



# Waste Management

How to Become More Cost-Effective  
and Retain Quality



**Waste management is a highly important process that can be, unfortunately, brushed over. For small business owners, it's becoming more and more crucial to have waste management solutions and policies in place.**

**Why is it so important? So we can be more sustainable as a society, create less waste and have minimal impact on the planet - which helps in many ways.**

By 'greening' our businesses, we create a more ethical and sustainable economy, which is better for the planet and for us. On top of that, more and more customers want to do business with sustainable organisations. However, policies like these must be efficient without losing out on cost-effectiveness. It's worth finding out how to deliver on both fronts.

On top of that, waste management costs shouldn't affect growth. Retaining growth for a small business is about providing an excellent service across the board - without it eating into your bottom line. Quality must be kept high and costs manageable.

This golden rule might seem a little difficult to achieve, but it's highly possible when you create the right circumstances for success.

This guide will cover how to balance the costs of waste management for small businesses, ensuring the correct and compliant service is delivered without causing any financial issues.

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# What Are the True Costs of Waste Management?

Pricing waste management might be the last thing on your mind. If you haven't researched or implemented a compliant waste management policy, the price of something like waste disposal could be shocking. Here are the costs you must consider.

## Landfill Tax for Small Businesses

The Landfill Tax is paid by any business which disposes of waste in landfill. It's a smart incentive for businesses to lower the amount of waste they produce to minimise yearly overheads.

While the tax can incur significant costs for larger businesses, small businesses may not have to pay it regularly. Depending on the type of business, the smaller it is, the less likely they'll need to use landfill. There's an environmental incentive as well - the increasing costs of burying waste is encouraging businesses to recycle more. Plus, it also helps create a more trustworthy company image. A company that cares for the environment is fast becoming a strong selling point and advantage for small businesses.



In 2018, the Landfill Tax rate was set at **£88.95 per tonne** and in 2020, it increased to £91.45, meaning the price of burying waste looks set to increase.

This means there's a financial imperative for being a little wiser and more eco-friendly with your waste. Common packaging such as paper, types of plastic and even polystyrene is all recyclable. On top of that, 60% of all rubbish in the UK that ends up in the dustbin could be recycled. This represents a huge amount of savings across the board, both financially and environmentally.

## Waste Disposal Costs

To dispose of waste, businesses are also required to pay gate fees which are set at around £20 per tonne according to a report by the Waste Resources Action Programme (WRAP).

The Chartered Institute of Procurement and Supply released research that showed waste disposal costs can account for anywhere up to 5% of a business' turnover. There are also the costs of waste collection, bin hire and waste transfer charges to contend with.

Most companies will generally have a contract from a commercial provider. This may range from a couple of wheelie bins to skip units. Small businesses may also incur extra costs from services such as waste transport, which aren't cost effective because they don't produce a high volume of waste.

This means they may need to look for an efficient fix that can solve both problems.



## Unlawful Waste Disposal Penalties

By not adhering to the UK's waste disposal regulations, you could find yourself with a hefty fine or in the worst-case scenario, facing a jail sentence. These are the possible consequences of any regulation breach:

### **Duty of Care offence**

For example, if waste is stored incorrectly or it happens to cause environmental pollution.

**£300 fixed penalty** notice or prosecution with a **maximum £5,000 fine.**

### **Waste receptacle offence**

For example, leaving waste bins outside of collection times.

**£110 fixed penalty** notice or prosecution with a **maximum £1,000 fine.**

### **Failure to produce a waste transfer note**

When moving non-hazardous waste off your premises, you need a waste transfer note and keep a copy for two years.

**£300 fixed penalty** notice or prosecution with a **maximum £5,000 fine.**

### **Fly-tipping**

If you're caught illegally dumping waste, you could be fined up to £400 on-the-spot.

**£400 fixed penalty** notice or prosecution with an **unlimited fine and up to five years' imprisonment.**

To avoid charges and fines such as these, it makes sense to invest in proper waste management tools (which we'll get onto).



## Unlawful Waste Disposal Penalties

Skip hire is a common pain point for small businesses. This is a very common charge small businesses have to fork out for. The price of skip hire depends on many factors, such as the company you're hiring from or the size of the skip itself.

