

# Use Reusables Workshop

### March 21, 2012

### Northfront Business Resource Center, Kaysville, Utah



### Utah Department of Environmental Quality



Frances Bernards DEQ's Business Assistance Program

- •Welcome
- Workshop
  - Description
  - •Goals



### **EPA Climate Showcase Communities**

Grant funding supports the national expansion of the Use Reusables educational workshop events as well as free tools and online resources.

www.epa.gov/statelocalclimate/local/showcase/

STOPWASTE.ORG

**StopWaste.Org** is the Alameda County, California Waste Management Authority and Recycling Board. With the Reusable Packaging Association and the EPA Climate Showcase Communities grant funding, StopWaste.Org supports Use Reusables educational events across the United States. <u>www.stopwaste.org</u>

## For More Information

### **Use Reusables**

Reusable Transport Packaging Saves Your Company Money and Resources

Reusables Basics

Home

#### Send Us Your Stories

Contact

Events & Workshops

We are looking for more success stories and case studies in add to this site. Send us you case study! Reusables@Sucwaste.Org

#### Case Studies

About Us

Many companies are realizing the benefits of reusable transport packaging already. Here are some case studies highlighting different applications for reusables.

Cost C

nparison

**Case Studies** 

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Savoy Spinach: Driving down costs with returnables Switching from wooden bushel baskets to returnable, nestable and stackable HDPE containers has helped drive costs out of the supply chain for the Savoy Spinach industry. View case study



StopWaste.Org: Reusable Moving Crates When StopWaste.Org moved to a new office, staff wanted to avoid generating the mountain of cardboard waste typical of a traditional move. By choosing reusable moving crates they reduced waste, cut back on labor, and improved the efficiency of the move. Download case study (pdf) View a video





ANG Newspapers: Efficiencies from plastic pallets ANG Newspapers worked with the StopWaste Partnership to identify how they might further improve their environmental performance. StopWaste assessed the situation and determined that ANG had the ideal distribution system for reusable plastic pallets. Download case study (pdf) Visit the Use Reusables StopWaste.Org educational website at UseReusables.com

- Download Free Case Studies
  - Read Articles
  - Watch Short Videos
  - Use the Cost Comparison Calculator



The Reusable Packaging Association (RPA) promotes the value and expansion of reusable packaging systems. The RPA is the catalyst for making reusables the dominant supply chain packaging solution. We are made up of 33 member companies encompassing all phases of the supply chain: Manufacturers, End Users, Technology Providers and Service Providers. <u>www.reusables.org</u>

### **RPA Member Companies**

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## **RPA Member Companies**























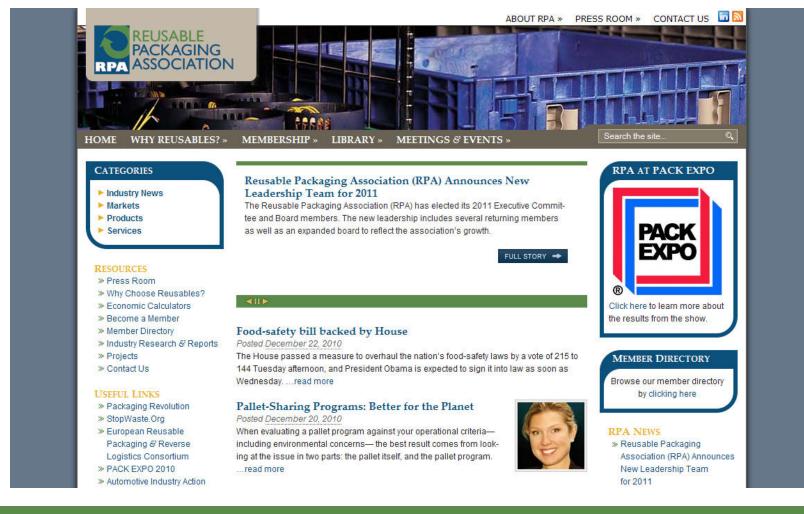






# **For More Information**

### Visit RPA website www.reusables.org



# Today's Speakers



# LeRoi Cochran

Director, Supply Chain Solutions IFCO SYSTEMS North America, Inc. www.ifco-us.com leroi.cochran@ifcosystems.com



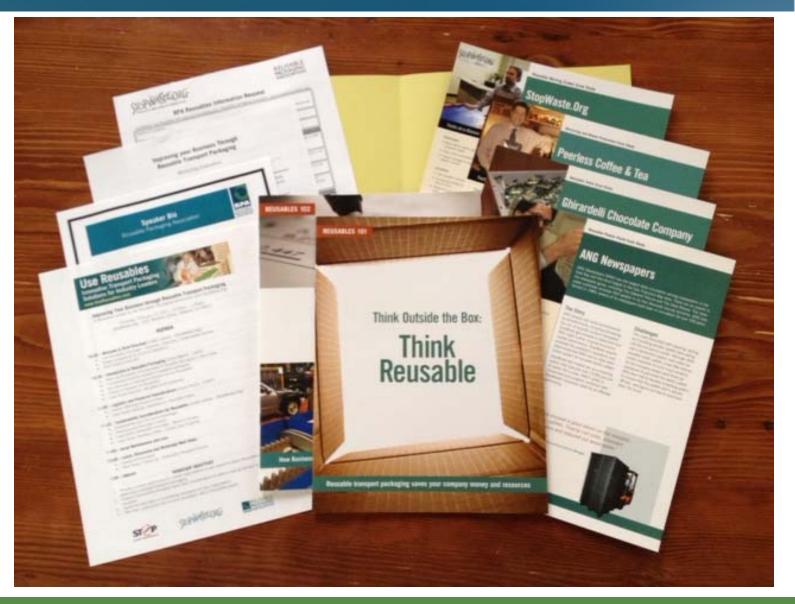
# Norm Kukuk

Vice President, Marketing ORBIS Corporation www.orbiscorporation.com/ norm.kukuk@orbiscorporation.com

