

Getting Serious About Waste Diversion

CASE STUDY: RETAIL

About Sleep Country

Sleep Country Canada is the leading specialty retailer of mattresses and sleep accessories in Canada. Founded in 1994 in Vancouver, British Columbia, the chain has since grown to over 235 stores across Canada. They are unparalleled in the industry for their commitment to providing Canadians with a better night's sleep.

Business Challenge

Since inception, Sleep Country Canada has been committed to the environment and so were seeking to improve their waste management at stores and distribution centers across Canada. They recognized a need for a mattress recycling program that would donate used mattresses to people in need and help aid the recycling of mattresses needing to be destroyed. Therefore, Sleep Country partnered with RecycleSmart as we offered tangible solutions that aligned with their goal of creating a sustainable environment for generations to come.

**Sleep
Country**

19%

Yearly cost savings

\$85k

Total savings for 2018

How We Helped

- Consolidated the management of waste and recycling for all retail sites and Distribution Centres across Canada
- Audited hundreds of contracts to ensure auto renewal clauses were tracked and eliminated
- Tendered and renegotiated services in each province with over 20 different hauling companies
- Installed Compactor monitor systems and wireless bin sensors to all high volume locations to gather data on future efficiencies
- Completed a volume analysis and compactor review for all Distribution Centres across Canada. 90% of the Distribution Centres required an adjustment to current container type or required a compactor to maximize efficiency

Results

- Cost savings to date has equaled just under 19% and will exceed \$85,000 a year for 2018
- Greater efficiency of container and compactor usage using sensor monitoring systems
- Consolidated all services and locations into one simplified monthly bill
- One Call Does It All for service issues including compactor and recycling baler repairs

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They are helping us streamline our waste and recycle program by cutting our operation costs while minimizing our carbon footprint. Sleep Country is proud to be working with RecycleSmart as the only major mattress retailer in Canada to commit to a comprehensive recycling program.

Phillip Besner

Vice President of Real Estate and Development, Sleep Country Canada

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