



# A Buyer's Guide to Waste Balers

The largest and most comprehensive range of baling presses to suit all types and size of businesses



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Organisations that have never before considered a waste baler are taking control of their waste and converting their dry recyclable materials into manageable bales. But if you're new to waste baling how can you know which machine is right for you? And if you're looking to upgrade your existing model, where do you begin when reassessing the marketplace?

There is a vast array of suppliers and machines available, so this helpful guide steers you step-by-step through the procurement process, and provides recommendations as to what you should consider and look out for along the way. It's important to remember though that there is no 'one size fits all' machine. However the industry is here to help, so if you need some more advice or have any questions pick up the phone and ring a baling expert for more information.



Our 10,000 sqft demonstration facility and warehouse is conveniently located at junction 48 on the A1.

# Identifying the need for a waste baler

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You may have heard that the advantages of waste baling are numerous, but how can you identify if your organisation could benefit? Here are some key things to consider:

- ✓ Could a large proportion of your waste be recycled?
- ✓ What impact are legislative developments having on your organisation and are you upholding your obligation to responsibly handle your waste?
- ✓ What are your waste collection and disposal costs and could this financial outlay be avoided?
- ✓ Do the ever-increasing landfill tax and associated charges worry you?
- ✓ Do you have waste storage issues?

There is no single profile to describe the company that will most benefit from a waste baler. Our clients vary from small to medium sized family-owned firms, to organisations that form part of a much larger corporate network. However the common theme is that they're all handling packaging materials, in volumes ranging from a few kilograms per week up to tens of tonnes per day.

So, organisations that a waste baler may be suitable for include manufacturers, wholesale and warehouse units, distribution and freight forwarding firms, skip companies, re-processors, hotels, retailers and offices, but the list is ever-growing.

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## Welcome to the RWM 40

Latest addition to the Compact baler range, this unit is very well suited to the consumer market. Designed specifically for small retail outlets, schools, takeaways and in situations where space is at a premium.



# Company-specific considerations

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If you think a waste baler could help you better handle your waste, what things do you need to consider before researching the marketplace?

- ✓ Material type – there are balers suitable for an array of dry recyclables including cardboard, paper, plastics, PET bottles, foil, aluminium, fibrous materials such as cotton or wool
- ✓ Material size and volume
- ✓ Space available
- ✓ Throughput required, i.e. how quickly would you need to handle the waste
- ✓ End-user/marketplace requirements.

Whilst it is important to consult industry experts who can advise on the best baling solution for your requirements, use your answers to the above questions to form your desired machine specification and do not lose sight of the initial criteria you set out to meet.



## Introducing the RWM 60

The RWM 60 offers a compact solution to the ever-increasing packaging regulations and costs incurred with your day-to-day waste disposal. With its ease of use and ergonomically designed feed aperture, the RWM 60 allows both companies of large and small volumes to best deal with their waste disposal.

# Technological considerations

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Armed with an insight into your company-specific requirements, there are some additional technological considerations that should be made before researching the waste balers available in the marketplace:

- ✓ Ease of loading – e.g. an ergonomic loading height makes it easier and simpler for the operator (which saves time and is better for their posture), and generally a larger opening is preferable especially when handling large materials such as cardboard boxes
- ✓ Safety features – look for machines that contain inbuilt features to protect operators, e.g. mechanical or automatic bale ejections. CE certification and an EU declaration of conformity also demonstrates the level of standard required
- ✓ Maintenance requirements – even the most robust machines should be periodically serviced to ensure optimum operation
- ✓ Bale sizes and weights – machines offer flexibility to suit varying client requirements.



## Introducing the RWM 250

The RWM 250 offers a compact solution to the ever-increasing packaging regulations and costs incurred with your day-to-day waste disposal. With its ease of use and ergonomically designed feed aperture, the RWM 250 allows both companies of large and small volumes to best deal with their waste disposal.

# Benefits of waste baling

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If you decide to invest in a waste baler, what benefits become available to you?

