



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 14/2019

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.

A dynamic decade



J&G Environmental has celebrated a successful decade as part of the UK's leading waste management group. CSG (Cleansing Group Services) acquired the company in 2008, and CSG Managing Director Neil Richards said it had been a "great pleasure" to work with the J&G team for the last ten years.

"Over the past decade we have enjoyed and supported the continued growth and diversity of J&G, keeping almost all the original staff whilst increasing the workforce by 30%. This has created new career opportunities for people across the region as the company continue to provide exceptional service to customers."

He went on to add that despite the decline across the print industry, the evolution of J&G Environmental into an holistic provider of consumables, transport and recycling services has allowed the company to retain its market leader position.

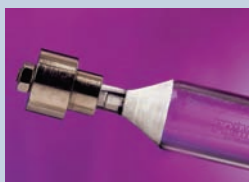


John Haines, J&G General Manager and Neil Richards, CSG Managing Director

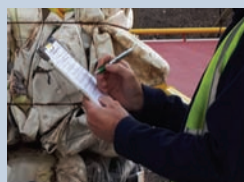
Founded in the 1980's, J&G, originally J&G Metals, was set up to recover silver and aluminium from the print industry in addition to picking up hazardous waste.

The company became J&G Environmental in 1998 with a focus on the latter and went onto develop a close working relationship with CSG prior to the acquisition.

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The perfect partnership

JAG products are celebrating after winning the coveted, main UK distribution rights of a top-quality printing range.

Baldwin was founded 100 years ago and is a market leader in equipment and consumables for the printing industry on a global level. They are the world's largest manufacturer of high-end wash rolls for cleaning presses, in addition to providing a wide range of other products including UV/LED curing lamps. Known for having a commitment to only one UK distributor, companies were clamouring to be considered for the accolade when it became known they were on the look-out for a new one.

JAG was among the many applying, with a shortlist eventually drawn up of two who were invited along to Baldwin's Slough factory to put forward their case during the final selection process.



JAG founder Brian Smith and one other competitor each gave a full day's presentation and Baldwin's Sales Director Michael Joyce, explains how he became convinced JAG and J&G were the way to go.

"We had a long relationship with our previous distributor and were looking for a company that matched our high levels of commitment and loyalty, in addition to being forward thinking. When Brian started talking, it became evident that his was not just another consumable company and JAG had a different approach. It was one that fitted completely with our belief in a circular service; where the company that supplies goods is responsible for taking them away. We simply didn't find what JAG and J&G could offer us

elsewhere and see this collaboration as providing great potential for new openings."

The products JAG now have the rights to distribute include Baldwin's Prepac and Cleanpac wash rolls and UV and LED lamps. Brian Smith confirmed it was fantastic news for everyone in the JAG team and all at J&G, adding; "We are thrilled to be working with Baldwin and able to supply existing and new customers with their products."

The team of JAG reps has been

increased to deal with the additional demands involved. Simon Plastow and Dave Smith are the new additions, bringing with them a combined total of more than 60 years' experience in sales and the printing industry. The full team of eight reps recently headed to Baldwin's Slough factory to familiarise themselves with the products and ensure they are best placed to advise and deal with enquiries. JAG's Kettering based warehouse has also been expanded to provide extra holding space for the new stock.

JAG collaboration

JAG products are the consumables of choice for a new one-stop shop catering for the printing industry.

The full range of JAG printroom consumables will be on offer via The Printer's Marketplace, (TPMP.co.uk) owned by Quatro Tech, an experienced leading mechanical and electrical printing engineering company.

"Combining our extensive parts catalogue with JAG's range of essential pressroom products enables us to provide a high quality, comprehensive service," explains Quatro Tech Director Julian O'Donnell.

"We chose JAG because the exceptional range and quality of their products provides the perfect match for our company standards and approach. We believe that together we can forge a new service for the printing industry, able to meet and exceed all customer requirements."



Saxon merger

Following the merger of sister companies Saxon Recycling and J&G Environmental, customers of the former have reported being “delighted” with the way the transition of their business has been handled.

The two companies had been operating in the same industries following the purchase of Cambridge based Saxon by parent company CSG in 2013. The merger came into effect on April 1st 2018.

Saxon's former depot manager Joe Grinter and Saxon's former transport manager Roly Williams have now taken sales and customer service related roles in J&G. Joe had worked for J&G previously, including an

involvement with special projects while Roly has enjoyed a long history with J&G across positions including driving and scheduling. Both are well known to Saxon's former customers and worked to ensure no issues arose as a result of the merger.

Mick Leatherland, Production Manager at John Baxter & Sons Limited, based in Hinckley commented;

“As a long-standing customer of Saxon, we have been pleased to

experience continuity of the same good service with J&G Environmental in addition to the benefits of retaining some familiar contacts who already know our business needs.

Another company confirming their satisfaction is Lonsdale Print Solutions in Wellingborough. Head of Production there, Paul Buckby, added;

“We had been with Saxon for some time and when J&G took over, we were delighted with the smooth transition and uninterrupted, service. We have found them efficient, professional and providing the benefit of excellent customer care.”



Joe Grinter, J&G Sales



Roly Williams, Customer Care

Recycling staff



J&G Environmental's new Recycling Manager has a face already very familiar to long standing employees at the company. Jason Goddard has 16 years' experience in the recycling industry but was originally employed by the company from 2002-2006, first as a driver and then in the yard where he was responsible for installing the company's original wash plant.