### Workshop Materials

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# Our Workshop Goal Today

- Introduce many types of reusable transport packaging
- Share the economic, environmental, and health & safety benefits of reuse in the supply chain
- Provide useful information and tools to help businesses consider transport packaging opportunities
- Clarify the next steps in considering Reusables for your organization
- Offer free, customized one-on-one consultation with a Reusables expert
- Answer your questions

### RPA



# Norm Kukuk

Vice President, Marketing ORBIS Corporation www.orbiscorporation.com/ norm.kukuk@orbiscorporation.com

### Let's Begin



Merriam Webster defines Reusable as: **re·us·able** *adj* \rē-`yü-zə-bəl\: capable of being used again or repeatedly

Reusable Packaging is comprised of pallets, containers, wraps, bands and dunnage designed for reuse within a supply chain

# Reusable Packaging is Not:



# Everyday Reusables

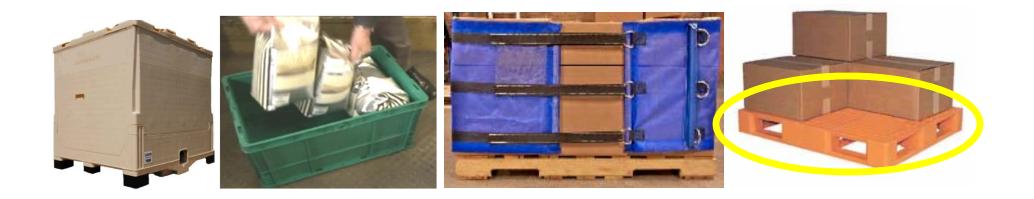
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What other companies use reusables?

# Let's look at more Reusables in action...



#### **Reusable Totes**



#### **Closed Loop Distribution**



Peerless Coffee & Tea Company in Oakland, California replaced single use cardboard boxes with reusable totes for three of their Bay Area delivery routes.

- Saving 1.5 tons of cardboard per year
- Equals 18 tons of CO2 emissions avoided

#### **Reusable Totes**

#### Work-In-Process



Ghirardelli Chocolate purchased reusable totes to move products in "work-in-process" for one of their production lines. This switch saves costs and environmental impacts of impacts of 228 tons/yr of cardboard boxes that were previously purchased, assembled, handled and recycled.

#### **Reusable Totes**

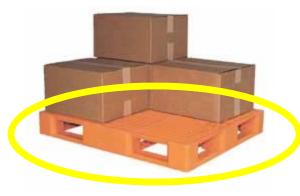


#### **Office Relocation**

Government agency StopWaste.Org used totes to pack and transport items during their office move.

- Rigid totes offered better protection of contents
- Dollies eliminated the need for heavy lifting.
- Elimination of cardboard boxes and tape saved set-up and clean-up time.





#### **Closed Loop Distribution**

A major California sports drink bottler transitioned their shipping routes from wooden pallets to sturdy, uniformly shaped plastic pallets.

### **Benefits included:**

- Less product damage
- Reduced equipment jams
- A cleaner warehouse
- Less hazard-causing debris

#### **Reusable Bands and Pallets**

#### **Closed Loop Distribution**



Food distributor US Foods traded single-use stretch wrap for reusable bands to secure pallet loads. They've reduced plastic film waste by 50 tons/yr and they save \$19,200 per year in avoided purchasing costs. *They also use reusable plastic pallets.* 

#### **Reusable Pallet Wrap**



#### **Closed Loop Distribution**



Food manufacturer Planet Organics replaced disposable stretch wrap with reusable pallet wraps. Workers benefit from reduced stress and strain from wrapping dozens of pallets a day by hand, and the company and their supply chain partners avoid the time and cost required to dispose of the stretch wrap.

#### **Custom Tarps**



#### Manufacturing

Lighting manufacturer Finelite replaced single use stretch wrap with reusable tarps. The tarps cover parts racks which transport material from the supply painter to Finelite's factory. The reusable tarps save the company 3 tons of plastic film a year.

# Many Benefits of Reusables



Financial

Environmental

Health & Safety

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### **Financial Benefits**

### Reusable packaging affects many financial areas of a business: Revenue Enhancement, Capital Utilization and Operating Expense Reduction



# **Financial Benefits**



### **Revenue Enhancement**

- Merchandising at Store Level
- Elimination of White Space at the Plant Level allowing more units sold



### **Capital Utilization**

Pooling/Rental of Reusables



### **Operating Expense Reduction**

- Reduced Labor back of the stores or line side
- Reduced Total Freight Cost
- Material Substitution

## **Environmental Benefits**

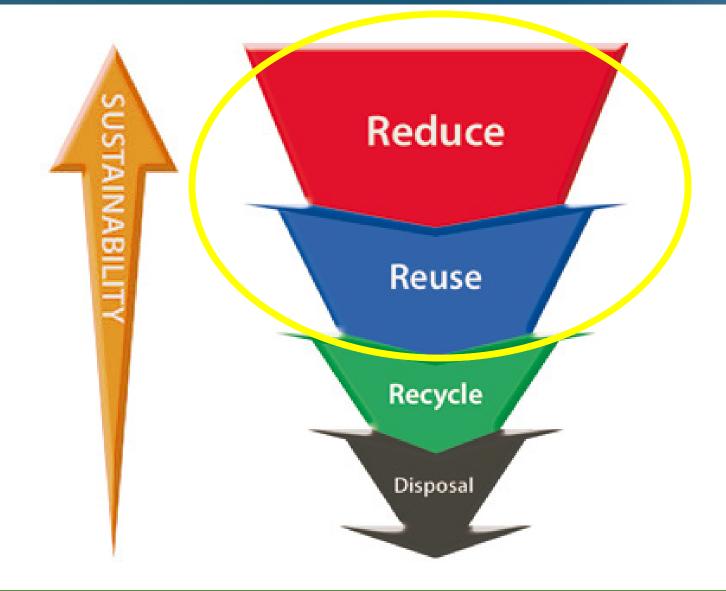
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### "Reduce & Reuse" are the Most Sustainable

