

Questioning Waste Classification to Lower Disposal Costs.

Think Green.®

As any good investigator knows, one should never take a situation at face value. Things are not always what they appear to be. Even solid waste.

U.S. Gypsum is one of America's largest manufacturers of building and construction materials. Its manufacturing facility in Clark, New Jersey, produces vast quantities of sheet rock every day, and an equally vast quantity — 100 tons per day — of waste gypsum as a byproduct.



In early 2002, Waste Management called on U.S. Gypsum's Clark facility to offer the plant its solid waste services. The U.S. Gypsum executives thanked Waste Management for its interest, but explained that they were perfectly satisfied with their current waste services provider,

which was charged with transporting the gypsum byproduct to a nearby facility that specialized in handling special waste.

Not taking what they had been told at face value, the Waste Management representatives did some investigating and discovered that the current waste carrier was not, in fact, taking the gypsum to the special waste facility as purported, but was dumping it at a conventional landfill to cut costs. When Waste Management brought this fact to U.S. Gypsum's attention, the company immediately terminated its contract with its hauler and awarded its contract to Waste Management.

Still not satisfied that the customer was being properly served, Waste Management dug even deeper and discovered that there was some question as to whether or not the waste gypsum was truly "special waste" at all. After making the necessary requests to the proper environmental authorities, Waste Management was able to get the "special waste" classification removed, which allowed them to legally landfill the waste at a significantly reduced cost, a savings that they then passed on to their customer.

Knowing when a substance is truly "special waste" takes a company that's pretty "special" itself.

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