

# COMPLETE UPDATE

The latest news from ACM Waste Management PLC

Issue 13 September 2007

**NEW  
LEGISLATION**  
ON RECYCLING COMES  
INTO FORCE OCTOBER 30TH  
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## ACM looks to the East!

ACM Waste Management Plc is looking to the East  
in search for new waste environmental technology

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Complete Waste Management

Front page picture: Front Left: Mr. Dai Zhijun, Chief Executive of The Shaanxi Huanghe Group Co. Ltd. and front right: ACM's Chief Executive Andy Jacobs

## Cover story: ACM looks to the East!

China is the world's fastest developing market and ACM's chief executive, Andy Jacobs, has recently returned from a successful visit to Shaanxi Huanghe Group Co. Ltd. in Xi'an, China where he discussed how the company could help ACM to develop ground breaking new environmental equipment.

Andy explained: "Climate change is now recognised as the biggest challenge that mankind has ever faced so it is vital that we take a proactive stance and look to develop new technology that can help us to fight this potentially catastrophic problem."

"ACM is widely recognised as the UK's most environmentally focused waste management and recycling company and we are committed to leading the way and seeking to develop new equipment which will improve efficiency and help us to increase recycling levels."

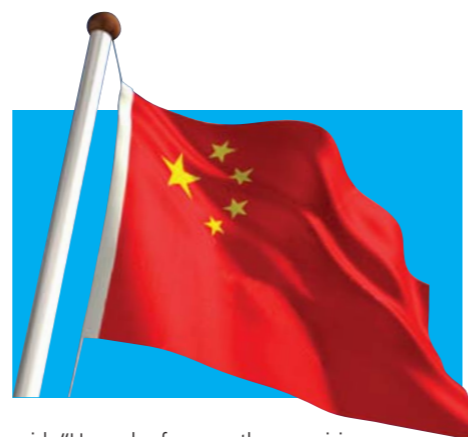
"The Shaanxi Huanghe Group is a unique organisation which has been developing large sophisticated electronics and machinery systems for almost 50 years. It has over 6,000 employees and has around 1,000 research scientists on site so it is very exciting for us that they want to work with ACM to pioneer new cutting-edge recycling technology."

During the visit Andy, who was accompanied by Technical Manager Martyn Kentish, spent several days touring the facility and discussing how the two organisations can work together to bring the Shaanxi Huanghe Group's manufacturing expertise to the UK and European markets. The visit culminated with the signing of a formal Co-operation Agreement for Shaanxi Huanghe to work on the development of a complete range of specialised recycling equipment that ACM will market throughout the UK & Europe.

Andy added: "This is a fantastic opportunity for us. The Shaanxi Huanghe Group Co. Ltd. recognises that the combination of its expertise in development and manufacturing and our expertise in sales, marketing and environmental technology are the perfect partnership."

"They see us as being instrumental in helping them expand into Europe and they also believe that we can help them to develop their sales and marketing function in China itself. The environment is now firmly on the Chinese Government's agenda and Shaanxi Huanghe Group Co. Ltd. believe that China will soon be ready to invest in environmental technology on a large scale."

Mr. Dai Zhijun, Chief Executive of The Shaanxi Huanghe Group Co. Ltd.,



said: "Huanghe foresees the promising market in environment protection industries all over the world and is going to work with ACM to develop this market according to the signed agreement."



## ACM tackles tonnes of tomatoes

After a trip to a small garden centre in Chichester October 2005 Lezlee Burke, ACM's Waste Management Consultant, noticed a large pile of baled card outside an adjacent building and her natural curiosity in all things waste related led her to Wight Salads, the UK's largest organic tomato grower and its particularly challenging waste management problem.

Wight Salads needed a company that could completely handle all its waste requirements allowing it to get on with its core business of growing tomatoes. Over 25 million kilograms of tomatoes every year!

The company has two main sites, one on the Isle of Wight and one in Kent and in October 2005 was spending in excess of £200,000 on waste management to dispose of waste streams including old tomato plants, grow bags, polythene and cardboard.

Lezlee explained: "To address the waste management challenges at Wight Salads was a truly monumental task! The company produces vast quantities of waste every year from its 271 hectares of greenhouses but, 50% of that annual waste, a staggering 1,000 tonnes, is produced in just one month during a period called 'turnaround' when all of the glasshouses are completely cleared of old plants, the grow bags they grow in and the polythene floor and anti-condensation wall lining."

"The glass houses are then prepared for the next seasons planting and this time is vitally important and all waste must be removed efficiently and speedily."