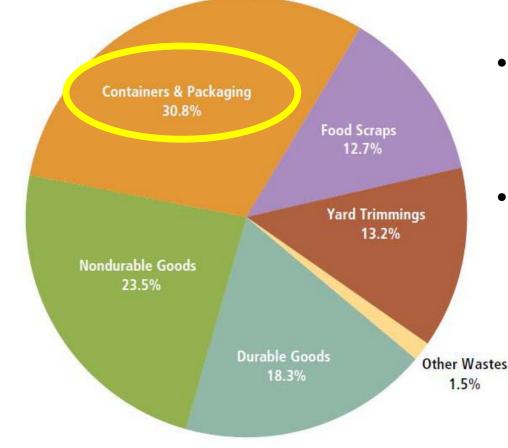
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# U.S. Solid Waste

### **Disposable Containers & Packaging are 30% of** North America's Municipal Solid Waste

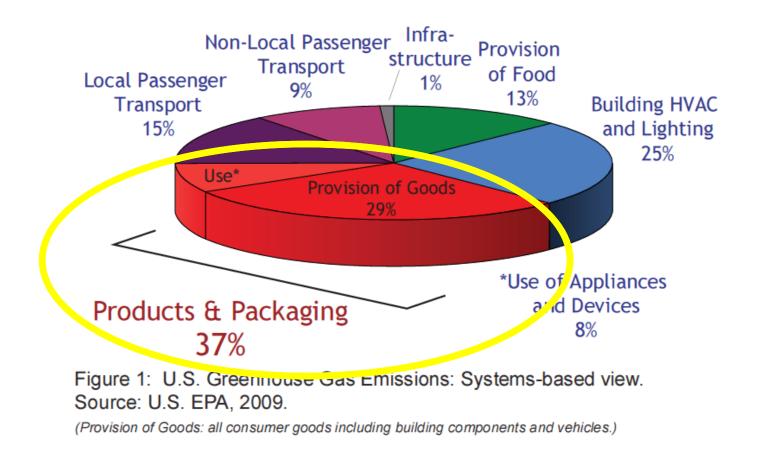


- 56% of these valuable resources are wasted in landfills.
- The remaining 44% are recycled; often downcycled into less valuable products.

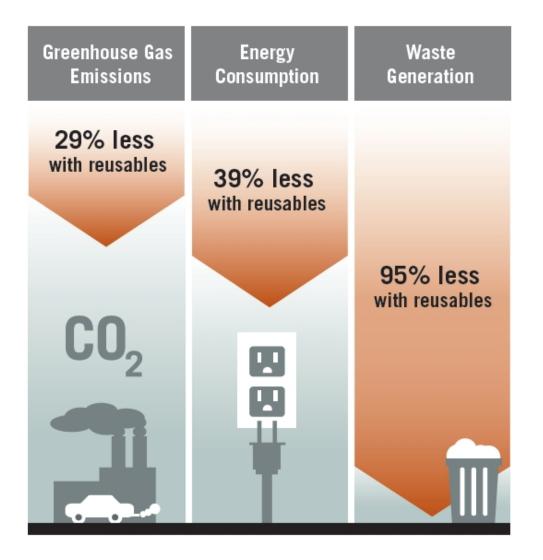
Total MSW Generation (by category), 2008 250 million tons (before recycling)

### U.S. Greenhouse Gas Emissions

### Over 1/3 of U.S. Greenhouse Gas Emissions are Attributable to Producing & Transporting Goods



# **Environmental Benefits of Reusables**



Reusable transport packaging containers

- generate 29% less total greenhouse gas emissions;
- require 39% less total energy; and
- produce 95% less total solid waste on average.

See Reusables 101 page 9

# Health & Safety Benefits

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# Health & Safety Benefits





- Reusable totes can reduce injury from overfilling non-uniform boxes.
- Reusable pallets can reduce injury from broken pallet debris hazards such as splinters, nails and wood on the floor.
- Ergonomically designed reusable totes can reduce bending, lifting and handling injuries.
  - Reusable intermediate containers can reduce injuries from rolling drums and chime removal

### Example







### Reusable Intermediate Bulk Container (IBC)











### Case Study Example

# A large private flavoring company using fiber drums to transport their liquid product was faced with <u>challenges</u>:

- Chime removal and rolling drums caused injuries
- Limited volume capacity of drums was inefficient
- Limited truckload capacity = costly freight
- Required custom racking
- Large area of warehouse dedicated to storage
- Incurred costly disposal fees







### Solution: Reusable Intermediate Bulk Container (IBC)

- Reusable
- Lower cost
- Environmentally friendly
- Efficient, less labor
- Truckload optimized
- Eliminates drum disposal
- Eliminates racking
- Eliminate drum related injuries
- Minimizes required storage





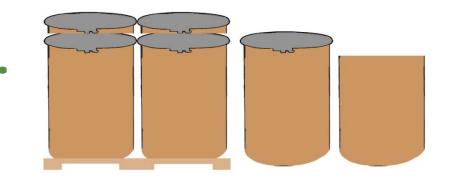
### Results: Operational Efficiency

### Fill 1 IBC (315-gallon)

Filling 6 Drums



VS.

