



CLOSING THE PERFORMANCE GAP

Across the manufacturing sector, the gap between industry-average performance and what is truly achievable remains significant. While many organizations continue to operate within traditional disposal models, others are closing this gap through structured, waste-to-value strategies. This edition explores how leading manufacturers are moving beyond incremental improvements and achieving measurable, sustained results.

INDUSTRY INSIGHT

Across the manufacturing sector, the performance gap is not driven by a lack of opportunity, but by a lack of structure. Many organizations continue to rely on reactive waste handling, where decisions are made under time constraints and limited visibility. Without defined processes, performance benchmarks, and consistent oversight, even well-intentioned efforts fall short. Closing the gap requires shifting to structured, repeatable strategies that are integrated into day-to-day operations. As this shift takes hold, organizations are not only improving landfill avoidance, but also gaining greater control over costs, timelines, and overall operational performance.



STRATEGIC PARTNER SPOTLIGHT: MCKINNEY TRAILERS

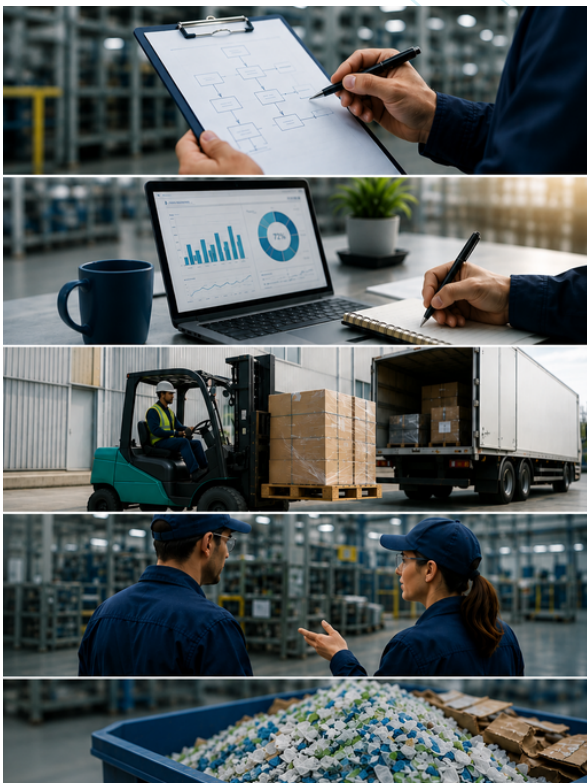
As part of IWS's national network, McKinney Trailers plays a critical role in supporting the movement of materials across complex supply chains. Specializing in trailer rentals, sales, and customized fleet solutions, McKinney provides the flexibility and reliability required to keep operations running efficiently across industries.

Working with manufacturers, logistics providers, construction operations, and waste and recycling sectors, McKinney brings a solutions-driven approach to transportation challenges. Their ability to align the right equipment with real-world operational needs helps improve throughput, reduce delays, and maintain consistency across high-volume material flows.



What sets McKinney apart is their responsiveness and adaptability. From trailer valet services that minimize wait times to dedicated national account support, their team focuses on practical, scalable solutions that reduce downtime and optimize performance. In an environment where timing and coordination are critical, this level of service ensures materials move efficiently from arrival to destination.

SMALL CHANGE, BIG WIN CHALLENGE



Rather than trying to overhaul systems all at once, focus on one meaningful improvement this month. Small, consistent changes often lead to the biggest long-term impact. Choose one of the options below to tackle this month:

- Choose one material stream to improve:
Follow one process from start to finish and identify delays
- Set one measurable goal for landfill reduction:
Track progress and revisit at month-end
- Consolidate partial loads where possible
- Ask one team member where time is being lost in their department or process flow
- Revisit one material that is currently being disposed of and assess if a reuse pathway exists