



# Wetsuit Outlet



## Background

Established in 2004, Wetsuit Outlet is now Europe's largest supplier of watersports clothing and equipment. Since its inception, more than two million orders have been shipped – thanks to its commitment to offering quality products at competitive prices, and keeping great customer service at the heart of it all.



## The Solution

As a large – and constantly growing – operation, cardboard and plastic waste is also in large supply as a result. The company had always used an open skip for both, but as the output of material began to rapidly increase – and costs as a result – an alternative option was required.



## The Challenge

Knowing that a baler was the answer to the issue, Mark Rogers, Facilities and H&S Manager at Wetsuit Outlet, began to look at various baler providers, but felt that Riverside was the only firm that fulfilled their requirements, at a very competitive price.

Following advice from Riverside's MD, Jonathan Oldfield, the company invested in two balers – the RWM 500, for cardboard, and the RWM 75 model, for plastic.



## The Results

The RWM 500 bales approximately 90-100 bales of cardboard each year, with the RWM 75 processing around 40-50 bales.

Each month, the compacted materials are collected by an external recycling company that pay Wetsuit Outlet a rebate amount for the bales.

A service and maintenance package is in place for both machines, and the machinery has given the company better control of its waste, ensured a safer site (reducing the risk of fire), and enabled the firm to earn money from its baled materials.

Mark comments: "I couldn't thank Jonathan and the team enough for all their help and management surrounding the machine installs. What was previously 'rubbish' being disposed of at a great cost has been turned into a benefit for us – plus we know that we're recycling as much as we possibly can and helping the environment as a result!"

Want to discuss the business case for your waste handling scenario?

Contact us via **01423 325038** | [sales@wastemachinery.co.uk](mailto:sales@wastemachinery.co.uk) to discuss your requirements.