



# Improving ROI and Efficiency for Waste Processors & Recyclers

Discover How Greenbank Recycling Solutions Can Make Your Waste Cost Less.



**With nearly 30 years' experience in the waste management industry, we've noticed that many waste recyclers face common challenges. Some of these are internal, while others arise from working with waste equipment suppliers who simply don't fit the bill.**

Here at Greenbank Recycling Solutions, we do things a little differently. We're dedicated to offering the highest professionalism to all of our customers. We do this by combining great customer service with industry leading machinery.

Our team is driven by offering an amazing experience. That's why we're always taking the time to listen to the challenges waste recyclers and processors are facing. By doing so, we can regularly update our products and services so businesses like yours can help others manage their waste more efficiently.

This brochure will discuss some of the common challenges waste recyclers face, with a breakdown of how our range of high-spec, modern equipment can help alleviate these challenges.

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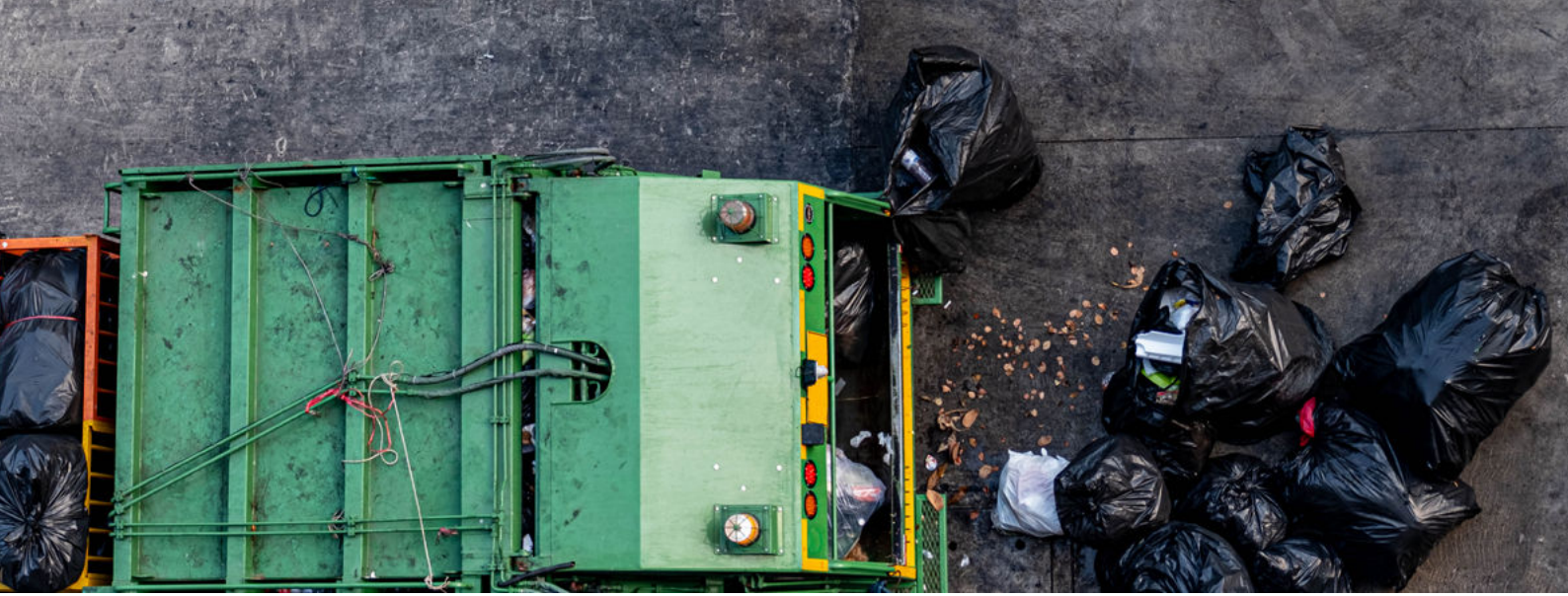


# The Most Common Challenges and Issues Faced by Waste Management Companies

Every industry faces challenges and waste management is no different. After working with many waste processors and recyclers through the years, it's clear that many of them feel the same frustrations.

Before telling you about the different products and the services we can offer, here are some of the common challenges we've seen waste management businesses suffer from — both internally and with waste equipment suppliers.





## Unnecessary Downtime

Redundant processes, poor quality control and machines regularly breaking down lead to unnecessary downtime, which is prevalent in the waste industry. Here at Greenbank Recycling Solutions, we offer a range of solutions to help you tackle these problems. [Check out our service plans and live statistics](#) to find out how.



## Too Many Poor Waste Management Processes In Place

[Effective waste management processes](#) are vital for enhancing your brand reputation, retaining compliance and improving cost-effectiveness. However, many waste recyclers find it difficult to promote these processes to their customers. We can offer training to help you change this.

Here at Greenbank Recycling Solutions, we're experts in helping businesses reinvent their entire waste management process so they can see value across the entire production chain.