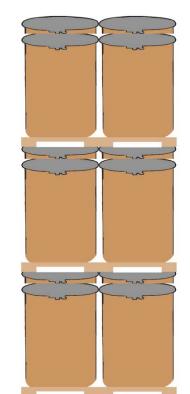


### Results: Reduce Required Storage Space

VS.



3,780 Gallons Empty *or* 1,575 Gallons Full



660 Gallons Full or Empty in Same Space

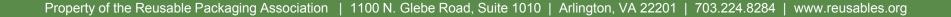
### Results: Truckload optimization



VS.

1 Truckload of 315-gallon collapsed reusable totes (52,920 gallons)

5.25 Truckloads of drums (52,910 gallons)



# Utilizing reusable transport packaging allowed this customer to:

- Increase operational efficiency
- Reduce waste & improve environmental impact
- Cut costs
- Simplify supply chain
- Improve worker safety





# Questions before we move on?

### RPA



# LeRoi Cochran

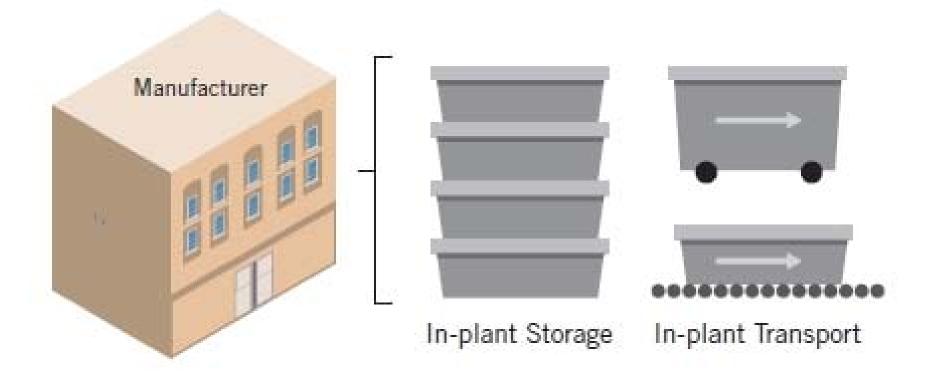
Director, Supply Chain Solutions IFCO SYSTEMS North America, Inc. www.ifco-us.com leroi.cochran@ifcosystems.com

# Attributes of Good Reusables Opportunities

- Within One Facility, Closed Loop, or Managed Open Loop
- Flow of Consistent Products in Large Volumes
- High Turn Rate
- Large and/or Bulky Products, or Easily Damaged Products
- Suppliers or Customers Grouped Near One Another
- High Waste Disposal or Recycling Costs
- Sustainability Goals or Mandates

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### Within a Single Facility



# Ghirardelli: Within Their Facility

### **Reusable Totes**

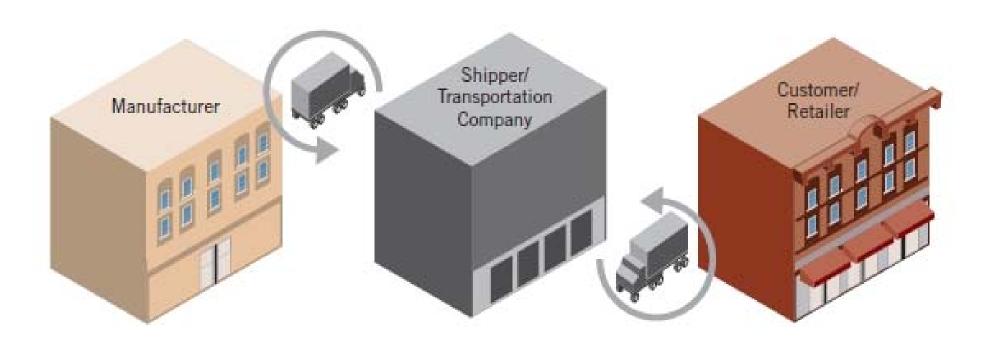
### Work-In-Process



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**Closed-Loop System** 



# Finelite: Closed Loop System

### **Custom Tarps**

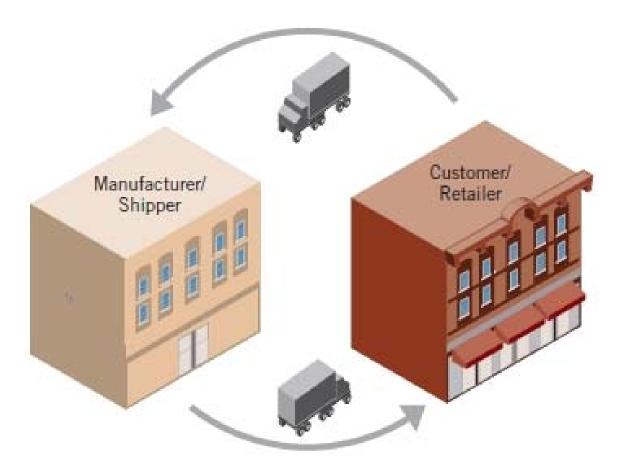


### Manufacturing

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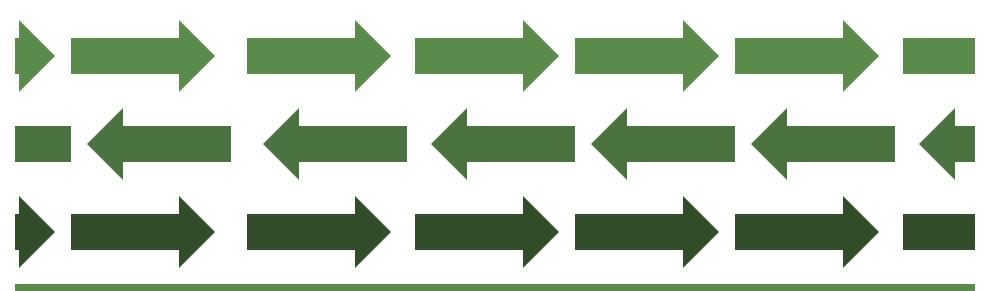
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### Managed Open-Loop System





- Flow of Consistent Products in Large Volumes
- High Turn Rate



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"The key to our success was

were aware of the recycling

program, then giving regular updates to keep them engaged

making sure all of the associates

in the process. Having the right

supplies in the correct areas is

also important, which means

that regular observations as to

what is being placed where are

Environmental and Safety Engineer, TLS Fremont

#### Toyota Logistics Services

#### Solutions

Reduce waste and cut costs by switching to reusable shipping containers, through supply chain management, and by expanding recycling.

