

# Finding Landfill Alternative for Railroad Equipment Fabricator.

**Think Green.®****MCCONWAY & TORLEY**

**I**n America, heavy manufacturing has been on the wane for several decades. But there are still plenty of large manufacturing companies with operations in the United States, and these operations need convenient, cost-effective waste disposal programs to remain competitive.

McConway & Torley of Kutztown, Penn., is a leading manufacturer of couplers, drawbars and other heavy-duty steel products used in the assembly of railroad cars. Founded in 1868 at the dawn of the modern railroad industry, McConway &

Torley has kept its technologies and methodologies current with modern manufacturing standards, but still has a need to dispose of tons of waste materials every day. One of these materials is "slag," a silicate-rich byproduct of the steel manufacturing process.

For many years, McConway & Torley had sent its slag to a Philadelphia-area disposal facility, but was open to other options. As luck would have it, in early 2003, a representative from Waste Management contacted the company to discuss waste program opportunities. McConway & Torley explained that it was looking for a company that

could provide live-loading service of its slag onto transport trucks and permanent disposal services at a relatively low cost.

Waste Management studied McConway & Torley's situation and returned with a plan that directly addressed the manufacturer's needs. Specifically, it offered:

- Using bulldozers to live-load slag into 20-yard open-top containers at a rate of 12 to 13 tons per load, three times per week
- Lab analysis of the slag material to certify it for permanent disposal, plus assistance with the attendant paperwork
- Transportation of the slag to the Delaware County Solid Waste Authority's Colebrook Valley Township Landfill near Boyertown, Penn., which would provide permanent disposal at rates less than what the company was currently paying

Liking Waste Management's plan, its reputation and its unique Service Guarantee, McConway & Torley signed a three-year agreement in the spring of 2003. Service was instituted as proposed, and the railcar products manufacturer has since received the service — and the savings — it was looking for.

**When it comes to helping rail industry companies stay on track, Waste Management is the engine for success.**

*From everyday collection to environmental protection, Think Green. Think Waste Management.*

**INDUSTRIAL SERVICES**