

# Waste **WORDS**<sup>®</sup>

The Quarterly Newsletter for Facilities using WasteWORKS Software

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*Staten Island's Premier Recycling and Materials Facility*

Running a recycling and materials facility on an island means that you would pretty much have a monopoly, right? Well, not if you happen to be on an island inhabited by nearly half a million people and not if your island is a borough of New York City! Faztec Industries of Staten Island has become the area's premier recycler of construction aggregates and provider of finished materials because they've put customer service first and they truly "stand behind the quality of their recycled material"!

Though half a million people would qualify as a decent sized city in most places, it only qualifies as the fifth largest borough of New York City. It's also the most suburban of the boroughs and prior to the 20th century, it was predominantly home to dairy and poultry farms. Looking further back in history, the island played a significant role in the Revolutionary War and was the reported location where the British were first notified of the Declaration of Independence.

And for all you solid waste history buffs, Staten Island was also home to what until 2001 was the largest landfill in the world, the Fresh Kills Landfill. If you recognize that name, it might be because the landfill was reopened shortly after its closure to accept debris from the September 2001 attacks on the World Trade Center. It has now closed for good and is in the process of being made into what will be New York City's largest public park—yes, larger than Central Park!

John DiFazio, Vice President of Faztec Industries (and related businesses DiFazio Industries and Diamond Concrete, Inc.) recognizes the value in what to most people just looks like a pile of rubble, and his ability to do so has helped turned Faztec into a thriving business. On the inbound side of operations, Faztec accepts a variety of recyclable aggregates, such as dirt, rock, concrete, bricks and asphalt. These materials are processed and the finished products make up a part of his outbound offerings. Other materials available for sale are topsoil, compost, sand blends, quarry stone and almost any blend of recycled aggregates that customers require—putting the custom in cus-

## **A Diamond in the Rough**

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Faztec offers a number of aggregates for sale, including custom blends of their recycled materials.

## **Latest WasteWORKS Versions:**

**WasteWORKS v. 7 (7.612)**

**WasteWORKS-SQL (1.341)**

Visit our website for more details.

## **WasteWORKS Training**

On-site and remote training and assistance are available from Carolina Software.

Our technicians can visit your site(s) and provide hands-on training for WasteWORKS and our other products. Each visit is customized to meet your needs and is a great way to help new employees get up to speed quickly, brush up on reporting and billing functions, or just to learn what's new with the latest version of WasteWORKS. An upgrade is included.

Remote training is also available. For customers who simply want a few hours of dedicated time or even a whole day, remote assistance is a great option! (requires high speed internet connection).

Please call 910-799-6767, ext. 2 for more information.

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## **WasteWORKS-SQL**

WasteWORKS-SQL is available as a robust, off-the-shelf package for new customers and existing customers looking to expand on the proven capabilities of the industry's leading solid waste management software product.

WasteWORKS-SQL maintains the same flexible functionality

and simple usability of prior offerings, but provides users and management with expanded reporting capabilities, Windows level security and fast, efficient processing in a wide range of network environments. The new WasteWORKS-SQL combines all of the benefits of a SQL Server platform with an easy to

maintain, affordable, off-the-shelf solution for managing your facility.

### **Key Features:**

- Combines the industry's leading off-the-shelf package for simple and efficient ticketing, billing and reporting with the power and security of MS SQL Server.
- Provides unlimited reporting

with WasteWORKS-SQL stock reports, Crystal Reports and MS Reporting Services. WasteWORKS stock reports run up to 20 times faster than with previous versions, even with large data sets and slower network connections.

- Real time calculation of customer balances and totals fields.

Faztec continued:

tomter service! And speaking of service, Faztec also offers delivery anywhere in the New York, New Jersey Metropolitan area, as well as onsite crushing and screening using state-of-the-art, mobile crushing and screening equipment.

**LEED Points for Sale**

Well, they're not really selling LEED points, but by purchasing their recycled products, customers can gain valuable points and do their part toward keeping useful materials out of the landfill. Although it's become a bit cliché, being "green" is certainly a valuable by-product of Faztec's business model. A question from the Faztec website says it all— "Did you know that construction aggregates are recycled or reused nearly twice as much as the combined lots of paper, glass, aluminum and plastics?". In this case what's good for business is also good for the environment—especially when you live on an island!

