



WERNER KRAUS and Martin Hardcastle recycled. Each barrel contains approximately 500 pounds of glass.

Two men find business a backbreaking job

By GEORGE EVASHUK
Staff Writer

Two young men in Georgetown are finding out what it takes to work your way into a Bay Street boardroom and they're finding out that it's backbreaking work.

Klaus Werner, 21, and Martin Hardcastle, 19, have formed a business everyone should feel concerned about: resource recycling.

Named from a combination of both their names, Ardaus Recycling, began as a fundraising effort for a car club both men belonged to that went broke this year.

From a rent-free garage on the edge of Georgetown's downtown core, the pair bring collected blue, brown, clear and green bottles to be sorted, salvage aluminum from whatever sources they can find, crush tin cans and wonder where they'd ever put enough cardboard to make collecting it worthwhile.

Werner and Hardcastle, both graduates of Georgetown and district high school, still work full-time jobs but devote their after-work hours and weekends to building their business.

"If it got big enough, we'd go into it full-time," Hardcastle commented during an interview.

BREAK EVEN

"We're breaking even on expenses," he said, but the high maintenance cost have given them some debt. But the debt is minimal as the only equipment required is a sledgehammer to flatten tin cans and muscle power to swing it.

Aside from the hammer, the pair have purchased a truck van which "gives us a lot of trouble," Hardcastle said. Werner uses all his ingenuity to coax the van's motor to life for another load of barrels filled to the brim with colored glass.

For small pick-ups of three or four boxes of glass, such as they might receive from the average Halton Hills home, Hardcastle uses his car, which, as might be expected, is no showboat.

They've just spent about \$1,000 to get a ton and a half truck, roadworthy and are expecting the investment to pay off.

Recently they have added another source of supply to the string of halls, churches, bars and drop-off points from where they gather unsorted bottles, uncrushed tin cans and un-baled cardboard.

The expansion is in an apartment building and having determined that they can handle the work, Hardcastle and Kraus are prepared to add more apartment building to their route pickup.

Their plans for the growth of the enterprise includes delivering leaflets door-to-door, advertising their service in an effort to tap the stream of recoverable resources which might otherwise end up as landfill.

GLASS RETRIEVED

The bulk of their income comes from glass—two to three tons a week—for which they get a penny-a-pound, if it is sorted by color. "There's a steady market at Dominion Glass," Hardcastle said, "...any size load and almost 24 hours-a-day."

Cardboard, however, is a "sad story," he said. They saved cardboard for one month, packed the van with as much as they could, delivered it and got only \$3.60 for their efforts. Like glass, cardboard is a cent a pound.

"It's better if you have a baler like the big super-markets," Hardcastle said. "But as we get into cardboard more and with a large truck, we'll get the factories, too."

Collecting tin cans on the same scale as glass is a problem Kraus and Hardcastle are trying to solve by searching for a market. Each can is placed on a block of wood, flattened with a sledgehammer and tossed into a barrel.

"We don't mind crushing them down," Hardcastle said. "It's good for the muscles but without a market, we just deliver them to Pollution Probe...who in turn support us."

"We need a market we can get rid of it real fast - like glass," Hardcastle said.

ALUMINUM

Aluminum is also salvaged, mostly from around the bottoms of bottles collected from the Georgetown and District Memorial Hospital. Small aluminum strips are used to suspend bottles such things as for intravenous feeding.

"At first we threw it away until we realized there was a market for it," Hardcastle said.

"Anything we can keep and find a market for and recycle, we're willing to go into."

They think resource recovery holds a future for them. It is a good toehold on

the ladder of commercial success and they believe they are competitive. In fact, if you call 877-3783 for a pickup, it's likely Hardcastle's mother will take the call.

Nevertheless, resource recovery is a labor intensive industry with plenty of dread hand sorting and lifting loaded barrels of glass and tin. A 45-gallon steel drum of crushed glass tips the scales at 500 pounds or about 212 kilos.

Hardcastle said that Halton Hills used to separate resources from the garbage but gave it up because of high costs.

But behind the motive of turning a profit and being commercially successful, is a concern for the environment. Both take a keen interest in the problems of choosing landfill sites, government experiments in resource recovery and the actions of the Ministry of Environment.

"If it could make it pay for itself," Kraus said, "it's worthwhile."

"We kind of enjoy it," added Hardcastle. "We're not into it so much for the money as for something to do." Nevertheless, "it's nice having your own business."

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