

Covanta Energy, Marion Facility

D & O Garbage Service Inc.

Marion Recycling Center

Pacific Sanitation



**Retail/Wholesale**

Capital Sewing & Vacuum Center

Habitat for Humanity ReStore

Hillyer's Mid-City Ford

Power Equipment Systems



**Tourism**

Grand Hotel in Salem

Salem Conference Center

Travel Oregon

Travel Salem



**Upcoming events**

October 1: Salem Green + Solar Fair 2011

Painters Hall at Pringle Creek Community

10 am

Info: <http://pringlecreekcommunity.blogspot.com>

October 4: Go Green '11 Conference

The Gerding Theater, Portland

8:30 am to 5 pm

Info: <http://portland.gogreenconference.net/>

March 3: 2012 Mid-Valley Green Awards

Salem Conference Center

Nominations begin December 1

**Important links**

Marion County's recycling data base

<http://apps.co.marion.or.us/Recycle/>

**Marion County Waste Reduction Grant**

Up to \$100,000 in waste reduction funding possible

Deadline for applications: Friday, Oct. 28, 5 pm.

<http://www.co.marion.or.us/PW/ES/WRGrants.htm>



To learn more about the EarthWISE business

assistance program, visit our website at

[mcEarthWISE.net](http://mcEarthWISE.net)

or call: 503 365 3188

or email: [EarthWISE@co.marion.or.us](mailto:EarthWISE@co.marion.or.us) .