



ENVIRONMENTAL

# wastereview

a regular update on waste issues and how they affect you from the UK's No.1 provider of waste management services to the printing industry a division of  issue 13/2018

## Your certificate is waiting!



Now's the time to send for your annual Waste Disposal Compliance Certificate, which is issued by J&G to customers wanting to show that their waste has been collected, treated and properly disposed of in accordance with current legislation.

The certificate is approved by the Environment Agency and acts as valuable documentary evidence that your company has an excellent waste management programme in place.

To receive your latest certificate, just complete the form enclosed with this newsletter and fax or email it back to us. We'll action it on your behalf.

Also enclosed (where appropriate) are full details of the hazardous waste we have collected from you over the last quarter. These documents should be kept on file for a minimum of five years.

Remember, all this information will be particularly valuable to you if you are drawing up an environmental management programme or responding to customers seeking to check the environmental performance of their suppliers.

# Moves like JAG



Sales/ Customer Care Representative Dave Ramsden and Brian Smith pictured at the new warehouse.

New technological developments, larger premises and a surge of international interest are all part of JAG products soaring success in recent months.



With a new office and substantial warehouse expansion in early 2017, the rest of the year has been better than Print Sales Manager and JAG creator Brian Smith could have ever anticipated when the range first launched at the start of 2015.

Since then, his concept of providing a complete 'circular' service by delivering the printing consumables needed and then collecting the waste created has been embraced by customers, both existing and new. JAG proved a particular talking point during J&G Environmental's attendance at the 2017 IPEX Exhibition.

"IPEX was fantastic exposure for JAG and the level of interest we experienced was incredible with many new leads; 50% of those being from international customers," Brian confirms.

"It has been a fantastic year across all areas - the warehouse expansion means we have been able to increase the amount of stock held by 60% and raise an already high service level with products often delivered on the day of being ordered in many cases. Our turnover is up 62% on the previous year's trading and we are continuing to introduce and develop new cutting-edge products."

From just six products initially, JAG now boasts well in excess of 200. Recent additions include the latest in blanket technology from manufacturers Sava in Slovenia and Acoma in Italy.

"The ethos of these two manufacturers fits alongside our own in that we are not just interested in selling products but in forging ahead to find the next best

thing to offer customers. Both Sava and Acoma are at the forefront of cutting edge technology and very compatible with our own outlook in that respect."

Finally, Brian has a word or two for those who ran with his concept from the outset.

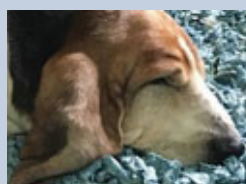
"Although JAG's success and rapid growth can be attributed to the quality of products and service backed by the solid reputation and infrastructure of being part of J&G, I'm very grateful to the customers who supported us from the beginning. If you'd told me how quickly the range would grow back in 2015 I'd have struggled to believe it. But then as they say, sometimes the simplest ideas can be the best - providing they are implemented well that is!"

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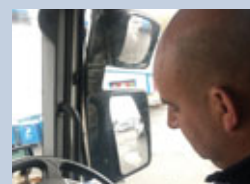
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# CHINA CRISIS

**“Challenging but overall still positive,” is how recycling manager Darren Fairlie sums up the past year, while he believes “innovation and inspiration” are key to the way forward during the next one.**

China's crackdown on imported plastic has had a major impact on the whole recycling industry. As a result, Darren explains his role over the last 12 months has involved a strong focus on successfully sourcing new outlets for recycled materials including Vietnam, Turkey and Singapore.

The company undoubtedly has the capacity for serving the many new international customers Darren finds. At the start of the year, J&G took over a new warehouse adjacent to their current Blandford site and made a significant investment in new baling machinery which increased recycling output by 400%. Currently J&G deal with around



J&G's new baling machinery, installed in 2017.

400 tonnes of recycling a month from a diverse range of clients and are working to increase this further to 600. Recycling streams include clothing and textiles, plastics and cardboard with Darren always on the lookout for new ones.

In rising to the challenge faced by the situation in China, he says the difficulties presented have led to more communication between

recycling companies.