For example, the cost of a small skip can vary from £90 to £130 per week. A large skip may set you back anywhere from £150 to £240 per week.

The efficiency of a skip is directly affected by how much you can fit in it. So, simply throwing waste into the skip isn't a great use of space. The more space is taken up by a smaller amount of waste, the sooner you may need another skip or even increase the number of skips you need overall.

**As you can see, the true cost of waste management will be different for everyone as it's dependent on individual factors. Learning how to adequately cut costs while remaining compliant with UK waste regulation is crucial. That's why you need to invest in the right waste management solutions to make sure you save money across the board.**

# How to Cut Your Costs (and Remain Compliant)

Reducing costs while retaining efficiency isn't impossible. You just have to find the right way to do it. No method will be universally applicable as all businesses and the amount of waste they produce will be different.

However, there are some ways you can reduce your costs.

## Five Ways to Reduce Waste Management Costs

- 1. Reduce the volume of waste:** By using machinery solutions such as a baler or compactor, the waste you produce can be compacted which means you can fit more into a limited space. Not only is this space-efficient but this can also help increase cost-efficiency on transportation costs.
- 2. Separate liquids from packaging:** If your waste involves liquids, it's wise to separate any of them from the actual waste product - such as PET bottles or aluminium cans. This will make this type of waste more easily recyclable, which means reduced landfill costs. However, this isn't applicable if you're using a specific waste management machine, such as certain types of compactor - some are self-cleaning and have a fully-enclosed units, meaning no liquid separation is needed.
- 3. Review your overall waste:** What are the sources of your waste? Are there any you could eliminate? This could mean a complete switch from paper to digital or reassessing whether waste could be utilised for longer. This is one of the easiest ways of reducing waste management costs and will help towards becoming more sustainable.
- 4. Reduce polystyrene waste:** Polystyrene is one of the most common waste sources for small businesses, especially those that implement a packaging process or order in raw materials. Many people don't realise that polystyrene is recyclable and it's easily done with the right machinery, such as a polystyrene compactor. As polystyrene is mostly air, it can be reduced in size by up to 50%.
- 5. Weigh your bales:** If you're using a baler, weigh your bales. By recording the exact weight, you can manage your logistics more effectively. If you know the exact weight, you could then reduce fuel costs, manage transport and develop more accurate reporting of recyclables.

## The Importance of Investing in the Right Machinery

Most of the previous points can only be successfully implemented through the use of the right machinery. Balers and compactors are the most efficient means of dealing with waste or recyclables.

While they vary in cost, with the choice of being upfront, lease hire or rental, they also help you become more cost-efficient over the years because of the use you'll be able to get out of them. Lower transport costs, lower landfill costs, lower environmental footprint - what's not to like?

**Let's explore some of the key machinery you could invest in.**



### Vertical Balers

Vertical balers are the perfect accompaniment to any small business. They effectively compact waste into bales, which can help to reduce your overall business waste by up to 90%.

Balers work well in small retail and industry spaces where they have a small footprint and can produce 30 to 60kg bales. Larger balers suit companies that have a frequent flow of recyclables and work to improve on-site safety and reduce labour costs.

By baling recyclables, you can increase profits by selling these easily-handled waste materials. Mill-size bales command the best rates as the material does not need to be reprocessed.



## Polystyrene Compactors

There are many benefits to recycling polystyrene. For example, waste size reduction means space is saved. Recycling this waste product decreases the amount of fossil fuels produced so by doing this, you're helping lower your carbon footprint.

Polystyrene compactors are an easy way of increasing the cost-effectiveness of your waste management. Investing in a polystyrene compactor presents an additional revenue stream for your business. The market is currently ready and waiting for polystyrene blocks.

Compactors work by pressing a large force onto the polystyrene waste to 'compact' it. From here, compacted blocks of various sizes are made (depending upon the machine and your preference). Machines like these are very low maintenance and once you've created enough blocks, they can be collected and paid for by the recycling company of your choice.



## Semi-Automatic and Fully Automatic Balers

Semi-automatic and fully automatic balers - two sides of the same waste-efficient coin. These types of balers are larger than vertical balers and so are more suited to companies with higher waste production.