Reusable Shipping Containers Carpet used to be shipped in one-time-use cardboard boxes on pallek. Now, at all ski Toyola Logistics Services (TLS) vehicle delivery facilities, carpet is shipped in large reusable plastic containers that collapse, stack, and don't require a pallet. This switch prevents 3,000 fors of combined wood and cardboard waste and saves \$3.5 million for all six facilities every year.

#### Supply Chain Management

TLS Fremont has arranged to have multiple truck running boards shipped together in the same container. Previously, running boards were packaged individually in Styrofoam and cardboard boxes. Now composible cornstarch-based foam is used, and the running boards are packed 14 to a box. The cornstarch packaging and cardboard are recycled after use. This project has cut packaging costs by \$15,000 a ver.

In 2005 the truck bed of the Tacoma was changed—from metal with a liner to a composite bed. The new composite bed not only eliminates the need for a liner,



but also means the packaging used to ship liners is no longer needed. These

#### Expanded Recycling

TLS Fremont expanded recycling collection by placing additional bins throughout its office and on the factory floor, and by increasing the types of materials collected. StopWaste Partnership provided funding for the new bins plus signage, including bilingual posters; made presentations to staff; and helped with bin placement. They recycle cardboard, mixed paper, beverage containers, plastic film, car parts, food waste, and cornstarch packaging. The company has reduced its garbage bill by \$12,000 a year and is actually earning revenue by selling some materials to recycline vendors.



@ 2005 StopWasts. Drz.

essential."

KAREN MOORE

#### The StopWaste Partnership

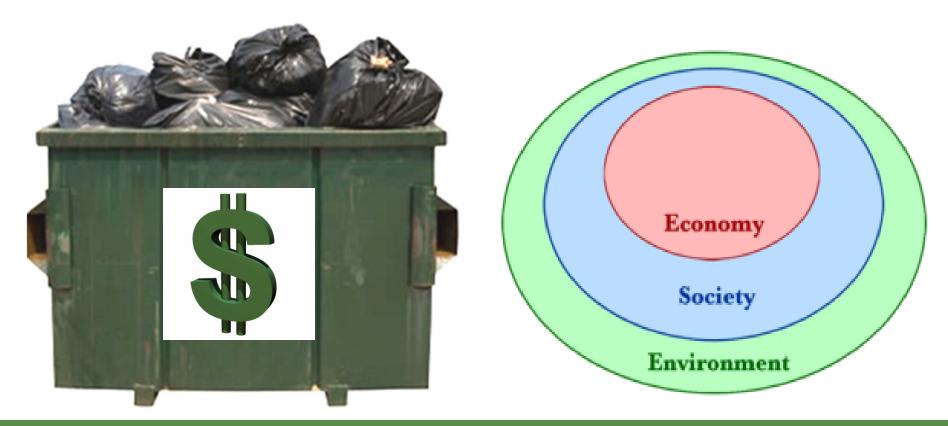
The StopWaste Partnership is a free technical assistance service dedicated to Improving the environmental performance and reducing costs of Alameda County businesses and public agencies. The program provides expert support and funding to prevent waste, conserve water and energy, and use all resources more efficiently. The bottom line: For TLS Fremont facility: • \$12,000 savings in disposal costs • \$15,000 savings by aliminating running board packaging • \$5,000 mini-grant for recycling bin purchase

Visit www.stopwaste.org/partnership or call 1-877-STOPWASTE.



- Easily Damaged Products
- Example: Toyota Logistics Services used to pack their heavy carpet and large truck bed liners in disposable packaging. They switched to reusables and prevented 3,000 tons of combined wood and cardboard waste and saved \$3.5 million for all six facilities per year.

- High Waste Disposal or Recycling Costs
- Sustainability Goals or Mandates





## What Other Factors Affect Reusables Opportunities & Financial Value?





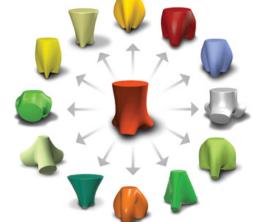
### What Other Factors Affect Reusables Opportunities & Financial Value?

