AN OVERVIEW OF THE WASTE MANAGEMENT SECTOR IN 2012 BY UK TRADE & INVESTMENT IDENTIFIED THAT:

The value of goods and services produced by the sector in 2010/11 was over £12 bn;
The sector employs about 150,000 people (up 8.2% in the last 12 months);
The recycling sector alone now generates more than £10bn in sales, employs 30,000 people and generates £3bn in gross value added (GVA).

Importantly, the sector is expected to expand, with the UK Treasury forecasting growth of 3.1% for waste management and 4% in recovery and recycling for 2013/14. As a result there is a lot of expectation on the sector to make a major contribution to the Government’s green growth.

As a result, opportunities exist in:

• Innovative collection systems to preserve the quality of waste material;
• Obtaining value from recyclate;
• Re-processing of recyclate and waste streams to bring about the use of waste materials in new products;
• Efficient treatment of residual waste as an energy source;
• Residual waste refuse derived fuel (RDF) and solid recovered fuel (SRF) production to satisfy countries with excess thermal treatment capacity (over 1.9 million tonnes are permitted for export by the Environment Agency);
• Delivery of shorter-term local authority contracts and contracts based on specific waste streams across municipal and commercial sectors.

To address these opportunities, organisations in the resource efficiency and waste management sector will need to continue to work together to develop new ways of doing business, responding to each other’s needs, and meeting the demands and ambitions of customers in wider commercial, retail and industrial sectors, across the entire waste hierarchy. These challenges are discussed in this special i2i Events Group report on the ‘UK Resource Efficiency & Waste Management Market’. The following pages examine the impact of present and future European Directives, which determine how waste policy will develop in the UK, and provide an overview of the present state of performance of the UK Nations. The report is a compilation of the views of some of the leading players in the waste and resource industry. It brings together their insights on potential opportunities offered by the UK, with research conducted by Ricardo-AEA to provide a comprehensive overview of resource efficiency and waste management in the UK.

Organised by i2i Events Group, RWM in partnership with CIWM, is the UK’s and also Europe’s largest event in the industry. We hope that you find this special report useful and look forward to seeing you at our must attend event of the year.

Chris Murphy
Deputy Chief Executive Officer
CIWM

Despite the prolonged economic downturn, the overall waste management market has seen significant activity, mainly driven by EU Directives, especially the Landfill Directive; the Landfill Tax escalator; the rising values of materials and recognition of the role of resource efficiency; and the circular economy.

INTRODUCTION
OVERVIEW

EU Directives play a key role in the development of the UK resource efficiency and waste management sectors. The revised EU Waste Framework Directive has brought the waste hierarchy to the forefront of waste policy and sets a target for 50% preparation for re-use or recycling of household waste for all Member States by 2020. The EU Landfill Directive requires that waste sent to landfill is virtually eliminated by the same year, an aim clearly supported and underpinned by the EU Roadmap to a Resource Efficient Europe.

UK interpretation of the Directives is evidenced in national waste strategies for England, Scotland, Wales and Northern Ireland. Each outlines long-term ambitions for waste prevention, separate collections of materials and a wider focus on promoting the value and quality of resources collected for re-use, recycling and composting. Further initiatives exist at a voluntary level, shaping the industry and promoting best practice. Voluntary agreements such as the 3rd phase of the Courtauld Commitment, WRAP Hospitality and Food Service Agreement, and the Construction Commitment – Halving Waste to Landfill support the move towards zero waste in different business sectors. In addition, the Environmental Services Association’s (ESA) Code of Practice for materials recovery facilities (MRFs) and the Resource Association’s/Local Authority Recycling Advisory Committee’s (LARAC) End Destinations of Recycling Charter aim to improve quality and transparency in the recycling markets. Wider uptake of extended producer responsibility in supporting national waste strategies is expected, and will shape future waste collection and treatment solutions around Europe.

Furthermore, the role of resource efficiency, and a shift from linear to circular business models, including repairing and refurbishing items for re-use and reprocessing waste into new products, will not only retain the value of resources in the supply chain/economy, but will also offer environmental and economic benefits.

