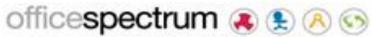




## Joyce Seeho

Director Office Spectrum

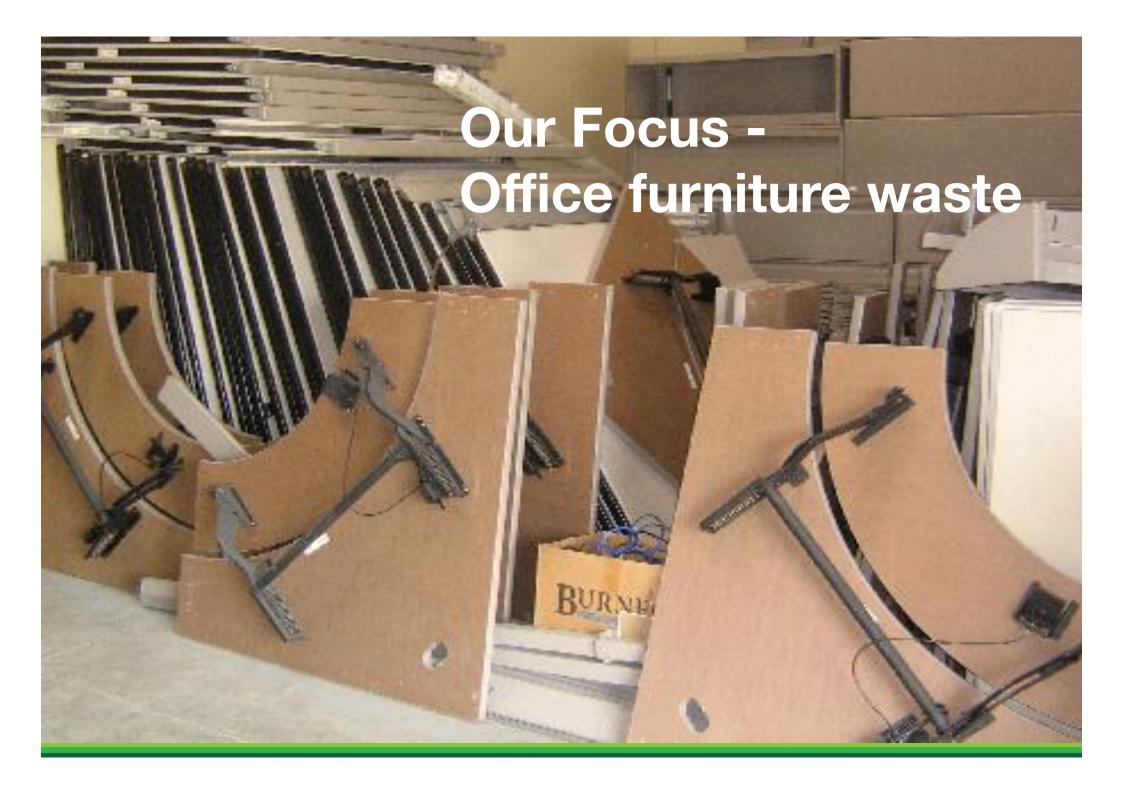


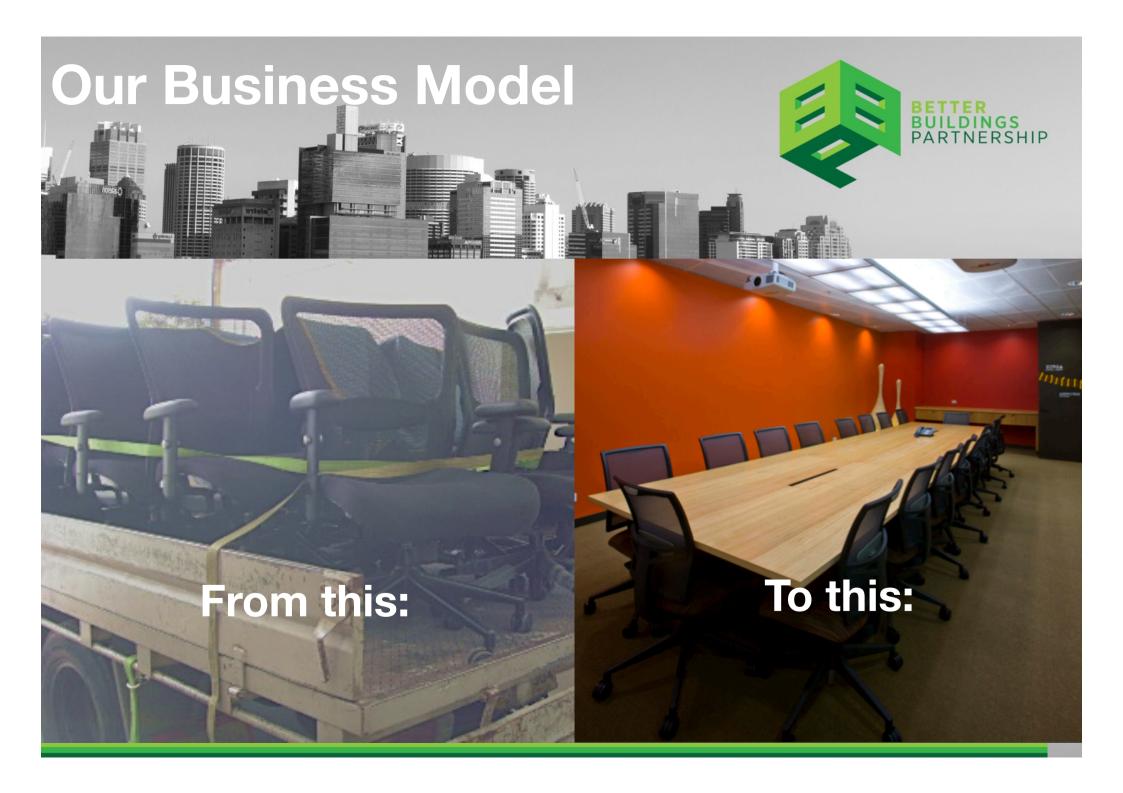






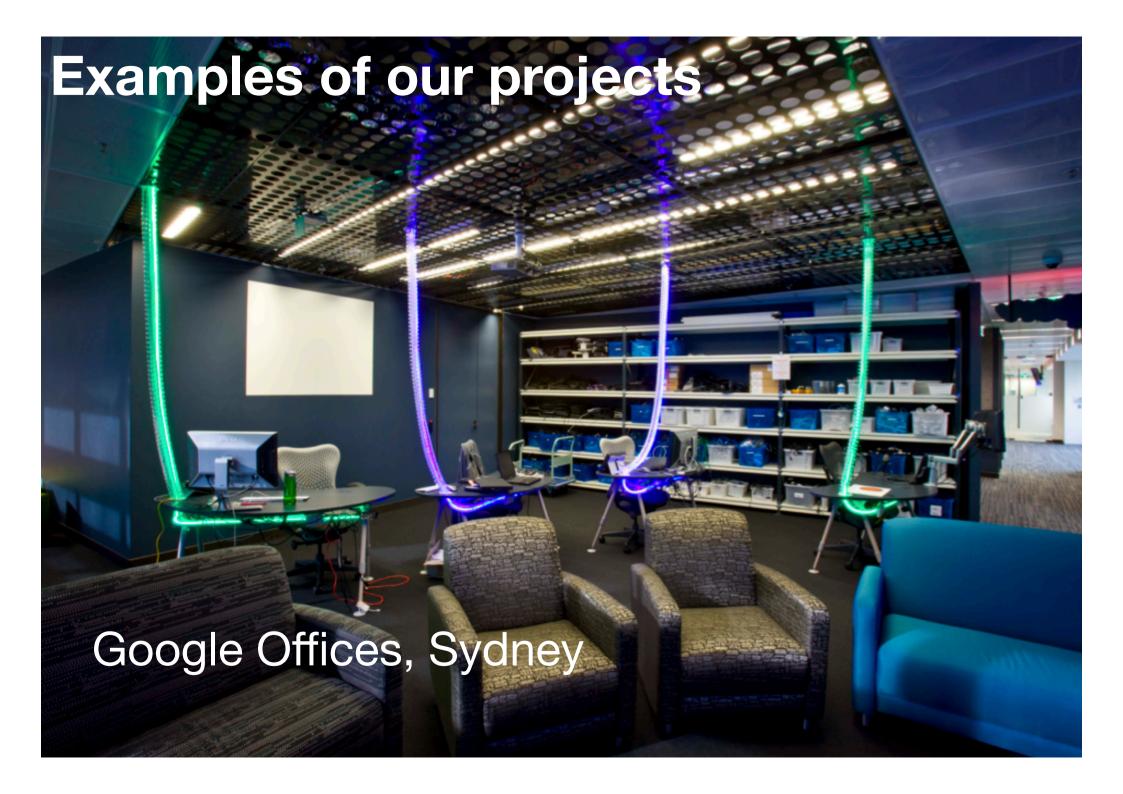






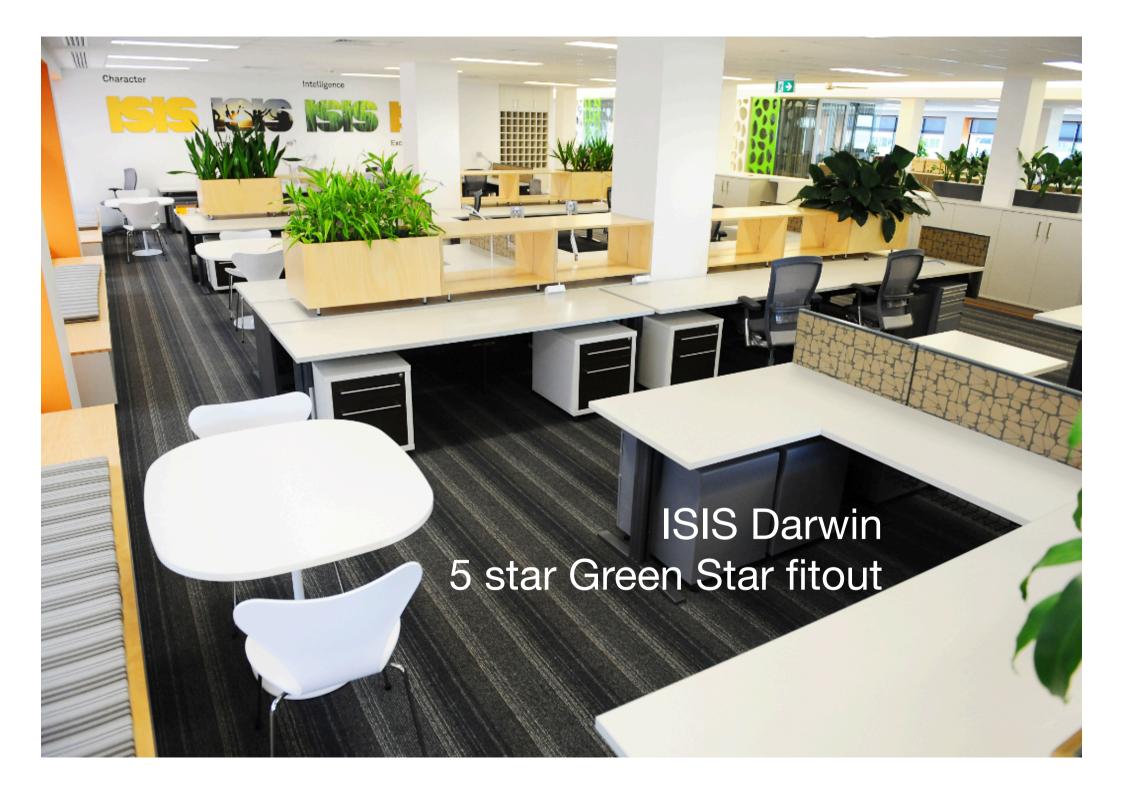


- Money for our client
- Quicker lead times
- Help companies reduce their carbon footprint



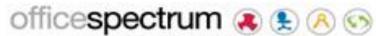








## What is involved in reuse of fit-outs?





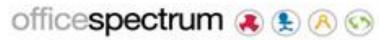








## Recycle Re-use Re-furbish





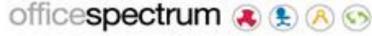








- 1. Save from Landfill
- 2. Time Saving
- 3. Cost Saving
- 4. Australian owned!













**Auctioneers Project Managers** Tenants Landlords **Builders Building Management** 

Designers Architects







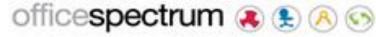






**Existing Clients** – Design phase

**New Clients** – Usually referred at crisis point when budget has blown out or require green rating





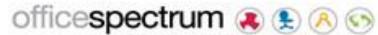








### What are the current barriers to waste avoidance?













Limited Waste Management Sites in Sydney to accept building waste for re-use.

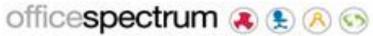






#### Cost of Landfill vs Cost of Labour to separate waste.











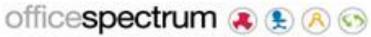






Resistance from the Design Community to re-use workstations and furniture.















# "Not my problem" - there is no resale value in commercial fitouts





#### Cost of new fitout vs re-use or recycling.





## Thank you

