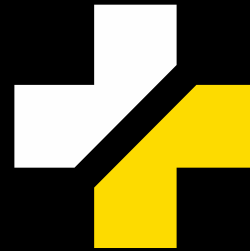


Polyco

Making waste work



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# **How to grow your recycling business – Waste Minimisation and Recycling Interest Group**

**12<sup>th</sup> October 2017**

**Philippi**

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# Introduction:

**Who is Polyco?**

**What do Polyco do?**

**How is Polyco funded?**

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# How does the Polyco funding model work?

**Two types of funding:**

**1 - Grants**

**2 - Interest free loans**

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**Today we will concentrate on the grants**

**Who qualifies?**

**Small businesses and previously  
disadvantaged individuals**

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## **What can be funded?**

**Assets like trailers, balers, cages, scales, pallet jacks, granulators, bags and bins**

**No vehicles**

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**How is the grant redeemed?**

**No repayment of cash!**

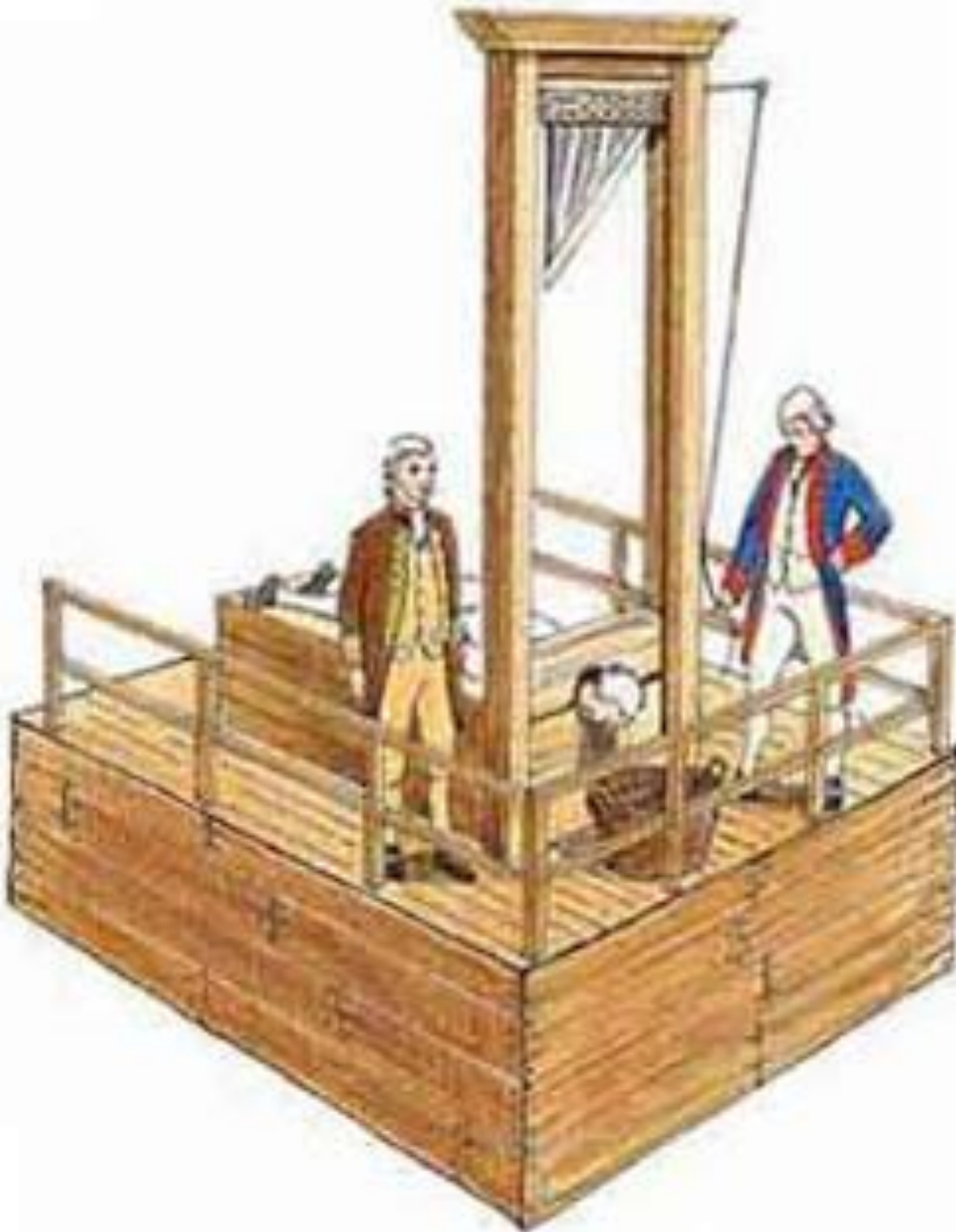
**Growth in the volumes collected or recycled**

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# What happens if they don't deliver the volumes?







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**None of the above**



**Establish why the problem exists and work with them to resolve the problem**

**Network with other entities in the industry**

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**What other assistance can be given to smaller enterprises:**

**New initiative is mentorship and business skills 10 – 15% of funded value**

**Why?**

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**Part of the program to start addressing the governments drive to radically transform the industry.**

**Many of the people have limited education.**

**Most lack the basic skills that would allow them entry to the market.**

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**Practical example.**

**KZN collector given a wash plant and granulator**

**What were the issues?**

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**Wet product from the plant causing a discounting of his sales value.**

**Only one customer.**

**Being taken advantage of by his customer**

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**We improved the drying capabilities,**

**We linked him to other projects funded by  
Polyco,**

**We accompanied him to new customers and  
suppliers to assist in price and cost  
negotiations,**



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**We assisted in drawing up proper cash flows,**

**Production capacities,**

**Recording systems,**

**Incentive schemes for his staff**

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**Hooked him up with an International company that is going to provide him with some formal training, HR, MS Office, production planning.**

**An engineer from the company will spend at least two hours a week on his premises to assist where necessary**

# Result.

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**Already seeing an improvement in the business, better throughput, more sales enquiries.**

**We hope that one day he will be ready to take the next step in the recycling ladder and start to pelletize**

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**Interested?**

**Visit [www.polyco.co.za](http://www.polyco.co.za) for more details on the funding available from Polyco.**

**Or call George on 078 803 9221**

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**Thank you for your attention, hope to hear  
from you soon.**