

# Synergjie

Newsletter for the National Industrial Symbiosis Programme

## NISP goes UK wide



Left to Right: Nuala Devlin, Executive Officer - Sustainable Development Division - Invest Northern Ireland, Trevor Knipe, Head of Sustainable Development - Invest Northern Ireland, Joanne Doak - Diageo, Peter Laybourn, Director - NISP and Adrian Murphy, National Programme Director - NISP pictured at the launch of NISP Northern Ireland.

**JUST under two years after its launch, NISP has rolled out its business opportunity programme to Northern Ireland, making it a truly national venture and extending its industrial symbiosis approach into a new territory.**

The launch of NISP Northern Ireland reinforces the fast pace growth of the programme which continues to deliver positive economic and environmental results for its member companies and have a positive impact on society as a whole.

Working in partnership with Invest Northern Ireland, the region is the final piece in the jigsaw for NISP which also operates in nine English regions as well as in Wales and Scotland.

Complimenting Invest Northern Ireland's goal to increase wealth and prosperity throughout the country, companies stand to gain from financial savings and additional sales through the new sustainable business opportunities they create through the programme. Meanwhile, there will be significant environmental benefits for the region as under-utilised resources are identified and diverted from landfill, hazardous waste is eliminated and CO<sub>2</sub> emissions are cut.

To kick off the programme's entry into Northern Ireland, NISP held its first 'Quick

Wins' workshop in Belfast during February, attracting 30 businesses including many well known Northern Ireland companies, such as Diageo, Glenfarm Holdings and Canyon.

Commenting on the NISP's entry into Northern Ireland and the programme's new UK-wide status, Peter Laybourn, Director of NISP said:

"NISP has rapidly rolled out across every UK region, thanks to the demand by businesses for the programme. Northern Ireland creates the potential for further synergies, and therefore, more business opportunities for current and new members.

"We very much welcome Northern Ireland businesses on board the programme."

Victor Jordan, Invest Northern Ireland's Director of Business Improvement Services, said:

"Invest Northern Ireland offers a range of services to help businesses make more efficient use of waste and energy. NISP will compliment our existing support for business by helping local companies identify collaborative opportunities to save money, improve resource efficiency and reduce environmental impact. We are delighted to be facilitating the introduction of this programme in Northern Ireland."

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## WELCOME

Welcome to the latest edition of Synergjie. Since the last issue, NISP's member companies have continued to embrace the programme's unique industrial symbiosis approach and in turn are benefiting from new business opportunities as well as reducing their organisation's environmental impact.

As a result, I am delighted to report that NISP is well on track to achieve its second year targets including cost savings and additional sales for industry, landfill diversion and reduced CO<sub>2</sub> emissions.

This edition of Synergjie takes a look at how businesses are delivering these results in the construction sector and reveals more about our new sister programme - NISP++. We also welcome our 6000th member - Harvey & Son's (Lewes) Ltd and introduce two new practitioners who join NISP with impressive business backgrounds.

When it comes to creating new business opportunities, innovation has always been a priority for our members. This is reflected in a report by the University of Birmingham that confirms more than 70% of NISP facilitated synergies involve significant innovation (see page 4).

As NISP embarks on its third year I am proud to say we are a truly national programme, with a growing membership of large, SME and independent businesses that span across every type of industrial sector. During 2007/08, NISP is set to go from strength to strength, opening doors to sustainable business opportunities and connecting industry in the drive to improve business competitiveness across the UK. Given our success to date, we will certainly be in a position to assist UK industry for many years to come.

**Peter Laybourn**  
Director

## Membership celebrates new high

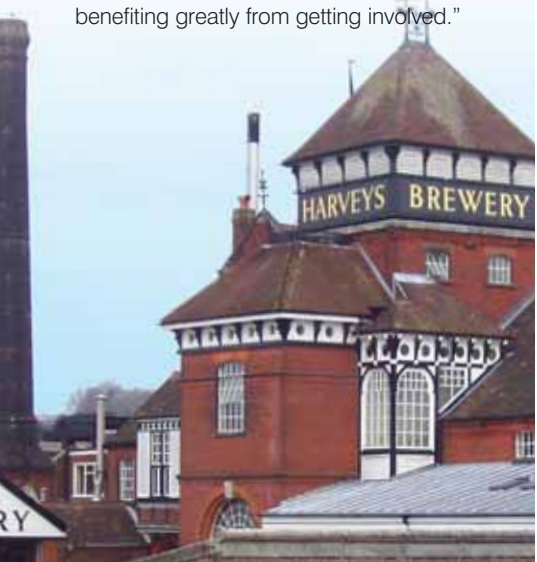
NISP has celebrated a new membership milestone by welcoming its 6000th member company on board – Sussex based family brewer, Harvey & Son (Lewes) Ltd.

