

# Transforming business models through industrial symbiosis with NISP®



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30 October 2015

# Agenda

- Our Journey
- What has Changed?
- Diversification
- Inputs and Outputs
- Impact of New Business
- What Next?

# Our journey

## 2004

- £4M turnover
- 45 employees
- Serving manufacturing sector
- Losing market to manufacturing flight overseas – if no manufacturing, no waste flows to capture



## 2015

- £12.5M turnover
- 70 employees
- Leading UK's Al recycling sector
- Leading Al cans recyclers in the UK. Nobody does what we do.

# What changed circa 2004?

- Competitive threat to domestic manufacturing base from Far East
- Import of finished products
- Turnover declined by 10%, operating profit by over 40%
- Highlighted the need to Diversify

# Diversification with support from NISP

- New input market identified: Aluminium cans
- New client: Local Authorities
- New technology: Processing Equipment, Facilities
- New policy that drives the market: producer responsibility obligations

Result: New Supply Chain and Increased Sales Outlets

# 2015 – inputs & outputs

- Aluminium UBC from MRF



- Aluminium Long Length Scrap from Manufacturing









- Shredded UBC



- Shredded Aluminium Extrusion



# Impacts of new business model through industrial symbiosis, 2015

-  Turnover from £4M to £12.5M
-  Employees
-  Operating margin
  
-  Landfill 24,000 tonnes per annum
-  Virgin materials 1,316,800 tonnes per annum
-  CO<sub>2</sub> emissions 212,040 tonnes per annum

# What Next?

- Investment in new site
- Investment in new plant
- Several ideas about how to reduce Landfill further.



# Thank you



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