In the past a proportion of the waste produced by Wight Salads was being sent to landfill, but now a composting program is being introduced on the Isle of Wight, with all the compost being used to grow new tomatoes and all the cardboard and polythene that the company produces is being recycled.



Lezlee added: "In order to prove that we could manage this huge challenge we conducted recycling trials for Wight Salads and during that period we saved the company 41% on its waste management costs."

"We have now signed a three year agreement to ensure ongoing improvements. We have supplied three compactors and a baler in Kent together with a specifically designed and built sealed, leak-proof container for the transport of waste tomatoes, which also no longer go to landfill, but are used locally for animal feed."

The Wight Salads account is managed by one of ACM's team of National Account Managers, Frank Sanchez. He stated: "Tackling this waste management challenge has been a fantastic achievement for us; we have helped Wight Salads to reduce their costs and dramatically improve their environmental performance. And, now that all their waste is being composted or recycled Wight Salads can call itself a truly green and organic company!"

## Recycling becomes compulsory for all UK businesses



**OCTOBER 30<sup>TH</sup>**

From 30th October 2007 changes to the Landfill Directive will mean that all UK business must ensure that all the non hazardous waste they produce must be treated before it can be sent to landfill.

Non-hazardous waste is the term used for most of the waste that all UK business produce every day such as cardboard, paper, plastics, cans and glass and treatment of this means that everyone must demonstrate that they have taken steps to reduce their waste, segregate their waste and most importantly of all recycle as much of their waste as possible.

And, if they want to send any of their waste to landfill they must provide confirmation for the landfill operator that it has been treated.

But, UK businesses do not have to take on this responsibility themselves, they can outsource all their waste management requirements and this is where ACM Waste Management Plc can help.

ACM offers bespoke holistic, waste and recycling packages. Furthermore it is the only nationwide, single source company offering its clients contractual guaranteed savings. ACM provides a comprehensive range of outstanding waste handling and recycling systems, from stand alone solar powered compactors through to fully automatic horizontal balers - an unrivalled range from the world's leading manufacturers.

With full servicing and maintenance packages together with co-ordination of all waste transportation, recycling and disposal requirements our service is truly a 'one-stop' facility. ACM is leading the new generation of environmental services companies where waste to landfill is the last resort and is only after exhausting waste minimisation, re-use and recycling initiatives.

### ACM ARE HERE TO HELP

Call now for a free no obligation consultation

08700 777 555



## BE Aerospace improves environmental performance



ACM has provided a complete waste management and recycling solution for BE Aerospace the world's leading manufacturer of cabin interior products for commercial aircraft and business jets.

In the past BE Aerospace had stored all its waste in 40 yard open skips, which were emptied up to four or five times every week with almost all waste being sent to landfill. Now, however, with the introduction of a range of modern waste management and recycling equipment, including high density compactors and balers, almost all waste is recycled.

A high-density compactor has been provided for general waste together with a baler for cardboard and as a result waste collections have been reduced from almost 20 per month to just one and large volumes of cardboard are now recycled weekly.

BE Aerospace facilities team leader, Edward Close, commented: "We are delighted with the

positive difference that managing our waste effectively has made to our business. As well as improving our environmental credentials we are also saving in excess of £12,000 per annum on our waste management costs."

He added: "One of the most important things for us is the excellent service that we receive from ACM. They have always responded quickly to any issues and requirements and really do work in partnership with us to manage our waste efficiently."

Recycling initiatives have also been introduced for fluorescent tubes and wooden pallets. Waste management consultant, Alan Amor, said: "We have been working very closely with BE Aerospace for almost 18 months and in that time their waste function has been totally transformed."

"Now only the minimum amount of waste is sent to landfill with as many materials as possible being recycled. The company's environmental performance is significantly improved due to reduced waste collections resulting in a reduction of the associated CO2 emissions and also the very important energy savings associated with recycling."

"It is vital that UK businesses adopt a more positive approach to improving their environmental performance and much can be learned about the many benefits of doing this by the excellent example set by BE Aerospace."



## Recycling initiatives at Jaylow supplies

Jaylow, which supplies wire to the electrical industry, previously sent all its waste to landfill but following the installation of a range of modern waste management equipment, supplied by ACM, the company has introduced a range of recycling initiatives.



A Mammoth Roll Packer has been installed for wood and a twin chamber baler for cardboard and polythene and now all wood, cardboard and polythene are being recycled together with all the company's office white paper.

Jaylow's managing director, Morris Lobenstein, explains: "The new equipment has made a real difference to our waste management operations. Collections have been reduced by at least 30%. Previously our waste compactor, which we use for general waste was being emptied every week but now that has dropped to just once a month."

