



T B E A

MENTORING NETWORK NEWS

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TAMESIDE BUSINESS ENVIRONMENT ASSOCIATION

In partnership with

www.tameside.gov.uk



chamber business enterprises



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Business Environmental Mentoring Network

What's new in 2004?

TBEA would like to take this opportunity to say goodbye and thank you to Adam Hackett, who has left Tameside to take up the post of Senior Sustainability officer at Oldham council. Adam was with us for over two years, and helped shape TBEA into what it is today. We would like to wish Adam good luck for the future.

TBEA will continue to offer a full range of environmental support for businesses in Tameside, in partnership with Tameside Council, Groundwork Tameside and Chamber Business Enterprises. In addition to this, funding has also been secured to develop the Business Environmental Mentoring Network for a further two years.

Building on the existing network, TBEA will continue to offer a range of services including:

- Site visits and one to one direct support
- Best practice seminars and workshops
- Network meetings
- Direct grant assistance
- Network e forum
- Interactive website at www.tbea.org.uk
- Case study literature on best environmental practice.

The network will also look to develop the

Environmental Technology sector within Tameside. The market for this type of technology in the North West is valued at about £1.4 billion, and there are opportunities for growth in:

- Waste management & recycling
- Renewable energy & energy management, Clean processes, process control, Materials & product design
- Air Pollution Control
- Environmental Monitoring & Instrumentation
- Environmental consultancy
- Transport pollution control & management
- Environmental education, Research & Development, and culture change.

Using the network's resources and existing expertise we hope to further develop this sector in Tameside, and make the most out of these opportunities.

Grants are available for companies looking to diversify into the environmental technology sector, or looking to take advantage of environmental technologies to develop their business. If you are an SME* and are:

- Researching, developing or manufacturing new products,
- Improving or modifying your process lines and on-site manufacturing techniques, or
- Diversifying into new product lines or processes, then this grant could apply to you.

*SME is defined as a company with no more than 250 employees, an annual turnover of no more than 40m Euros (approx £28 m) or a balance sheet total of no more than 27m Euros (approx £18m) and be independent, i.e. less than 25% owned by a another company.

Mentoring Services

- Guidance on Legislation
- Site visits to mentor companies to see good environmental practices
- Regular network meetings
- Best Practice seminars on environmental issues affecting business
- Grantfinding - Advice on opportunities and availability
- Specific case study literature
- Support for developing environmental policies and management systems
- Environmental e-group

For more information on the Business Environmental Mentoring Network or the Direct SME support scheme please contact Ed McDermott on 0161 342 2885 or email tbea@mail.tameside.gov.uk

Use less energy - Put money into your bottom line

One of the least appreciated, yet most effective ways to increase the amount of profit available to Small and Medium sized companies is for them to reduce their consumption of energy.

Not sure where to start? Or need help to achieve further savings? By using expert time and advice you can save both money and time.

Initially you can arrange a FREE consultation with an accredited energy expert, who will assess your organisation's energy use and prepare an action plan to reduce it. Many organisations have already saved 10-30% of their energy bills—often with minimal investment.

Most companies can immediately reduce their energy use by up to 10% (Carbon Trust figs) using little or no-cost techniques; switch off lighting and computer screens at times when they are not in use; install ambient light sensors; reduce building heating thermostat settings by one or two degrees.

The best way to achieve this level of savings is by raising staff awareness to the potential benefits and illustrating how this common sense approach can yield lasting results. A further 20% reduction in energy use can also be secured by making modest investment in equipment that reduces energy consumption. The usual way of achieving this is to ensure that all new projects specify the installation of energy efficient equipment and that existing lighting, heating and motors are upgraded to items that are more economical to run.

For the majority of SME's gaining access to sufficient funds can be difficult. There are now two new sources of help available:

The Enhanced Capital Allowance (ECA) scheme helps organisations to invest in energy saving equipment cost efficiently. By using ECAs, business can write down 100% of the cost of equipment against the taxable profits gener-

ated within the first year of the investment.

