

# Waste Management Upstream Services

## Commodity Management

### Applying Holistic Supply Chain Strategies to Residuals and By-Products

Most North American manufacturers are only just now starting to use holistic, integrated supply chain purchasing techniques to procure raw materials. They are also still selling material by-products and residuals at “scrap value.”

Business practices must change to meet industry demands. As raw material costs continue to rise sharply and global market volatilities become increasingly chronic, alternative uses for residuals and by-products are a “must” as a basic element of the holistic supply chain value proposition.



### Examples of New By-Product End Uses

WM Upstream is Waste Management, Inc.’s ISO 14001 certified service group dedicated to providing comprehensive solid and liquid waste management services to larger customers. Working with scores of major companies throughout North America, WM Upstream has developed numerous uses for material by-products, including:

- Recovery and sale of >50% of total rejected auto parts to aftermarket suppliers yielding \$2.75 million in unlocked value in a seven month period.

- Refining used hydraulic oil and then selling it back at a fraction of the cost of the virgin product
- Using paint sludge as a fuel supplement.
- Grinding rejected tires for use as boiler fuel.
- Compacting scrap tire into mill-ready briquettes.
- Recovering metal and oils from metal swarf.
- Metal stampings sold to a secondary market to replace feed stock—previously sold for scrap value
- Recycling asphalt shingles into asphalt oil modifier, road sealer additive and re-roofing product additives.

### Our Value Proposition

WM Upstream offers companies a unique value proposition. Specifically:

- WM Upstream has an experienced commodity management team with the ability to audit, create solutions, train customer employees and implement new programs.
- WM Upstream has developed a database of more than 1,500 “Best Practices” for effectively managing of a wide variety of industrial and commercial by-products.
- WM Upstream’s Engineering Group has the professional credentials and practical Research & Development experience to pioneer innovative solutions.



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- WM Upstream partners with Waste Management's Recycle America, North America's largest recycler, to access world commodity markets.
- WM Upstream's professional Supply Chain Group manages more than 2,000 approved third-party vendors to provide creative solutions.

## Unlocking Maximum Value

Put the WM Upstream Commodity Management Team to work for you! Unlock maximum value for your residuals and by-products using a logical and proven process that includes:

- Ranking commodities by importance (environmental impact and cost).
- Reviewing all current, applicable policies and procedures.
- Map commodity origin and process flow from receipt to final disposition.
- Identifying all affected/responsible parties/departments in the chain.
- Evaluating the effectiveness of interdepartmental process flow/decision making.
- Identifying glitches.
- Researching potential alternate uses and market values.
- Identifying risks of alternate uses/disposition/processes.
- Providing cost-benefit analyses for alternate uses.



- Obtaining customer approvals.
- Creating a structure to support and formalize new processes for alternate disposition.
- Creating new process maps and mechanisms to physically manage new processes.
- Tracking program results (cost savings, revenue generation, Net Value).
- Reviewing processes and adjusting them as needed.

## Targeted By-Products

WM Upstream has experience handling a wide variety of material residuals and by-products, including:

- Absorbents
- Batteries
- Cardboard
- Fluids
- Foundry wastes
- Grinding swarf
- Metal scrap
- Oil

To request a residual or by-product evaluation, contact WM Upstream today at

<http://www.wmupstream.com/schedule/>.

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



*For more information on Upstream services and the benefits it can provide your company, contact your Waste Management representative or visit [www.wmupstream.com](http://www.wmupstream.com).*