

Integra Strategies

As an ongoing expense, waste management can be a slow drain on a retailer's finances. Integra helps retailers mitigate this expense while creating efficiencies in the process.



"Our tailored solutions focus on maximizing efficiency and minimizing expenses. **We optimize waste management processes to ensure that every dollar spent delivers tangible value.**"

Eddie Blake
 Founder of
 Integra Strategies



The Challenge

The task of managing and disposing trash, recyclables and other materials has become more cumbersome than ever, while the cost for disposal continues to rise. Negotiating with providers, staying up to date on regulations and more can make waste management a headache for retailers, costing them time and money.



The Solution

With decades of experience in waste management, Integra Strategies uses their insights and expertise to build customized waste management solutions for every small business they work with. After an initial consultation and audit, the retailer can let Integra handle the rest. Integra will manage the implementation, which includes contracting with local providers, setting up trash collection schedules and even providing on-site equipment such as dumpsters or trash balers if needed. The service is scalable and adaptable to businesses of any size. Every solution is customized to meet the needs and budgets of each individual retailer, so that each client sees cost benefits.



The Results

The average retailer saves approximately 20% on their waste management expenses with the services Integra provides. The savings can add up even for single-store operators. Retailers also save money and time by not having to negotiate with multiple waste management suppliers or recyclers.

- Town & Country Hardware, with 5 locations in Raleigh, NC, realized an estimated annual savings of \$16,376, or a 47% annual reduction in cost, after Integra helped them evaluate their existing waste management contracts and negotiate better deals.
- Home Hardware Centers, with 23 locations in MS, LA and AR, achieved an annual savings of \$31,016 by renegotiating waste management contracts to provide volume pricing.



How Integra's Process Works

Step 1: Individual Consultation

Because Integra builds bespoke programs based on each customer's unique needs, every relationship begins with a consultation with the client and a member of the Integra team. During this consultation, Integra discusses the client's current waste management processes and needs, any challenges the client is currently facing and any needs that aren't currently being met.



Step 2: Conducting a Waste Audit

After this initial consultation and developing a firm understanding of a business and its waste management needs, Integra conducts a comprehensive waste audit of the operation. This involves assessing a client's current waste management practices, identifying inefficiencies and finding opportunities for cost reduction and improved sustainability.



Step 3: Implement A Custom Solution

Based on the findings from the waste audit, Integra develops and implements a customized waste management solution. These solutions are designed to reduce waste, cut costs, increase recycling opportunities and enhance sustainability, while meeting a business's specific needs and requirements.



Go behind the scenes! Read the full case study now.

Read how Integra Strategies helped Town & Country Hardware, Home Hardware Centers and other retailers save money on their waste management costs. The full case study will detail how Integra offers customized solutions to decrease expenses and eliminate the time you spend negotiating with disposal services.