# Examples of Challenges Waste Handlers and Resellers Have Felt From Waste Suppliers:



## Poor Quality Products and Machinery

Without the right machinery, it'll always be difficult to succeed. After speaking with many waste processors over the years, lots of them raise the same problem — “The machinery we’re being supplied with isn’t making customers' lives any easier.”

That'll never be the case when working with us. [We offer a wide range of quality machines](#) and we'll always provide you with a solution that's right for the job at hand.

And, if your customers ever find our machines difficult to manage, we'll send out one of our friendly engineers who cover all areas of the UK to provide all the support you need.



## Safety Challenges

Disposing of certain types of waste can present safety challenges. Most of the time it's because the correct procedures aren't in place or machinery doesn't have the capacity to deal with these materials.

We've helped many businesses improve their safety processes and implement the right machinery for both collection and onsite to alleviate their challenges.



## Transport and Collection Issues

Many waste recyclers suffer from inconsistencies in collecting waste. This means their waste equipment isn't at maximum capacity, making it difficult to see a return on investment.

Greenbank Recycling Solutions can help you overcome these issues and ensure your machinery is always at the right capacity. All of this is made possible using [intelligent software designed by Bramidan](#).

This intelligent software is aimed to help you and your customers make the most out of your equipment by allowing you to make faster and better decisions, plan your collections more efficiently, reduce costs in the operation and minimise your impact on the environment.

Bramidan software can integrate with all of our waste machinery, and various other brands. The type of machinery we have in stock and can supply include:

- ✓ Millsize, mid and small vertical balers
- ✓ Semi-automatic balers
- ✓ Fully automatic balers
- ✓ Static compactors
- ✓ Portable compactors





Whether you only intend on supplying a few balers and compactors or an entire fleet of machines, our monitoring solution will give you and your customers valuable efficiency benefits. This helps you with:

- **Data collection:** Gain a clear understanding of fill levels and bales ready for collection. This will ensure you can quickly remove any challenges you face when transporting and collecting and be sure machines are always operating at maximum capacity.
- **Visualisation:** Effectively monitor the performance of machines and gain oversight into how much waste is being processed in different locations. This will allow you to maximise payloads and regularly improve to minimise downtime.
- **Interaction:** Regularly receive notifications on how much the machines are being used. This will provide direction when improving processes on different sites and ensuring maximum output too.



[Learn more about Bramidan Intelligence by watching this insightful video](#)



# What Do Our Customers Have to Say About Bramidan Intelligent Software?



The BRA-IN system helps us to optimise and minimise daily transports of waste. Typically, this means a saving for our customers on transport of between 15-20% compared to older equipment.

– **Bent Pedersen**, Chief buyer at Stena Recycling

So, you might be interested in finding out more about our machinery or purchasing some for your customers. But what does the journey to success look like? Read on to find out the support we offer, from the initial installation to ongoing project management.



# **A Breakdown of How Your Partnership with Greenbank Recycling Solution Would Work: From Purchase to Installation**

Once you've decided which types of waste machinery is suitable for you and your customers, you'll be passed over to the capable hands of one of our project managers.

They're responsible for handling equipment orders once any sales are in place. They'll work closely with you and your customers during pre-installation site visits. As well as this, the project manager will arrange the transport of deliveries and ensure our installation engineers pay you a visit at a time that works best for you.

Here's a visual representation of how your journey to success will look should you decide to partner with Greenbank Recycling Solutions:

# The journey to success







# Details On the Sales Support We Can Offer Your Business

We're committed to offering ongoing support to waste recyclers. Once our equipment has been installed on your customers' sites, we'll offer our advice and guidance so you can continually sell our machinery to any new or existing customers.





**This is made possible by providing all of your sales team with a waste equipment guide. This has been created by our team of technical advisors.**

By keeping this guide close, your team will have a quick reference for machine dimensions and performance information.



Our marketing team is on hand to create specification sheets in your branding, which will come in handy when prospecting with new potential customers.

We'll also supply you with assets such as videos and images of our equipment you can use on your site.

The combination of our industry-leading machinery, excellent service and ongoing support to ensure you can continue selling machinery as you look to the future is the reason we stand out — we're ready to get the ball rolling when you are.

# Schedule a Training Day With Our Experts So We Can Showcase Our Range of Expertise

Making waste more efficient is what we're good at here at Greenbank Recycling Solutions. If you're a waste handler or recycler looking to provide the best types of equipment to your customers, our range of machines fit the bill.

We understand that investing in new machinery is no small matter. You want to be sure it'll be right for you and your customers and, most importantly, help others manage their waste in the best way possible.

To give you a clearer picture of who we are, the services we offer and how we can help businesses like yours with your waste, we'd love to arrange a training day between our team and yours.

The training day will give you more insight into all of the sections covered in this brochure and give you the perfect opportunity to understand how our partnership could help you achieve outstanding results. Sounds interesting? All you need to do is get in touch below and our friendly team will be on the case right away.

[GET IN TOUCH HERE](#)