



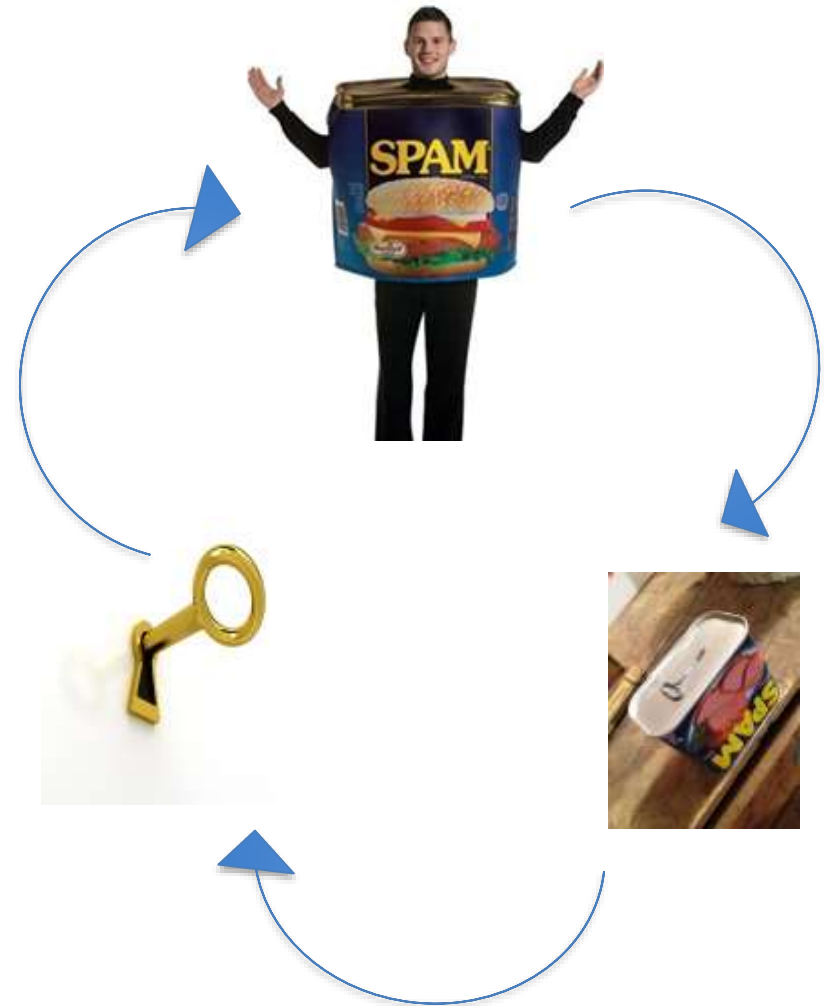
**Moving from linear waste contract models to locally  
beneficial dynamic models.**

**Robert Robb – Commercial Services,  
North Ayrshire Council**



# Our quandary

- Understanding the challenges of existing models - the risks
- Creating the right leadership and commercial skills for effective contract management - the rewards
- Embedding social, economic and environmental benefits into contracts - the opportunities