We all have a role to play in supporting the actions and policies. Elsewhere, action will need to be taken across the sector by local authorities and private waste management companies to boost provision for the separate collection of materials, and to increase the quantity and quality of resources that are recycled and composted. Waste prevention and re-use should increasingly become a priority in local decisions regarding investment in infrastructure, and additional opportunities exist for residual waste to be treated so that it qualifies as a renewable energy source, another clear growth agenda in the near future.
Ricardo-AEA spoke to Steve Lee, Chief Executive Officer, and Chris Murphy, Deputy Chief Executive, of the Chartered Institution of Wastes Management (CIWM) on what they thought were the EU policies that are expected to have major implications on waste management in the UK. This is what they had to say...

UK waste strategies and the legal framework for waste management in the UK are strongly influenced by the actions of the European Union. The major review by the European Commission of the legally binding targets set out in its three main waste Directives – the Waste Framework Directive, the Landfill Directive and the Packaging and Packaging Waste Directive – will be particularly significant. Among the options considered by the consultation is the extension of the existing waste targets to include specific waste streams not covered by the Directives such as wood, food waste and textiles. The consultation also suggests setting new targets that reflect environmental weightings (e.g. greenhouse gas (GHG) savings achieved through recycling) for different materials.

The CIWM would urge the Commission not to substantially change the 2020 targets in the various Directives because it recognises that businesses and public authorities have been planning for some time to deliver on these targets. To move the goalposts now would undermine the business planning and investment.

Setting more rigorous targets for all Member States will result in a two-tier Europe. Many, particularly new Member States, already have difficulties in meeting Landfill Directive targets. To make them more stringent will result in a gap between those that can and will strive to meet new targets and those that cannot, which is not in the interests of the EU as a whole.

The work the Government is carrying out to review the balance of competences between the EU and the UK is also of importance. An audit of what the EU does and how it affects the UK waste management sector will be part of this process. Waste and resources form only a small part of this audit as they have been overshadowed somewhat by topics such as water and marine cleanliness, biodiversity and noise. It is unfortunate that the brief is restricted to an analysis of the balance of competences, and developing public and parliamentary understanding, rather than producing definitive recommendations and policy. This can be seen as a lost opportunity to look at alternative models for the UK’s overall relationship with the EU, particularly at a time when it is an issue facing much public and political scrutiny.

Policy, in particular from Europe, affects how markets work and impacts on businesses and the commercial world more generally. This is particularly true of the waste management market in the UK, which is framed by regulation and taxation.
UK WASTE POLICY AND PERFORMANCE

Despite the EU legislative framework, which is a consistent policy driver across the UK, waste policy and strategy has developed at a different pace in England, Scotland, Wales and Northern Ireland. Each of the Nations has its own waste strategy and subsequent targets.

The following table highlights some of the targets set by each of the governments.

### Table: UK Policy and Targets

<table>
<thead>
<tr>
<th>Country</th>
<th>Policy</th>
<th>Targets</th>
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<tbody>
<tr>
<td>Northern Ireland</td>
<td>Toward Resource Management: The Northern Ireland Waste Management Strategy 2006-2020 Waste (Northern Ireland) Regulations 2011 Northern Ireland Waste Strategy is under review</td>
<td>Key targets for recycling and composting household waste are 40% by 2015 and 45% by 2020. New proposed targets for 2020: • 50% by weight of waste from households to be prepared for re-use or recycled; • 70% by weight of construction and demolition wastes to be recovered. Possibility of a statutory recycling target of 60% for local authority collected municipal waste.</td>
</tr>
<tr>
<td>Scotland</td>
<td>Zero Waste Plan for Scotland Waste (Scotland) Regulations 2012</td>
<td>Source segregation and separate collection of key recyclable materials and food waste from 2014. Landfill bans on separately collected recyclable materials from 2014. Biodegradable municipal waste is to be banned from landfill from January 2021. By 2025, all sectors are to prepare for re-use, recycle or compost 70% of their waste and a maximum of 5% of waste can be sent to landfill. Separate commercial and industrial (C&amp;I) targets to be confirmed.</td>
</tr>
<tr>
<td>Wales</td>
<td>Towards Zero Waste – The Overarching Waste Strategy Document for Wales 6 Sector Plans to deliver outcomes, targets and policies of the waste strategy. Waste (Wales) Measure 2010</td>
<td>By 2025, all sectors are to prepare for re-use, recycle or compost 70% of their waste. The statutory recycling target for local authority collected municipal waste is 70% by 2025. By 2019/20, the cap for limiting the amount of C&amp;I waste that goes to landfill will be 10% of total waste produced, reducing to 5% by 2024/25. Waste Measure enables Government to ban or restrict certain wastes from landfill.</td>
</tr>
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There is no doubt that Wales and Scotland are seeing real progress from setting higher targets and more stringent measures. Northern Ireland is likely to follow suit. However, policy in England is lagging somewhat behind. While LARAC describes this as "exceptionally weak with little or no direction", it does expect that England will ultimately have to follow suit.

