

The Results of 23 Companies that Participated in the War on Waste*

CLIENT	Number Trained	Number of Ideas	Number of Projects	Annual Savings First Year	Solution Cost	ROI in First Year
<u>Manufacturers</u>						
Tools and dies	39	93	10	\$1,391,675	\$61,029	2280%
Commercial signs	13	57	3	\$358,000	\$5,725	6253%
Food processing machinery	10	61	13	\$205,750	\$6,275	3279%
Plastics forming business	14	91	33	\$201,100	\$1,690	11899%
Grinding shop	29	204	38	\$812,045	\$113,353	716%
Steel forging company	28	152	12	\$517,356	\$22,017	2350%
Electronics parts	32	101	8	\$722,250	\$81,038	891%
Printing plates	33	71	12	\$1,445,109	\$9,980	14480%
Injection molded plastic	50	262	16	\$2,260,301	\$16,075	14061%
Fireplace accessories	39	87	18	\$347,119	\$11,830	2934%
<u>Distributors</u>						
Aluminum supplier	23	79	19	\$144,660	\$11,695	1237%
Faucets and accessories	33	104	12	\$906,423	\$23,361	3880%
Computer distributor	47	151	8	\$4,645,250	\$40,000	11613%
Computer distributor	38	85	6	\$1,137,231	\$14,200	8009%
Computer distributor	22	52	4	\$1,121,085	\$15,372	7293%
Truck parts distributor	37	104	65	\$2,287,100	\$60,392	3787%
Building materials	60	131	12	\$2,116,300	\$79,834	2651%
Building supplies	79	385	21	\$2,331,652	\$46,473	5017%
Barbecue accessories	34	76	16	\$191,790	\$1,900	10094%
Produce distributor	41	263	8	\$1,260,726	\$18,232	6915%
<u>Service Companies</u>						
Repair and service of valves	44	202	27	\$1,058,408	\$80,675	1312%
Diaper laundry service	19	65	4	\$795,000	\$7,970	9975%
Programming services	42	92	6	\$1,746,625	\$6,825	25592%
<u>Totals</u>	806	2968	371	\$28,002,955	\$735,941	
Averages	35	129	16	\$1,217,520	\$31,997	3805%

* These results were audited by the State of California on 23 companies that participated in the War on Waste and ended up with these results. In the 23 companies, we had 2968 ideas on which we acted on 371 that is 12.5% of the ideas. From those ideas we generated \$28 Million of profit (first year) for a total investment of \$736,000. That gave us a return of 3800% as an average over 371 ideas. It is not the targeted 50 to 1 of the War on Waste but we'll take it.