

Client overview

An established FMCG company had a small post-consumer waste-stream of 40 tonnes per annum of mixed plastic and metal waste fragments. Whilst they had an existing supply chain to separate / recycle the material, they were keen to reduce the energy and processing required for this activity. They wanted to explore the upcycling of the waste-stream into materials for shop-fittings, displays or containers that could be used in their retail outlets. They also wanted to know if their waste could be used to make end-products that could be used by consumers. The client was seeking UK-based companies and organisations, to minimise carbon footprint associated with shipping abroad, that could support their recycling and sustainability goals.



The search

SAL initiated a partner search to identify organisations already developing products and materials that could incorporate mixed waste streams as part of a circular economy.

Solutions were identified from the building sector, decorative industries and consumer products sector. Insights on ways to reuse the waste were also gained from SAL's expert network in combination with secondary public information. Potential partners were screened by SAL to prioritise those that could reuse the mixed waste with minimal processing and utilise the quantities generated by the client. SAL filtered out those that could only use the plastic components but not the metal, or could only handle small volume waste streams. All findings were delivered within 6 weeks and SAL presented a summary of the technology/process, materials used, any IP and resulting end-products and prices where available.

"...really quite excited and pleased with options provided..."

"...conversations went really, really well - right on the mark!"

Outcome

Over 50 potential UK organisations were identified by SAL and further filtered to deliver a **detailed overview of 16 potential partners**

7 were prioritised for immediate contact with 4 more to follow up at a later date by the client

Within weeks, the client quickly progressed discussions and proceeded to put agreements in place with 1 of the partners