



# Think you can't afford a baler?

A guide to why, in 2022, you can't afford **NOT** to have one



## Introduction

**By Riverside Waste Machinery's MD, Jonathan Oldfield**

Recycling is very much on the radar of the masses in the UK. As mounting environmental pressures – on businesses of all shapes and sizes – continue to rise, there has never been such a keen eye on companies to 'be green'.

Sustainability issues are certainly in the spotlight – with constant eco protesting from the likes of Greta Thunberg, and programmes such as Blue Planet growing in popularity, awareness of volumes of plastic 'rubbish' is arguably at an all-time high.

And it isn't just the levels of plastic which are under scrutiny – businesses are now being held accountable for all waste materials produced, including cardboard and paper that can easily be sorted for recycling.

The latest report from the Department for Environment, Food & Rural Affairs (Defra) shows that – despite this increase in environmental knowledge – the recycling statistics for the UK are now in fact worse than five years ago.

With figures showing that the rate has stagnated between 43% and 46%, this means that the Government will in all probability fail to meet its key target – set by the EU – of recycling or reusing 50% of all household waste by the time 2022 is out.

## Something has to change

However, the economic climate is not at its strongest currently – largely due to the lengthy and problematic issues which have surrounded Brexit over the last few years. And, it is generally considered that possessing an 'eco conscience' comes at a significant cost to a business, which undoubtedly deters many from making the necessary changes required.

To put it bluntly, we would all love to save the planet, however people have companies to run and bills to pay – there needs to be a balance between the two. But, if everyone did their bit, the UK would perform so much better as a nation, on the subject of recycling.

This guide will take a look at why an investment in a waste baler doesn't have to break the bank, and explore the different procurement options available to make the process as easy as possible.

**So, if you think your business can't afford a baler, I urge you to think again...**

## Jonathan

## The role of baling in recycling

Most companies produce 'waste' on a daily basis – whether this be cardboard, plastic, paper, excess food or other dry recyclables. Ultimately, it has to be dealt with. Of course, the real ideal is that it wouldn't be produced in the first place. However, there will always be a certain amount created – and that's where balers come in.

Put very simply, a baler reduces the volume of excess packaging waste. By pressing recyclable materials into manageable bales, companies can safely handle and store sensible amounts of recyclable materials, while enabling ease of transportation from a site.

And although waste collection fees will vary across regions – and depending on the material category in question – they are usually calculated according to the volume.

**Reducing the size, therefore = a lower cost to the firm.**



## Building a business case

An outright investment in baling equipment naturally requires an upfront cost but, on average, a return on investment will be seen in less than 18 months.

With our baler prices ranging from **£2,450 + VAT up to £50,000K + VAT** there is something available to suit organisations of all shapes and sizes, and with varying budgets.

In situations where customers prefer to hire machinery instead, we offer fully maintained rental options too. And with hire agreements starting from as little as **£15+VAT per week**, savings can be experienced within the first month.

### Sound too good to be true? It isn't.

It's true that the numbers will vary from firm to firm – as every organisation's waste handling scenario is different.

But looking at sample business cases will make it easier to build your own.

Below are a couple of examples to consider.



### Scenario 1:

Logistics firm Company ABC produces clean polythene and general waste. Currently this waste is co-mingled in one skip, which is collected by an external waste management contractor on a weekly basis, before being transferred to a materials recycling facility.

#### Current waste collection costs

1 x £360 skip lift per week  
Or  $52 \times £360 / 12 = £1,560$  per month

By separating the clean polythene from the general waste, the number of skip lifts per month will be halved.

Monthly saving = £720 per month

#### If hiring a suitable baler for £199.33 per month:

$£720 - £199.33$  rental = £520.67 saving per month

OR

#### If purchasing the baler outright for £7,000:

$£7,000 / £720$  per month savings  
= payback period in less than 10 months

This is before any material rebate figures are included within the calculation. Neat polythene bales can generate anything from £55 - 150 per tonne, depending on commodity market values at a specific point in time. Such revenue yield would drastically accelerate the payback period to an even more enticing figure.

### Scenario 2:

A rubber manufacturer handling 60 tonnes of materials per week is left with a vast amount of packaging waste, including cardboard and plastic film.

#### Current cardboard collection costs

1 x £151 skip lift per month

This expenditure can be avoided entirely if the cardboard is baled for recycling instead. With a mill size baler, the team can produce 2-3 bales per week, giving the potential to yield a revenue of approximately £50 per week, or £200 per month (based on a conservative rebate figure of £35 per tonne, however, the market constantly fluctuates and the commodity value has been known to both rise above and fall below this amount).

Net monthly benefit = £200 revenue + £151 skip lift savings  
= £351 per month

#### If hiring a mill size baler for £199.33 per month:

$£351 - £199.33 = £151.67$  net saving per month.\*



## What's right for you

If opting to purchase your baler outright, the advice is to complete meticulous due diligence to ensure that your baler is built to last. Ideally this will include a package complete with operator training, customer service support and ongoing maintenance expertise – for maximum machine optimisation. Availability of cost-effective spare parts is also important, and ease-of-maintenance will avoid costly downtime.

The best way to verify what your 'deal' will truly look like is to ask these questions at the start, watch the machine in action and better yet, speak to reference clients for organisations' personal experiences.

Don't forget, if you prefer, you can spread the cost of your investment with a rental agreement, to benefit from the same great technology, plus inclusive routine servicing and maintenance support, all for one affordable monthly payment.

Whichever route you choose, factor these figures into your business case to help clarify the payback period you can expect.

## Other things to consider

Whether hiring or buying a waste baler, cost savings aren't the only thing to think about. In addition, having an efficient piece of waste machinery on site ensures a neater factory, with less risk of fire due to carelessly stored waste.

And going back to recycling targets, you can comfortably state that your company is 'doing its bit' in the fight to protect the planet – however small that may seem in isolation.

In short, with the right machinery provider on hand for support, the addition of a baler should be a seamless, savvy and cost-effective transition that boosts your business' bottom line.



## What now?

Hopefully, the information contained within this quickfire guide has made you think about the procurement of a waste baler for your firm, and why now is the right time for you to seriously consider investing – either in one sum or over a period of time – in efficient waste machinery.

If in doubt, ask a waste baling expert for a steer, to help you with your decision.

**It really doesn't have to cost as much as you think...**

To discuss your waste baling requirements in detail, receive help in building a business case or to simply begin the conversation about improving your approach to recycling, please contact Riverside Waste Machinery on

**01423 325038**

or email

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