

## [phs Wastekit expands strategic development team](#)

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[phs Wastekit](#) has expanded its strategic development team as the business continues to grow across the country.

Part of the phs Group, [phs Wastekit](#) is one of the UK's leading suppliers of balers and compactors, helping businesses to reduce their waste costs.

Mark Little has been appointed as business development manager, tasked with developing large-scale national business opportunities.

Mark has a long history in business development and hospitality, having spent many years in sales in the beer and food industries. Mark will be specialising in logistics, pharmaceuticals, manufacturing, industry and the HORECA sector across the UK.

Jason Smith, Managing Director at phs Wastekit, said: "We are continuing our expansion plans across the country with a very specific and strategic direction. We have a fantastic team and the best equipment on the market and having Mark on board gives us the extra focus we need to drive the business even further forward.

"Now is the time for businesses to start taking their waste management seriously as there are too many opportunities for big cost savings passing them by. Too many businesses pay too much to dispose of their waste. It's bad for the environment and it is bad for business.

"2021 saw a real acceleration in the price of cardboard, so businesses have an opportunity in 2022 to open up a whole new revenue stream from their cardboard waste as a result.

“Baled waste cardboard, like boxes and packaging, can be sold on to recycling companies, bringing in new revenue for the business, whilst reducing waste collection costs and landfill fees.

“On top of that, there are huge savings to be made by compacting general waste using a compactor machine, instantly reducing waste disposal costs, which can add up to serious sums for many large businesses.

“Mark will be working with larger-scale customers to help drive down their costs and reduce their waste to create a lasting and meaningful impact on their businesses.”

As well as supplying baler and compactor machines for rent or purchase, phs Wastekit offers servicing, maintenance and waste removal services across the UK, as well as partnerships with recycling companies to support customers. phs Wastekit offers a free Waste Saving Audit and a free trial of a baler or compactor to businesses to see how much they could save without any obligation.