

TRASH TO CASH:

Trails End Recovery & Custom Milling Near Historic Astoria, Oregon

At Trails End Recovery & Custom Milling waste makes waste into usable products. Financing supported by a Business & Industry Loan Guarantee from USDA Rural Development helped speed them on their way.

Trails End is owned by Dean and Evelind Larson. Dean is a 4th Generation resident of Astoria with a long family history in the logging, lumber and heavy equipment businesses. In a changing world the Larsons saw an opportunity to make wise use of these skills in a way that would also make the environment better. In 2003 the Larsons began expanding into the recovery of construction, demolition, and timber waste. “We have one facility that serves all of Clatsop County here in northwestern Oregon,” said Larson.

OUTLINE OF NEED:

Trails End Recovery processes these waste products into other useful products and keeps them out of the landfill or from being burned and polluting the air as the traditional practice has been. On one extreme, Trails End takes waste timbers from deteriorated piers and buildings and preserves them by milling off the decay. The results are very desirable timbers used in high-end houses and commercial projects. On the other end, less valuable wood waste is processed into compost and other landscaping products. Trails End was at the end of the trail when it came to their capacity to process this wood waste by grinding it into compost and other products. Their existing machinery simply couldn't handle the volume of wood recycling they were getting and it wasn't very portable.

HOW RURAL DEVELOPMENT HELPED:

The Larsons approached Shorebank Enterprise Cascadia for financing to purchase a new mobile grinder that added capacity and flexibility to their recycling. Shorebank, a lender with a mission that includes helping environmentally sound businesses, was eager to help; but, wanted a guarantee to enhance the loan. The Business & Industry Loan Guarantee from Rural Development provided an eighty percent guarantee that helped Trails End purchase the grinder they needed and helped Shorebank strengthen their loan portfolio.



THE RESULTS:

The Larsons purchased a state-of-the-art portable Peterson 4710B horizontal grinder on tracks for mobility from [Peterson Pacific Corp.](#) in Eugene, Oregon. Trails End now has the extra capacity it needs with the added bonuses of improved efficiency and reliability and the ability to meet customers' needs on site. “We have been exceptionally happy with that machine and the way we have utilized it,” said Larson. Trails End Recovery has been able to recycle 92 percent of waste material by weight.