



## **DO YOU WANT TO BE THE NEXT PACKA-CHING ENTERPRISE?**

We are currently searching for small to medium enterprises (SMME) to partner with and become the next Packa-Ching business operator.

### **Introduction**

Polyco (the Polyolefin Responsibility Organisation) is a non-profit company focused on making waste a valuable resource that works for our economy. We aim to grow the collection and recycling of polyolefin plastic packaging in South Africa and to promote the responsible use and reuse of this plastic packaging. Our mission is to reduce the amount of plastics going to landfill and to end plastic waste in the environment.

Polyco does this by collaborating with multiple stakeholders, by investing in innovation and recycling infrastructure in South Africa, and by educating both the industry and the consumer about recycling. Polyco was established as a nonprofit organisation in 2011 by a group of South Africa's polyolefin plastic-packaging converters to deal with polymer identification codes 2, 4, 5 and 7. We represent the largest polymer group in SA, with approximately 196 000 tonnes of polyolefin packaging being mechanically recycled annually.

Packa-Ching is Polyco's first community-based Social Enterprise Business Model that was launched in 2017 with the primary goal of increasing recycling rates in South Africa by focusing specifically on low income areas and informal settlements – those that are often overlooked with regards to recycling education and services. Packa-Ching is therefore tapping into a new source of recyclable material and teaching these consumers that recyclable packaging waste has value.

### **Packa-Ching - How it Works?**

Packa-Ching is a network of mobile buy-back centres, each consisting of a truck and trailer, that purchases recyclable packaging materials from communities. The Packa-Ching trailer, fitted with two electronic scales, is towed into a community on a particular collection day and parks at a specific site to purchase material. In a very large community, there may be several different collection sites. This ensures access to the service for all residents and makes recycling more convenient. Users bring separated recyclable packaging material (plastic, paper, cans and glass) to a mobile trailer where the material is checked, weighed, and exchanged for a monetary value that is loaded into a user's eWallet account, accessible on any cell phone. The money earned can be spent at any participating merchant, transferred to family and friends via cell phone, or accumulated to be spent when desired. This alternative payment system removes the logistical challenge of accounting for cash, while also avoiding the security issues that currency attracts. Only a standard cell phone is needed to use the service, making the system accessible to everyone.

### **The Packa-Ching Enterprise Model**

Packa-Ching is a social enterprise model designed to develop sustainable SMME's. The model is designed to provide infrastructure (trailer and Weigh and Pay system) to qualifying enterprises, who then educate communities on recycling and the value of recycled material, pay community members for their collected recyclable materials and make recycling convenient. The model is designed to target communities, businesses and schools in low income areas, and encourage them to divert and sell separated recyclable materials to a Packa-Ching enterprise, who in turn sells it to a recycler.

### **How to apply**

Polyco invites interested eligible enterprises to submit a detailed company profile, which in this process, will be considered your application. Included in your application must be a motivation not longer than 1 (one) page outlining how you envisage Packa-Ching enhancing your business, and what your enterprise have to offer in expanding Packa-Ching within your network of communities. Applications must be comprehensive and must speak to the qualifying criteria.

The following qualifying criteria applies:

- Minimum Level 2 BB-BEE enterprise
- Minimum 51% black-owned enterprise
- Be an existing collector operating a small to medium size business (more than 100 te's/month)
- High level of business acumen/entrepreneurship, demonstrated through business profitability
- Have access to a secondary market buyer/s for materials collected
- Sufficient low-income communities for servicing within a 50km radius from geographic location of business
- Have network within communities
- Operate from rented / owned business premises with electricity
- Have necessary assets and equipment for efficient operations i.e. baling machinery, forklifts, trucks, cages, and storage space
- Have relevant employee systems in place to ensure adherence to Labour Relations Act
- Have access to technology systems to be able to supply Polyco with required documentation to meet funding requirements

Interested enterprises **MUST** submit the following supporting documents together with their company profile:

- Company Registration Documents
- A Valid BEE Certificate
- Most Recent Audited Financial Statement
- A Valid Waste Management Permit
- Proof of Volumes collected over the past 12-months, and
- At least 3 Trade Reference from Buyers of their recycled materials.

Should your application be successful, the enterprise will get access to the following support elements:

- Access to a trailer and equipment fitted with a cashless payment system
- Financial support towards operational expenses
- Marketing support (Education and Activation)
- Financial support towards their monthly fuel expenses
- Financial support towards working capital, and
- A comprehensive Packa-Ching Operational Manual and systems training.

For more information on Packa-Ching visit [www.packaching.co.za](http://www.packaching.co.za). All applications **MUST** be submitted to [info@packaching.co.za](mailto:info@packaching.co.za) . Incomplete applications will immediately be rejected from the evaluation process.