Present performance by each country

The present performance of each country is set out in the map.
Growth is forecast by the UK Treasury to continue into 2014 at a rate of 3.1%, with higher growth predicted in more specialist wastes such as waste electrical and electronic equipment (WEEE).

In England alone, the wider waste industry deals with 165.1 million tonnes of material per year. The industry employs over 140,000 people; over a third of the jobs are with local authorities across a wide variety of professions.

Local authorities collect more than 26 million tonnes of waste in the UK every year, and have more than doubled spending on waste and recycling in the last 10 years (£3.2bn in 2011/12). This trend is set to continue, although at a more measured pace, with an estimated spend of £3.7bn by 2020.

Financial instruments and incentives are another key factor in the sector’s growth. The Landfill Tax, currently set at £72/tonne and increasing by £8 every year until 2014, combined with competitive gate fees for different treatment options have been instrumental in encouraging investment in higher stages of the waste hierarchy. The strongest growth is evidenced in material recovery, with growth for 2014/15 predicted at 4.2%.

The recycling sector alone generates more than £10bn in sales, employs 30,000 people and generates £3bn in GVA. Achieving the 70% recycling targets outlined in UK national waste strategies would create an additional 51,400 jobs, providing £2.9 billion gross value added contribution to the UK economy.

Top five UK waste and recycling companies by revenue (CIWM, Catalyst Corporate Finance 2012)

<table>
<thead>
<tr>
<th>Company</th>
<th>Revenue (£m)</th>
<th>% market share</th>
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<tbody>
<tr>
<td>Veolia</td>
<td>1,380</td>
<td>25</td>
</tr>
<tr>
<td>Biffa</td>
<td>840</td>
<td>15</td>
</tr>
<tr>
<td>Sita UK (Suez)</td>
<td>800</td>
<td>15</td>
</tr>
<tr>
<td>Viridor (Pennon Group)</td>
<td>712</td>
<td>13</td>
</tr>
<tr>
<td>FCC Environment (WRG)</td>
<td>497</td>
<td>9</td>
</tr>
</tbody>
</table>

Against a backdrop of austerity measures and a decline in UK production, the resource efficiency and waste management sector generates over £11bn per year and continues to grow.

Accelerating the UK’s transition to a green economy through investment in the resource efficiency and waste management market has been prioritised by the Green Investment Bank. For example, it recently published a report in which it stated that the UK anaerobic digestion (AD) market will require a capital investment of approximately £650 million and it is considering investing £50 million of its own debt financing in AD projects. The Renewable Energy Association stated that there is clearly a future for AD in the UK as EU Directives require us to stop landfilling organic material and push us towards alternative treatments, which certainly makes “AD the sexy new kid on the block” for potential investors.

There is no doubt that the renewables sector is still in its infancy and will need to be funded through the equity markets. Incredibly, the sector grew to 106MWe of capacity installed or in construction in the 2012 financial year – more than double that of 2010. However, the report highlighted that the industry was still “fragmented and young” with the top five operators accounting for less than 28% of the market compared with 71% in the offshore wind sector.

Other waste infrastructure continues to be developed, although the market is thought to be in a transitional phase due to a near total withdrawal of private finance initiatives/public-private partnerships (PFIs/PPPs) funding for large municipal residual waste projects. A number of wider policy measures and incentives are encouraging infrastructure development by subsidising the operation of plants, such as the Renewable Heat Incentive (RHI), Renewables Obligation Certificates (ROCs) and Feed-in Tariffs (FITs). Availability of finance for investment in waste infrastructure is also expected to become available through corporate, structured, asset and equity funds.

