

Digging In: Zero Waste To Landfill Strategy

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BUILT FOR IT.™



BUILDING CONSTRUCTION PRODUCTS

Raleigh Area: Four Locations / 2100+ Employees

Cary – 100+ Employees

- Administrative Offices
- BCP Vice President
- Marketing, HR & Accounting

Clayton – 200+ Employees

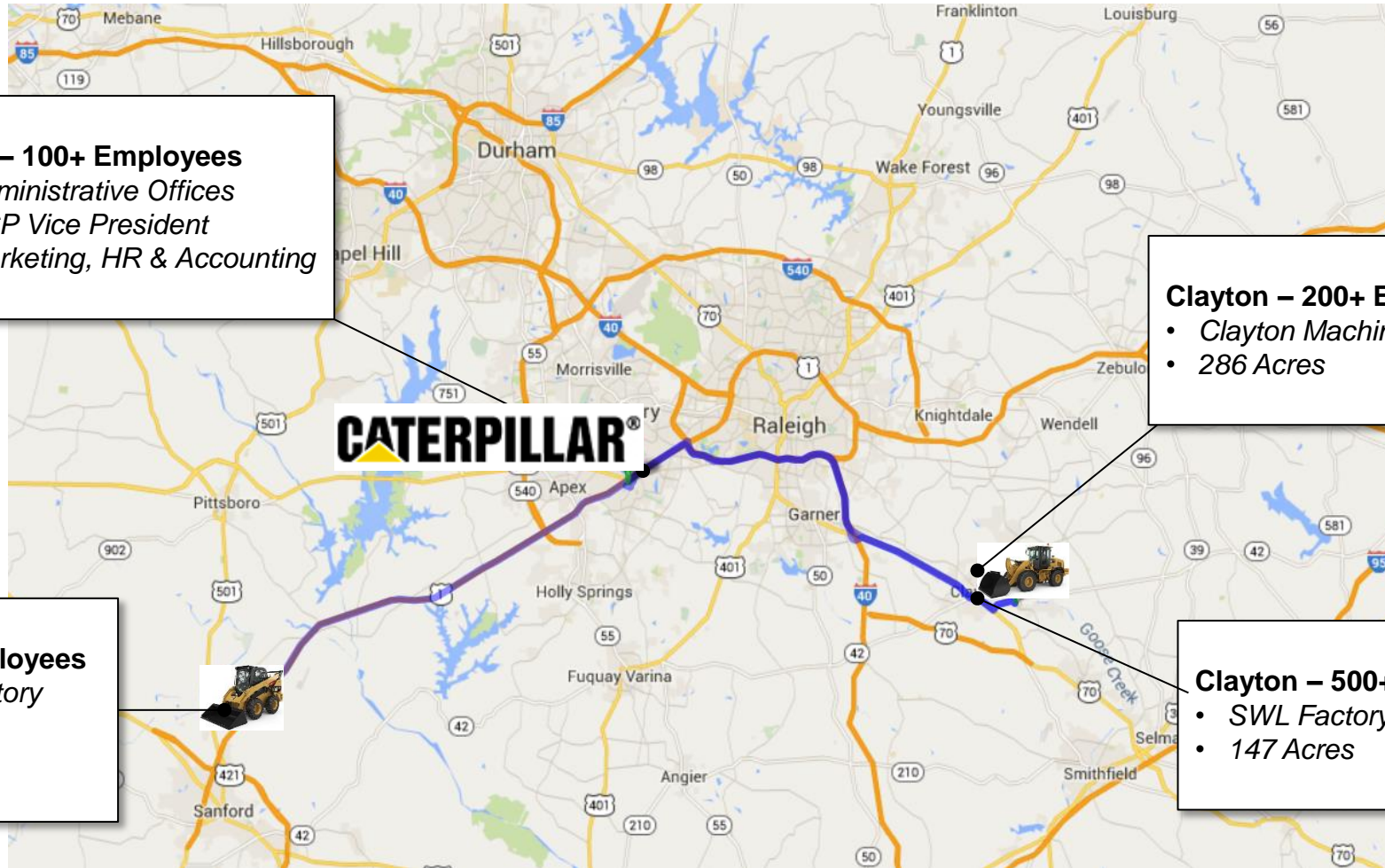
- Clayton Machine Development Center
- 286 Acres