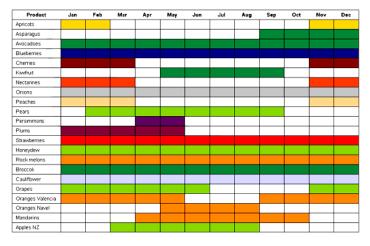


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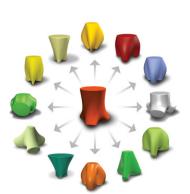
### **Other Factors Affecting Financial Value**













- Supply Chain
- Cycle Time
- Business
   Seasonality
- Reverse Supply Chain Predictability

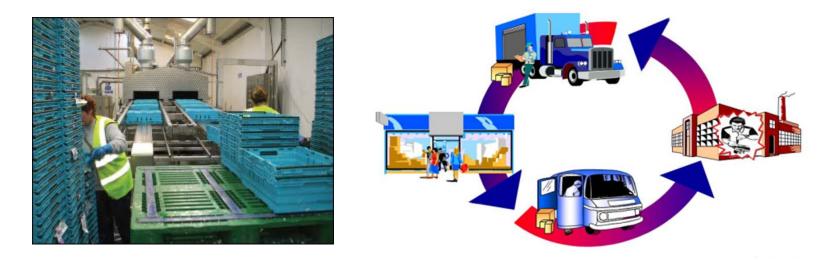
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- Customization
- Container Theft



# More Factors Affecting Financial Value

- Geography of return logistics
- Number end users
- Dispersion of RPC end users
- Style of Reusable equipment



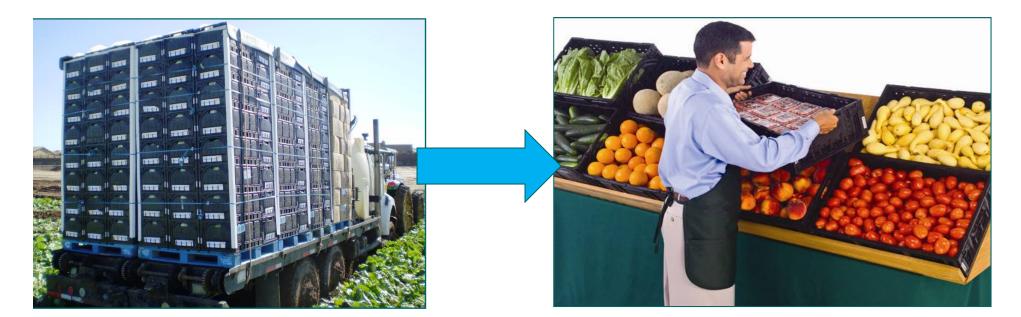
• Degree of sanitization required after each use



Let's pull it all together with a case study...

# Reusables Used in Produce (Also called RPCs)

### Case Study: Fresh Produce



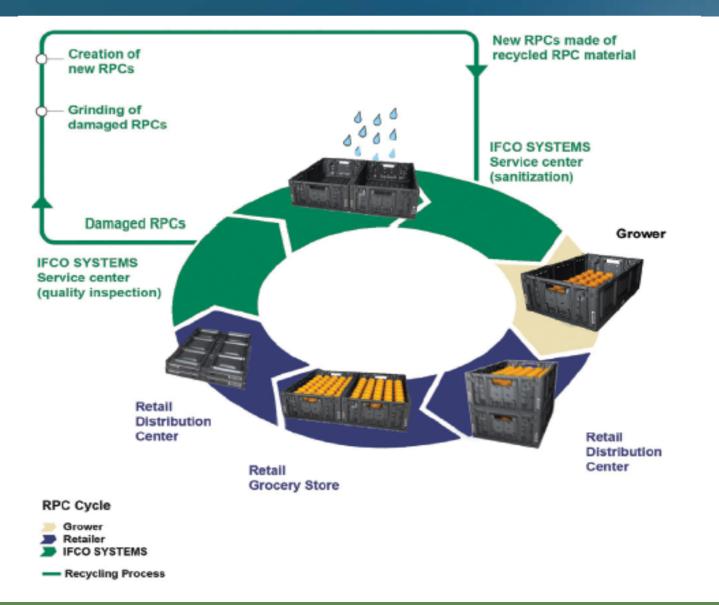
### **Pooling Model**

### **Field to Store**

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### **Example Pooling Model**

1 2 4



### Example Supply Chain Value Assessment

- 12. Service Centers/ Reconditioning
- 11.Recollection
- 10. Display & Merchandising
- 9.Warehousing
- 8.Tracking/Inventory<sup>L</sup>

- 1.Demand/Uses
- 2.Inventory/Setup
- 3.Packing/Handling
- 4.Pallet Unitization
- ┘ 5.Load Configuration

- 7.ReceivingCenter
- 6.Transportation/Cube

### Value Points of RPCs and Fresh Produce



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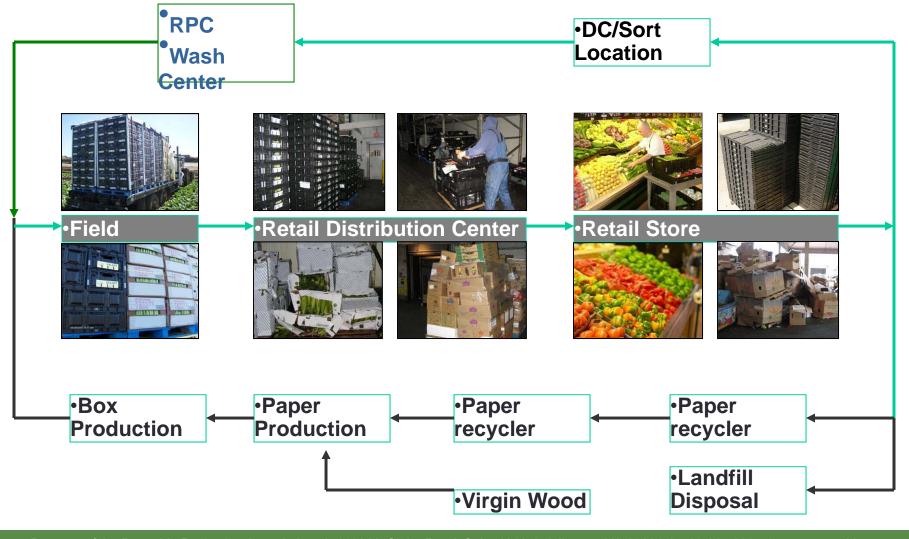
- Reduced product damage and shrink
- Field heat removed quicker
- Higher produce quality at store level
- Reduced labor costs at warehouse
- Better truck utilization to retail
- Possible use as "one touch merchandising"
- Cost efficient against traditional packaging