**No Hard Hat Required**

Faztec Industries has added some new machinery to their operations— in the form of a SQL database and the latest version of WasteWORKS-SQL. A WasteWORKS customer since 2008, Faztec recently moved to WasteWORKS-SQL to handle processing duties at their two facilities and central offices. The upgrade provides them with faster processing, enhanced reporting and a wide range of new program features. It also provides an integrated data platform just in time for the acquisition of Diamond Ready Mix. According to Difazio, "We just finished the acquisition of Diamond Ready Mix. The addition of adding ready mix concrete to our portfolio fully completes the circle of our business model. We are truly a one-stop shop for all of our customers and our heavy construction company DiFazio Industries. The key to managing that, in my mind, was full integration with WasteWORKS-SQL as our point of sale software at both facilities. By upgrading to the SQL version we can quickly make changes and view reports across both businesses and provide our customers with a consolidated bill and statement. Of course the support staff at Carolina Software helps all that happen seamlessly. Thanks Guys!"

We'd like to extend a special thanks to everyone at Faztec! We're proud to have you on board.

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**The NEW WasteWIZARD**



Vision camera is now a built in option for the WasteWIZARD enclosure!

Carolina Software introduces the latest in scale lane automation technology. The recently redesigned WasteWIZARD system now features an industrial, stainless steel enclosure, a professionally developed electrical and wiring system, and an integrated camera system for use with the WasteWORKS Vision System. The new WasteWIZARD system is the perfect automated addition for WasteWORKS sites, and a great upgrade for existing WasteWIZARD installations. Call today for information about adding the NEW WasteWIZARD to your site!



**WasteWORKS Vision**

\*\*\*\*\***Ordering Forms Online**\*\*\*\*\*

Ordering WasteWORKS tickets, statements and invoices from Carolina Software is as easy as ever. Using the WasteWORKS on-line order form at [www.wasteworks.com](http://www.wasteworks.com) means that you will have instant access to the latest products and prices. Start ordering your forms on-line today! If you don't have internet access at your site, you can still fax in your order to 910-799-1177.

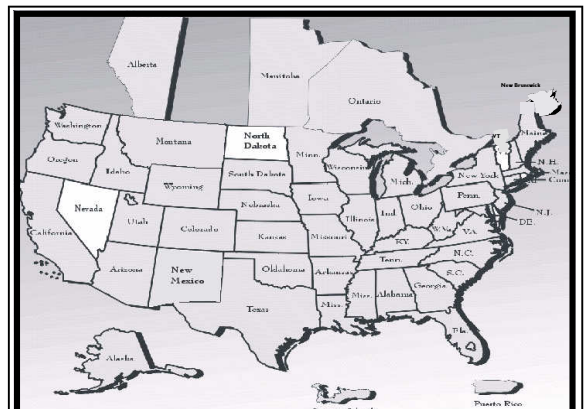
**PowerPay Credit Card Processing**

Carolina Software, in partnership with PowerPay, one of the most trusted payment processing providers in the US, has announced exclusive pricing for Carolina Software customers that can actually help **decrease** credit card processing fees. PowerPay's platform is now integrated with Carolina Software allowing credit transactions to flow immediately into your software eliminating the need to re-key sales at the end of the day.

**The PowerPay payment processing solution provides you with:**

- A simple, fast application process
- An all-in-one PC based payments solution that saves time and eliminates the need for an external, stand-alone point-of-sale terminal
- Full e-commerce support
- 24/7 technical support
- Advanced features such as recurring payment capability
- Easy access to transaction and batch history
- Superior value and competitive pricing – 9 out of 10 times PowerPay is able to match or better current processing rates

If you would like to learn more about integrating PowerPay's payment processing solutions with your business - and the exclusive pricing for Carolina Software customers – then contact PowerPay today at 877-775-6900 .



**WasteWORKS States Update:**

Since WasteWORKS was first introduced in 1987, the number of installed customers and geographic locations has increased dramatically. Locations in which facilities are using WasteWORKS include the areas shaded in gray.