

CASE STUDY

A NATIONAL PLUMBING PRODUCTS SUPPLIER

PROBLEM:

EACH MONTH, THIS COMPANY WAS FILLING

120

INDUSTRIAL-SIZED DUMPSTERS WITH WOOD WASTE, WHICH ENDED UP IN LANDFILLS.



THIS TOTALED

\$60,000

IN MONTHLY DISPOSAL FEES.

BECAUSE OF OUR LONGSTANDING RELATIONSHIP, THEIR RAW-MATERIAL SUPPLIER REFERRED THEM TO MILLWOOD.

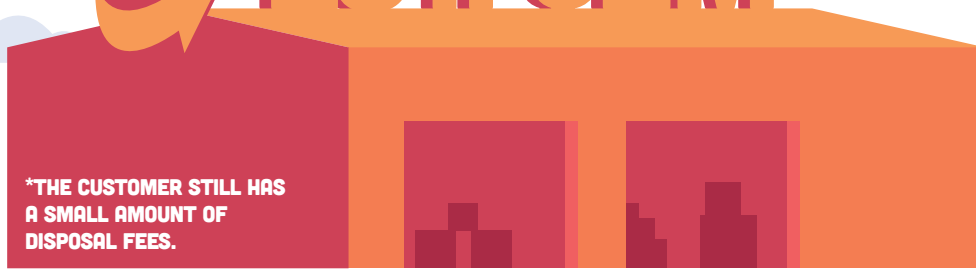


OUR SOLUTION:

MILLWOOD BUILT A NEARBY FACILITY DEDICATED TO THIS COMPANY TO BEGIN A PALLET RETURN PROGRAM, WHICH SAVES THE CUSTOMER AN

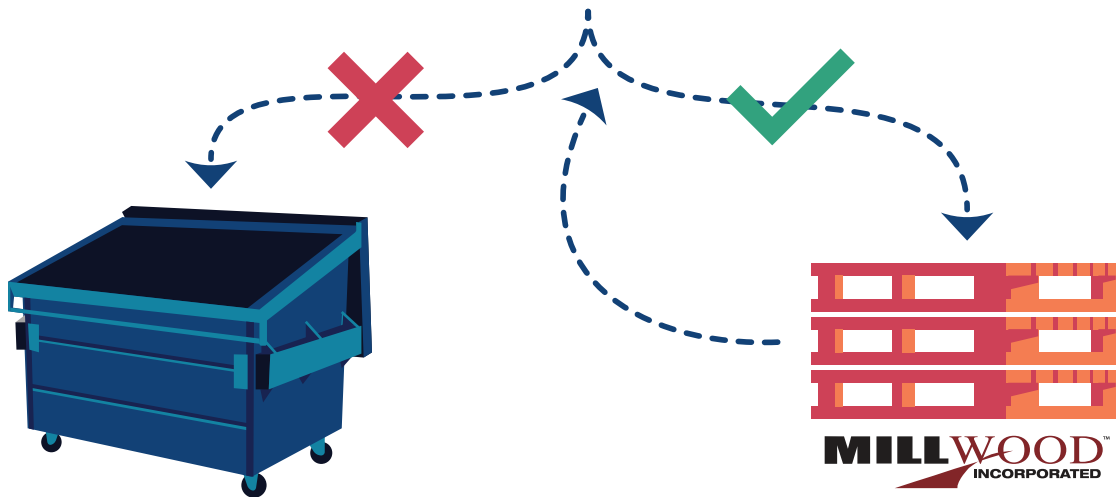
EST. \$2M

*THE CUSTOMER STILL HAS A SMALL AMOUNT OF DISPOSAL FEES.



IN REDUCED DISPOSAL FEES AND PALLET PURCHASING COSTS ANNUALLY.

WHAT DOES THAT MEAN FOR THE CUSTOMER?



THIS PROCESS REPURPOSES

7,200

PALLETS PER MONTH



OR

93,600

PALLETS PER YEAR



AND KEEPS LANDFILLS CLEAN!