

Incom, Inc.



Bright Ideas in Fiberoptics

FAST FACTS

Company

Incom is the world's leading manufacturer for commercial rigid, fused fiberoptic faceplates, tapers, and microwell arrays.

Challenges

- Disposal cost of hazardous scrap borosilicate glass
- Unable to find buyer for materials
- Lack of basic recycling program

Solution

- Identified cost effective material processor
- Completed state permit requirements
- Coordinated program logistics

Results

- **Savings of more that 30%**
- **45% of total hazardous waste diverted**

COMPANY

Incom, Inc. is the world's leading manufacturer for commercial rigid, fused fiberoptic faceplates, tapers, and microwell arrays, Incom offers its customers both experience and expertise. Their advanced technology supports researchers, scientists, and instrument makers in the dental, medical, life science, scientific, homeland security, and defense industries.

CHALLENGES

Hazardous materials are often difficult to recycle due to the complexity of their make-up, transportation requirements and other regulations. Incom's staff had previously attempted to find a recycler for their primary waste stream, borosilicate glass, but had been unable to find a processor that could accept the materials. Also, Incom lacked a recycling program for cardboard, their largest non-hazardous waste stream.

SOLUTION

Incom partnered with ESE Solutions to develop a cost-effective recycling program. ESE Solutions was able to procure a processor of the borosilicate glass after an exhaustive domestic and international search. Due to the nature of the material, a permit had to be filed with the Commonwealth of Massachusetts. ESE Solutions worked with MassDEP on Incom's behalf to complete the 10+ page permit requirement. After the state gave the program the green light, ESE Solutions coordinated transportation, storage containers and supplies for the program launch. All these vendors are managed for Incom so they only have one contract with ESE Solutions.

Though the cardboard was Incom's largest non-hazardous was stream, leasing a baler was not a cost-effective option, so ESE Solutions helped Incom partner with a local charity that generates funding from recycling cardboard and paper products.

RESULTS

The program for the hazardous borosilicate glass has reduced Incom's expense for its largest waste stream by over 30% since the program was launched. This also corresponds to a 45% reduction in total hazardous waste. Not only has ESE Solutions improved Incom's bottom line, but have also reduced their compliance burden and enhanced relations with the local community.

"We had previously tried to find a recycler for our scrap glass, but weren't able to and it was very time consuming. ESE Solutions made sense for us because of the shared-savings pricing. They were able to find a recycler that could significantly reduce our expenses and then worked through all the permitting details with the state. We only had to pay them after the savings hit our bottom-line and I could focus on other projects."

– Michael LeBlanc, Environmental Manager, Incom, Inc.