

# IRN THE RECYCLING NETWORK

## Company C Adopts OneStop Recycling 88% Waste Reduction, 59% Savings

**Company C** is one of the businesses OneStop was designed for.

Started in a garage in 1994, Company C has established itself as a top manufacturer of distinctive rugs, bedding, furniture, decorative accessories and fabrics. From its headquarters in Concord, NH, Company C is represented by more than 1,000 dealers worldwide. Its products are manufactured in more than 20 countries, and sold to customers in twice that many.

Company C's warehouse is a buzzsaw of activity. Trailers and shipping containers from U.S. and international manufacturing plants are unloaded daily. Merchandise is unpacked and repacked. Trailers and less-than-truckload carriers are loaded and dispatched.

Company C's products demand and get the best treatment. Of necessity, there's a lot of packaging, inbound and outbound: cardboard, wrapping paper, heavy plastic film, stretch wrap, woven polypropylene sheeting.

Their waste program was as simple as a hauler could make it. They had a 10-cubic-yard open top container for trash, which was emptied twice a week, and another 10-yard container for cardboard, emptied once a week. Each container took up a loading dock space. Their hauler wouldn't take their small quantities of bottles and cans and office paper. If these were



recycled, it's because they were taken home by employees. And they had no idea how much they were throwing away; quantities were not reported by their hauler.

Like a lot of busy companies, Company C was in a trash bind. They knew that many of their wastes might be recyclable, but didn't have the time or expertise to investigate. They generated a lot of waste, but not enough to be a major account for a hauler or recycler; and outside of cardboard, their wastes were not materials that waste haulers were prepared to recycle. In addition to their large waste streams, they had smaller quantities of even more troublesome wastes: computers and monitors, lamps and batteries, used furniture. As a company, they had a commitment to be earth-friendly. In a nutshell, they wanted to recycle more and throw away less, but didn't really know how to get going.

| <b>Company C Before OneStop: Six Months from August 1, 2008 thru January 31, 2009</b> |                                      |                 |                   |
|---|--------------------------------------|-----------------|-------------------|
| <b>Material</b>   | <b>Service</b>                       | <b>Quantity</b> | <b>Cost</b>       |
| Trash   | Weekly, 2X per Week, 10 CY Container | Unknown         | \$2,760.00        |
| Trash   | Extra Service                        | Unknown         | \$212.00          |
| Cardboard   | Weekly, 1X per Week, 10 CY Container | Unknown         | \$455.00          |
| Cardboard   | Extra Service                        | Unknown         | \$60.00           |
| <b>Total, Six Months from 8/1/08 thru 1/31/09</b>                                     |                                      | <b>Unknown</b>  | <b>\$3,487.00</b> |
| <b>Monthly Cost</b>   |                                      |                 | <b>\$581.17</b>   |

Company C heard of IRN through the Concord Chamber of Commerce, and in late 2008 asked us to come take a look. What we saw was opportunity. By far the majority of their wastes were three materials: cardboard, plastic sheeting, and woven polypropylene “burlap”. All recyclable, with reliable markets and revenue potential. The rest of their wastes were divided between bottles and cans (recyclable), office paper (recyclable), and a mixed bag of miscellaneous stuff (most recyclable).

Prices for the cardboard and plastics are best if they are baled, and Company C had enough to make baling worthwhile. They identified a corner of their warehouse where they could install a baler, and some racking where they could accumulate plastics until they had a bale’s worth. IRN would pick up the baled plastic and cardboard, along with office paper, bottles and cans (regular OneStop commodities), and the “oddballs” (computers, surplus furniture, etc.) as needed. Company C made the transition in February, 2009.

| <b>Company C After OneStop: Six Months from March 1 through August 31, 2009</b> |                                      |                 |                   |
|---|--------------------------------------|-----------------|-------------------|
| <b>Material</b>   | <b>Service</b>                       | <b>Quantity</b> | <b>Cost</b>       |
| Cardboard   | Recycling, 3 On-Call Pickups         | 6.92            | \$(103.55)        |
| Woven Polypropylene   | Recycling, 3 On-Call Pickups         | 1.48            | \$14.80           |
| LDPE Sheeting   | Recycling, 3 On-Call Pickups         | 1.69            | \$(84.50)         |
| Beverage Containers   | Recycling, 3 On-Call Pickups         | 0.11            | \$24.00           |
| Mixed Paper   | Recycling, 3 On-Call Pickups         | 0.36            | \$9.00            |
|   | Transportation, Recycling, 3 Pickups | NA              | \$553.18          |
| <b>Subtotal, Recycling</b>  |                                      | <b>10.56</b>    | <b>\$412.93</b>   |
| <b>Subtotal, Trash</b>  | Weekly, 1X per Week, 4 CY Container  | Unknown         | \$1,050.00        |
| <b>Total, Trash + Recycling, Six Months from 3/1/09 thru 8/31/09</b>            |                                      |                 | <b>\$1,462.93</b> |
| <b>Monthly Cost</b>   |                                      |                 | <b>\$243.82</b>   |
| <b>Savings, Six Months Pre-OneStop vs Six Months With OneStop</b>               |                                      |                 | <b>\$2,024.07</b> |
| <b>Monthly Savings</b>  |                                      |                 | <b>\$337.35</b>   |
| <b>Percent Savings</b>  |                                      |                 | <b>58%</b>        |

The program has been hugely successful. In the first six months Company C:

- Reduced waste disposal by nearly 90%;
- Recycled more than 11 tons of baled cardboard and plastics, and about half a ton of office wastes;
- Used OneStop to recycle old computers, scrap metal, batteries, surplus furniture, and other small quantity materials that had been a serious management concern.
- Reduced waste management costs by nearly 60%, from \$3,487 to \$1,439 over six months;

The cost of the baler was about \$16,000. Over a 20-year life, Company C’s return on this investment is close to 60%.

No small achievement. An environmental success story, and in these tough economic times a meaningful addition to Company C’s bottom line.

