

The Challenge

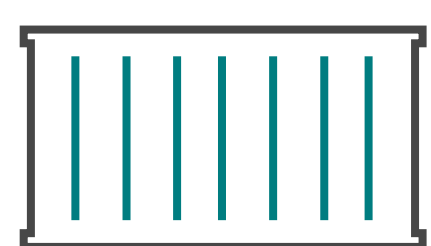
Meridian Waste manages multiple dumpster fleets, landfills and transfer stations throughout the Southeast U.S.

To propel their growth and expansion, they wanted trustworthy market advice – paired with a dependable source of ready-to-go dumpster orders – to get their business off the ground in new markets.

The Solution

*“Our business relationship with Dumpsters.com has been positive for Meridian Waste, **driving revenue growth** and **operational density** in our marketplaces.”* George Sides | Corporate Revenue Manager, Meridian Waste

Meridian Waste partnered with Dumpsters.com to act as a strategic partner in several of their established service areas and up-and-coming markets. Dumpsters.com provides nationwide insights and market-specific intelligence for Meridian Waste at no cost, including:



Inventory and Size Recommendations



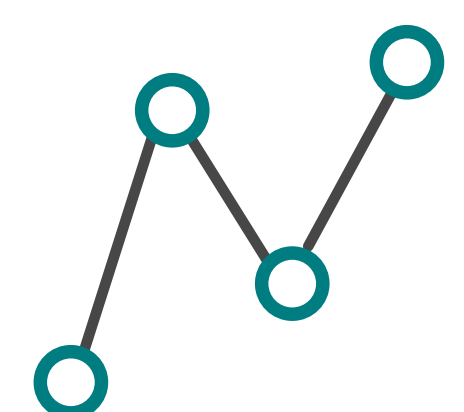
Service Area Definitions



Competitive Market Pricing



Lead Time and Availability



Conversion Metrics

The Results

Meridian Waste has advanced their partnership with Dumpsters.com in seven of their key markets to receive a consistent stream of revenue with steady business in each city.

Partnership Timeline

- August 2019 - Roanoke/Blacksburg, VA
- September 2019 - Knoxville/Morristown, TN
- October 2019 - Augusta, GA
- January 2020 - Jacksonville, FL
- March 2020 - Raleigh/Durham/Chapel Hill/Fayetteville, NC
- April 2020 - St. Louis, MO
- June 2020 - Richmond, VA

The Experience

*“I believe the reason this relationship has been so beneficial for both parties is due to **open and immediate communications**, understanding each other’s **business strengths** and relying upon those strengths to provide **competitive pricing and quality solid waste services** to the ultimate end user.”*



George Sides | Corporate Revenue Manager, Meridian Waste