

Ian Hargraves, Director, SES



Ian has spent many years working in the field of waste management and has gained a wealth of experience in different technologies from around the world. This knowledge is enhanced by expertise in modern machine control and energy management systems, qualifications in environmental management and an understanding of environmental law. This broad

knowledge base gives Ian a unique insight into waste reduction.

SES and Quin can save you money

All processes will produce some waste, the challenge is to minimize that waste and to reap the rewards. In many cases there are simple solutions that will bring about major cost savings, once those costs have been identified. In other instances it might be that a machine can be re-engineered and retrofitted with high efficiency, computer controlled drive systems that save material wastage, increase throughput and reduce energy consumption. In partnership with Quin Systems of Wokingham, we can provide complete solutions to all your production needs and save on your materials, packaging and energy requirements. Quin's project development team can undertake full design and development of complete machines or retrofits to existing machinery.

By identifying and quantifying your company's waste costs, in a staged approach, we can rapidly and economically provide the information that you require to start making cost savings.

Waste Audits

Using a combination of mapping and accounting, our BSI certified staff first identify areas of wastage and then quantify the actual cost of waste to your business. An initial waste audit establishes a baseline from which your company's progress can be monitored and cost savings calculated.

Waste Mapping

Waste mapping is a technique that rapidly identifies areas of wastage and presents the results in an easily assimilated pictorial format. A map of your business premises is produced with symbols identifying the various wasted resources and their source.

Waste Accounting

Waste accounting builds on the results of the waste mapping exercise and quantifies the amount of wasted resources and their true cost to your business. Spreadsheets are created for each corresponding area of the waste map. This enables rapid determination of the areas most likely to bring rapid returns, so called 'Quick Starts'.

Waste Education

An important part of waste reduction is education and involvement of the entire workforce, from top management to shop floor. To achieve and then maintain waste reduction, everyone must understand what is required of them and why.

