



CASE STUDY

# Diverse Supplier's Sustainable Cleaning Practices and Its Project of Repurposing Wastes for Resale

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## ABOUT THE SUPPLIER

JDM Janitorial, Inc.

In 2009, owner Joseph Lockhart, started the company and called it Lockhart Low-Cost Cleaning. Since 2009 they have been servicing cities all over Texas.

Core Services: Janitorial

Diversity Status: Minority-Owned Business Enterprise (MBE)

JDM Janitorial Inc. [www.jdmjanitorial.com](http://www.jdmjanitorial.com)  
"We'll empty your trash, not your pockets."  
1925 Hickory Dr, Haltom City, TX 76117  
682.404.7711

## Challenge

A CBRE industrial client's workplace required additional staff to observe standard cleaning requirements during the COVID-19 outbreak, to supplement their in-house cleaning services. As of 2021, this facility will average over 432,000 pounds of waste to landfill annually. The client needed a process that would meet their 95% diversion and recycling goals. Also, an audit of the waste management provider revealed about 8-10 tons monthly of calcium chloride desiccant packs were also included in their landfill waste.

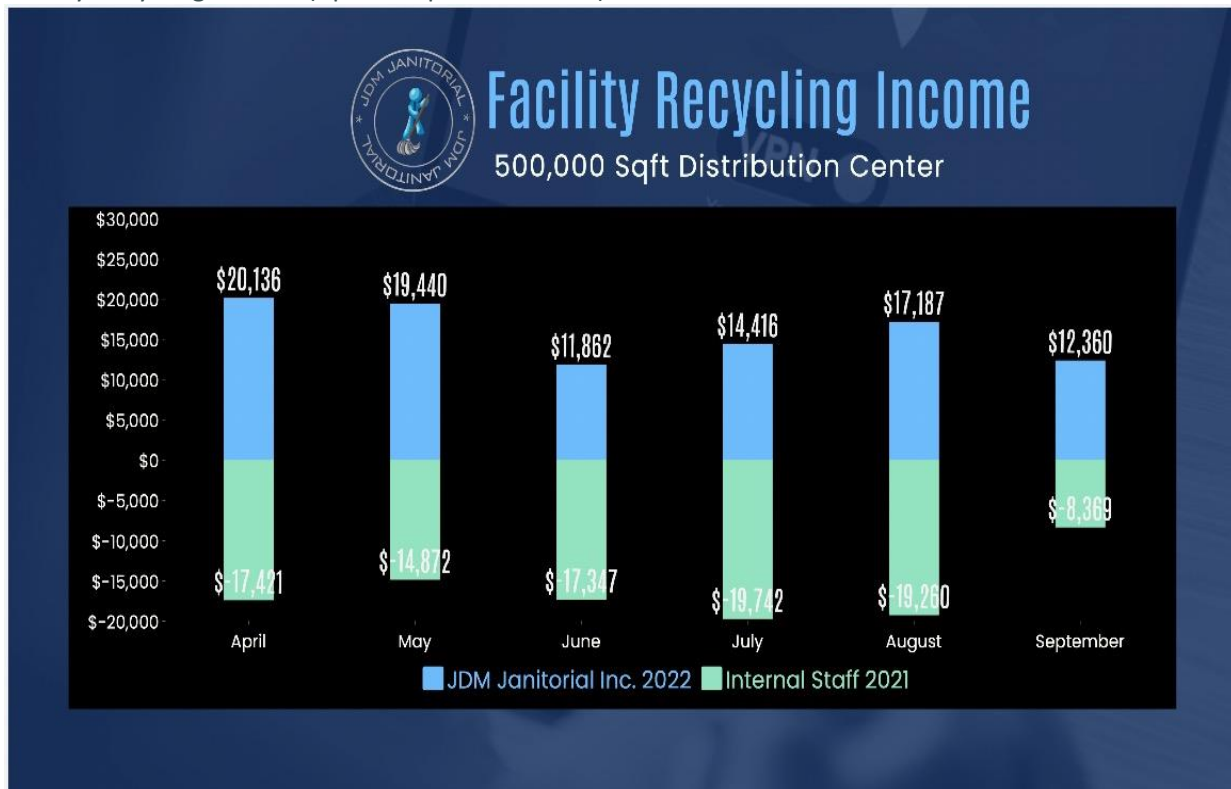
## Solution

The client decided to switch to a full contract relationship with JDM Janitorial Inc. after comparing JDM and their in-house cleaning. After instituting JDM's processes with dry waste management, self-sorting stations in break areas, and training programs for staff, JDM achieved a 94% recycling and 96% diversion rates for the facility within a month. When it comes to disposal of calcium chloride or CaCl<sub>2</sub> desiccant

packs used to keep their products dry during shipping, the facility found that after months of research there was no viable way to recycle the packs without significant labor and energy costs. To find an alternative, JDM’s Sustainability team was consulted. Through testing and lab work, JDM devised a system that could restore the functionality of desiccants for reuse and resale.

## Outcome

Facility Recycling Income (April – September 2022)



In September 2022, the facility averaged \$15,900 in monthly recycling net income, compared to a - \$16,123 loss over the same six-month period in 2021. Taking over the recycling and sustainability program by JDM will increase the bottom line by nearly \$290,000 per year. The client’s facility became one of the top recycling efficiency facilities in their multibillion-dollar organization in September 2022 with a 97% diversion rate and a 96% recycling rate and reached 98% in July.

### Insights:

By including diverse suppliers in the sourcing pool, service delivery may be improved, costs can be reduced, and some suppliers may adjust more quickly to emerging needs. A diverse supplier featured in our article helps repurpose waste material for reuse or resale.

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