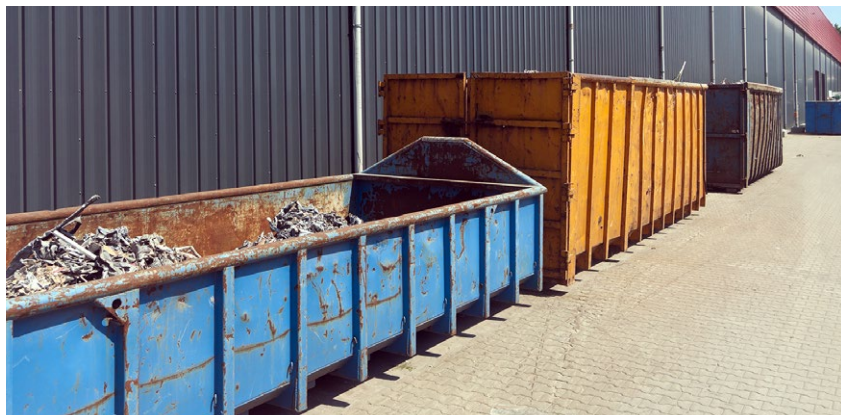


Waste handling efficiencies, expertise enhance global supplier's bottom line



CUSTOM PROGRAMS, MANAGEMENT KEYS TO WASTE HANDLING SUCCESS

When a global automotive industry supplier faced inefficient waste management at multiple locations across the United States and Canada, it reached out to MPW to execute a comprehensive program to improve operations.

The supplier's COO and other Purchasing Managers were familiar with MPW's integrated program approach and commitment to save clients revenue.

Upon inspecting the facilities' minimal recycling efforts and inefficient management of waste, MPW experts discovered ineffective communication processes and a lack of focus on waste costs. Some examples of improvement areas included:

- **A lack of corporate-based or on-site personnel who were trained to manage waste programs**
- **Consistently light loads being hauled to landfills**
- **Too many unnecessary dry runs**
- **Frozen loads and jammed equipment**
- **Vendors adding waste-handling surcharges**
- **Problems with overloaded open-tops and loads exceeding legal weight limits**
- **A lack of safety training**
- **Inefficiencies resulting in potential higher cost-per-ton charges**
- **Lost production time when compactor loads were haphazardly loaded and jammed**

SOLUTION

MPW's in-plant/outsourced system was a completely new concept for the client, which had previously self-managed its waste handling, but without focus. MPW's environmental specialists prioritize production output, not just waste or scrap.

Despite multiple sites with different volumes of wastes and levels of inefficiencies, MPW immediately improved load efficiencies and began or enhanced recycling programs. MPW environmental experts trained facility employees on proper waste handling and equipment operating procedures. They also assisted with surcharges, communications and active monitoring of waste vendors.

Another key step in improving the facilities' operations was the introduction of an MPW Environmental Project Manager to provide in-house access to educate employees on proper loading of the compactor units/open-tops as well as how to avoid jamming the units which resulted in double handling of the material or overloading of open-tops and/or dumping scrap on the ground.



RESULTS

MPW's investment in on-site personnel as well as improved equipment — such as compactors and baler systems that were specially designed to meet operational needs — were achieved via improved efficiencies and at zero added cost to the customer. Specifically:

- **MPW invested in a full-time Program Manager and Canadian Consultant saving the Customer \$120,000/year.**
- **MPW reduced trash cost by well over \$500,000.**
- **MPW capital investments resulted in saving a one-time expense of \$80,000 plus \$20,000/year on an annualized basis.**
- **The company reports additional recycling tonnage and cost savings on its quarterly corporate sustainability report.**
- **Multiple sites now receive a rebate for recycled pallets and cardboard recycling programs.**
- **MPW improved communication processes to the extent that the company is now fully abreast of industry trends as well as, reclamation/reuse opportunities. Also, MPW fulfills the client's corporate reporting requirements and supports internal and external audits.**

COMMITMENT TO SAFETY

**MPW
recorded
zero safety
incidents
during this
project**