



ECO Refill Shops General Information Hampshire Schools January 2026

EMPOWERING OUR YOUNG PEOPLE

The What

Our mission is to give young people the skills and tools to play a part in tackling the climate and ecological emergency, and be part of the UK's low-carbon circular economy through a school ECO Refill Shop. We work with Primary (KS2), Secondary (KS3) and SEN Post 16 schools across the UK. Visit 'Find Out More' at <https://ecorefillshop.com>

I'm an overworked Head so I don't agree to extra stuff easily (!!!) but this has been fab!
Headteacher



Thank you for all your support and for helping us create something magical, it has been fantastic! Staff Lead

The 3 Step Process

Step 1: The Enterprise Training Toolkit

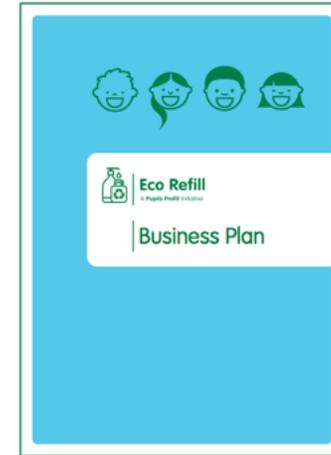
- The team of KS2 or KS3 children will follow the Enterprise Training to create a Business Plan, apply for Job Roles, assess Skills Development, and learn to Operate and Evaluate their ECO Refill Shop business.

Step 2: Operate the Shop with fully circular products

- Bulk containers are returned to manufacturers for reuse. Products are environmentally responsible to minimise impact on the natural world.

Step 3: Deliver Impact

- Measure impacts on carbon/waste saved through reuse, children's Green Skills built and Community Behaviour Change.



Step 1: Enterprise Training

A team of children follow the Enterprise Training Toolkit to create a Business Plan, apply for Job Roles, assess their Skills Development, and learn to collaboratively operate and evaluate their business. The Enterprise Training is presented through a series of cartoon explainer animations, used alongside physical template based training materials. Watch an introductory video on 'Find Out More' <https://ecorefillshop.com>.



Application Form

Class: 4 Kerry

Position Applied for: Sales team

Why do you want to be part of the business team?
I want to be part of the business team because in the future I want the world to be a better place to stay and I want to save the environment and the animals.

*'I want to be part of the business team because in the future I want the world to be a better place'
Year 4 pupil*

The 2: Operate the Shop with Fully Circular Products

- Remind the community that refill exists
- Provide families and staff with convenient and affordable refilling



Step 3: Impact and Key Performance Indicators

- 🎯 **Plastic Carbon Footprint/Waste Reduction** – the number of containers being reused, saved from production and waste.
- 🎯 **Behaviour Change** – customer questionnaires used to measure baseline and subsequent behaviour.
- 🎯 **Green Skills Development** – aligned to the skills progression framework developed by **Skills Builder Partnership**.

All children focus on: Team Work, Problem Solving and Creativity, and child Directors will also measure Leadership.



Step 3: Community Feedback

We've never done refills before and this makes it so easy

It has made me more mindful about using unnecessary packaging

Just having the option to refill is lovely, it is not something I would consider before

It has inspired me and also it's so close and there when I do the kid's school run

You're doing a good job, my son has been working in this refill shop and he really likes this experience



Key Outcomes



Action as well as words: capability for positive action to reduce plastic waste.



Young People's Voice: today's young people will be in their 30s and 40s by Net Zero 2050.



Circularity in action: normalising reuse with a fully circular environmentally kind product range.
The shop aligns to key criteria in the DfE School Climate Action Plans.



Skills Development: confident use of skills generates a wage premium for 19-24s.

Product Costs



500ml		Cost Price	Selling Price to community
Hand Wash	£2.10	£2.25	
Body Wash		£2.57	£2.75
Washing Up Liquid		£1.26	£1.50
Laundry Liquid		£1.79	£2.00
Fabric Conditioner		£1.30	£1.50
Hair Shampoo		£2.57	£2.75
Hair Conditioner		£2.25	£2.50

The products are UK made, paraben and SLS free, cruelty free, vegan, closed loop, and affordable. In addition to liquid refills we also offer plastic free boxed soaps and hair care bars, and food products in home recyclable paper packaging.

