



## Conestoga-Rovers & Associates **Project Summary**

### KEY PROJECT ELEMENTS

- **Unbiased Approach to Managing By-Products**
- **Focused on Environmental Compliance**
- **Use of Approved Vendor Network**
- **Waste Minimization and Reduction**
- **Leveraging of Waste Volume to Obtain Preferred Disposal Pricing**
- **Sophisticated Data Management**
- **Reporting of Corporate Waste Reduction Goals**
- **Rebate Sharing of Managed Commodities**

GENERAL INQUIRIES:  
[info@CRAworld.com](mailto:info@CRAworld.com)

WEB SITE:  
[www.CRAworld.com](http://www.CRAworld.com)

### BY-PRODUCT MANAGEMENT (BPM) AUTOMOTIVE SUPPLIERS THROUGHOUT NORTH AMERICA

CRA provides services to manage the by-products generated at multiple facilities for two Tier 1 automotive parts suppliers in the United States and Canada. CRA's Waste Services Group (WSG) manages all solid waste, hazardous waste, special waste, recycling, and transportation services for these facilities.

As part of the initial project phase, CRA's WSG performed the following activities:

- Conducted site audits at each facility, which included waste stream assessment, point of generation evaluation, and current management practices
- Coordinated with new and existing vendors to assess current service requirements
- Obtained competitive vendor pricing for all associated services managed under the BPM contract for each facility
- Negotiated contracts with approximately 250 individual vendors providing service to these facilities
- Established client-specific vendor catalogs for invoicing purposes through their electronic invoicing system (iProcure)
- Customized database management programs to meet client-specific reporting requirements
- Identified and implemented waste reduction and material recycling opportunities with the objective of eliminating landfill reliance
- Completed quarterly reports to track BPM reduction goals and to assist in demonstrating Corporate Sustainability goals

The WSG implemented the BPM program, completed a seamless transition at over 80 facilities, and continues to support day-to-day facility activities through our single point of contacts (SPOCs) and vendor network for these clients.

Three-year contracts for these two projects commenced in 2008.