

Green Lean Waste Solutions helps others deal with waste

By **RICHARD McNEY**
Editor

CHESTER — Kim Hawkins jokes that her work background has always been in trash. She has worked for an engineering firm helping to design and sell trim waste removal systems for the paper, plastic and label industries. Several months ago Hawkins purchased the Mid-Atlantic office of Environmental Waste Solutions, the largest waste management consulting firm in North America. Her office is called Green Lean Waste Solutions LLC.

Environmental Waste Solutions has been in business since 1994 and has 600 affiliates nationwide. Several large corporate clients include Coca Cola, Winn Dixie and American Airlines.

"The opportunity seemed right to purchase a company that is helping other companies be green," she said. "I am enjoying it a lot. It is almost a little shocking how many businesses are not recycling or doing anything to be green. It is not that people don't do it - I don't think people know how to do it the proper way."

Hawkins researched for three or four years to find a small business to purchase. She was attracted to Environmental Waste Solutions through write-ups in multiple business magazines. The main reason Hawkins chose Environmental Waste Solutions was she wanted to help the environment and advise businesses how to be green. Her family practices a green lifestyle and has reduced their waste to one bag of trash a week.

"This opportunity felt right," she said. "It has been my experience that most

businesses really don't have a good grip on their waste hauling and recycling costs or what they can do to make themselves more green."

Green Lean Waste Solutions offers expertise in solid waste management and recycling process optimization. The firm studies, analyzes and presents alternatives to businesses for immediate financial savings on solid waste disposal and recycling costs, including cost recovery and improving recycling alternatives. The process begins with a risk-free analysis. The proprietary 30-step process, which takes about 30 to 45 days to complete, uncovers hidden costs, Hawkins said. Every aspect of waste management is examined, including checking invoices, negotiating prices through waste haulers and finding recycling opportunities. Green Lean Waste Solutions negotiates the best contracts for its clients using its buying power. The business has no interests in waste hauling firms and only advises its clients.

At the end of the analysis Hawkins presents her recommendations to the client and the client implements what they want. Green Lean Waste Solutions fee is based on a percentage of what it saves the client.

"Sometimes people are skeptical and they are really surprised," Hawkins said.

The business guarantees at least a 10 percent savings or the contract is null and void, she said. Average savings range from 20 to 50 percent, she said.

Green Lean Waste Solutions will also arrange for and implement the changes and become the point of contact for that firm's waste management and recycling



KIM HAWKINS

for the length of the contract. A customer also has the option to have Green Lean Waste Solutions handle waste management and recycling billing. The customer can then write one check to Green Lean Waste Solutions, who disperses it to all of the vendors providing service.

Green Lean Waste Solutions services are available to any business that spends a minimum of \$400 a month on waste hauling, Hawkins said. Clients include restaurants, industrial manufacturers, private schools, municipalities and fast food chains. Hawkins is currently working on a national account that has 70 locations.

Hawkins said interest has been growing since she opened the business. She

expects interest to continue to grow as green becomes more popular and more legislation is introduced to regulate waste management.

"I think everybody really wants to do their part," she said. "Waste is probably one of the most overlooked items in the bottom line of a corporation."

Many businesses are throwing money away in the trash, she said.

"We do what the customer would do if they had a full-time person dedicated to nothing but waste management," she said. "We are experts in the industry."

Hawkins is certified as a waste management consultant and as an affiliate of Environmental Waste Solutions she has access to a database with every waste hauler and recycler in North America. Green Lean Waste Solutions is also a member of the Maryland Recyclers Coalition and the Maryland Restaurant Association.

"We know where to find ways to save the customers money," Hawkins said.

Green Lean Waste Solutions will have a booth in the Green Pavilion at the Mid Atlantic Food, Beverage and Lodging Expo at the Baltimore Convention Center on Sept. 17 and 18. Free admission tickets are available for potential new clients.

"People throw trash away and they think away is a place," Hawkins said. "It would be nice as a Kent Island resident to make Kent Island green one business at a time. As the word gets out I hope that is what will happen."

For more information on Green Lean Waste Solutions, visit www.greenlean-wastesolutions.com or call 443-786-9710. The firm is located in Chester and will service the Mid-Atlantic region and multi-location accounts nationwide.

Shore Skin Solutions opens in Queenstown

By **JACK SHAUIM**
Special from The Bay Times

QUEENSTOWN — Located in the front of the ground floor at the Queenstown Inn Bed and Breakfast, the newly opened Shore Skin Solutions offers "a full-service skin care spa" in a "peaceful atmosphere," says manager and skin care expert Danielle Reddinger.

"I've always wanted to have my own skin care spa," says Reddinger, a medical aesthetician and makeup artist who has been in the skin care field for the past 12 years. She also worked as a medical assistant in the dermatology field before deciding to branch off on her own, and feels that background helped prepare her for her current work.

"It's such a cute town and there are no other spas in Queenstown," she said of the community where she has established her business. "People like to come here and get away. It goes hand-in-hand with the B&B."

Since the spa opened July 22, she said she has had both local customers and some from the western shore. She offers a variety of skin care procedures aimed at coping with such things as acne, age spots and other skin conditions.

Facials, hair-removal procedures, lip and chin waxing, and makeup procedures are also offered at the Shore Skin Solutions. Reddinger sells a wide variety of skin care and makeup products and carries SkinCeuticals products and Jane Iredale cosmetics.

"It's therapeutic in a peaceful atmosphere," she explained.

She said the business is family-owned and much of the contracting work to convert the space to use as a spa was done by family members.

Reddinger grew up in the Hampstead section of Carroll County and attended the Carroll County Career and Technology Center. After obtaining her cosmetology license, she worked for five years for Estee Lauder and later studied in Los Angeles. She has done work in television, film and print advertisements.



Shore Skin Solutions operator Danielle Reddinger at the reception desk in her newly-opened full-service skin care spa in the Queenstown Inn Bed and Breakfast.

She pursued her interest in medical aesthetics working in Westminster with Dr. Lawrence Feldman and in Annapolis with Anne Arundel Dermatology, where she assisted with such procedures as laser treatments and dermal fillers.

Reddinger and her husband Al, a self-employed carpenter, have lived in Stevensville for the past three years.

Also on the staff at Shore Skin Solutions is Tammy Merson, a nurse who is a graduate of Villa Julie College who has worked at the Johns Hopkins Children's Center and Anne Arundel Medical Center. An Eastern Shore resident since 1998, she has 12

years of nursing experience.

According to Shore Skin Solutions' Web site, Merson is "eager to apply her health care knowledge to help provide therapeutic skin services and total body wellness for her patients."

Shore Skin Solutions is open Tuesday from 10 a.m. to 8 p.m.; Wednesday and Thursday from 9 a.m. to 7 p.m.; Friday 9 a.m. to 5 p.m.; and Saturday from 9 a.m. to 3 p.m. It is closed Sunday and Monday.

Information is available by calling 410-827-8002 or by logging onto www.shoreskinsolutions.com.