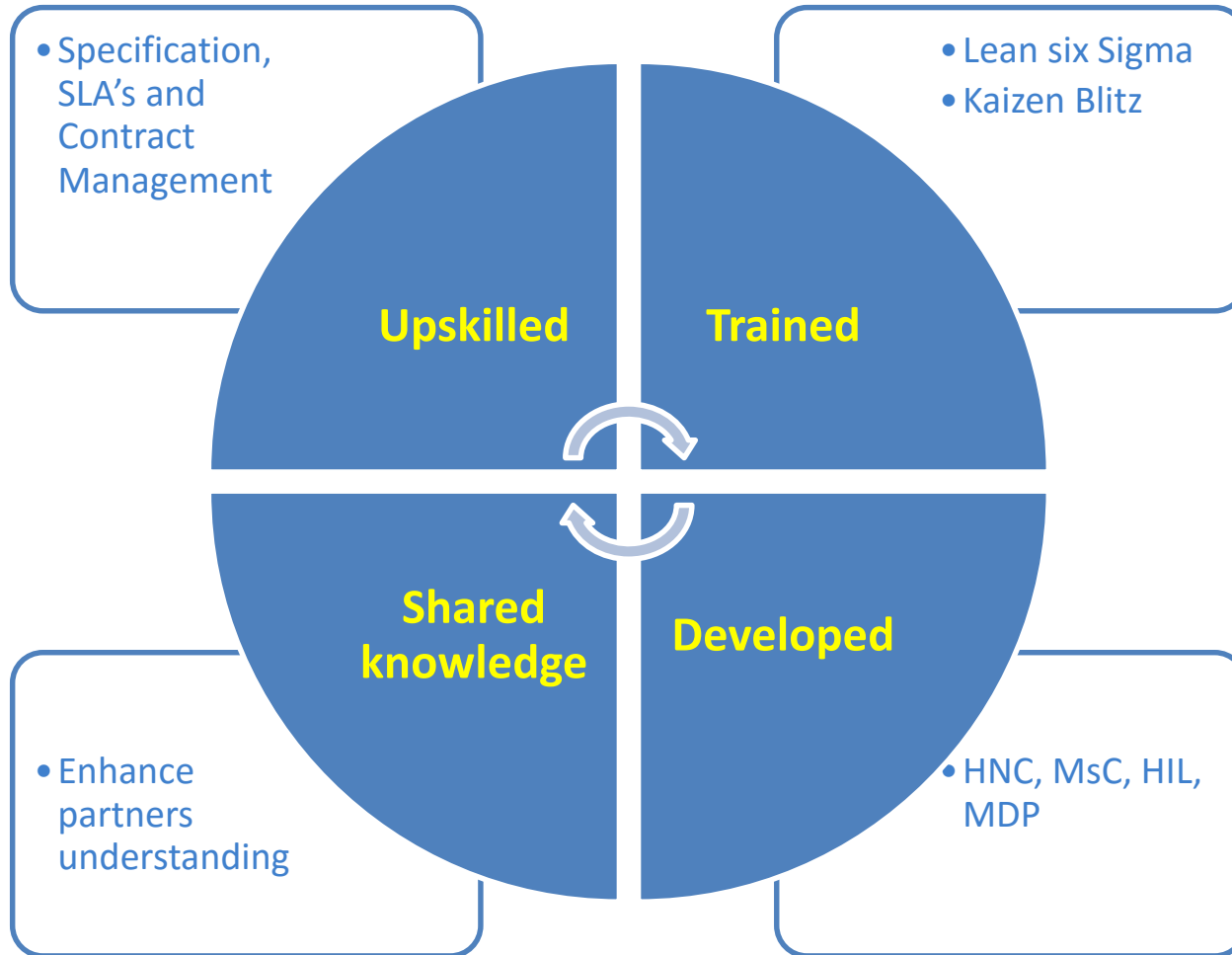


# Risks and solutions

- Traditionally waste processing contracts were generally inflexible models which were fixed at 'a moment in time' and didn't take into consideration important dynamics such as:
  - changes in waste material composition;
  - worldwide development growth;
  - global commodity price fluctuations;
  - the provision of local benefits; and
  - shared risk.
- Waste Resources solutions were to;
  - Ensure managers had the appropriate skills to provide effective management of contracts;
  - Work in partnership with stakeholders (sector, procurement and technical specialists); and
  - Deliver contracts which managed risk for all parties effectively.



