



**AT YOUR DISPOSAL:**  
GETTING WASTE TO WORK  
HARDER FOR YOUR BUSINESS.

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01

# THE STATE OF WASTE MANAGEMENT

The world of waste management is evolving. For so long, manufacturers were happy for waste management companies to support a site by simply removing waste regularly enough to keep day-to-day processes ticking over.

For many this is still the case. With the UK producing over 60million tonnes of waste each year and manufacturers facing increased scrutiny over their environmental footprint, Health, Safety, Environment and Quality (HSEQ) and Insourcing managers must find alternative ways to operate and reconsider their waste management strategy.

## ENVIRONMENT

Energy use in manufacturing produces

**24.2%**  
OF GLOBAL  
GREENHOUSE  
GAS EMISSIONS

(Source: Our World in Data)

In addition to the unnecessary costs, poor waste management contributes to climate change, air pollution and can affect many ecosystems and species. With waste at landfill sites creating methane and the transport of waste releasing carbon dioxide into our atmosphere, there's an unseen amount of damage being done because of poor waste management processes.

That is why there is a shift in many companies towards cutting their carbon footprint and ensuring no waste ends up at the tip to cause lasting damage. More of the world's leading manufacturers are realising their waste can be used to produce heat or electricity, replacing the energy produced by fossil fuels.

Meanwhile, if they recycle more, the need for more materials to be extracted from the planet is reduced.

This is just the beginning, as the world has become more environmentally conscious there is now a greater push to eliminate the use of plastics on sites, in offices and beyond. This puts a greater responsibility on companies to ensure their reputation isn't damaged because of poor waste management strategies.

In recent years, the world's largest manufacturers, such as Coca-Cola, Nestlé and Unilever have been named the biggest polluters worldwide. While those companies are big enough to withstand consumer expectations, others can be severely damaged by not doing what is right for the planet.

Additional pressures arise through regular auditing to meet occupational and environmental standards, requiring a delicate balancing act to still provide smooth manufacturing processes.

Even the biggest manufacturers struggle to meet environmental obligations, with the smallest of processes on a production line potentially having the biggest impact. While HSEQ and Insourcing managers work tirelessly to achieve compliance and understand the requirements of the frameworks, the solutions to ensure continued best practice aren't always clear.



PRODUCE

## 6 MILLION TONNES OF PLASTIC WASTE EVERY YEAR<sup>1</sup>

What is clear is that manufacturers can no longer depend on general waste disposal services alone. Thankfully the benefits of total waste management not only combat the impact of these external pressures but also provide multiple advantages to manufacturers across a vast range of industries.

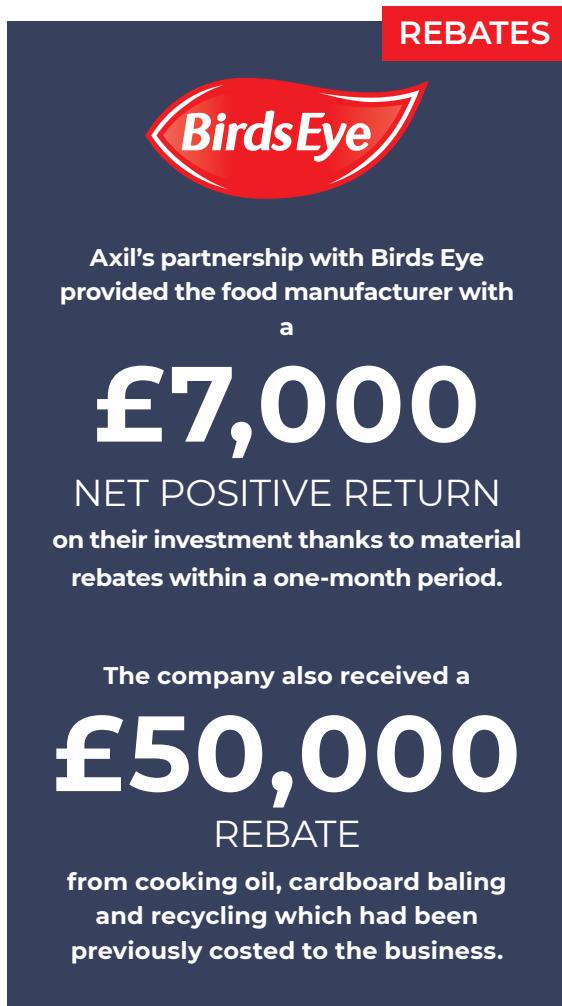
There are steps that can be taken to combat these threats and negative impacts and an experienced and skilled waste management provider can guide companies through this process.