How we're being received by organisations



We're proud to have been featured and supported by many wonderful organisations, here is a selection:

World Economic Forum / World Wildlife Fund / UN Environment Programme – Reuse Portal showcases Pupils Profit School Refill Shops as part of **Heston in the Loop** work with **Hounslow Council** and **ReLondon** <https://www.reuseportal.org/projects/schools-eco-refill-%28heston-in-the-loop%29/a0s6800003IfEuAAK>

Re London: <https://relondon.gov.uk/resources/case-study-pupils-profit-london-boroughs-supporting-the-refill-revolution-in-schools>

London Councils sustainable neighbourhood model select plastics case study: <https://www.londoncouncils.gov.uk/sustainable-neighbourhood-model>

Sea-Changers Marine Conservation Charity: awarded grant to work with coastal schools in 2023 and 2024

Let's Go Zero Case Study & Podcast (mins 7-10) <https://letsgozero.org/rathfern-primary-school-lewisham-england/>

<https://www.youtube.com/watch?v=xDS3wzIN5uw>

Eco-Schools – *'The ECO Refill scheme gives children the ability to create positive impacts and behaviour change in their school communities, whilst working towards the Eco-Schools Green Flag, complementing their work on the waste topic'*

Councils we're currently working with Ealing, Essex, Greater Manchester Combined Authority (all areas), Hackney, Harrow, Hammersmith & Fulham, Hounslow, Kingston. Please see next page for feedback.

Ofsted Reports: comments typically refer to bringing learning to life within the personal development grade - details on request.

CBBC Newsround: <https://vimeo.com/1033413186/3704b9d4e2?share=copy> **BBC Website:** <https://www.bbc.co.uk/news/articles/cqlvxvee5nlo>



How we're being received by Organisations



Essex County Council: *Pupils Profit have been working with schools across Essex as part of our Essex Year of Numbers since January 2024. The ECO Refill Shop project has provided a way to develop real world skills, whilst bringing the whole school community together for positive environmental impact. We've been delighted by the excellent feedback received from staff describing the children's enthusiasm for setting up and running their refill shops. The ECO Refill Shops have also featured in Ofsted reports and on the BBC!* **Strategy & Development Lead Education**

GMCA: *We have been working with Pupils Profit on their School Eco Refill Shop programme for nearly 12 months with ten Greater Manchester pilot schools. The success of this pilot programme has led to Greater Manchester Combined Authority funding a further 13 schools to host an Eco Refill Shop in their school communities. Schools which have taken part in the pilot programme have reported lots of positive comments about the refill shops from parents and carers as well as many additional learning and development benefits for pupils hosting a shop. Through the beautifully presented resources to the quick responses to queries, we have had an impeccable service from Pupil Profit and would highly recommend to other local authorities..* **GM Environment Team**

Greater London Authority (GLA): *'Lizzie's approach to trialling a participatory, co-design approach to mission orientated innovation has been exemplary. We have seen how her concept has grown to be inclusive collaborative and spark creativity and lead to better ways of visioning a future London'*

Hammersmith & Fulham Council: *'We've been collaborating with Pupils Profit and their eco-refill at school programme over the past year and have had an incredibly positive experience. It's inspiring to witness the launch of two eco-refill shops at our schools and see the children actively reducing plastic waste while honing their entrepreneurial skills. This project exemplifies how children can unite to engage the wider community in reducing plastic waste and raising awareness about climate change through positive and practical actions.* **Climate Engagement Officer**

Harrow Council: *Pupil's Profit have been good to work with as we look to establish eco refill shops in five of our schools in Harrow this year. The schools are excited to get going with the initiative and have praised the training materials provided during the set up phase.* **Assistant Director Climate Change, Natural Resources & Strategy | Housing & Regeneration Directorate**