In terms of cost-efficiency, does a baler represent a positive effect on your ROI? The answer is yes. For example, when Greenbank Waste Management installed a HPK 50 baler at a site in Newark, it created 32,000 bales over four years, the equivalent to 15,000 tons of cardboard.

In 2019, the price of a tonne of baled cardboard ranged from a high of £63.50 to a low of £12.50. This means the average price of cardboard for that year was roughly £44. By baling and selling 15,000 tonnes of cardboard valued at an average of £44 per ton, that's a revenue stream of £165,156 per year.

As you can see, investing in a baler is the perfect way of becoming more cost-effective, without affecting the quality of your organisation's work.





## Portable Compactors

If you have a varying amount of sites to cater to, a portable compactor is a wise choice as its small size makes it easy to transport. The best models come with the ability to be configured differently to suit the needs of each business. This means you can change the feeding hoppers, hopper lids, bin-lifters or remote-control adaptations - according to your specific circumstances.

**Now you're familiar with some of the useful waste management machinery that's available, you may be asking "but surely, the upkeep of this machinery is where the real cost is?" Let's explore that question.**

# What Are the True Costs of Waste Management?

The upkeep of any machinery is needed to keep it in tip-top condition. Similar to putting your car through its MOT, it can achieve greater efficiency over a longer period of time, improving your overall financial health. Now, upkeep is a cost - but it's needed. Without regular preventative maintenance, you may struggle to retain the cost-efficiency of a machine. Essentially, machine maintenance is an important part of any waste management strategy.

After all, it's much cheaper to keep the same car running smoothly for years than buying a completely new one every six months.

## Contracted vs In-House Engineers

Waste management solution providers are likely to provide good machinery, but when it comes to servicing those machines, your options are few and far between. Most companies hire contracted engineers to fix machines, which can present an issue - if the waste management machinery has been custom-manufactured, contracted engineers may not know it as well as the manufacturers' own engineers.

That's why the best waste management solution providers employ their own teams of service engineers who know the workings of the machines inside and out. After all, in-house engineers work for the company that built the machines, so it's them who will know best.

They'll have experienced a wide range of engineering challenges related to their machines and know the right solutions. Plus, response times are likely to be faster too. This is because you can directly contact the engineer through the company, rather than going through multiple communication channels and people.

## Choosing the Right Waste Management Solution Provider

The right waste management solution provider is one that can help enhance each part of your waste management journey. Delivering the machinery, the expertise and the dedicated servicing is everything you need to have a quality and cost-effective waste management strategy.

For example, at Greenbank, we operate our own Alcumus SafeContractor Approved team of engineers. They're involved in installation, training, maintenance and attend call-outs throughout the UK.

We also pride ourselves on the quality of our training and support services. When we set up your machine, we'll also teach you how to correctly follow the recommended procedures, rather than leaving you to your own devices. This is so you can learn the best practices for the individual machine, how to take care of it and extend its use and efficiency. We believe that sharing knowledge is the best way to get the most out of our waste management solutions and we take pride in providing it.

**Overall, creating a good waste management policy, remaining compliant with UK regulations and investing in the right machinery pays for itself. It also represents a reduction in your time spent on waste management, as you'll have every process accounted for. This leaves you to focus more on your brand, growth and developing new forms of revenue.**

**Need some advice on your waste management journey?  
Keep reading to find out how we can help.**

# Ready to Find the Right Machines?

If you're interested in discovering the specific types of machinery on offer, explore our products today. From static and polystyrene compactors to many types of balers, we've got the right waste management solutions for any small business.

Our machinery is designed to help you get the most out of your waste management. Like the Bramidan B3 Baler which is perfect for small businesses due to its small footprint, single phase power, low height and ability to compact both cardboard and plastic. Or the Cobalt SC1100 polystyrene compactor, a robust and low maintenance single phase-powered machine able to reach high compaction ratios, giving you an extra revenue stream.



If you're interested in creating a cost-effective waste strategy, explore our range of machinery by clicking the button below.

[VIEW OUR RANGE OF PRODUCTS](#)

If you want to find out more about what Greenbank can do for your business in terms of machinery or servicing, get in touch. We're here to make your waste cost less.

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