

# MEDICAL WASTE OEM GROWS With Long Term Partnership

In 1994, Mark Griffith, a second-generation owner of S&G Enterprises, was flipping through a trade magazine searching for a partner to manufacture grinders for his vial destroying machine, the Vyleater. He had high expectations of a supplier who could be collaborative, innovative and provide a high quality product. Mark found JWC Environmental and decided to give them a call. The rest, as they say, is history.

## The Missing Piece to the Vyleater

S&G Enterprise is a company that focuses primarily on selling industrial equipment to help reduce or minimize the amount of waste being produced. The objective for the S&G's Vyleater was to separate a liquid from its container so both can be disposed of or recycled. The company identified a new market for the machine in cytology laboratory waste disposal and needed to find a long-term partner that would understand their specific needs and manufacture a reliable grinder to pair with the Vyleater.

The timing of the Vyleater's entrance to the cytology laboratory waste disposal market was impeccable. In the early 2000s, a new method for performing Pap smear tests was approved by the FDA. The test relies on an alcohol based preservative to suspend cervical cells before they are syphoned off and automatically applied to a slide for reading purposes – leaving the alcohol in the vial. It's become the most common method of cytology testing, which means labs generate anywhere from 500 to 3,000 small glass vials of leftover liquid per day. "It's a chemical waste," explained Griffith. "While there's a little bit of human tissue in there, it's really nothing but cells preserved in a fluid. The lab holds onto it for three or four weeks, but then they have to dispose of it."

The Vyleater became the perfect solution for labs, mechanically opening the containers and removing the liquid for disposal. The fluid was separated from the vials and could be disposed of as regular chemical waste instead of biological waste, which was more expensive. The leftover plastic would then be sent for recycling. S&G's first Vyleater, which had a grinder from JWC, was sold to a well-known East Coast University that handled vials of liquid.



## The Beginning of a Strategic Partnership

When Griffith contacted JWC in 1994, he had some specific requirements. "We had looked at a number of shredder and grinder type suppliers, but most of them made stuff that was way too big for our machines," said Griffith. "We got some positive feedback from JWC and decided to give them a try."

JWC was up for the challenge to help S&G find an appropriate grinding solution for their machines. "We talked with JWC about our objectives for the machine, and they ended up specifying a piece of equipment that might fit," said Griffith. "I remember sending samples to their shop, and they did some grinding tests for us. We came up with a cutter profile that seemed to work best for the vials we were processing at the time." The grinder that eventually made its way into the Vyleater was a 3-SHRED with 7-tooth cam cutters, optimized for S&G's grinding requirements.



JWC recognized the importance of collaborating with S&G to form a partnership for environmental success. By strategically working with S&G, JWC was about to lend quality, innovation and global leadership to strengthen S&G's brand and operations for the Vyleater.

## Changing with the Times

In recent years, the market for the Vyleater has expanded from mostly cytology test vials to urinalysis specimens. S&G sells the machine to drug screening labs, which test urine samples from commercial companies and rehabilitation facilities. According to Griffith, a good-sized lab can process anywhere from 2,000 to 5,000 specimens a day, which all need to be disposed of properly. "Manually opening up the specimens is a job no one wants," he said.

The urinalysis samples are more corrosive than cytology tests and are housed in heavier plastic containers. "We went back to JWC and said, 'we need to do something that will hold up to these new conditions, and using stainless steel will be too pricey,'" said Griffith. JWC came back with a more aggressive grinding option to tackle the plastic vials, and devised a solution to Griffith's cost concerns: the housing of the grinders is nickel-plated, while the cutters are all stainless steel so they won't rust. The end result is a Vyleater designed for the more challenging urinalysis applications.



## On Going Service

The majority of the Vyleater machines S&G sold in the early 2000s, are starting to show signs of wear from daily use for more than 15 years. JWC was quick to implement their streamlined service policy to support S&G's customers.

When a customer notifies JWC of a Vyleater with a grinder requiring maintenance, JWC builds a new grinder to the customer's specifications and ships it directly to them. That means the customer can continue to use their unit while the new grinder is created, and swap it out when the new 3-SHRED arrives. The Vyleater remains operational throughout the process, and the customer can budget and plan the grinder swap around their schedule. "It really minimizes the amount of downtime my customer's experience," said Griffith. "I really like that."

As a strategic partner, JWC took the time to understand each and every one of S&G's goals. JWC was able to create a customized program that met S&G specific needs, offered priority service all while efficiency servicing from a single account.

*JWC Environmental is a world leader in solids reduction and removal system for municipal wastewater collections, headworks and bio-solids operations. We offer our legendary Muffin Monster grinders and Monster Separation Screening systems, IPEC industrial screens and FRC DAF systems to solve unique wastewater processing situations.*

*JWC Environmental also services commercial and industrial applications with our Monster Industrial, IPEC and FRC products. We are ready to take on challenging size reduction problems in industrial processes as well as help customers run efficient and compliant industrial wastewater treatment operations.*

*JWC Environmental is headquartered in Santa Ana, California, and has a global network of representatives, distributors and regional service centers to provide customer support. For more information, visit us at [www.jwce.com](http://www.jwce.com).*



**Headquarters**  
2850 S. Red Hill Ave., Suite 125  
Santa Ana, CA 92705 USA  
toll free: 800.331.2277  
phone: 949.833.3888  
fax: 949.833.8858  
email: [jwce@jwce.com](mailto:jwce@jwce.com)



[www.jwce.com](http://www.jwce.com)