Hounslow Council: *Hounslow Council signed up to Pupil's Profit's ECO Refill Shop initiative as part of our Heston in the Loop project. We trialled the initiative in 5 local schools for between 12-18 months and it offers a unique circular economy activity tailored to young people and the school community. The ECO refill shops were a great success in Heston, not only educating young people about the importance of the circular economy but also enabling them to put what they've learned into practice to change behaviours of the wider school and community...Since the project has ended, all 5 schools have decided to continue with the refill shops which is a testament to the initiative's successful and usability in schools!* **Net Zero Project Manager, Climate & Strategic Programmes**

Kingston Council: *Pupils Profit has been an overwhelming success for Kingston Council, but more importantly for the school's and children who run them as well. It's a fantastic initiative that brings children, parents and teachers together to tackle our increasing use of plastic, by promoting refill in an environment where its convenience makes it work. It's been great seeing the kids getting stuck in with the refill shops and learning green business skills along the way. Working with Pupils Profit has also saved plastic and carbon emissions in Kingston, making a valuable contribution towards our borough net zero goals.* **Waste Reduction Office, Corporate & Communities**



How we're being received by school staff



'Thank you for all your support and for helping us create something magical' **Essex Primary School**

'The refill shop played a huge part in our success' **Croydon Primary School – Winner Eco-Schools Waste Topic of the Year 2021/22**

'The children involved in running the shop appear to be growing more confident each week. They are also beginning to hone their skills and have a better idea as to how their job roles are built into the running of the shop' **Barking & Dagenham Primary School**

'It impacted positively on key children who find school life hard. I have never seen this one particular child so engaged with the whole process. This was from the interview through to his role. He shone!! This definitely prepares them for working life' **Wandsworth Primary School**

https://audioboom.com/posts/8405478-listen-jenny-thomas-from-hernhill-primary-school-has-been-telling-us-about-their-refill-shop-2?fbclid=IwAR1s-FAC4i2_9xK3r5_aHwKXi4BAIo4GDMbTX0hN-utAmsUm_XXnKNpu3cM **Kent Primary School Podcast from SEK Award Ceremony**

'The modules have been really nice to work through, easy bite-sized chunks' **Bury Primary School**

'The pupils are more aware about how they can make changes at home to become more environmentally friendly' **Barking & Dagenham Primary School**

'The children are developing their financial education whilst gaining an understanding of how to look after their environment. They have engaged well with the project and been working well as a team.' **Essex Primary School**

'Thank you again for all your help and support, we have definitely enjoyed the process and the children have learnt an incredible amount of skills through each step of the process' **Lewisham Primary School**



How - we're being received by school communities



93% of survey respondents would like an ECO Refill Shop at school

'We didn't refill previously but we have used the refill shop every time since it opened.'

'I just wanted to say I thought the refill shop was brilliant! I wasn't expecting a choice of different scents/flavours, that was great! And the children manning the shop did a fantastic job. I hope it's a great success!'

'This initiative and the reminders have made me refill empty bottles when I had previously never done it. The convenience of the location being somewhere I would already go is very helpful'

'Hadn't done refill before using the shop.'

'I would not know where else I could go to refill my toiletries. '

'I didn't think about it before.'

"Being able to refill on the school run is very convenient, and the process is easy. No need to have to go to the shops!"

'Great customer service!! Thank you very much! Amazing name! Amazing product!'

'The refill shop at the school playground prompted me to refill.'

'It's brilliant to have it right on the doorstep, and it's really helped us save money and be more environmentally friendly by reusing plastic containers. The pupils running it have also been so enthusiastic, polite and friendly, it's been such a joy doing the refill every time!'

'I was not refilling previously but love the smells and range of the products.'



How - we're being received by children



(I'm most proud of) my confidence, I'm happier speaking to people now

We've made our school more aware of plastic waste

We help calculate how much we have made by counting the money

Making money is hard

(I'm most proud of) saving the penguins – they eat the plastic in the ocean because they think it's fish

I really like the way we share ideas and it stops plastic waste

(I'm most proud of) when we sold out – that's always a good sign



Work with us

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Inaction is simply inadequate in the world in which we live; we need to start with what we can do at our own individual and community level.

We hope to work with you to deliver positive actionable change in school communities across the UK.

Thank you.