- Reduced disposal time at store level
  - Reduced Worker's Compensation

### More Regarding Environmental Sustainability

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# Stability







### Unitization and Cube Efficiencies





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### Disposal vs. Recollection

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### Product Quality & Freshness

VS





R P A







# Questions before we move on?



# You're considering reusables.

# But how does it work?

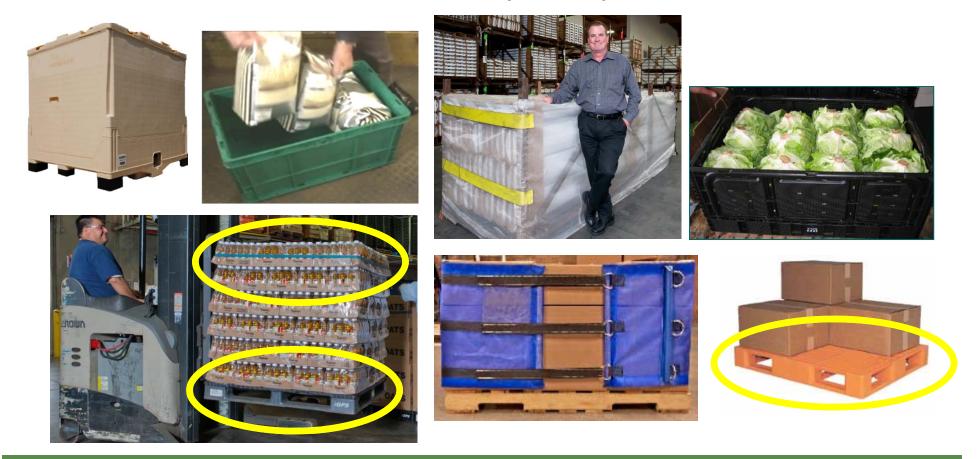


# 5 Steps to Implementing Reusable Transport Packaging at Your Business

### Step 1 - Understanding

### What are reusables?

Your decision-makers and other stakeholders need to learn what reusables are and how they help your business.



### Step 2: Inquiry



### **1. Internal Work in Progress**

1. What work in progress is creating waste?

### 2. Supply Chain

- 1. What supply chain relationships are....?
  - 1. Closed Loop
  - 2. Existing Reuse with Other Customers or Products
- 2. What Customer relationships are...?
  - 1. Closed Loop
  - 2. Existing Reuse with Other Suppliers
- 3. What is the financial assessment?

### Step 3: Logistics

What are the Logistics?

- 1. What type(s) of reusables will work?
- 2. Will we Buy or Lease?
- 3. Where/how will we store them?
- 4. Do we need to clean them?
- 5. How will we track them?
- 6. How will we get them back?
- 7. What's the ROI?

# Step 4: Buy In

#### Who are the Major Stakeholders?

- 1. Finance department
- 2. Logistics managers
- 3. Purchasing department
- 4. Suppliers / Customers

#### What do they care about?

- 1. Making Money and Internal Rate of Return (IRR)
- 2. Efficiency and Safety. Cost reduction.
- 3. Saving Money
- 4. Quality, Customer Satisfaction and more...

# **Step 5: Implementation**

### Implementation

- 1. Preparation: Labeling & Storing the Reusables
- 2. Training: In-House & Supply Chain
- 3. Tracking Assets
- 4. Measuring
- 5. System Cost Improvement & Redesign
- 6. Retraining & Reinforcement

#### RPA



# Norm Kukuk

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# More Details: Financing & Asset Tracking Options

# **Financing Options**



#### **OWNERSHIP**

- Purchase (Cash)
- Financing/Capital Lease

#### THIRD PARTY

- Rental/Operating Lease
- Pooling (rental w/ services)

or

# What Makes the Most Sense?

<b>Ownership Options</b>	Pros	Cons
Purchase (cash)	<ul><li>No financing cost</li><li>No long-term liability</li></ul>	<ul><li>Lost opportunity costs</li><li>Burdens of ownership</li></ul>
<ul> <li>Financing/Capital Lease</li> </ul>	<ul> <li>Increased cash flow</li> <li>Lower interest rates</li> <li>Typically longer term financing</li> </ul>	<ul> <li>Long-term liability commitment</li> <li>Utilizes available credit facilities</li> <li>Burden of ownership</li> </ul>

Third Party Options	Pros	Cons		
<ul> <li>Rental (&lt;1 yr)</li> <li>Operating Lease</li> </ul>	<ul> <li>Variable costing</li> <li>No burdens of ownership</li> <li>Higher utilization</li> <li>Off balance sheet financing</li> <li>Greater flexibility</li> </ul>	<ul><li>Higher costs</li><li>No asset ownership</li></ul>		
<ul> <li>Pooling (rental w/ services)</li> </ul>	<ul><li>Pay for what you use</li><li>Off balance sheet</li><li>No capital up-front</li></ul>	<ul> <li>Duplicates in-house capabilities</li> <li>Potential ancillary charges</li> </ul>		

# **Decision Checklist**

RP/

•	Program life	Short Term	🗆 Long Term
•	Secondary use	□ Low	🗆 High
•	Maintenance requirements	🗆 Light	🗆 Heavy
•	In-house capabilities	□ Weak	□ Strong
•	Cash availability	🗆 Limited	Abundant
•	Supply chain complexity	Simple	Complex
•	Future raw material prices	□ Low	🗆 High
•	Adoption requirements	□ Weak	□ Strong



# Asset Tracking Options

#### Tracking: If you can't measure it, You can't manage it...

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#### What Makes Dollars and Sense?

