



SPOTLIGHT ON... HILLYER'S MID-CITY FORD

AT A GLANCE

Hillyer's Mid-City Ford
3000 Newberg Highway
Woodburn, OR 97071
503.981.4747
hillyersmidcityford.com

WHAT THEY DO:

Sell, repair and service vehicles

THEIR ENVIRONMENTAL ETHIC:

Hillyer's Mid-City Ford has become one of the premier examples of a business committed to waste reduction in Oregon.

HERE'S HOW THEY DID IT:

Buy in bulk: switched most purchases from individual containers to 55-gallon drums

ELIMINATE GARBAGE SERVICE:

Self-haul garbage and recycling to nearby depot as little as once every two weeks

BOOST RECYCLING EFFORTS:

Separate scrap metal, cardboard and plastic

REDUCE WASTE:

Use cloth towels instead of paper, reuse spray bottles and aerosol cans



At Hillyer's Mid-City Ford, over 4,000 vehicles annually are serviced for oil changes, tire rotation, brake adjustments or engine work.

To accommodate that volume of business, Hillyer's seven service technicians use thousands of gallons of cleaners, degreasers, oil, washer fluid and other materials in the Woodburn shop.

Ordering those products used to mean an inordinate amount of waste: parts cleaner came in a 16-ounce aerosol can used for just one vehicle; anti-freeze was ordered in a one-gallon jug emptied into just six cars; and windshield washer fluid was purchased in a one-gallon plastic container that could service only two cars.

The product containers landed in a 10-yard dumpster, and Hillyer's paid the \$528 garbage bill every month to unload what turned out to be mostly recyclables.

In an effort to be more environmentally friendly, Service Manager Jeremy Padrick turned to bulk purchases and concentrated solutions.

The result? Hillyer's Mid-City Ford has saved thousands of dollars by simply avoiding waste.

Buying in bulk reduced costs two ways for Hillyer's Ford.



Service Manager Jeremy Padrick re-organized the cleaning agents used by technicians. The cleaners are mixed with water in big plastic jugs and then poured into reusable smaller containers when needed. Reusable rags are used instead of paper towels.

First, bulk items themselves are cheaper. Hillyer's Mid-City Ford has saved thousands of dollars each year just by switching to bulk items in the service department. For coolant anti-freeze, switching to bulk has meant a \$1,594 annual savings.

For glass cleaner, WD-40, tire shine, degreaser and windshield washer fluid, the cost dropped from 99 cents a gallon to 1.3 cents per gallon.

Padrick even purchased reusable aerosol containers. For brake cleaner alone, the switch to 55-gallon drums instead of individual 16-ounce aerosol cans saved Hillyer's Ford \$7,866 a year.

Secondly, it meant less packaging coming into the service department so less waste

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going into a dumpster. Since the items that dominated the trash were cardboard, scrap metal, plastic jugs and aerosol cans, service technicians separate scrap metal and cardboard from actual garbage. At the end of the day, a technician checks the garbage cans for recyclables and pulls them out.

The decrease in the amount of garbage at the shop was so dramatic that Padrick canceled the garbage service and spent \$900 on a trailer to haul the department's trash to Marion County's North Marion Recycling and Transfer Station. He only has to make the trip once every two weeks.

Hillyer's Mid-City Ford has saved \$5,828 a year on garbage service alone.

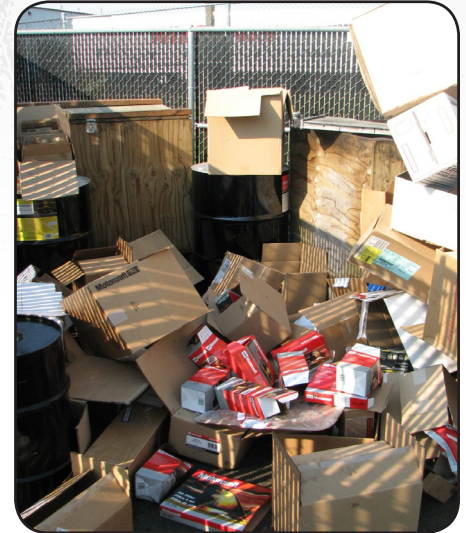
Bulk purchases have changed the design of the shop a bit. Engine coolant, parts cleaner, degreaser, car wash fluid and glass cleaner are mixed in drums or big plastic containers. Technicians go to central stations where the bulk materials are stored to fill smaller containers with what they need to work on a car.

The redesign means that the reduction in waste is apparent on a daily basis.

A 55-gallon drum in a central area of the shop holds used aerosol containers – the cleaners and agents



Hillyer's purchases coolants, degreasers and cleaners in 55-gallon drums instead of one-gallon or 16-ounce containers. A specially designed container catches any leaks.



The area where the dumpster used to sit now contains mostly cardboard, which is taken to North Marion Recycling & Transfer Station for recycling.

that Padrick can't purchase in bulk. Before recycling those containers, shop technicians could fill that drum with aerosol containers in a week. Now it takes two years.

"It's still evolving," said Padrick about the environmentally friendly efforts at Hillyer's Ford. "We're still looking for ways to save money and be more green. They really go hand-in-hand."

EarthWISE Certification
Originally certified as an EarthWISE business in 2009, Hillyer's Ford was re-certified in 2011. Hillyer's is the only car dealership among the over 100 EarthWISE certified businesses and organizations in Marion County.



WANT TO DO THIS AT YOUR BUSINESS?

Marion County's EarthWISE program can help. Visit mcEarthwise.net, call 503.365.3188 or email Earthwise@co.marion.or.us