Investment in renewable energy and alternative technologies for the treatment of waste has also increased. Renewable energy outputs between July 2011 and June 2012 increased by 27%. With accelerated planning approvals for energy recovery facilities generating more than 50MW of electricity, further growth can be expected.


“Securing funding for new recycling infrastructure is crucial and local authorities must be prepared to share more risk as well as take value from the recyclates”

Richard Bellfield, FCC Environment

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The UK waste infrastructure landscape has changed dramatically over the last decade. Over 25 million tonnes of waste are now managed at state-of-the-art facilities. However, most analysts agree there is more to be built.

Since last year’s event, 25 new waste processing facilities have become operational, processing up to 2.2 million tonnes of residual, organic and recyclable materials a year. A further 4.9 million tonnes of processing capacity is under construction (see map), with a strong pipeline of facilities yet to be delivered.

Residual waste facilities under construction in England.

With this level of activity and development in infrastructure development, new projects have required greater levels of scrutiny and caution about feedstock prediction.

An analysis conducted by the Department for Environment, Food and Rural Affairs (Defra) showed that, with the current level of deliverable infrastructure, the UK will be diverting sufficient volumes of active waste by 2020 to meet the targets set in the Landfill Directive (35% of active waste landfilled in 1995). This led to a number of major schemes losing public funding in March 2013. However, the end of the ‘public purse’ should not mean the end of the line for waste infrastructure development.

Most commentators have agreed that the bar is set too low by the EU targets and more infrastructure is required to get all possible value out of our residual waste.

As the municipal solid waste that is collected by local authorities finds a home in new facilities, the commercial waste market, with as much as 11.5 million tonnes of waste going to landfill, remains splintered and underreported. Several large operators have confidence enough in this waste stream to fund merchant-capacity facilities from their own balance sheet.

In 2012, the UK exported 890,000 tonnes of refuse derived fuel and solid recovered fuel (SRF/RDF) and £5bn worth of recyclables overseas for energy recovery and reprocessing. This fact illustrates the value of waste as a global commodity and the interconnected marketplace we operate in.

With gate fees for SRF reported to be as low as €30/tonne in Northern Europe, it also makes financial sense to export waste and will continue to do so until attractive price levels can be delivered by new infrastructure. However, the certainty of affordable export is one of the main perceived risks for funders of domestic infrastructure, creating a vicious circle of undeliverable or expensive facilities.

One of the challenges for the resource efficiency and waste management sector will be to address this market failure and help operators commit feedstock for domestic processing (where practicable) so that the resource value and renewables benefit can be harnessed in the UK.

Similar approaches need to be taken by the re-use and recycling industry. An estimated 50,000 jobs can be created by recycling and reprocessing 70% of discarded materials by 2025. The potential market value of materials re-used and recycled in the UK is hard to estimate, but could be a significant contributor to gross domestic product (GDP) growth. A major market opportunity is the identification and development of sorting and reprocessing facilities that can help to close the loop in the UK.

As the marketplace becomes more crowded, it has never been more important to assess the competition for supply objectively. National-level analyses can be unhelpful to developers as regional infrastructure shortfalls are much more complex. Pursuing the wide range of market opportunities available requires careful assessment of risks and reward associated with locations and feedstock.
One thing they both agreed on was that the industry would provide major opportunities as designers, retailers and consumers recognise that what was once considered waste is now a resource. However, this can only be achieved if the industry supplies and uses quality materials.

“We will see more focus on the recovery of materials for re-use and remanufacture as part of a circular economy” said Ian. He went on to say “this will result in less materials going for export as more and more will be used within the UK”. The issue of exporting materials was also highlighted by Andrew. He commented that exports needed to be addressed immediately as “the huge amount of materials we are sending out of the UK not only deprives industry of a valuable resource, but also results in a negative perspective from the public’s viewpoint”.

Andrew said that a key component in developing the UK market will be the MRF protocol, which will become increasingly important in providing quality raw materials to industry and will go some way to counteracting the present situation. He suggested that a key element to support this change going forward is increasing knowledge “We need to raise awareness of the quality of the materials we are collecting to industry” and went on to say “we need to inform and assure manufacturers that they will receive a regular supply of quality material they can rely on.”

Ian commented that this emphasis on quality would lead to major changes in how waste management companies operate “We are likely to see waste management companies consolidate over the coming years, there will be fewer acquisitions and more emphasis on becoming a ‘good collector’ or a ‘good processor’ rather than a ‘we can provide any service you want’ type of approach. The emphasis will be on delivering quality materials.”

