



Waste & Recycling Program:

Member Increases revenue by 20%

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

20% increased revenue on waste and recycling programs with no disruption of service

OVERVIEW

One of Topco Indirect's largest wholesale members engaged our Waste Solutions Team to discuss their current waste and recycling programs. The waste programs and processes were not broken, but were decentralized with the individual DCs each making supplier decisions locally. The wholesaler wanted to ensure that their recycling rebates were in line with current market rates while also gaining visibility into weights, specs, and pricing.



STRATEGY

Together with the wholesaler, Topco Indirect set the goal of increasing recycling revenue without disrupting their business by changing existing processes. Topco visited all six locations to meet with managers and ensure that the RFP mirrored the current situation. Topco Indirect ran a competitive bid, invited bidders from their extensive supplier network, and also invited the member's incumbent suppliers to participate in a member-specific sourcing event.

RESULTS

The member realized a revenue increase of almost \$400K (20%) with their incumbent suppliers. According to the wholesaler, this experience was a win for all parties: corporate, distribution centers, and their suppliers.

- **Corporate division** saw a dramatic revenue increase in their waste and recycling programs and are certain that their pricing is now industry best
- **DC level** managers did not have to change their current processes and they will continue to work with suppliers that they know and trust
- **Suppliers** were pleased because they were able to retain the business and continue their long standing relationships with the member.

We can duplicate these results for you!

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