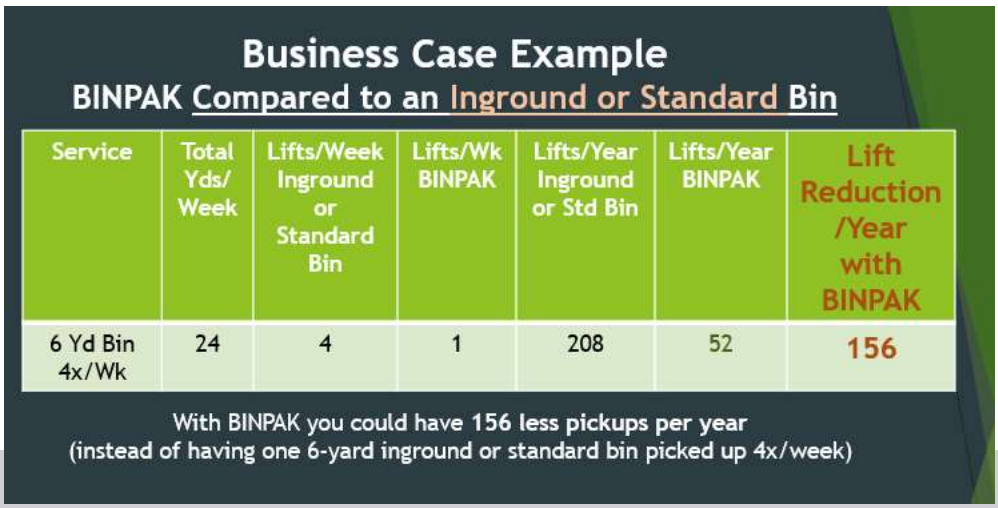
The Business Case for Compaction



For businesses in the industrial and commercial space, a common choice of waste equipment on site is (1) the dumpster, (2) the in-ground bin, or (3) a small footprint compactor. These types of business are often characterized by a large volume of waste weekly, minimal space for waste equipment and limited options for large waste trucks to access equipment due to space constraints.

The chart above compares the significant difference between a BINPAK Compactor and dumpsters or in-ground bins (which offer the same capacity). **The difference is mechanical compaction, and the results in the common example above are 156 fewer truck trips to empty waste at a property.**

What are the pros and cons in choice of equipment? The dumpster, serviced by a front-load waste truck, has been around for many decades but today's needs are different than they were in the 1950's. Today, dumpsters have access problems (people putting in and taking out waste) and, if multiple weekly lifts to empty them are needed, it gets expensive fast. Additionally, they have overflow issues, attract pests and animals, cause odour problems and they leak. These issues cause many properties to 'hide' their waste inside garages and corrals, which forces a cost benefit decision around additional investment in structures versus problem solving. A big 'pro' is that the dumpster is low cost of acquisition but, given the above, is it really lower cost overall?

In the 2009 timeframe, in-grounds started appearing in North America; in-grounds were basically dumpsters that were buried in the ground. In-grounds were considered more aesthetically pleasing, and many were installed out in the open with the selling feature being "you can put them anywhere". But they brought new issues, including the permanent in-ground excavation that cannot be relocated. Some require a complex crane lift to empty them which takes longer, blocks property and drive-through access and causes customer service

issues. The standard front-load truck style that followed the initial crane-lift models often leaves a large deep ground-level cavity exposed to the public while the unit is being emptied, thereby creating a potential safety issue. And they overflow like dumpsters but are now out in the open which negates any aesthetic benefit. Probably the biggest issue with equipment choice is that dumpsters and in-grounds offer no mechanical compaction.

Compactors offer the major benefit of a reduction in waste servicing. Smaller footprint compactors started appearing in the 1970's but they still required more space than the average dumpster and often featured very high loading heights, causing safety issues for staff, and low compaction ratios due to design.

In 2011, BINPAK Compactors were introduced to the market. A BINPAK Compactor was specifically designed to address the issues inherent in the other waste equipment options of the day. A BINPAK Compactor offers impressive compaction ratios, as outlined in the business case chart. BINPAKS also offer security of waste, staff safety, environmental improvements and take the same space as a dumpster. And they are easily installed and easily relocated. BINPAK Compactors have been described as 'the better mousetrap'!

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- Industry averages show that compactors, like BINPAK, reduce GHG emissions by **20-27%** per location.