

How an Agricultural Technology Firm Got Greener and Flourished

A global agricultural technology firm renowned for its seed production and agricultural chemicals, were in need of industry-leading sustainable solutions. Not only did they have to be adaptive, they had to be put into action quickly to effectively support their growing business, unique waste streams and green goals on short- and long-term scales.

This is due to the fact that the company's operations generate a wide mix of waste materials, primarily consisting of non-hazardous pesticides and herbicides. Because of their complexity, these components require specialized solutions to be managed promptly, while still aligning with the business's specific operational needs and longstanding sustainability goals.

Identifying the Right Course of Action

Renewable energy recovery, one of the solutions that Reworld™ offers at their thermomechanical treatment facilities, emerged as an attractive option for this business.

This process not only disposes of unrecyclable waste, which makes up a significant portion of the firm's byproducts, but also converts it into energy. In fact, when the waste-derived methane that this solution avoids is taken into account, this form of energy generation is considered a rare source of carbon-negative energy and is deemed to be ten times more impactful than wind or solar in terms of benefitting the environment.

It is because of these factors that this solution pairs exceptionally well with ReCredit™, another Reworld™

solution that enables business to further enhance their environmental performances through the generation of renewable energy credits.

Between the landfill diversion capabilities, cost-effectiveness and host of other benefits of renewable energy recovery, the agricultural technology firm found a perfect match.

A significant success point within this collaboration revolves around the firm's Omaha, Nebraska site. Initially, the firm was working with Clean Harbors, a Reworld™ competitor that managed only a fraction of the waste while the rest was handled internally.

Even post-recycled waste materials that are deemed “unsalvageable” are ripe with latent potential. It simply takes the right solution to unlock that value.

Alternatively, Reworld™ had the ability to offer a comprehensive solution that could address the full spectrum of their needs from end to end. With that type of coverage, far more opportunities for sustainability, solution synergy—and ultimately, value creation—present themselves. And that's exactly what happened.

Reworld™ helped swiftly transform the site's annual revenue from \$300,000 to a robust \$3 million.

This shift not only enhanced operational efficiency but also underscored Reworld™ as a leader in the industry. It showed they were equipped with a deep understanding of sustainability strategy development and rollout, and possessed the capabilities necessary to scale their solutions to their customers' needs—all elements that effectively drive goals.

Innovating and Invigorating

After the successes through renewable energy recovery, the agricultural technology firm wanted to bring their performance to the next level. This newly invigorated commitment to more sustainable operations was a major factor in their desire for securing a strong solutions partner for the long haul.

Zero waste-to-landfill looked to be a particularly challenging goal, especially with their pesticide and herbicide waste, which demanded capabilities that were as eclectic as they were impactful.

Through an expanded partnership with Reworld™, they were able to get just that. ReDirect360™, the provider's premiere solution, united the renewable energy recovery capabilities that initially served the firm with the sustainability provider's full portfolio of services to achieve zero landfill outcomes.

Not only did it deliver a far more streamlined and comprehensive offering, but it also helped innovate waste and risk reduction methods; identify new avenues for resource reuse and recycling; and create cost-savings and revenue-generation opportunities.

One such example is evident at one of the firm's seed sites. By leveraging ReKiln™ capabilities, the agricultural technology business creates alternative engineered fuels from their post-recycled materials—an arrangement that has impressively generated more than \$1 million annually.

Achieving zero waste-to-landfill requires a multi-faceted approach that builds off itself. It helps to have a solution that puts all available tools in one place.



The partnership now extends across several of firm's facilities where Reworld™ handles an extensive variety of waste streams, showcasing the breadth and depth of their collaboration, which has translated into additional sustainability success stories.

Operational Excellence and the Future

The operational relationship between the agricultural technology firm and Reworld™ is facilitated through a combination of various channels of direct, transparent communication.

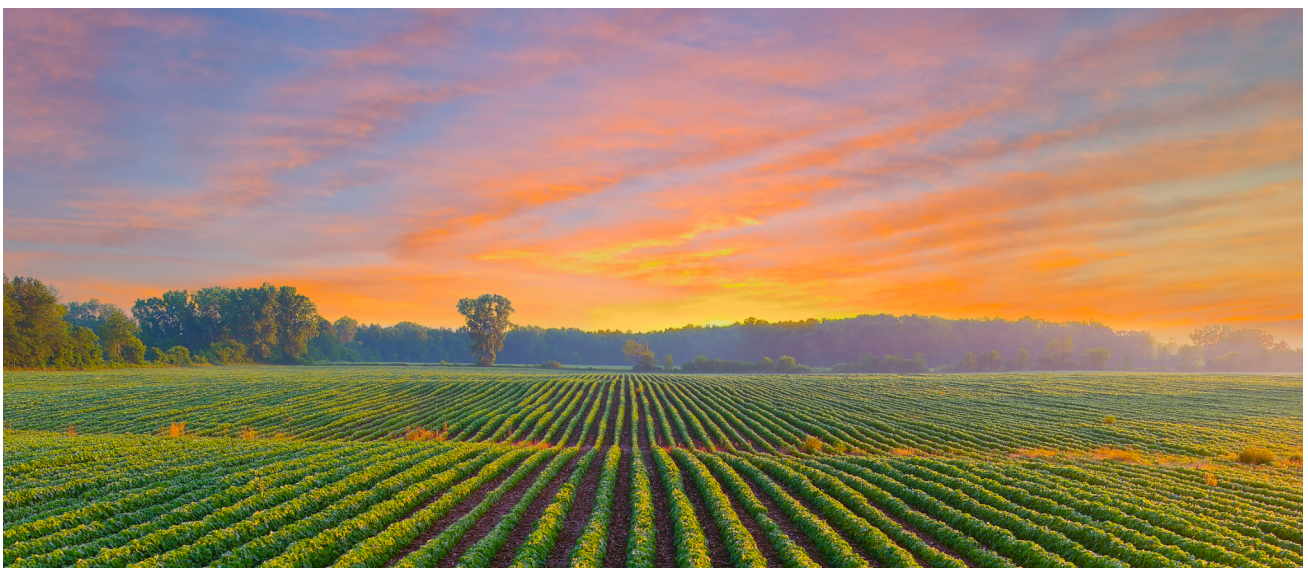
This framework keeps all parties aligned, enables Reworld™ to provide seamless sustainable solutions across multiple sites, and reinforces the resiliency, trust and respect of the partnership.

Because of the open dynamic and the results that both parties have achieved in working together, the future is ripe with opportunities for additional support.

Other sites are excited at the prospect of implementing new and innovative technologies that will extract even more value and environmental benefits from their waste materials.

And as this partnership continues to evolve and expand, the firm and Reworld™ are well-positioned to lead the industry in sustainable waste management practices, setting new standards for environmental responsibility and operational excellence.

The value of partnerships that combine complementary strengths and drive shared goals cannot be understated. Such dynamics are essential to sustainability.



Reworld™
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Reimagine waste into a resource.
Talk to us today.

