

### ***Glycerin Traders has been Jammin' for 10 years: Zentis Waste Jam Success Story***

Glycerin Traders fills a niche in the marketplace. They help companies find beneficial uses for waste products. An example of this is waste jam. In 2012, Glycerin Traders secured a contract to collect waste jam from jam manufacturer, Zentis ([Industry \(zentis-usa.com\)](http://Industry.zentis-usa.com)). It was one of the first contracts ever signed by Glycerin Traders (GT). GT was laser focused on making the most of the contract and finding an economic and beneficial re-use for the jam.

It did not take long. With its sugar content at 33%, the jam serves as a high-energy feed ingredient. Its sweetness helps keep cows on feed during hot summers and maintain steady milk production, all at a lower cost energy input for dairy farmers. GT believes the farmers appreciate the lower cost feed ingredients and the cows appreciate the taste of sweet jam on a hot summer day.

Initially, GT picked up pallets of 5-gallon buckets, each filled with jam. By hand, the buckets were emptied into a tank, which would then be pumped into a larger tanker for distribution to a nearby dairy farmer so the jam could be used as feed. Within a month, it became evident that this system was unsustainable due to the amount of labor involved and the amount of plastic waste generated.

GT engaged in discussions with Zentis to understand their loading process. It was discovered that the jam was being pumped out of 250-gallon stainless steel reactors into the 5-gallon buckets that Glycerin Traders was receiving. After this discovery, GT worked to reconfigure the process.

GT proposed the installation of an 8,500-gallon cone-bottom tank within a dike at the Zentis facility, along with a 2-inch diaphragm pump that would allow the jam to be directly transferred from the steel reactors to a GT tank. This eliminated the need for the 5-gallon buckets. It also removed the need to ship to the Glycerin Traders facility for bulking up into tankers.

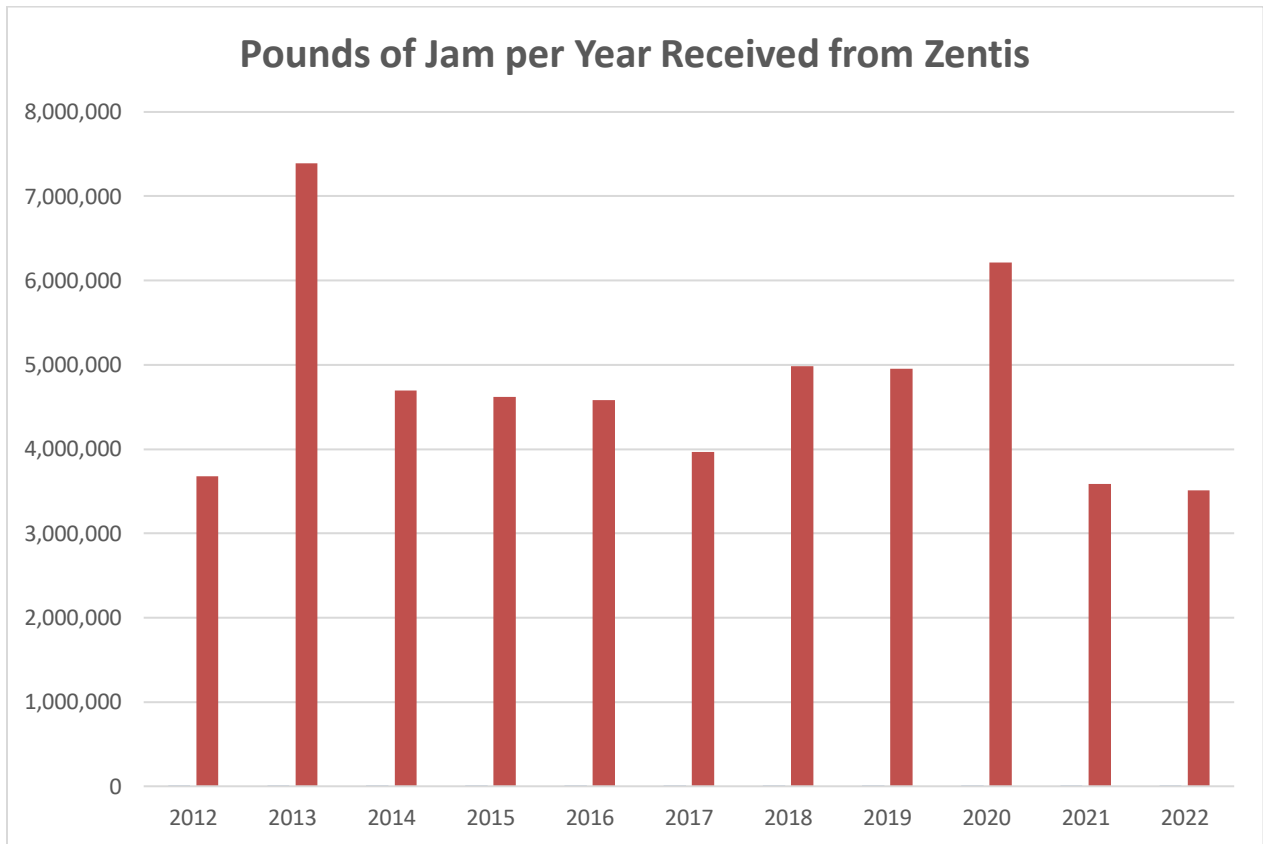
A Glycerin Traders employee visits Zentis several times per week to empty 20-50 totes of jam into the "Animal Feed Tank." Once it is full, GT deliveries to nearby dairy farms. In addition to delivery, GT also has contracted pick up of the waste jam as an option. Glycerin Traders currently provides jam to several family farms in Ohio and Indiana to be used as a feed additive.

GT is strong in logistics management and process improvement. The change in process regarding the Zentis jam saved over \$300,000 in plastic costs. It reduced the time required to transfer the jam. It also allowed for direct delivery to farms by eliminating a

non-value add step. Glycerin Traders eventually upgraded the 2-inch diaphragm pump to a 3-inch pump to expedite the emptying of the reactors. Additionally, a 4-inch offloading pump was added, reducing the time it took to fill a tanker by 78% from 90 minutes to just 20 minutes.

Glycerin Traders is happy to have worked with Zentis for more than ten years finding a use for waste jam. GT can help other companies find unique uses for waste products as well and enjoys the opportunity to collaborate and serve a broader purpose.

Chart 1: Pounds of Jam Received Per Year from Zentis in Plymouth, IN



Source: Glycerin Traders Data