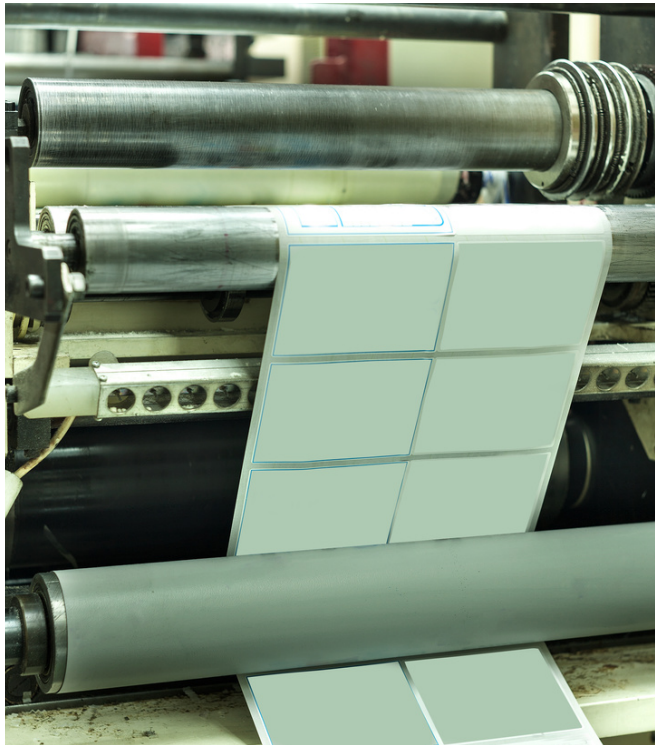


Business

Newsletter

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WHERE STRATEGY MEETS IMPACT

Each month, we work alongside manufacturers and converters to address complex waste challenges and convert them into measurable results. From optimizing material streams to identifying new reuse pathways, our focus remains on practical, execution-driven solutions that reduce cost, improve operational efficiency, and deliver meaningful environmental impact. This edition highlights recent project successes, evolving industry dynamics, and the strategies helping our partners move forward.

INDUSTRY INSIGHT

Operational waste has become a strategic issue for manufacturers and converters as they face increasing pressure from volatile disposal pricing, constrained landfill capacity, and heightened scrutiny of material flows. In parallel, down-stream customers are placing greater expectations on manufacturers to reduce environmental impact and demonstrate responsible materials management. As a result, waste is no longer treated solely as an internal cost consideration, but as a factor that influences customer relationships, risk exposure, and long-term competitiveness.

IWS works with manufacturers to provide opportunities to reduce risk and improve resilience by increasing material visibility and moving beyond traditional hauling and disposal models. Through alternative recovery and reuse pathways, IWS supports practical approaches that help protect margins, strengthen environmental performance, and align operations with evolving customer and market expectations.

Repurposing Waste For Beneficial Reuse | iwstrategy.com

CUSTOMER SPOTLIGHT

During our collaboration with a global company, we have seen meaningful progress across both environmental performance and day-to-day operations. Since partnering with IWS, they have increased landfill deferral by more than 40 % while also achieving significant improvements in service levels for their operations teams. These results demonstrate how a well-structured disposal avoidance strategy can drive measurable sustainability outcomes.



A QUESTION WE'RE ASKING THIS YEAR



As we look ahead, one question continues to guide many of our conversations:

What does waste management look like when disposal is no longer the default?

For decades, disposal has been treated as the simplest solution, an expected outcome of production rather than a strategic decision. Today, increased scrutiny of material use, growing expectations around environmental performance, and mounting pressure from downstream customers are pushing companies to reconsider that assumption. More companies are recognizing that waste decisions influence operational visibility, material accountability, and overall risk exposure across their operations.

IWS guides manufacturers in moving beyond a disposal-first mindset by providing the insight and structure needed to evaluate materials differently. When disposal is no longer the automatic answer, visibility improves. Materials are examined more closely, processes become more intentional, and opportunities for recovery and beneficial reuse begin to surface.

This shift requires a different mindset, one that views waste as a secondary material that can be repurposed for beneficial reuse. It's a question we'll continue to explore throughout the year as IWS works alongside manufacturers to navigate a changing landscape and implement more deliberate, responsible approaches to managing materials.