Some organisations find that they must take out a loan to invest in new or upgraded equipment in order to reduce their energy consumption. Action Energy Loans are intended to reduce this



Action Energy's latest publicity campaign. Source: Action Energy

barrier by providing access to capital on very favourable terms. So if you are a small or medium sized business, you could borrow £5,000 to £50,000 at 0% fixed interest, over a four year term, to fund the purchase of equipment.

Examples of the types of equipment that can offer considerable energy savings to business include:

- Energy saving lighting
- High efficiency electric motors
- Boilers and heater controls
- Building insulation
- Compressed air systems
- Insulation for boilers, hot water tanks and pipe work
- Lighting controls

For information on improving your energy efficiency go to the Action Energy website, www.actionenergy.ork.uk, phone 0800 58 57 94, or contact Reg Foster at TBEA on: 0161 342 2885

Car Sharing Scheme

Late 2003 saw the launch of 2sCompany.org.uk car sharing website. This scheme has been set up by the councils of Greater Manchester, in partnership with Liftshare, to make it cheaper to set up car sharing schemes.

Car sharing is a simple way to cut the costs of fuel and parking, cut congestion, and the stress of driving. The benefits include:

- Cost savings - travelling with others enables you to reduce your transport costs by up to £1,000 per year.
- Reduces the number of cars on the roads - resulting in less congestion, less pollution and fewer parking problems.
- Travelling with others reduces the stresses of driving.
- It gives employers and employees more transport options.
- Reduces the need for a private car.



Users can log on to the website at www.2sCompany.org.uk and enter their journey details. The database then informs if there are any similar journeys that they could share. The only details revealed are the users preferred name and journey details.

1. Employers can use the site in two ways. Setting up public groups is FREE, but anyone from the general public is able to join.
2. Setting up a private group which offers security in that membership is restricted to employees of the company. This does have a small cost.

For further details contact Pamela Vaughan at Tameside Council on 0161 342 3920, Liftshare on 08700 780225 or visit www.2sCompany.org.uk

For more information on any of the news items mentioned in this newsletter please contact Ed McDermott for more details on 0161 342 2885 or email tbea@mail.tameside.gov.uk

Clean Technologies in Tameside

The environmental industry supply a diverse range of goods and services to measure, prevent, limit or correct environmental damage to water, air and soil as well as problems relating to waste, noise and eco-systems.

In terms of the sub sectors of the Environmental Technology Sector (ETS), the largest markets are in waste management and wastewater treatment, but the highest growth sectors are cleaner technologies, energy management and renewable energy.

The UK market is estimated to be worth £14.8 billion per year and is forecast to grow to approximately £21.2 billion by 2010. Based on the UK figures and economic data on the North West, it is estimated that the ETS market in the region is valued at £1.2 to £1.4 billion per annum.

Tameside is well placed to take advantage of this growth market due to the location, transport links, strong manufacturing sector and the presence of many existing ETS suppliers. A resource study was undertaken by consultants Enviro in 2002 to quantify the boroughs resource and potential for growth.

A number of initiatives have been launched to help promote the this rapidly growing sector. TBEA in partnership with Envirolink NW held a Regional Clean Technology event last October at Hyde Town Hall, which brought businesses together with research establishments and funding bodies.

The event was attended by over 60 delegates from across the region. Lisa



Clean technologies event, Hyde Town Hall conference centre

Hoyland, Tameside MBC's Business Initiatives Manager, said, "Tameside has a strong manufacturing base that requires innovation and new solutions to help keep them competitive. In addition our strong manufacturing sector and existing ETS skill base can be used to help produce and provide clean technologies solutions, helping to sustain and create local jobs. The Clean Technology event has helped to raise the profile of a rapidly growing sector and brought together regional organisations and businesses to help achieve this goal along with ongoing support provided locally and regionally to help monitor progress."

