



Waste Management Partners with Convenience Store Chain around Sustainability

Ongoing support and partnership from their Waste Management National Account Team led national convenience store chain Kum & Go to gains in process, environmental and financial sustainability.

BACKGROUND

A commitment to sustainability drives key business and operations decisions for Kum & Go, an Iowa-based operator of more than 400 convenience stores in 11 states. From environmental stewardship and community involvement, to ensuring cost-efficient operations, Kum & Go demonstrates sustainability leadership among industry peers. To help their business make resources count and maximize the value of every operational expense, Kum & Go has partnered with Waste Management National Accounts to ensure their waste program advances this vision of sustainability.

CUSTOMER TESTIMONIAL

For nearly a decade, the Waste Management National Accounts team has served as a consultative partner to Kum & Go, providing industry-leading waste and recycling services, sustainability support and best practice guidance for Kum & Go convenience stores. Jeff Smart, Corporate Facility Manager for Kum & Go, had the following to say about how his business has benefitted from working with Waste Management National Accounts.

"Over the past ten years Kum & Go has developed a strong waste diversion program reaching 40% of the waste stream. This would not have been possible without the expert advice and coordination of Waste Management and its dedicated team of associates. Our ability to monitor and measure changes in our waste stream has allowed us to make cost efficient decisions on dumpster sizes and frequencies. Spending over two million dollars a year on our waste hauling puts a significant weight on making correct decisions for each and every store.

The various programs Waste Management has developed are tailored to our specific needs and reporting expectations. In today's world of proving value with every expense, we are confident and proud of the results. None of this would have been possible without the detailed insights and programming expertise of Waste Management.

I should also commend Waste Management's roll off service. We can be fairly demanding as we open and close down stores. Getting open tops in when we need them and out of the way to continue doing business is critical. Waste Management fills that critical need.

In summary there is no better business partner than Waste Management."

CUSTOMER BENEFITS

"In today's world of proving value with every expense, we are confident and proud of the results [of our Waste Management National Account Program]. None of this would have been possible without the detailed insights and programming expertise of Waste Management."

-Jeff Smart, Corporate Facility Manager for Kum & Go

KUM & GO'S WASTE MANAGEMENT NATIONAL PROGRAM

The Waste Management National Accounts team tailored a waste program to the specific needs of Kum & Go. This included:

- Higher levels of single-stream recycling than trash service to promote diversion at all locations
- Supply of slanted dumpsters instead of traditional flat-top models to reduce physical exertion for staff. This led to a reduction in workers' compensation claims
- Access to Waste Management's elements analytics platform to allow Kum & Go to track material generation at each location and visualize the results of service improvements
- Access to the Customer eBusiness Portal to gain visibility to service schedules as well as on-demand access to request services, and view reporting

TO LEARN HOW WASTE MANAGEMENT NATIONAL ACCOUNTS CAN HELP YOUR BUSINESS, CONTACT US.