# Securing rewards

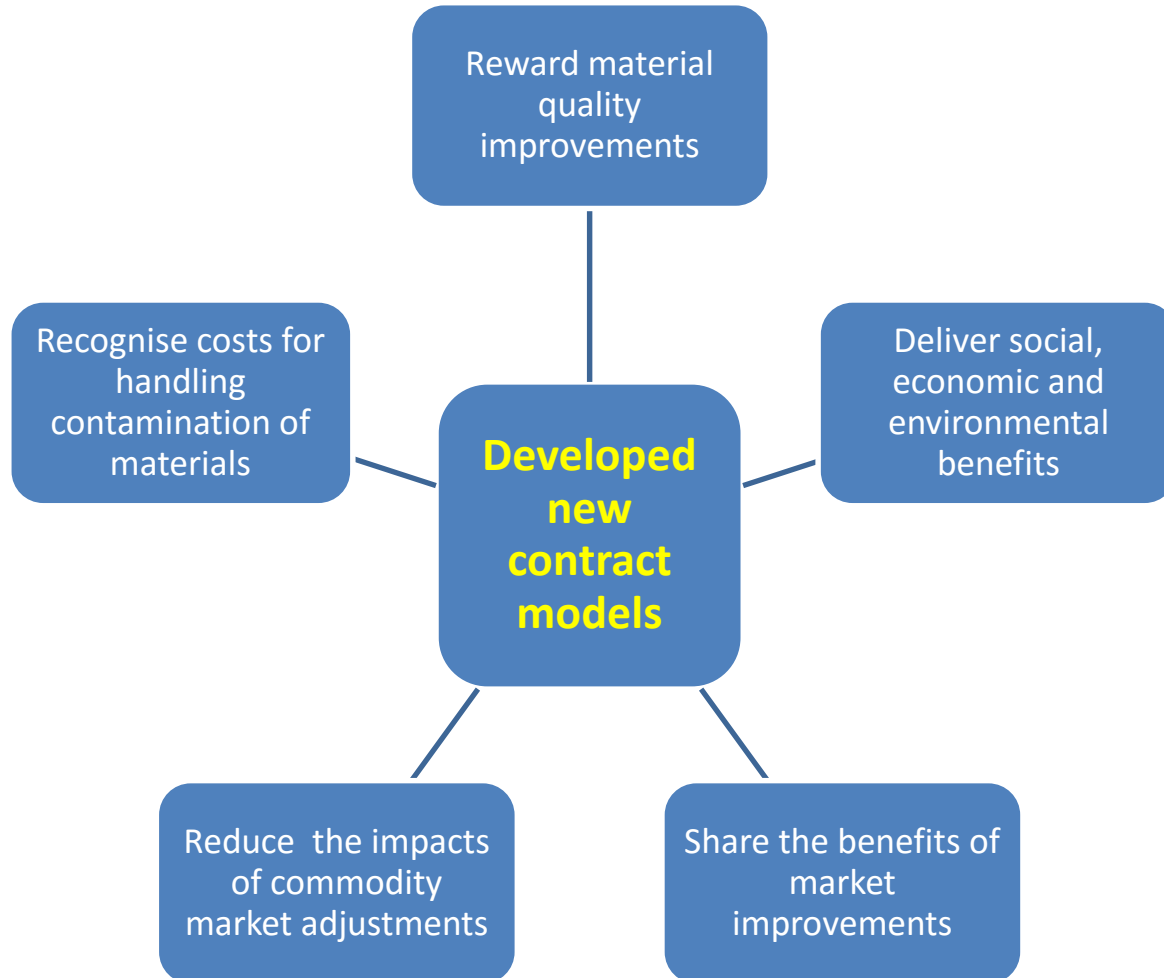


# Securing rewards



**Delivered individual solutions** →

# Securing rewards



# Opportunities and benefits

## Textiles



## Bike reuse



## Food waste Liners



## CDR processing

The Biofore Company



## Garden/Food waste processing



## Furniture reuse

*Making furniture reuse  
work for you*



# Opportunities and benefits



Category	2013	2014	2015	2016	%+ 2012-2016
Items donated per week (Av)	40	76	125	127	+ 318%
Low Income Households Assisted	798	1323	1747	1868	+ 320%
Unemployed residents in paid Training/Empl	8	12	17	18	+ 225%
Annual furniture sales (£)	£54,962	£106,483	£161,149	£219,060	+ 399%
Weekly furniture sales (£)	£1,057	£2,048	£3,099	£4,212	+ 398%
Tonnage collected North Ayrshire	26	77	107	123	+ 473%





North Ayrshire Council  
Comhairle Siorrachd Àir a Tuath

**Focus. Passion. Inspiration.**