“People are talking more, sharing contacts and swapping ideas,” he explains. “The criteria have changed for everyone and we are all in the same position in terms of finding new markets. Having said that, J&G has the advantage of having the only wash plant in the vicinity and are also able to offer a baling service to other local recyclers. We are now

dealing with an increasing number of non-print related clients across a range of industries and in that diversity, lies our strength. Going forwards we'll be continuing to think creatively when it comes to new avenues of recycling.”

## Making a stand

**J&G Environmental enjoyed a prime spot at the UK's largest printing exhibition when it returned to its original location at Birmingham's NEC Centre.**



www.jg-environmental.com

The company took a stand in a prominent position in the Independent Printing Industry Associations' Pavilion at the IPEX Exhibition held from 31st October - 3rd November.

As the only consumable supplier and print recycling company exhibiting it was an opportunity to showcase both products and the company's waste recycling services.

“Before this one the previous IPEX exhibition was nearly four years ago at London's Excel Centre and we weren't going to miss the first one back in Birmingham which feels like its natural home,” commented J&G Environmental General Manager John Haines. “It is a valuable show in terms of meeting present and future customers and that is particularly true for this one which enabled us to spread the word about all our services on an international as well as national level.”

## Fish for compliments

**A successful working relationship lasting a quarter of a century has been marked with the presentation of an engraved commemorative tankard.**

Sturminster Newton based printer John Fish was given the tankard by J&G Environmental on his retirement after notching up a 25-year working partnership.



“John has done a great job for us over the years and we wish him all the best in his retirement after being with us virtually from the word go,” commented Fleet Compliance Manager James Quick from J&G's Transport Division, pictured here with John.

Blandford based Purely Print has now taken over the contract in keeping with J&G's preference of using local firms which also includes Henry Ling Limited in Dorchester.

# Neigh problem



Charlie and Chico Too in action.

**When J&G Environmental came up with the idea of turning recycled cardboard and egg boxes into animal bedding they may just have underestimated the value animal lovers place on keeping their four-legged friends warm and comfortable.**

Demand for the triple filtered, super absorbent JeeGee bedding has exceeded all expectations with sales tripling in the last year. The company have had to invest in new equipment to up output and expanded delivery services to cover the whole of the UK.

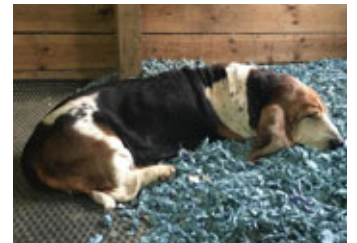
The bedding is a particular hit with horses and owners suffering from allergies or respiratory conditions with minimal dust compared to materials such as straw and wood shavings.

"It has been an amazing year for JeeGee - we have had to source additional egg box suppliers and increase our distribution which has recently included supplying the Isle of Wight," says JeeGee's Equestrian Consultant Traci Ewings. "People love the many advantages for both them and their animals such as lack of smell and comfort along with the anti-allergy properties and of course the biodegradable aspect to boot.

We've had huge amounts of interest from owners of animals varying from llamas to rabbits and currently have a dairy farmer using JeeGee for his herd instead of straw."

JeeGee's brand ambassadors are award winning dressage rider and trainer Charlie Sawyer and his mount Chico Too. Dorset based Charlie, who scooped three National titles this year explains he was already using JeeGee when he was approached by J&G.

"It has obviously done the job in keeping him comfy in his stable going by our success this year and 2017 has been a good one for both us and JeeGee," says Charlie who is currently Hickstead Masters Champion. "I now use the egg box bedding for my whole yard as it takes half the time to muck out, is super absorbent, much less dusty and above all very comfy as Batty the Bassett Hound proves - he loves a snooze on it!"



J&G has been producing bedding for livestock and poultry since 2009 but the recycled egg box bedding aimed specifically at horses was introduced in 2016.

## Pretty muddy...and pretty yummy

**J&G staff showed they are willing to get their hands dirty (and everything else for that matter) when a group of five ladies - the 'J&G Joggers' took on the challenge of a 5K Pretty Muddy Obstacle Course.**

The event was organised by Cancer Research UK, and the fabulous five raised more than £700 after completing it in 45 minutes.

"We were filthy and exhausted but exhilarated - it was great fun for a great cause and something we will be doing again," said Tanya Miles who took part along with Lynn Stranger, Sally Wray and Tina Bugg, all from Accounts with the addition of Tina's daughter Kelsie.

