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## ***Retail Reuse Case Study*** ***Century Kitchens*** ***Hatfield, MA***

**Summary:** Century Kitchens provides an excellent model for businesses in transition by demonstrating cost-effective reuse and recycling alternatives to disposal.

**Business Profile:** Century Kitchens was a kitchen design retail store in the town of Hatfield. The showroom totaled approximately 1,300 square feet with several kitchen sets, a small office and various furniture, tile and equipment displays.

**Closing:** Century Kitchens closed in 2010 and was thereafter managed by members of the former owner's family. As they made plans to renovate the property in preparation of leasing it in the spring of 2013, they began looking for disposal options for the excess stock, office equipment and other supplies that had been in place since the store's closing. The owners contacted RecyclingWorks to explore cost-effective options to divert stock and materials for reuse and recycling instead of landfilling or incineration.

*“Century Kitchens provides a cost-effective reuse and recycling model for other businesses in transition.”*



Recycling and reuse options are available for any imaginable materials. Recyclingworks in Massachusetts can assist in finding outlets for these materials.

*RecyclingWorks in Massachusetts is funded by MassDEP and delivered under contract by the Center for EcoTechnology*



Store records and paperwork can be recycled, maximizing diversion and significantly decreasing disposal costs.



High quality items can be sold for a profit while decreasing disposal costs.

**Inventory:** RecyclingWorks staff visited Century Kitchen's showroom and identified diversion outlets for a number of different materials. Some items in stock had significant resale value, such as kitchen and dining sets and assorted appliances such as stoves and ovens. Other items – chairs, desks, filing cabinets and shelving – had potential for reuse for their intended function. The remaining assortment of countertop and tiling samples, cabinetry pieces and various oddments had value as replacement parts and material for artistic reuse and do-it-yourself projects. A large amount of paper from store records and magazines was also present, in addition to the binders that held them.

**Recommendation:** RecyclingWorks staff assembled a list of service providers and reuse outlets from which Century Kitchens could select. These ranged from reuse haulers who perform fee-for-service collection to local stores and sources who would take reusable goods at no cost. Century Kitchens was able to sell many of the higher ticket items and ultimately selected EcoBuilding Bargains who provided cost-free pick-up for the remaining goods. Local residents picked up other miscellaneous items of lesser value, while paper records and magazines were recycled at a nearby transfer station.

**Evaluation:** Multiple avenues for reuse and recycling allowed Century Kitchens to greatly reduce the amount of materials sent to the landfill and the associated tipping and dumpster rental fees. Donations from the store for reuse totaled approximately two tons and the amount of paper recycled was over half a ton, saving approximately \$500 in disposal costs. Century Kitchens provides a cost-effective reuse and recycling model for other businesses in transition.

#### Tips for Replication:

- Sell items with high resale value
- Donate usable materials
- Recycle recyclable materials
- Give away remaining items for free
- Remaining trash volume is greatly reduced