



Company	The Minco Group
Recognition Level	Facility
Facility/Office Location Recognized (if applicable):	All Service Plastic Molding

WHY DID YOUR COMPANY DECIDE TO PURSUE ZNW RECOGNITION?

- This was not at the top of anyone's list but when we found out about the launch of the Plastic Industry Association's (PLASTICS) program and started looking at our internal operations, we determined that this program was quite feasible and decided to give it a try.

WHAT KIND OF CHALLENGES/ OPPORTUNITIES DID THE PROGRAM PRESENT? HOW DID YOU OVERCOME THE CHALLENGES?

- We weren't doing a good job tracking our waste. By doing the waste sort and using modules in the ZNW workbook, we could correct our waste tracking documents and identify several opportunities for improvement.
- Also, we were not doing a good job of auditing our recycler for opportunities and seeking additional revenue streams.
- Based on the suggestions in the workbook, we began building a better relationship with our recycler and started asking questions about additional materials they could take. It required some changes on our end but it was worth the effort.

WHAT KIND OF BENEFITS/ VALUES HAS THE PROGRAM BROUGHT TO YOUR FACILITY?

- This year our company has begun to dig deep into internal scrap and really worked on reducing project scrap which goes hand in hand with customer rejects. This was a great way to start working on improving our relationships with material suppliers as well as our customers.

- We've also been tracking materials purchased monthly and scrap rates. Percentages have been eye-opening to upper management.
- We don't do a great job of tracking scrap on the floor but with the changes we implemented, now we know what material goes to the recycler and what is used, so we can gather much more accurate usage and scrap data, which helps to improve our overall operation.
- Financially, this program is both saving us money through avoided landfill fees and generating new revenue from the sale of recyclable commodities.
- We started this program in 2015 and since our original waste sort, we have seen a 46% decrease in our landfill bound waste weights, which translates to a 28% cost decrease for landfill disposal.
- Also, with the work that we did to diversify as well as increase quantities of our recycling in the first year of the program, we had an increase of around \$20k in recycling remittance from our recycler.

ADDITIONAL COMMENTS:

- The material handlers and re-grinders have a lot of pride in the program and see a lot of benefits. All operators are participating and trained but a lot of the company recognition comes for the material handler – it is a non-stop flow of materials back there that those guys deal with every day. And a benefit is that those guys see what we're doing daily. They see where we can make improvements and make suggestions to management.
- It is critical to have support from upper management for programs like this. We had that support and it really changed the perception of the rest of the staff.