<sup>1</sup> According to the Ellen MacArthur Foundation

02

## THE UNTAPPED VALUE OF WASTE

Many manufacturing businesses are happy for waste management providers to simply meet their collection SLAs and their compliance requirements and while most understand that value can be derived from the waste they produce, there are thousands of businesses still not unlocking its true potential.



Axil's partnership with Birds Eye provided the food manufacturer with a **£7,000** NET POSITIVE RETURN on their investment thanks to material rebates within a one-month period. The company also received a **£50,000** REBATE from cooking oil, cardboard baling and recycling which had been previously costed to the business.

**REBATES**

**Birds Eye**

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### Commodity Rebates

To maximise revenues from waste, some waste management providers will actually store waste such as metals and wait to sell it for a price when its market value is at its highest. Doing this, however, requires the resource, processes and the know-how to remove contaminants and properly segregate the various grades of materials – something a good total waste management company can provide.

By adding these processes into the waste cycle, manufacturing waste can become a valuable commodity and lucrative revenue stream. With the right waste management support on board, manufacturers can secure access to global and domestic export markets to get a true market value of those segregated waste streams. In some cases, rebates can even cover the whole cost of a site's waste management spend.

### A Green Reputation

Many manufacturing businesses have already implemented greener processes, including a "zero to landfill" strategy alongside robust recycling targets. Now, it's about taking that step further to do everything possible to reduce carbon emissions in every part of the business.

Part of that push is done by segregating various waste streams and minimising the amount of general waste produced. By separating waste, more items that can be recycled are found or returned to the business to be reused, helping to create a circular economy and reduce carbon use. This also reduces the frequency of visits, mileage covered, and emissions produced by refuse vehicles. It's this method that has led a prominent pharmaceutical company to save in excess of six figures with waste retrieved and treated for reuse.

Recycling and improving environmental credentials can also help manufacturers to build a reputation as a company that cares about the environment and in many cases can even assist in securing business and winning new contracts.

It's here where the start of reducing plastics begins, as companies strive to become "plastic free" in offices right through to manufacturing sites. When home appliance manufacturer, Whirlpool partnered with Axil, they not only removed plastic from their canteens, but also changed the raw materials they used in the manufacturing process upon discovery of how harmful they were to the planet.

Going green is a continuous effort, something which can be pushed further through sustainable waste management processes.

#### **Is it time to audit your waste?**

Many businesses use outdated waste management processes that, put simply, are no longer fit for purpose in today's climate.

To improve processes, leading manufacturers are now considering waste management as an integrated part of their wider manufacturing processes; because waste management is a full-time operation that requires constant measurement and tweaks to ensure its effectiveness to the manufacturing output.

A comprehensive audit can identify if products can be produced with different raw materials while highlighting potential new ways of disposing of waste along the line. It can also uncover additional opportunities for waste to be separated for re-use or recycling or stored ready to maximise trade value.

**When Axil implemented segregation-style bins in the offices of Whirlpool and introduced continuous bin liners, recycling levels increased, and the company saw an**



It's also possible that low-level non-compliant processes are being missed on some of the biggest sites. For example, Axil recently identified a company that stored used aerosol cans in close proximity to hot areas of a production line causing risk of explosion. To combat this particular problem, Axil implemented an enhanced process using vented drums to eradicate this risk.

