



COMPACTORS & BALERS

Waste Solutions team works with grocery retailer to control costs

OUR GOAL: Develop programs that help cut costs and increase your business efficiencies. Through our strategic sourcing process, we evaluate all available alternatives to customize a program for you while driving the greatest savings.



RESULTS

- IMPROVED CASHFLOW
- EQUIPMENT RENTAL INSTEAD OF OWNERSHIP
- LOWERED COMPACTOR-BALER COSTS OVERALL

OVERVIEW

Topco Indirect's Waste Solutions team recently worked with a customer to simplify their compactor/baler process and streamline their infrastructure. They were bundling multiple services resulting in higher costs. Also, their equipment was covered under their waste agreement, which created a barrier to exiting their service contract. Budgeting, cash flow, and other financial variables affected their ability to purchase new equipment and services, and rental rates were high, with no ROI.

STRATEGY

With the goal of streamlining infrastructure, simplifying their process and lowering costs, the Waste Solutions team tapped into Topco's extensive supplier network of pre-qualified companies, and also reviewed the customer's incumbents and other national and local suppliers. We invited all interested contenders to bid for the business. Many suppliers offered customized options and all were eager to bid.

“*The Topco waste audit program gave us a checklist to assure we were following best practices for minimizing costs in our waste management program.*”
- Director of Space Management & Supply Purchasing, Grocery Retailer

RESULTS

The customer was extremely pleased with the process and resulting cost savings. The new program improved practices and lowered costs. As a result, our customer:

- Separated equipment from hauling and recycling services
- Worked with us to procure equipment at a better value
- Gained the ability to move easily in and out of hauling and procuring contract agreements
- Entered rental programs to eliminate financial commitments
- Gained access to the industry's lowest rates through the Topco Waste Solutions program

We can duplicate these results for you!

To explore your savings opportunities, contact Matt Wetherell, Sr. Category Manager at mwetherell@topco.com.