

Free business owners guide for choosing waste and recycling services

Read this guide and you'll discover 10 things every business owner should consider before signing a waste or recycling contract.



Dear Business owner,

Choosing a waste and recycling provider isn't easy.

Why? Because you are overwhelmed with advertising detailing complex technical systems and truck types, confusing claims about environmental performance and simply bad information.

From super-low prices with hidden increases, lock in contracts that roll without you expecting and high-pressure sales – to non-existent customer service and low recycling performance – how do you ever find the best waste and recycling supplier for your business.

You start by listening to this free recorded message. In this fact-filled message, **you'll discover ten things every business owner should be aware of before signing any waste or recycling contract.**

We wrote this guide to help you better understand the waste and recycling collection options available to you. Now, with this information, you can make an informed, intelligent decision so you can help the environment whilst minimising your costs.

And of course if you have any questions about waste or recycling options for your business, you're invited to call us at 1300 WASTER or visit us at Waster.com.au. We've dedicated our business to educating consumers. We'll be happy to help you in every way.

**Cordially,
Waster.com.au**

Waster.com.au – “waste services for smart businesses”.

Waster.com.au was founded with the objective of delivering low cost, reliable waste and recycling services to small and medium Australian businesses under the same terms and conditions that previously only major national chains enjoyed. To help support your business, we base our services on a no risk month to month contract that ensures you will never be locked into a contract that does not suit you.

Let's get into those 10 things to discover before signing that contract.

#1: Recycling can often be cheaper than throwing everything in the rubbish bin.

This is often true. Most State governments have implemented levies on dumping waste at landfills and this really increases the cost of disposing of rubbish. You may have noticed lots of waste trucks talk about “resource recovery” or something similar. This can really be true. Think how much your waste would be worth if it was full of recyclable materials like cardboard, aluminium drink cans or in an extreme example – Gold! The more valuable materials can be taken from waste and recycled – the more you “waste” could actually be worth.

This means that you can often save money on your waste service by increasing recycling. Pulling paper, cardboard, cans, plastic bottles etc. out of your rubbish and into a recyclable bin can really reduce your total costs.

#2: How long do you want to sign a contract for?

It is really important that you think about how long you will be in business at your current location and whether you value a stable long term contract or would prefer a month to month basis. It is a bit like a mobile phone contract – some like a multi-year contract, and some prefer the freedom of a pay-as-you-go. No one can really tell you what is right for you.

You also need to check if there is any roll-over clause in the contract in front of you? You do not want to be stuck in a contract that does not suit you.

#3: Is your bin the best size for your business?

We know that your business will have busy and quiet periods and that sometimes your bin will be full to overflowing and other times half empty.

Getting a bin that is too big or picked up too often will increase your costs if you do not need it. It will probably take a bit of guesswork at the start and then refining to get your collection schedule and bin size best suited to you. You need to ensure your waste company will help you with this.

#4: Can I book additional services when I have a busy period?

Just think about a restaurant on an exceptionally busy day when there is a festival or party booked. You may need additional services booked quickly.

It is very important to find out how prompt your supplier will be in answering these requests and whether you will be charged more?

#5: Will my prices increase over time?

The answer to this one is: yes, probably!

Check the small print of the contract in front of you – how long is the pricing you have been given valid for and how often or for what reason can it be changed. Are you still held to the contract if prices increase significantly? You really need to check this detail.

If state governments continue to increase waste levies – then naturally your waste costs will increase. This makes it even more important to keep a close eye on the detail and engage a trustworthy supplier.

#6: Can I use my environmental performance for advertising?

Of course you can! This is something big businesses do all the time – think of airlines being carbon neutral or something similar.

Recycling lots of the waste produced can appeal to your customers. Lots of shoppers prefer if their favourite café is socially responsible and looks after the environment. Can your chosen waste provider help you with this and maybe give you some stickers etc. for your shop window to show how well you are performing.

#7: Are some landfills better than others?

This one will get a bit technical and some of the various waste providers you speak to will claim their landfill is the friendliest to the environment.

At the end of the day, recycling is the best first step as it prevents waste from entering a landfill at all. However, some landfills really are better than others as regards greenhouse gas emissions.

As your waste decays it emits greenhouse gases that can negatively affect the environment. Think like methane produced by cows in a field.

The best landfills capture this gas and either flare it or in the best cases generate electricity from it to light homes and businesses. This means power stations do not need to burn more carbon fuels to power those same homes and businesses. Pretty interesting eh?

#8: My supplier claims my General Waste is recycled – can this be true?

Yes – this certainly can be true to a certain extent. Some of the major waste companies have invested in systems to sort and filter your rubbish to remove recyclable

commodities before the waste is sent to landfill. This can greatly reduce the end quantity being dumped and so helps the environment.

#9: People have been talking about bin weights and density – what is that about?

Waste in Australia is a strange business. Your waste is generally collected by volume- that is cubic metres but is disposed of by weight – that is tonnes.

Your waste provider will estimate the average weight of your bins when giving you a quote. This is important for them as the weight of the bin will have a big impact on the cost of performing the service.

This can often explain why one business is paying more for their seemingly similar waste service than another – it could be that they have really heavy rubbish!

#10: Why would I want a lock on my bin?

This is a simple one but can be very important.

As a business owner you have to pay to dispose of your waste. Without a lock someone else can put rubbish in your bin and you end up paying for it!

Just think have you ever put rubbish in your neighbours bin at home when yours is full? Of course you wouldn't!

Thanks again for reading – we hope this will be helpful in making an informed decision.

Waster.com.au has been designed for smart businesses and we believe ensuring our customers are informed will help them make the best decision on picking their futures waste supplier.