Even for the most experienced members of staff in charge of waste management, a fresh perspective can reduce costs, optimise manufacturing operations, reduce labour costs and unlock hidden profits from waste.



**Whirlpool partnered with Axil as they required a total waste management solution to manage their streams in two of their large UK locations. In just 12 months, Axil achieved Zero Waste to Landfill, reduced their general waste by 10 tonnes a month, and**

**INCREASED REBATE BY  
£200,000  
PER ANNUM**

# O2 RECONSIDERING BEST PRACTICE OF WASTE MANAGEMENT

Understanding the best practice for waste management is to know that it is more than just removing waste from a site to be disposed of. There are various intricacies and nuances in relation to waste streams that require comprehensive management from a specialist team.

To ensure waste streams are handled effectively, the best manufacturers are looking to the advantages found in total waste management solutions.

## The Importance of a Contract Manager

A good total waste management provider will supply a dedicated contract manager to ensure processes are streamlined and regularly monitored to ensure innovations are constantly reviewed and tasks are held to account. They may even lead an on-site team in ensuring day-to-day tasks are completed. This could include everything from bin dives to communicating with local supply chains for disposal or rebates.

Contract managers make life easier, as they offer vital consultancy based on their many years of experience in the waste industry and their ever-expanding knowledge of the client's operation. Many contract managers will stay with an account for years, building a deep understanding of processes and all waste needs.

Furthermore, a contract manager will work closely with HSEQ managers to ensure waste processes comply with environmental standards. Not only that, but good contract

managers will be in regular contact with finance and customer service departments, ensure waste management processes run smoothly..

While some companies deploy a contract manager that works with 20-30 clients at a time, it's vital that businesses know their contract managers have the time to dedicate to all sites. This means they can focus solely on the company, delivering continuous improvement plans and be agile enough to provide out of hours services if waste volumes rise suddenly and can assist with disaster



By having a dedicated contract manager, LEVC diverted

**175 TONNES  
OF WASTE  
FROM  
LANDFILL**

with 90% of all current waste now recycled, a goal reached in the first quarter of the partnership with Axil.

recovery.

As manufacturers outsource their waste management, expertise is insourced to them without the hassle of recruitment, an added benefit for any business.

### **Waste Management Department**

Some large manufacturers are opting to use total waste management partners that will provide site operatives and on-site management to effectively become their embedded waste management department – allowing them to concentrate on their core activities and production processes. This allows the manufacturer to concentrate on their core activities in the knowledge that their waste management provider is working in their best interest without the need to increase staffing headcount.

With an embedded team on site, they can help educate all staff across the business to create a smooth transition to better waste handling. By putting information in the form of posters or screens around site or hosting workshops, the dedicated team can share their expertise and highlight the importance of everyone's involvement.

As with any department, it's vital to report on the ins and outs of waste streams.

Manufacturers are now expecting regular reports, updated every 24 hours, offering a bespoke look on costs, volumes of waste or recycling, how it's measured against KPIs, carbon reporting and more.

Waste handlers working on multiple sites should be flexible enough to provide data across individual sites as well as full group data. With cloud technology and customer management systems commonplace, the biggest manufacturers now expect this information to be readily available. This is something that any good waste management service can provide.

It's important to place waste as an essential part of your facilities management processes and see it through the same lens as operations like cleaning and security, which are typically outsourced to expert companies to get the best results. Waste can make you money. It is therefore vital that it's handled and disposed of by specialists to ensure maximum revenues, as well as avoiding unnecessary safety or environmental risks.

### **Disaster recovery**

## **CAPTURED**



**tonnes of  
METAL**



**tonnes of  
GENERAL  
WASTE**



**tonnes of  
HAZARDOUS  
WASTE**



When a large manufacturing site suffered an arson attack on their site, Axil put a plan of action into place to get the site back to order. During the eight-day clean-up operation, the team of five created segregated waste streams.