- ✓ Waste volume reduction saves on storage, handling and transportation costs
- ✓ Recovered recyclables means less waste going to landfill. This ensures the avoidance of ever-increasing landfill charges, and also supports the UK's attempt to meet environmental targets too
- ✓ In diverting waste from landfill, companies are demonstrating a more environmentally responsible approach to their waste, therefore improving their 'green' credentials
- ✓ Compressed waste presents less of a fire risk
- ✓ It is possible to generate additional revenue due to the commodity value of recyclable materials such as baled cardboard and plastics.



## Introducing the RWM HZ 70T

A competitively priced horizontal baler that incorporates ease of operation and a robust design. For Riverside, the focus is ensuring clients achieve a maximum return on their investment, whether the priority is waste volume reduction, on-site space saving, cost efficiencies, the satisfaction of environmental responsibilities or additional revenue yield.

# Return on investment

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Increasingly organisations are recognising that it is possible to yield revenue – rather than incur costs – when dealing with waste. Therefore it is important to consider whether a return on investment can be achieved when purchasing a baling machine.

If all of an organisation's waste would otherwise be going to landfill a ROI calculation would be more straightforward. However in reality there is no uniform formula because there are so many factors to consider, such as skip charges, landfill charges, the proportion of waste that is recyclable, and the ever-varying commodity values of materials.

In very simplistic terms though, two scenarios have been provided to illustrate how the return on investment could be considered:

## Example one

A company producing one tonne of cardboard per week could rent a mill-sized baler from £50 a week. So based on a rate (for instance) of £85 for a mill-size cardboard bale, it is possible to generate revenue of £35 per week. Additional savings may also be recouped as a result of reduced waste collection and disposal costs.

## Example two

If a company bought a baler outright for £7,750, one tonne of cardboard per week would generate £368 in a month (figure based on 4.3 weeks per month and the same £85 rate for a mill-size bale). A return on investment (based on the commodity value of the recyclables alone, and not even considering the waste collection and disposal savings) could be achieved in only 21 months. Some businesses will of course see a much quicker return.

These figures are for illustrative purposes only and are subject to change. Please contact the Riverside Waste Machinery team to discuss specific figures at the time of your research.

# Top tips

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If you think that a baler could add value to your approach to waste management then here are our top tips before you commence the procurement process:

- ✓ Seek the expertise of experienced machine specialists who can match a solution exactly to your needs.
- ✓ Select a provider who can deliver ongoing machine servicing and maintenance expertise – a dedicated customer support function helps to ensure investment longevity.
- ✓ Perform due diligence and assess the quality and experience of the engineers.
- ✓ Ask for an indication of lead time, especially if you are upgrading your baler. Some companies cannot afford to be without a machine so if the provider cannot be as reactive as you would like, this could have a significant impact on your waste handling capabilities and costs.
- ✓ Consider the wider industry expertise of the provider, for example the possibility of further integration with other machinery or material specialists allowing for expansion of your waste management operation if required.
- ✓ Before you sign on the dotted line, ask for the contact details of a variety of existing clients so that you can speak to them for references.



## Introducing the RWM 500

The RWM 500 mill size baling press has been designed on the basis of utilising capacity loads, for both shipping containers and general transport. This is a preferred choice for recyclers and industrial users alike. Mill size bales achieve the greatest income due to maximising transport.



# Can Riverside help?

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Some clients have a very specific understanding of the machinery they require, whereas others seek specialist guidance as to the waste baler that will best satisfy their needs.

Thankfully Riverside Waste Machinery offers the UK's most extensive range of baling machinery – with 17 models in the range – for an array of dry recyclables. The team also provides spare parts, a comprehensive selection of consumables and tried-and-tested servicing expertise, ensuring a long-term resource to support your waste management strategy.

For Riverside, the focus is ensuring clients achieve a maximum return on their investment, whether the priority is waste volume reduction, on-site space saving, cost efficiencies, the satisfaction of environmental responsibilities or additional revenue yield.



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