"A big thanks to everyone who sponsored and supported us."



**More fund raising took place in September, this time for MacMillan Cancer Care when J&G tempted employees into buying (and naturally eating) cakes for the charity's World's Biggest Coffee morning.**

A highlight was the raffle of a fantastic, edible version of a J&G lorry which wouldn't have looked out of place on The Great British Bake Off. The lucky winner was JAG administrator Lisa Wilkinson pictured here with her prize.



## Follow us!

You can now follow us on facebook, twitter and YouTube. Just click the links at the bottom of our website [www.jg-environmental.com](http://www.jg-environmental.com) Home page to read all the latest news and views from J&G Environmental.



## New look...

Check out J&G's new look website, [www.jg-environmental.com](http://www.jg-environmental.com) which has undergone a face lift, making it even easier to find out about the company and the many services offered. You can download an online version of this newsletter, along with our JAG product list and all our accreditations and certificates. Our other social media channels can be accessed by clicking the links at the bottom of our website.

# Waste of our times

**A new book, *The Hart Of Waste* chronicles the history of waste disposal in the UK as well as the beginnings of the company J&G Environmental are now part of.**

The publication explains how entrepreneur “Bunny” Hart (real name Edgar but his boundless energy led to the nickname which stuck) set up Cleansing Service Group back in the 1930’s and how it grew over subsequent decades from a fleet of ‘bucket emptying’ vehicles (somewhat ironically known as ‘honey wagons’) which dealt with military camp toilet waste to the increasingly diverse, but still family owned operation it is today.



Initially a customer of CSG, J&G Environmental became part of the bigger picture when the founders decided to sell in 2008, having already established a strong working alliance.

But the book also includes mention and photographs of some pivotal moments for J&G that pre-date that, such as winning the Queen’s Award for Enterprise in the Sustainable Category in 2003.

*The Hart of Waste - A History of Cleansing Service Group by Nigel Watson is published by Third Millennium Publishing.*

# A driving force



**You might imagine that someone who gets behind the wheel for a living would prefer to take a backseat when they're not working but that isn't the case for J&G's Richard Sandell.**

The J&G Service Technician regularly clocks up 2,000 miles a week as one of the company's longest serving drivers and also acts as the nominated company rep for the 15-strong team.

A self-confessed petrol head, the 40-year-old married father of one admits he makes a “terrible passenger.”

“I don't like feeling someone else is in control and hate getting on planes for that reason,” explains Richard. “And once I'm on holiday

you won't get me on a coach - I hire a jeep to explore.”

You may also find him out on the water as Richard holds a boat licence. Until a few years ago he was officially involved in powerboat racing and often skippered the media boat, taking dignitaries and press out. He was once tasked with looking after Heads of State from Trinidad and Tobago and recalls having to help two very well-dressed ladies wearing high heels get into a rigid inflatable.

That may have surprised Richard but it certainly won't have phased him. In fact, a cool head is one of the qualities that suit him to the role. From manoeuvring his 44-tonne articulated lorry into tight spots in the capital to dealing with incidents where a customer's fork lift truck accidentally punctured a hole in the waste container he was collecting, Richard tends to focus on a solution rather than the

problem. His unflappable, adaptable attitude has stood him in good stead over the years.

“The job has definitely changed since I first started when it was all about collecting printing waste,” he explains. “Now I could find myself travelling to airports to collect jet fuel or the port to meet a ship. There's a lot more to our job than driving additionally - we are the face of J&G, advising customers on the best and safest ways to deal with various waste streams in line with current legislation and assuring them 95% of everything we collect is recycled with work to increase that percentage ongoing. We calculate their bills on the spot and are responsible for filling in and supplying the relevant paperwork. The diversity as well as the camaraderie with the other drivers is the best part of it.”

There's no hesitation when asked what the worse aspect is - with the M25, M6 and North Circular particular bugbears for Richard.

“The traffic has got so much worse since I started back in 2000, as have driving standards in general, or maybe it is just me getting old and grumpy,” he laughs.

## Contact us

What do you think about our service?

Do you have any queries about your waste management?

We're always very keen to hear from you, so why not log on to our website [www.jg-environmental.com](http://www.jg-environmental.com) where there's a customer comment section? You'll find it under 'Contact/Provide Feedback' so please feel free to contact us at any time.