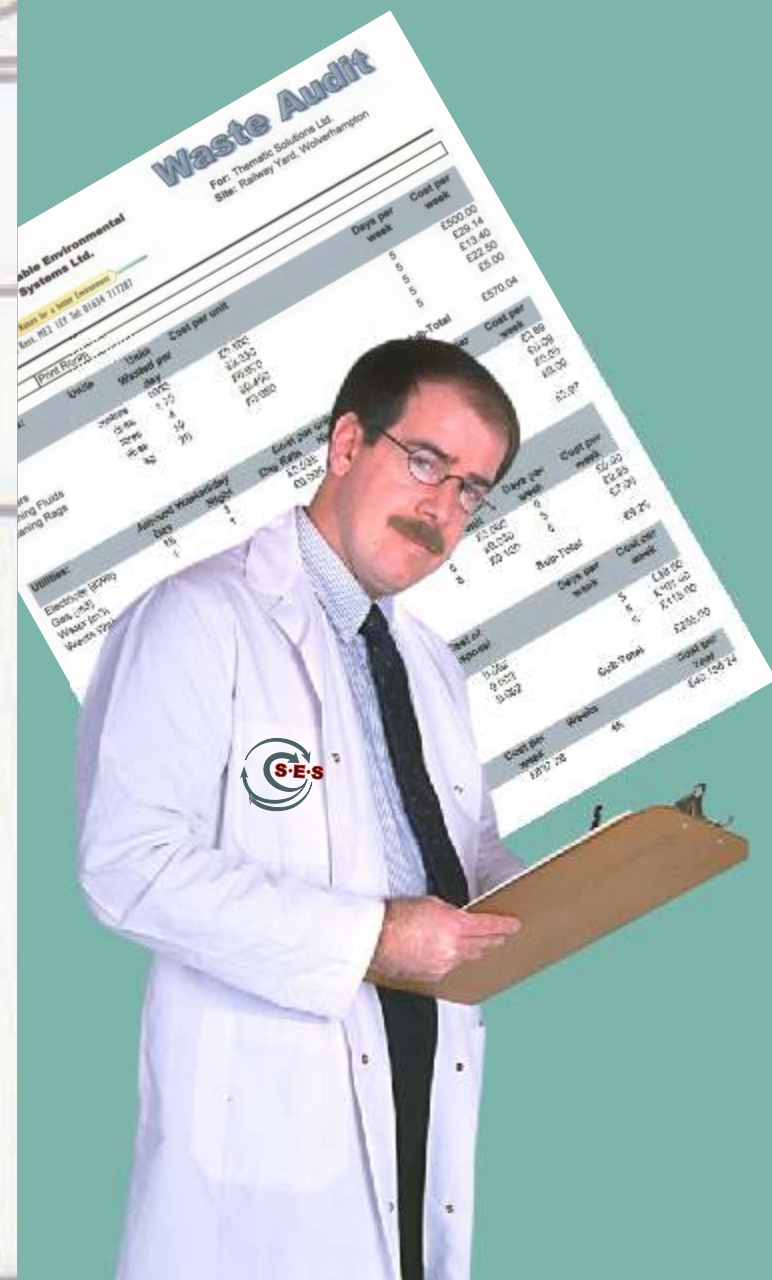
Environmental Management Systems

Once the value of waste reduction has been demonstrated and the management and workforce have become accustomed to thinking about the waste that they produce, why not implement a full Environmental Management System (EMS) to ISO14001 or EMAS standards.

Many companies have already installed an EMS and will, as a result, start to demand that their suppliers do likewise. Get ahead of the game, ask us to implement an EMS which will enable you to continue to trade with your existing customers and the rest of Europe.



Reducing Waste Makes Good Business Sense



**Sustainable Environmental
Systems Ltd.**

WORKING WITH PEOPLE & NATURE FOR A BETTER ENVIRONMENT

92, Bush Road, Cuxton, Kent. ME2 1EY Tel: 01634 717287

Waste is eating your profits

Waste is costing you money

Waste could be costing your business as much as 4.5% of its annual turnover. Most of these costs will be hidden:

- ◆ Inefficient energy usage
- ◆ Excess water usage
- ◆ Unnecessary packaging
- ◆ Extra consumables
- ◆ Additional effluent charges
- ◆ Additional labour
- ◆ Additional waste disposal costs

Waste Reduction can save money

Typically a saving of 1% to 1.5% of turnover can be achieved by simple, low-cost initiatives with short payback periods. An additional 1% to 1.5% saving can be achieved by cost-effective modernisation.

Many older machines use inefficient motors and drive systems. These systems not only waste energy but also lack the accuracy to reduce production wastage to the minimum. By retrofitting newer, more sophisticated, high efficiency drive systems it is often possible to save energy, increase production and reduce wastage.

Recycling can save you money

Once wastage has been reduced to the minimum, careful separation of the various different types of solid waste for recycling, can actually earn you money rather than costing for its disposal.

Liquid wastes can also be effectively treated and often a high percentage recycled within your own processes. This not only reduces the cost of disposal but also reduces the cost of raw materials.

Waste Regulations

The reduction of waste is now a legal requirement. If your company has a turnover in excess of £2M and handles more than 50 tonnes of packaging a year, then the Producer Responsibility Obligations (Packaging Waste) Regulations 1997 can require you to recover and recycle over 50% of your packaging waste. The Environment Agency have the power to enforce heavy fines, up to £10,000 for each breach of these regulations.

The Packaging (Essential Requirements) Regulations 1998 require users of packaging to take measures to ensure that they are using only the minimum amount of packaging necessary, that the packaging is reusable or recyclable and that the packaging does not exceed prescribed levels of various heavy metals. Non-compliance is a criminal offence and fines for serious and persistent offences are unlimited.

Both of the Packaging Regulations have come into force to implement the EU Directive on Packaging and Packaging Waste. It is the EC that is now driving environmental legislation and gradually increasing waste recycling/recovery targets across Europe. As European legislation bites, British industry must respond or be heavily fined.

Reducing wastage is the most cost-effective way of complying with both sets of regulations. Cutting wastage reduces the amount of raw materials required which in turn reduces the amount of packaging imported. By cutting the amount of material used to package your products you will reduce the total amount of packaging handled and therefore reduce your company's obligations under the regulations.

Win friends and influence people

Customers do not want to pay more for your goods and services. If your products can be made more competitive by reducing wastage you will win more customers.

If you can prove that you are reducing your company's environmental impact you will be appreciated by the local community.

Improved public relations can make it easier to win planning consent for the next major expansion.