Sanford – 1000+ Employees

- SSL, MTL, CTL Factory
- 520,000 sq. ft.
- 101 Acres

Clayton – 500+ Employees

- SWL Factory – 425,000 sq. ft.
- 147 Acres



Caterpillar SSL, MTL, & CTL

21 Models – 8 Skid Steer Loaders, 6 Multi Terrain Loaders, & 5 Compact Track Loaders

B3 Series

3 Models:
2 SSL, 1 MTL



SSL *Made in India
216B3
226B3



MTL
247B3



CTL
249D
259D
279D
289D
299D
299D XHP

D Series

18 Models:
7 SSL, 5 MTL, & 6 CTL



MTL
257D
277D
287D
297D
297D XHP

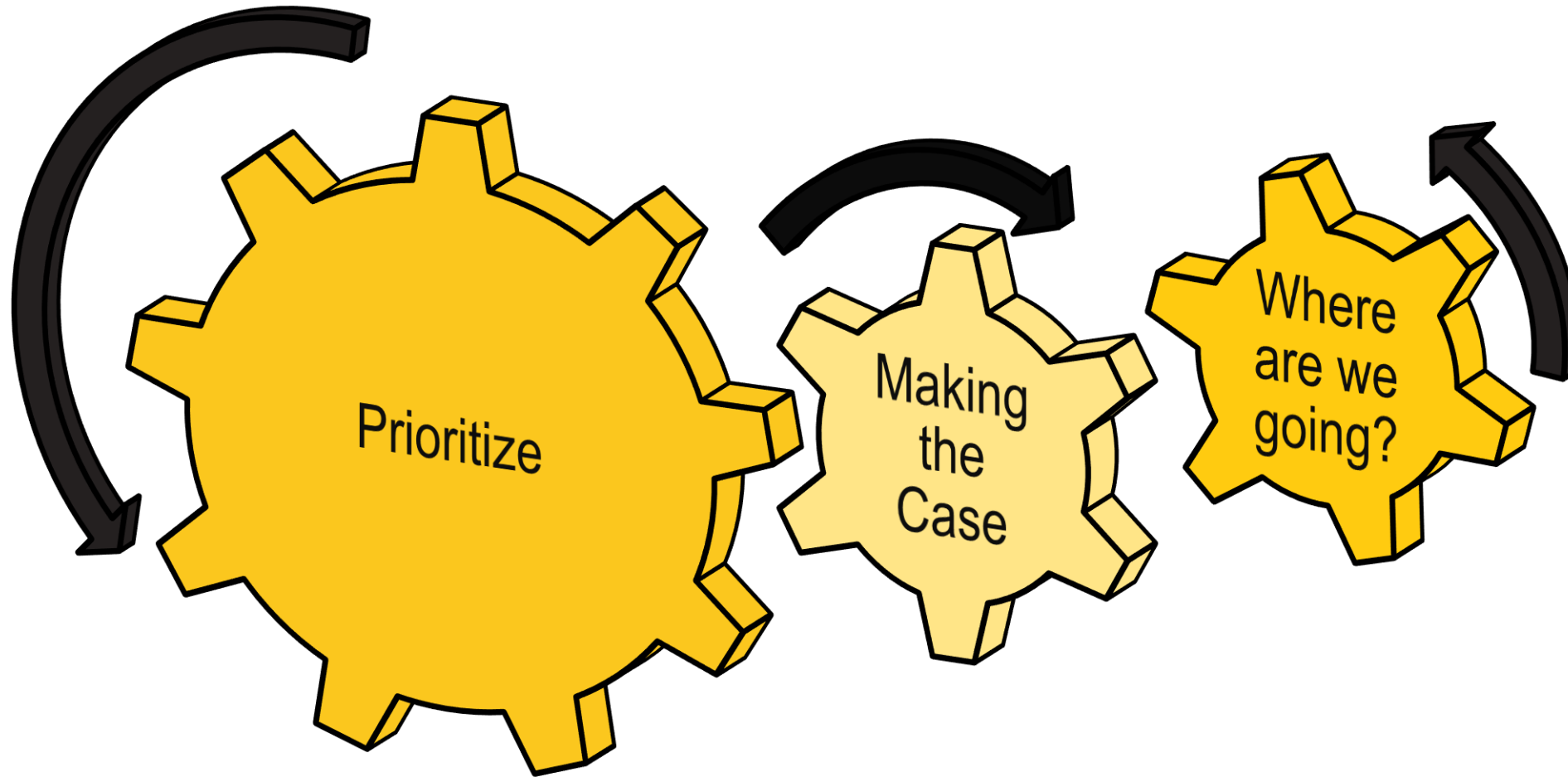


SSL
232D
236D
242D
246D
262D
272D
272D XHP

Small Machines. Big Solutions.



The Challenges



Prioritize.



1906-Benjamin Holt with an early gas track-type tractor.

High level down, and outside in.
Follow your products.
Ask for help.
Connect with suppliers.

Making the case.



Where to find data?
Who to talk to?
How to collect?
What do you do with it?

Where are we going?



<http://www.strongstuff.net/>

Upcoming changes?
What are your goals?
What is waste?
Who are your partners?

Example: Oily absorbent mats

Where have we been?

You have/find a waste manifest. It might say 5 drums of this material plus a cubic yard box of non-haz absorbent granular waste. How much does that weigh/cost? Talk to your vendor. Once you get an average baseline stick with it.

Where are we?

Now that you have a few years of data, does it make sense? What are your costs per pound, per widget? Does accounting and purchasing know the disposal cost? How/where are you collecting these items? If you were to change the collection logistics who do you talk to? Why are there drips and spills in the first place?

Where are going?

Can we send this material WTE? Can we use a reusable absorbent mat? How would either change logistics/purchasing/production/storage? Does it make sense with production change?