Ian expanded on this theme by explaining that there needs to be a more collaborative approach of joint working undertaken by the waste management companies, but not necessarily with the ‘usual suspects’. Instead, working with businesses that need materials for manufacturing, but do not want to be involved in getting them out of the waste stream. This, he suggests, is where the expertise of the waste industry comes in.

Ian concluded that this type of approach will “provide opportunities for innovative partnership working and ensure that the waste management industry can continue to play a leading role in the development of the economy for years to come”.

Andrew commented that despite the emphasis on the quality of materials for secondary processing being extremely important, we should not forget waste prevention for all types of waste, whether from commercial operations or householders. He said “We need to remind ourselves that waste prevention should be our main driver and must be at the forefront of our decision-making when considering waste issues. There are many examples of good practice in the UK, which we can all learn from and replicate to ensure that this is the case.”
MARKET OPPORTUNITIES
THE CIRCULAR ECONOMY

Marcus Gover outlines WRAP’s views on market opportunities and, in particular, the circular economy.

Our vision is one of a circular economy and one that, by 2020, has the potential to increase the UK’s net exports by more than £20bn and create 10,000 new jobs in the recycling sector alone, and where businesses could reduce their costs by more than £50bn/year.

Our work shows that these economic benefits really are attainable, and are ours for the asking if we are willing to rethink some of the ways we do business and take a new approach to the way we design, manufacture and consume.

Delivering that vision requires us to focus on safeguarding scarce materials by keeping resources in use for as long as possible (e.g. by re-using material when we are finished with it). This makes sure we get the maximum value from materials and it brings significant business benefits.

It is the complete opposite of ‘make, use, throw away, make another’ way we do things now.

The result would be an economic world which embraces and encourages more sustainable growth.

We believe the resource management sector has an important role to play here by showing real leadership. The sector generates more than £13bn a year in sales, employs more than 40,000 people and contributes around £3bn in GVA each year to the UK economy.

It has also grown its sales revenue threefold since 1998, outstripping growth in the overall economy over the same period of time. This suggests we are already realising some of the potential – but there is more to be had.

Investment and innovation are important parts of the mix. Businesses and investors alike can play a key role here, not only by increasing investment into the sector, but also in developing and encouraging a healthy business environment where production of quality recycled materials in the UK is viewed as sound, practical economic sense.

Source: WRAP
MARKET OPPORTUNITIES
RE-USE

Research by WRAP into the composition of bulky waste in the UK reveals that more than half of all bulky waste items taken to household waste and recycling centres (HWRCs) could be re-used. In addition, almost a quarter of WEEE thrown out each year by consumers could be re-used. Estimates suggest that around £220 million in resale value could be obtained from the repair, refurbishment and open-market resale of WEEE from HWRCs alone.¹

There are good examples of action that has already been taken by charities, social enterprises and businesses to increase re-use. Charities and social enterprises, in particular, that deliver re-use activities also provide a social dimension because they are often locally based, frequently enabling the employment of people with no easy access to jobs or training, and help make equipment more affordable for low-income consumers.

Richard Featherstone, President of the National Furniture Re-Use Network and Principal Development Manager for the London Re-use Network explains how the London Re-use Network plays a key role in delivering socio economic benefits. "The combined efforts of the Network will return by 2016, 3,000 volunteer and vocational training places in preparation for the new jobs predicted in the recycling sector. Our initiatives complement local authority strategies for local employment, and stimulate the local economic activity in the buying and selling of re-use goods and services by local people. This is the circular economy in practice. Social housing providers, such as housing associations, regard the re-use sector as an essential partner in the development of community cohesion and resident engagement."

Richard outlined how he saw the future of re-use and explained that "Our vision (London Re-use Network) is re-use as a convenient, normal and easy service for householders who will, when they have unwanted household items, first think of re-use and the waste disposal option as a last resort. To this end, we have introduced the re-use telephone Hotline. It is a vertically integrated service delivered through a collaboration of re-use social enterprises under a formal partnership. It runs in parallel to the councils’ traditional bulky waste service. We think this concept is the way forward."

