

SEQUOIA

Compactor Savings Case Study

US Steel Tower - Winthrop Management

Overview:

The US Steel Tower, located in the heart of downtown Pittsburgh, is the city's most desirable business address. Built in 1972, the building occupies an entire city block, totaling 2.3 MSF of space across 64 floors. Winthrop Management, a premier property management firm based out of Boston, MA, operates the property.

Winthrop was seeking solutions to reduce operating expenses and turned to Sequoia's Pioneer compactor monitor technology to reduce unnecessary pickups.

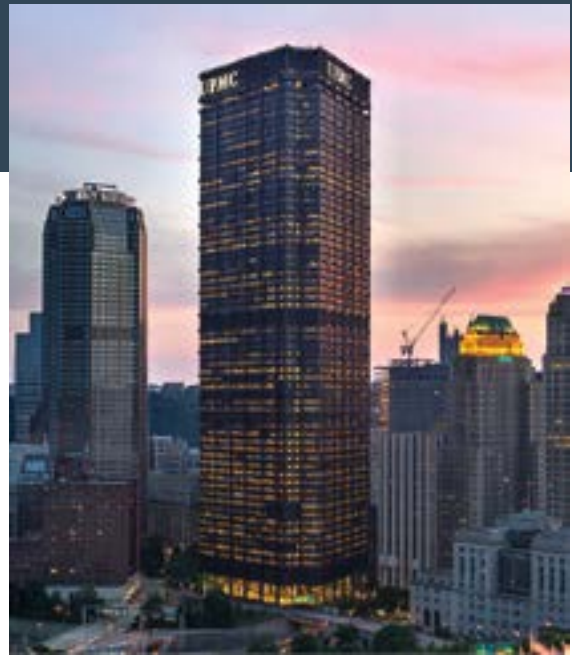


Image Courtesy of 601W Companies

Results:

Within 60 days, Sequoia was able to reduce:

- **42%** of wet waste hauls
- **73%** of recycling hauls
- **120 fewer hauls** per year across both compactors

Annual Savings: \$22,000+
Return on Investment: 916%

Wet Trash Compactor	before Sequoia	with Sequoia	Impact
Average Haul Weight	5.4 tons	9.7 tons	+4.3 tons per pickup (+80%)
Annual Hauls	104	60	44 fewer pickups (-42%)

Dry Recyclables Compactor	before Sequoia	with Sequoia	Impact
Average Haul Weight	N/A	N/A	
Annual Hauls	104	28	76 fewer pickups (-73%)