When J&G were looking to appoint a new recycling manager, Jason's name was top of the list. Handily he was available and still living close to the Blandford site, in the nearby village of Okeford Fitzpaine.

“I got a call asking if I'd be interested in the role which represented a new adventure, particularly in these challenging times,” explains Jason who re-joined in July. “With the situation in the Far East and Vietnam and Malaysia joining China in banning certain types of exported plastics and paper, we are currently focusing on cardboard and clear films, as well as thinking

creatively about other materials we have end markets for.”

Jason has also been busy overseeing numerous investments in the recycling department including the recent purchase of a new weighbridge. This will help streamline recycling processes for record keeping and payments. A granulator for plastics and corporate clothing destruction is also due to be installed at the start of 2019, providing many benefits, as Jason explains;

“Previously we have needed to involve third parties with corporate clothing destruction but this will alleviate the need for that and keep the whole process onsite. It will ensure an even more secure service for customers from start to finish, in an environmentally friendly way in terms of reduced transportation. It also provides the bonus of giving added value to rigid plastics that would otherwise have been destined for landfill.”

Future plans also include the possibility of a JCB Wastemaster to enable lorries to be more easily unloaded from one side.

New tech and training

Improved efficiency will be one of the benefits resulting from the installation of a new computer system at J&G's Blandford headquarters.

The company is the first in the CSG Group to have the new Microsoft Dynamics system which is expected to then be rolled out across the rest of the group.

“The previous system was installed

back in 2005 when it worked well for our needs but as a company we have diversified and expanded so much since then that we've simply outgrown it,” explains J&G's Administration Manager

Heather Brewer. “This will be a bonus to all departments, particularly transport in terms of providing a much more efficient and streamlined way of scheduling services. Training with the new software will be provided for all staff and we are looking forward to it being fully up and running in 2019.”

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Ten years at the top



John Haines, General Manager, J&G Environmental Ltd.

With four young grandchildren and a keen interest in sports, (specifically Liverpool FC), J&G's General Manager John Haines is kept as busy outside working hours as he is during them. However, he also enjoys unwinding at the local bar.

John started in the company twenty years ago, as a yard worker sorting out metals but explains he always harboured ambitions to work his way up. It wasn't long before he was asking his then boss, what he could do to ensure that.

"Driving was the obvious progression but I don't like driving so that was never my aim," explains John. "Instead it was suggested I proved I could run the yard."

He did just that for several years before a bout of ill health forced him to take time out. On his return, John was appointed to an office-based role where he got involved with sales and customer services, providing a valuable insight into another side of the operation.

During this period, he forged close links with Neil Richards, (then Treatment Manager at CSG Lanstar, now Managing Director of

the Group) who began taking all J&G Environmental's waste. When J&G's owners decided the time had come to sell, the resulting close relationship forged between companies led to CSG buying J&G.

Change can be scary but having worked closely with Neil already John felt a good level of trust and support had already been established.

With ten years at the company under his belt, a month before the acquisition John was given the news, he was being appointed General Manager. Confident he had what was needed to push J&G forward under the wing of a supportive parent company, he recalls the idea still took some adjustment;

"It was a big opportunity and made a significant difference to my day to day role; as a manager, previously I'd been reporting to one owner and now I was the overall manager,

reporting to a board," John explains. "One of the things I decided at that time was that I would let the managers under me run their own departments. We have good people onboard and they have all risen to the challenge."

A decade on, John can cite many highlights at the company, including meeting the Queen when the company won the Queen's Award for Sustainable Development in 2003, before going on to achieve Investors in People the following year.

In terms of challenges, he cites the move from litho towards digital print as being a main one, along with the recent changes affecting the plastic recycling industry.

"To stay number one in this industry, you are constantly having to keep one step ahead; to look at what can be recycled from digital waste, to increase what we recycle and how we recycle it by adding value. Increasingly, customers are far more environmentally and H&S aware, and with tighter controls

we're the obvious choice with these as one of our top priorities, with having the 14001 Environmental and 18001 Health & Safety Standards."

John is far from the only employee who has worked for J&G Environmental more than two decades and he sees that as an indication of the way the company treat employees and their investment in training. One of his daughters, Sam, has notched up 18 years with the company after joining straight from school. She now works closely with him as J&G's Hazardous Waste Co-Ordinator, although they try to avoid talking shop outside working hours.

With these often being long however, he says he considers himself very lucky to have an understanding and supportive wife who knows how important work is to him.

When asked how he would like to be thought of as a manager, he doesn't hesitate long. "Honest and fair is my aim. From the time I was appointed I wanted an open-door policy where staff, at any level feel they can come and talk to me about any aspect of work. Sometimes that means I don't achieve as much as I would like in a day, but it's the staff that make the company what it is and their well-being is paramount."

Aside from being a sports fan, any spare time is generally spent with his grandchildren, three-year-old Liam, ten-year-old Rhianna and seven-year-old twins Sophia and Olivia.

"I absolutely love being a grandad and probably spend more time with them than I managed with my own children but sometimes it feels like harder work than the role of a general manager," he says smiling. "Although with grandchildren, there is always the opportunity to hand them back!"

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 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.