Alex Green, Chief Executive Officer of the Surrey Re Use Network, was asked what he considered to be the big issues facing re-use organisations. This is what he had to say…

"The big issue from a re-use perspective, as far as I am concerned, is that local authority waste contracts have to be unpacked. Instead of commissioning aggregated contracts to one large waste supplier, they should have to consider how each element of waste management can be best handled to have the best outcomes. We know that the large waste companies run most bulky waste services at a loss and have little incentive to run the service to maximise re-use. By unpacking this (and other ‘specialist’ or marginal services) from the main contract, a more local supplier that specialises in this area could deliver a better, value-for-money service. This also feeds into the driver behind The Public Services (Social Value) Act 2012.

"Contracts should also avoid building part of the payments from the materials handled (e.g. the recycling of metals or the sale of re-usable items are often built into contracts to offset the contract fee). Bad idea if you want to ensure maximum re-use of large WEEE for example.

"I think a move towards the most appropriate local supplier for such services would have a significant impact on landfill diversion, but also strengthen small and medium-sized enterprises (SMEs) and third sectors, so assisting building local economies, providing jobs, supporting those in need, etc."

MARKET OPPORTUNITIES
TRANSPORT

Ricardo-AEA asked Malcolm Bates, Editor of MVO magazine; Collection and Transport Correspondent of Waste Management World magazine; and well-known industry commentator, for his views on the challenges facing the UK waste industry from a fleet management perspective. This is what Malcolm had to say...

“Alongside all the usual daily pressures on waste and recycling fleet managers, such as fraudulent insurance claims by residents claiming that a passing bin wagon has dented their car, the weather and concerns that increasing use of electronics might add to downtime, there are two key looming challenges facing our industry.

“The continuing upward spiral of fuel and overall energy costs – and the fact that the UK Government now takes such a monster amount of tax out of each litre of diesel – has to have an impact on refuse collection vehicle routing and utilisation. The only logical solution has to be ‘smarter working’ and with each typical new refuse collection vehicle now costing well over £120,000, getting more use out of the hardware by double shifting must surely be an option that has to be faced. As such working could also help avoid rush-hour hold-ups, it could make sense twice over.

“Now that full hybrid or electric battery pack driven electric power take-offs (e-PTOs) are readily available, the objections related to noise are much reduced. It just isn’t right that such expensive vehicles are often working for little more than half the shift. Cutting out time-consuming trips to the tipping site by using demount bodies or satellite units needs to be investigated more fully.

“Speeding up collection times by taking food waste collection out of the mix also makes sense. It has to make more sense to use a dedicated 7.5tonne ‘satellite’ unit, with a leachate leak-proof body, rather than slow up the general collection process by trying to co-ordinate food waste and black bin, or food waste and recyclables collections on a single ever-more expensive vehicle”.

Malcolm points out that the debate on food waste, which normally concentrates on the environmental impacts of landfilling and the subsequent GHG emissions, also has implications for fleet managers. In fact, he points out that the whole challenge of food-waste collection deserves greater industry input as the advantages of removing food waste – and with it water – from bins would, in turn, help reduce overloading and vehicle stability issues.

Malcolm’s view is that food-waste collection is a natural candidate for an owner/driver franchise operation run in partnership with the public sector and a third-party vehicle-leasing organisation. It would create a whole new national fleet of vehicles, create jobs, give the in-vessel composting/AD plants what they want and allow the banks to do something positive and useful for once.

This, tragically, is probably why it won’t happen.
THE LEGISLATIVE LANDSCAPE

Suzi Chetri and Rhiannon Holtham from Clarkslegal outline the legislative landscape in the UK.

Underpinning the waste market, and European and UK waste policy is the legislative framework that closely regulates business in this sector. In addition, procurement legislation and case law play a fundamental role in relation to commissioning waste services. Some key themes to be aware of are described below.

Current themes

Recently, there have been some interesting case-law developments in the waste arena. The most recent is the judicial review relating to the transposition of the EU Waste Framework Directive into the laws of England and Wales. The ruling that the Government had correctly transposed the Directive and that the primary objective of the Directive was not the separate collection of waste, but the protection of the environment and human health, has important implications for local authorities with co-mingled waste collections. The court ruled that a two-fold test would apply for practicability and necessity. Therefore, there should not be any need to collect the waste streams separately if collection was not necessary to achieve the higher objectives of the Directive. While some councils in England have switched to a co-mingled service following the ruling, there is wider feedback that it fails to assist on how to implement relevant sections of Directive. It is hoped that further guidance will follow on this point.