#### Aggregate Tracking



#### Individual Tracking

Barcode









# Aggregate vs. Individual Tracking

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SYSTEM TYPE	ASSET ID	ACCURACY	IMPLEMENATION/ DIFFICULTY	SOLUTION COST	ADDITIONAL HARDWARE
Aggregate Asset Tracking	Visual label None	Medium	Shorter/Easy	Low - Medium	None
Individual Asset Tracking	Barcode Passive RFID Active RFID GPS	High	Longer/Interme diate	Medium - High	Scanners (laser/RFID)



# Tracking Model Summary

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	Aggregate Tracking Models				Individual Tracking Models			
Feature/Description	<u>Tribal</u> Knowledge	<u>Return to</u> <u>Labels</u>	<u>Manual</u> In/Out Netting	Electronic In/Out Netting	<u>Barcode</u> <u>scanning</u>	<u>Passive</u> <u>RFID</u>	<u>Active</u> <u>RFID</u>	<u>GPS</u>
Ideal for:								
Low container volumes	$\checkmark$	$\checkmark$	$\checkmark$		$\checkmark$		$\checkmark$	$\checkmark$
High container volumes				$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$
Number of container types	Small	Small	Small	Medium	Large	Large	Large	Large
Number of locations								
(plants/suppliers/customers)	Small	Small	Small	Medium	Any	Any	Any	Any
Container value (\$)	Low	Low - Medium	Low - Medium	Low - Medium	Any	Low - Medium	High	High
Data								
Accuracy	Low	Low	Moderate	Moderate	High	Moderate	High	High
Bill back accountability	Low	Low	Low	Moderate	High	Moderate	High	High
Reporting capabilities	Low	Low	Low	Moderate	High	High	High	High
Cost								
Software	Low	None	Low	Moderate	Moderate	High	High	High
Hardware	None	None	None	Low	Moderate	High	High	Moderate
Tags	None	Low	None	None	Low	Moderate	High	High
Implementation	Low	Low	Moderate	Moderate	Low	High	High	High
Overhead	Low	Low	Low	Low	High	Moderate	Low	Low



# More Resources for You

# **Quick Cost Comparison Calculator**

RPA

#### www.usereusables.com/cost/cctool.html



| Input | <u>Charts</u>

#### **Reusables Cost Comparison Tool**

This model compares basic cost differences of one way corrugated packaging and reusable plastic packaging. The model uses basic assumptions and requires you to input various cost components. While the model uses factual inputs from prospective users it is intended to offer guidance and not an absolute indication of exact cost benefits. More specific models are available to determine specific cost benefits once an overall feel for expected costs are understood.

Purchase Price	Corrugated		Reusable Handheld Container * average values, your cost will vary			
Enter your actual cost for a corrugated carton, and the cost of a comparably sized reusable container. Default values are provided.	Corrugated carton	1.00	Container price	7.50		
Enter the cost of tape or other materials used to seal each carton.	Tape per carton Total purchase cost	0.02				

This model compares basic cost differences of one way corrugated packaging and reusable plastic packaging. The model uses basic assumptions and requires you to input various cost components. While the model uses factual inputs from prospective users it is intended to offer guidance and not an absolute indication of exact cost benefits. More specific models are available to determine specific cost benefits once an overall feel for expected costs are understood.

# More Information

#### **Use Reusables**

Reusable Transport Packaging Saves Your **Company Money and Resources** 

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Many companies are realizing the benefits of reusable transport packaging already. Here are some case studies highlighting different applications for SUCC reusables. studies, add to this site. Send us your case study!

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Savoy Spinach: Driving down costs with returnables Switching from wooden bushel baskets to returnable, nestable and stackable HDPE containers has helped drive costs out of the supply chain for the Savoy Spinach industry. View case study



StopWaste.Org: Reusable Moving Crates When StopWaste, Org moved to a new office, staff wanted to avoid generating the mountain of cardboard waste typical of a traditional move. By choosing reusable moving crates they reduced waste, cut back on labor, and improved the efficiency of the move. Download case study (pdf) View a video





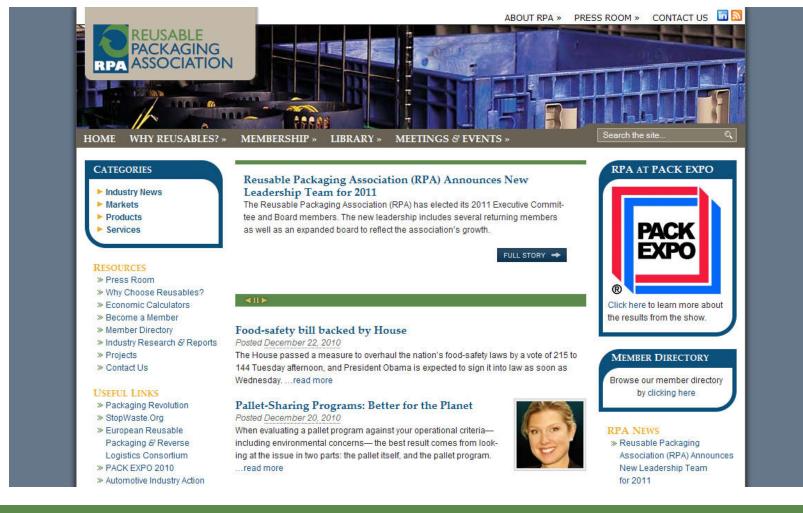
ANG Newspapers: Efficiencies from plastic pallets ANG Newspapers worked with the StopWaste Partnership to identify how they might further improve their environmental performance. StopWaste assessed the situation and determined that ANG had the ideal distribution system for reusable plastic pallets. Download case study (pdf)

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