



Case Study

Waste compactor switch produces results

New equipment is helping one of the world's leading suppliers of electrical distribution and automation control products and services to drive down its waste management costs whilst boosting the earning potential of its recyclable materials.

The Scarborough site of Schneider Electric, which invested in two Greenbank GB16 balers in July, has already seen financial savings both in the purchase of the new machinery and in its operation.

In addition, the company is enjoying a number of additional benefits thanks to the new kit including reductions in the amount of labour, time and space it requires.

To cap everything, as Schneider's on-site Maintenance Engineer Paul Vasey comments, the new compactors have also opened up the possibility of a new revenue generating waste stream.

"We've been experimenting with compacting chemical drums in the new machines that we have triple-rinsed with harvested rainwater and which we can then sell on," he said.

"As we were able to purchase two of Greenbank's balers for the price of the one we already had, we have also saved money."

Paul added: *"My job is to reduce expenditure in as many ways as I can so as far as I am concerned we are in a win-win situation!"*

Adrian Saltmarsh, Greenbank's Area Account Manager, said that it was great news to be working with a world-renowned business and that Greenbank had beaten off stiff competition to win the contract.

"We were able to offer a competitive price for better quality machines than the one they were already using and could also provide a good level of service and support including on-site training for staff operating the machine," he explained.

"The package we developed was carefully put together to match Schneider Electric's needs," Adrian added. "We pride ourselves on the individual approach we can offer our customers."

The benefits that Greenbank identified in its proposal for Schneider Electric were aimed at providing the best waste compacting solution for the best price. The GB16 machines not only had a bigger capacity than the site's existing compactor, they were also more automated and easier to load – with resulting labour savings. A 'bale full' warning system helps both to take the guesswork out of operating the machine and also enables it to produce consistently sized bales, which are more attractive to recyclers.

As the machines use an electro-hydraulic system as opposed to an air-based pneumatic one, they are also quieter to operate. In addition, the GB16 is a robust, long-lasting system.

Paul Vasey concluded: *"Greenbank's proposal offered us a simple-to-use system at the right price. They were very helpful with the installation and we are very pleased with the way things are working."*