Another key development is The Public Services (Social Value) Act 2012 ('Act'), which came into force on 31 January 2013. The Act requires contracting authorities to take into account how the services being procured might improve the social, economic and environmental wellbeing of the relevant area, placing a much higher emphasis on ‘community benefits’. The Act includes requirements to consult with the supply market and with end users of the services. Organisations bidding for public sector work will need to incorporate proposals into their tenders to demonstrate added social value.

Future developments

The key drivers are clearly to encourage sustainable procurement and to open up the market to SMEs.

A new Procurement Directive will introduce wide-scale changes to the existing procurement regime, affecting contracting authorities and service providers. The Directive is in draft form and has been subject to a number of consultations and amendments. Driving the new legislation is a requirement to simplify the existing procurement procedures – there is a growing concern that the current complex rules are stifling the market. In particular, due to the cost of procuring contracts, many contracting authorities are bundling contracts into a single procurement rather than using lots or separate procuring processes, which reduces access to the market for SMEs.

To deal with these challenges, some of the main proposals in the latest draft Directive are:

- A flexible new ‘Competitive Negotiation’ procedure under which contracting authorities can negotiate with tenderers to improve the quality of offers. The procedure will be limited to use in specific circumstances (e.g. where the technical specification cannot be established with sufficient precision).

- Streamlining pre-qualification stages (including more use of standard pre-qualification questionnaires) and increased use of lots, allowing greater access to SMEs. Further, contracting authorities will be required to record a decision as to why they are not proceeding with lots where the contract value exceeds a stated amount.

- Including an ability for bidders to self-certify that they are able to comply with certain selection criteria.

- There is clarity on what aspects contracting authorities can evaluate when awarding a contract – and the Directive places an added emphasis on life-cycle costs, with a new definition of the same.

- Codification of the ‘Pressetext’ case law that governs modifications to contracts after contract signature and formalisation of the ‘Teckal’ exemption (relating to co-operation agreements between contracting authorities).

It is envisaged that the new Directive will be finalised later this year. Member states will be required to incorporate its provisions into domestic law within 24 months of the Directive coming into force (which will be the 20th day following its publication).
As the UK’s but also Europe’s largest event in the industry, RWM in partnership with CIWM is a vital destination for the resource efficiency market, allowing exhibitors to meet over 13,000 key buyers from leading organisations.

SHOW SECTORS:

- Recyclers & Reprocessors
- Professionals Services
- Energy from Waste
- Handling & Logistics
- Equipment & Machinery

VISITORS IN 2013 INCLUDED:

- 90% of the top 20 UK waste management companies
- 100% of the top UK waste consultants
- 100% of the top UK retailers
- 80% of the top 10 UK construction companies
- 205 UK local authorities

OUR VISITORS ARE:

- Decision makers: 61% are management level and above
- Buyers: 84% authorise purchases or recommend products and suppliers
- International: 69 countries represented in 2013
- Waste producers: 31% are waste producers across different industries
What last year’s exhibitors had to say:

“RWM 2013 was a big success. We were constantly rushed off our feet, with people queuing up to talk to our team. We also managed to secure an order for 15 new machines, which really was the icing on the cake.”

Nate Greenaway  
Marketing Communications Specialist, Johnston Sweepers

“The results for us this year were amazing. By 8.30am, on the morning of the first day, a customer had already placed an order. Over the event’s three days, we saw pretty much all of the decision makers from all of our target audiences. RWM 2013 was fantastic and we re-booked immediately. We simply can’t afford not to be there!”

Julian Glasspole  
Managing Director, Vehicle Weighing Solutions

“This is our first time exhibiting. We are a new company and RWM is a good way of getting our name out in the industry. We are already looking at upgrading our site position for next year. We would recommend RWM for other businesses.”

Peter McIntyre  
Director, Tamar Energy

“One of the main reasons why we return to RWM every year is because of the quality of visitors, there never seem to be any time wasters, just lots of new and existing customers. RWM is the biggest trade show that we attend and it’s an essential part of our calendar, so much that we’ll definitely return again in 2014.”

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