



Manufacturing
Case Study

The Value in Commodities



Highlights

- **Commodity trading of high value materials**
- **Zero waste to landfill**
- **83% of all waste is Recycled**
- **Circa 1,300 tonnes of material p.a. managed by UKWSL**

One of UKWSL's key customers in the manufacturing sector has 3 decades of experience in manufacturing components to the furniture industry.

In this time their product range has expanded greatly to cover a wide variety of full and process sheet material, vinyl wrapped furniture doors and furniture fittings. Through continuous investment, their production process uses the latest technology, offering quality products in short lead times. Their ultimate goal is to be the best supplier in the furniture industry.

UKWSL's mission is to be the Waste Management Company of choice. We're a different kind of corporate that cares without compromise. The synergy between the two companies was one of the key factors that made UKWSL the contractor of choice.

Overview

Commodity Trading In A Circular Economy

Natural resources, including materials, water, energy and fertile land are the basis for our life on earth. Humanity's rapidly growing consumption of these resources is causing severe damage and we are exhausting all natural resources so need to find alternative solutions as to minimise the impact. To continue to thrive on this planet, we need to become more sustainable so that we are able to protect our natural resource base and eco-system. Today, we extract and use around 50% more natural resources than we did just 30 years ago. This equates to approximately 60 billion tonnes of raw material per year.

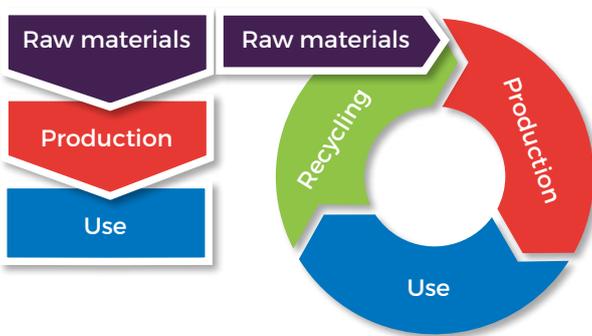
Our customer generated 1,280 tonnes of waste in 2019. A significant portion of the material is recyclable and therefore, needs to be given a second life through the circular economy.

A circular economy is an alternative to a traditional linear economy in which we keep resources in use for as long as possible, extract the maximum value from them whilst in use, then recover and regenerate products and materials at the end of each lifecycle. The circular economy is important because it creates sustainable opportunities for growth, helps to reduce waste, drive greater resource productivity and delivers a more competitive economy. By realising the benefits, businesses are also positioning the UK to better compete with international markets, address emerging resource security issues and reducing the environmental impacts of our production and consumption. Our strategic partnership approach allows us to focus strongly on the circular economy.

Linear economy



Circular economy

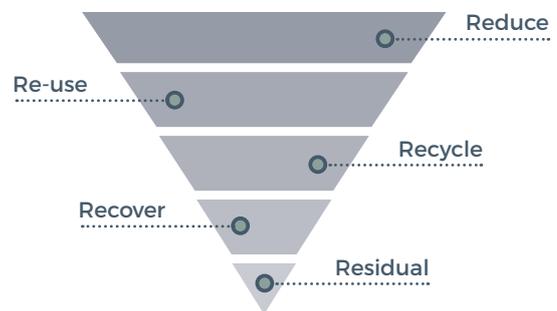


By utilising the guiding principles of the circular economy and by embracing a true partnership our customer recycles more than 80% of all waste material generated. Nearly half of all waste recycled has a commodity value for our customer. These materials are no longer looked upon as waste. They are a by-product of the production process with a fiscal value for our customer.

By utilising the outsource delivery model, UKWSL has the flexibility to source suppliers who offer our customer maximum financial returns for their commodities. Our supply chain team conduct regular reviews of the commodity markets to ensure our customer continues to receive the best possible financial returns for their waste materials. UKWSL's waste solution is tailored to fit our customer's needs.

Inverting The Waste Hierarchy

UKWSL takes an alternative approach to some of the other waste management companies in the marketplace. Not owning bins, trucks and facilities provides us with the flexibility to source the highest quality and best-fit service providers for our clients. We are very conscious that a lot of innovation happens in the smaller regional businesses. We are focused on bringing the best of this to our clients. UKWSL has a track record of engagement with our service partners to deliver operational success, landfill diversion and improved recycling rates that exceed customer expectations. The benefit of the outsource model is that UKWSL can work with contractors to deliver the highest quality of service in each part of the country. We are not limited by our own operational capability. The result of this approach is that UKWSL have delivered a 'zero landfill' solution to our customer.



By focusing on the waste hierarchy all key stakeholders can clearly define the difference between 'Reuse', 'Recycling' and 'Recovery'. This means that our account management and supply chain teams are able to focus on the upper tiers of the waste hierarchy which supports our customer's long term sustainability strategy. UKWSL's vision and commitment means that we are always reviewing services to seek continuous improvements. UKWSL supports our customer to raise awareness and educate staff about the global and local challenges we face in regards to waste management and the environment. Engagement and awareness are fundamental in delivering successful change and creating a new culture where we consider how our behaviour affects the environment we all live in.

Value For Money

When UKWSL talks about 'value for money' we mean that best value for money is defined as the most advantageous combination of cost, quality and sustainability to meet customer requirements.

Cost means consideration of the whole life cost.

Quality means meeting a specification which is fit for purpose and sufficient to meet the customer's requirements.

Sustainability means economic, social and environmental benefits.

We strongly believe that by embracing the guiding principles of the circular economy and the waste hierarchy UKWSL are providing our client with a 'value for money' commodity led service solution. Our partnership approach and commitment are one of the key factors that differentiates UKWSL from others in the market. UKWSL's proven model for success can be replicated with other clients in the manufacturing sector.