"This has helped us to reduce our waste management costs, but the most important

thing is the benefits to the environment from the recycling initiatives and the reduced vehicle movements."

Lezlee Burke added: "It is essential to reduce the amount of waste that is currently being sent to landfill in the UK and Jaylow Supplies is a perfect example of how, through the introduction of modern waste management equipment, businesses can make a significant contribution to achieving this."

"Good waste management practice is good business - it can save money and at the same time help us to protect our environment."



# Recycling proves fruitful for Hall Hunter



Another fresh produce grower to benefit from ACM's environmental expertise is Hall Hunter (HHP) one of the UK's leading growers of soft fruits, which has significantly increased recycling levels at its Heathlands Farm site following the introduction of waste management equipment.

ACM has provided HHP with a twin chamber baler for tins and plastics and more recently, a second triple chamber baler.

Duncan Tyler, Operations manager, of HHP said: "The most important thing for us was to continue improving our environmental performance. We are one of the UK's leading growers of strawberries, raspberries, blackberries and blueberries and we rely on the environment for our living, so protecting it is vital for us.

"Over the years we have tried to recycle as much of our waste as possible but since the installation of the new equipment we have seen a huge improvement in our efficiency in accomplishing this. And, as well as increasing recycling levels, the new equipment has also helped us to reduce our waste management costs at Heathlands Farm by a massive 61%."

Conservation and organic farming are both key to HHP and the company regularly invites school children to see and hear about the conservation work that it is doing, so good environmental

performance and efficient waste management are extremely important. Following the success of the recycling initiatives at Heathlands Farm, Hall Hunter is now planning to introduce balers across all of its production sites.

Duncan added: "There is no doubt that good waste management practices and recycling initiatives are good for business as well as the environment"

"The balers not only save us money and help us to recycle much more of our waste - they also improve our working environment. One of the problems that we had in the past was the storage of our waste until it could be collected for recycling, but since the introduction of the balers our waste is now stored efficiently with minimal impact on the workplace."

Lezlee Burke concluded: "We have seen fantastic results with HHP. The balers we have supplied have delivered improvements across a number of areas of their business. Previously their recyclables were collected as frequently as twice a week, but

following the installation of the baler there was just one collection during a seven week period.

"Fewer waste collections mean significant costs savings as well as a reduction in the CO2 emissions associated with vehicle movements and the recycling of high volumes of waste streams, including cardboard, plastics and tins, significantly cuts the amount of waste the company is sending to landfill."



## It's good to talk...

ACM chairman speaks at North London recycling forum

ACM chairman, Barry Bolton, was recently a speaker at an event organised by the North London Recycling Forum outlining how ACM became the UK's first Climate Neutral waste management company.

With climate change now constantly in the news improving environmental performance in a key objective for many businesses and good waste management practice can make a very positive contribution. ACM became the first UK waste management company to totally offset its carbon footprint, plus 10%, in 2005 and Barry explained how other companies can improve their environmental credentials by going through this process.

Barry said: "Green issues are now firmly at the top of the news and political agendas so it is vital that we all look at ways that we can improve our environmental performance.

"Good waste management practices, such as implementing recycling initiatives, are 'excellent ways of reducing our carbon footprints'. Another step that

businesses can take is to offset their emissions and perhaps also, as we did at ACM, to look to address some of our retrospective damage.

"We did this by working closely with an organisation called Climate Care to calculate the entire carbon footprint of our business and then offset it by investing in specially selected sustainable energy projects. We are also investing an additional 10% annually to repair some of the damage we have done in the past.

"However, although carbon offsetting is a very positive step it is only part of the solution. The most important issue is to look at ways of reducing and in fact neutralising our carbon footprints."

The North London Recycling Forum was formed seven years ago with the aims of promoting understanding and cooperation between all sectors involved in recycling and waste minimisation in North London, to share best practice information and increase recycling levels and to make North London an example of best practice in the areas of recycling, re-use and waste minimisation.

### Environmental Education

As part of its on-going commitment to educating people about the importance of protecting our environment, ACM will be talking to students from Whitgift School in Croydon and Queens College in Taunton about the environmental benefits associated with waste management and recycling.

ACM's directors will be visiting both schools during the autumn of 2007 to speak to pupils and staff about managing their waste better and to teach them about the vital energy savings associated with recycling materials such as paper, card, aluminium, glass and plastics.

If you would like to learn more about recycling, information is available at [www.acmplc.com](http://www.acmplc.com)

**STOP PRESS... Remember ACM will be moving in the Autumn to Eco House, Lea Road, Waltham Abbey. EN9 1AS**



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For more information as to how ACM can benefit your business:

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