## Raising the Standards of Waste Management

The most effective waste management operations require an entirely holistic approach which takes into account continual improvements for disposal, compliance, recycling and rebates — ultimately making improvements to the manufacturing process as a by-product.

This starts with a 24/7 bespoke customer portal that features live information of service delivery. The best systems typically feature information on monthly waste volume comparisons, the latest progress towards businesses targets and even set tasks for staff members to complete. Helping businesses further, it should also feature a document suite featuring compliance, HSEQ documents and auditing documents to ensure manufacturers stay on top of accreditations – while helpfully giving easy access to these documents when audits arise.

Raising standards also requires out of hours support. Changes can often be made at various stages of the manufacturing cycle making current waste solutions obsolete quickly. A dedicated waste management team can take that problem out of the company's hands and recommend new solutions with minimal disruption to the business' output.

On sites that handle some of the most hazardous materials, incidents can happen at any time. Upon such an event, a dedicated waste management team can clean up the site and ensure the safety of the site for staff to return to work.

For an added benefit to a business, contract managers are usually provided as part a total waste management solution, meaning they are contracted to them and not the business, allowing you to access their expertise without the hassle of recruitment.

## FOOT MILES

### TYPICAL WASTE TOUCH POINTS



**It's important to consider "foot miles" because waste can often have 6-7 different touchpoints through 3-4 waste processes before reaching its final recycling destination.**

**Reducing double handling by cutting 2 out of 3 touch points can create a 66% efficiency improvement, while reducing labour and other costs.**



# 04.

# CHECKING YOUR WASTE HEALTH

## QUESTIONS



- 1. Do you have a single waste management partner?**

Yes  No



- 2. Are you achieving your environmental targets?**

Yes  No



- 3. Are you looked after by a dedicated Contract Manager? Do they proactively support you with continuous improvement ideas?**

Yes  No



- 4. Do you have simple and transparent reporting that you understand?**

Yes  No



- 5. Are you receiving income from your waste?**

Yes  No

To unlock the value within your waste and ensure your business is using industry leading waste management practices, it could be time to check your waste health. Better understanding of your waste can be achieved by asking yourself five simple questions:

Axil offers a total waste management solution that not only provides a hassle-free approach to waste management but can also help the business to profit from waste streams and encourage a complete culture shift across the business.

**Get in touch** with the specialist team at Axil today for a **free, no obligation** waste audit which will provide a range of both short and long-term benefits to your waste management system.

## ANSWER KEY

<b>1-2</b>	<b>NO ANSWERS</b>	Speak to Axil to improve your waste management solutions
<b>3-4</b>	<b>NO ANSWERS</b>	It's time to reconsider your waste management system
<b>5</b>	<b>NO ANSWERS</b>	Your waste management solution requires immediate review with Axil

# ABOUT AXIL INTEGRATED SERVICES

Axil is a specialist provider of waste management solutions to a wide range of industry sectors across the UK. With a deep understanding of manufacturing sectors from automotive and pharmaceutical to food and drink production, our team of experts use innovative total waste management services to drive costs out of businesses and reduce their environmental impact. By taking control of waste streams, Axil helps companies achieve and maintain environmental standards, remove costs, and assist with their corporate social responsibility strategy.

Axil can support your business in achieving the following certifications:



## START WITH A WASTE AUDIT

A well conducted site audit will provide opportunities to develop plans for reducing waste, increase recycling, recognise potential revenue streams, improve compliance and H&S and drive out costs.

### What a Waste Management Audit explores:

- Your waste streams
- Levels of recycling
- Waste to landfill
- Treatment of hazardous waste streams
- Alternative treatment methods
- Current service levels and service schedules
- Waste/recycling container types and utilisation
- Internal methods of waste segregation and handling
- Current onsite waste movements
- Potential rebate opportunities from waste materials
- Reporting and benchmarking.

Following our comprehensive audit, you will receive a bespoke proposal outlining the recommendations your business can take to reduce waste, improve manufacturing processes, create revenue and more.