For further information on the opportunities for local Clean Technology Sector please contact:

TBEA on 0161 342 2885 or email:

tbea@mail.tameside.gov.uk

On-line help from the EA

The Environment Agency has an on-line service to help small businesses navigate through the maze of environmental legislation. By visiting the site you could save your business a lot of time, money and hassle. It has been developed to help small businesses understand the practical implications of very detailed and rapidly changing environmental law and policy.

The website is split into two sets of guidelines:

1. **Management Guidelines**, which help businesses comply with the key environmental legislation that may apply to the different aspect of the business, from raw material inputs through to wastes.
2. **Sector Guidelines**, which are sector specific, and outline the practical measures to keep your business sector compliant with the law.

Amongst the sector guidelines already published are:

- Chemical manufacture
- Construction
- Electrical equipment and machinery manufacture
- Electronics
- Fabricated metal products
- Food and drink manufacture
- Land transport
- Machinery manufacture
- Metals production and processing
- Recycling
- Rubber and plastic products
- Sewage, waste and cleansing
- Textiles and textile products
- Wood products

The site is always being updated with new sector guidelines with office businesses being one for the future.

For more information go to:
www.netregs.gov.uk

If you would like more information on any of the news items mentioned in this newsletter please contact Ed McDermott for more details on 0161 342 2885 or email tbea@mail.tameside.gov.uk



Company Focus - Selby Marketing Services

SAVE MONEY BY DIVERTING YOUR WASTE FROM LAND-FILL

Contact us

If you have any queries or comments about **Mentoring Network News** or suggestions for articles, please contact Ed McDermott or Reg Foster on **0161 342 2885**

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Selby Marketing, based in Ashton Under Lyne, have done just this. As a marketing and promotional support company providing support for businesses and advertising agencies running marketing campaigns, they saw the Direct SME Support scheme as the ideal opportunity to address their cardboard waste problem.

Working to support the marketing campaigns of large businesses means a lot of packaging materials, containing promotional materials to be unpacked and sent out. For Selby Marketing this meant dealing with large amounts of cardboard waste. The company found three problems associated with this waste:

1. **Disposal costs:** The costs associated with sending waste to landfill are very high, with it reaching £15 per tonne in 2004, and rising by £3 per year from 2005, until it reaches £35 per tonne in 2010.
2. **Storage:** Cardboard is very bulky, and thus storage is a problem for companies. Selby Marketing has one cage to store the cardboard.
3. **The low value of cardboard waste:** Recycling companies will only take large quantities of card at a time. A lot of companies do not produce the quantities that recycling companies want, and thus find it difficult to recycle.



Selby Marketing's new baler for cardboard

Taking these issues into consideration, and forecasting huge costs to the company from sending the waste to landfill they decided to recycle the cardboard, and linked up with a local recycling company. In doing this, however, they had to take the waste to the recycling depot, incurring extra transportation costs, and the problem of storage had still not been resolved.

To address this, Selby Marketing Ltd, utilised the Direct SME Support scheme to purchase a reconditioned baling machine. Having this baler has meant that instead of having to go to the recycling company weekly with one cage full of cardboard, when the cage is full, they can put it into the baler and compact it. One bale of cardboard is the equivalent of 8 full cages. The recycling company will now collect the baled cardboard

This has obvious benefits for Selby Marketing. Had they been sending the equivalent waste to landfill, it would be costing them an extra £3,000 per annum in landfill costs, which would increase every year in step with rising landfill tax. Other benefits include reduced costs of taking the card to the recycling company. There are the environmental benefits such as reduced waste going to Landfill and reduced van journeys to the recycling company from the company premises.

Mr Barry Selby, partner of Selby Marketing Services, said of the project, "As a company we strive to be environmentally friendly, and with the large amount of cardboard waste we produce, we did not want to have to send it to landfill. This project has enabled us to continue to expand our business, whilst at the same time continue to improve our environmental performance. We are seeing the cost savings immediately and we can put our resources to other parts of the business."

For more information on this case study, please contact Ed McDermott at TBEA on 0161 342 2885 or email tbea@mail.tameside.gov.uk.

THE BUSINESS ENVIRONMENTAL MENTORING NETWORK

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