

# CASE STUDY

## Long Island Environmental Services Company Cost Savings and Business Volume Increase



### OVERVIEW

AWWT's management team works with customers to identify and implement cost saving opportunities. We developed a special cost savings calculator tool to determine cost efficiency in hauling wastewater and disposal.

### SITUATION

A large environmental services and waste hauler company from Long Island, NY came to AWWT looking for ways to reduce operating expenses, improve customer call response times and centralize their wastewater drop locations.

The company collects, hauls, and disposes of wastewater streams from various industries in Long Island and brings it to multiple waste treatment facilities in the New York City area. While the company occasionally drops at AWWT, it travels to other facilities that offer lower per gallon disposal rates.

### CHALLENGE

Finding out the true cost of transporting and disposal of wastewater. Our customer's business was growing, but due to excessive travel times commuting on and off Long Island, our customer found it increasingly difficult to properly service all of its clients. While the volume of business increased, the client noticed the cost of doing business was increasing at a disproportionate rate.



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## THE RESULTS

Using AWWT's Cost Savings Calculator, AWWT determined the actual cost of disposing at other facilities. The results showed that the client would actually save more time and money by dropping at AWWT's facility. While the price per gallon at other facilities seemed like a bargain, the time spent traveling and transportation costs including tolls, fuel, maintenance and taxes equated to more than the local solution—AWWT.

By centralizing disposal at one local facility, our customer saved in excess of 20% on each load dropped and cut nine hours of commuting time. The company's trucks and equipment are now being efficiently utilized and our customer can complete more business in less time at a low cost. Their trucks can spend more time in the field and less time on the road. Our customer's cost of doing business is now stabilized and revenue continues to climb.

## IMMEDIATE COST SAVINGS

### **AWWT's customer has experienced immediate costs savings on:**

- Fuel & tolls
- Employee payroll expenses & benefits
- Use Tax fees
- Reduction of maintenance and repair fees with less wear-and-tear on vehicles

### **AWWT's customer experienced savings including:**

- Quicker turnaround time on picking up and dropping off; improved utilization of company assets
- Average of nine hours commuting time per drop saved
- Employee time reduced (reduction of overtime)

Long commute times for trucks and idling in traffic cause tailpipes to spew out pollutants that form unhealthy smog and soot that can be linked to serious human illnesses. Running trucks less means less pollution to the environment and healthier air in New York City and Long Island. For every 10 minutes an engine is off, more than a pound of carbon dioxide is prevented from being released into the atmosphere.

AWWT's customer experienced such positive results that they are now considering eliminating the need for one vacuum truck, which will save the company on insurance and lease costs, as well as depreciation.