



“Franchised” Commercial Waste Disposal Areas How can Sentry Waste Solutions Help?

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As it relates to solid waste disposal, the term “franchise” means that a municipality (or county) contracts all waste hauling services to one individual company (e.g.: Republic Services, Waste Management, etc.). Businesses located in these areas must use their community’s exclusive franchise provider – they have no other choice. The municipality and hauler establish uniform pricing for all customers based on container type, size and frequency of pick-up.

How does waste franchising affect your business?

It effectively means there is no competition for waste disposal services. Just imagine if your business was awarded exclusivity in your industry or city and there was no competition. Believe it or not, waste disposal pricing in franchised areas is often higher than open-competition areas – where haulers from several companies can bid for your business. Most businesses believe they have no choice other than to rely on the services & equipment originally recommended by their franchised hauler. They feel there is nowhere else to turn. This is not the case.

How do franchise providers take advantage of this monopoly-like situation?

Waste company representatives are highly trained to oversell and over-serve. Additionally, we often see billing errors, improperly sized containers and the wrong services being offered to clients. Think about this: What is the driving force behind a franchised provider to take the time required to evaluate your company’s individual needs and make your waste disposal as efficient & cost-effective as possible – especially when their services are already in place? With no competition and the ultimate goal of profitability, there is no reason at all.

How can Sentry Waste Solutions save you money?

Think of SWS as your “checks & balances” partner and industry-expert interface to franchised waste haulers. As industry-insiders, we ensure efficiency by examining every aspect of your waste services from top to bottom. More than just price from the vendor, we cut into every element which can affect a financial gain on your behalf. We reach out and touch each property individually through our extensive auditing process by examining container utilization, identifying past billing errors and looking for waste diversion opportunities. Overall we apply a proprietary 30-step process to each client site - maximizing our results & pinpointing precisely where we will save you money.

What kind of results can you expect?

Sentry Waste Solutions has tremendous success in reducing client waste expenses in franchised areas – commonly achieving 25-50% savings. You no longer have to rely solely on the advice of your franchised waste disposal company. Experience our expertise & commitment.