Harvey's has been associated with the supply of beers, wines and spirits in Sussex for over 200 years. Today, it remains an independent, family company brewing a range of beers which have delighted the people of Sussex and neighbouring counties for many years.

Like many traditional brewers, they are already well practiced at industrial symbiosis with spent grain being used for cattle feed and spent hops enjoying a new life as soil conditioner and mulch. However, Harvey's do not stop there and actively seek new opportunities to become more efficient – an effort which was recognised in 2005 when the company was awarded SEEDA's Sustainable Business Award for the medium-sized category.

Harvey's has recently acquired Scottish Courage's former distribution depot and the company is working with NISP to explore innovative opportunities to make the most of this asset, including renewable energy. Miles Jenner, Managing Director of Harvey & Son (Lewes) Ltd explains:

"At Harvey's, striving to become more resource efficient has always been integral to how we run our business. We take a progressive approach and actively seek new opportunities to improve the way we operate. I am impressed by the significant economic and environmental achievements NISP has helped its members achieve to date and I can see our business benefiting greatly from getting involved."



Sussex based family brewer, Harvey & Son (Lewes) Ltd

## NISP++ speeds off to a great start

NISP's new sister programme NISP++ has made a promising start, with LTI Vehicles – the Coventry based manufacturer of the world-famous purpose-built London taxi – being the first automotive company to sign up.

Supported by Advantage West Midlands (AWM), NISP++ is a free programme which will initially target two of the West Midlands' biggest industry sectors – automotive and construction. Building on the success of the national programme, this dedicated attention will enable faster penetration within the West Midlands, propagating even greater benefits to a wider range of companies and contributing to the environmental sustainability of the region.

Launched in January 2007, NISP++ is already starting to build momentum with plenty of companies coming on board including LDV from the automotive sector and Antico and Marley Eternit from the construction sector. Through free workshops and facilitation by expert practitioners the programme is set to realise some significant business opportunities in its first year.

Already the first NISP++ automotive workshop has received CIWM accreditation which will provide individuals who attend a workshop with a quarter of a day towards the Institution's Graduate Structured Education & Training Programme or two hours of Continuing Professional Development.



As reported in the Birmingham Post, Ralph Hepworth, Environmental Technology Cluster Manager at Advantage West Midlands, said: "The pioneering NISP project that Advantage West Midlands supported in 2003 has already established a clear lead for the region in this important and growing area. This new project will build on this lead bringing more economic and environmental benefits to the West Midlands."



(Left to right) Frederic Kertrestel, Development Manager - NISP and Tim Baldwin, Transport and Waste Policy Manager – Advantage West Midlands are pictured welcoming Carl Richardson, HSE Manager at LTI Vehicles as the first automotive company to sign up to the NISP++ programme.

*"At LTI we actively seek new opportunities to improve our resource efficiency and we're delighted to be the first company to sign up to the NISP++ programme."*

Carl Richardson, HSE Manager at LTI Vehicles

## BUILDING SUCCESS IN THE CONSTRUCTION SECTOR

While household waste dominates the conscience of the general public, NISP is trying to help organisations address industry's bulkiest waste stream – the 90 million tonnes of construction waste produced in the UK every year.

The construction sector faces a number of challenges ranging from increasing costs, providing evidence of improved sustainability performance, and is feeling the effect of legislative changes and new and tightened standards.

NISP has taken a pragmatic approach to industrial symbiosis in this sector, working alongside members to create sustainable business opportunities through a series of 'Quick Wins' workshops focussed specifically on the construction sector.

Here *Synergie* takes a look at a successful venture in NISP's London region and how the NISP Quick Wins construction workshops are beginning to tackle key challenges and support businesses in delivering results.

### Case Study

A synergy between St James Homes, a London housing developer and Keanes Environmental resulted in massive cost savings and environmental benefits for the new Innova Park family housing development.

The 30,000 tonnes of material generated from engineering works on the former nine acre water treatment works was destined for landfill. Keanes were commissioned to modify the material through their Keanemixer to create Trenchmod® which was utilised as sub-base for the overall site infrastructure works.

The use of Trenchmod® resulted in massive cost and environmental benefits including the diversion of 30,000 tonnes of material from landfill, the avoidance of 380 Tonnes of CO<sub>2</sub> and delivered cost savings to the project in the region of £1.2 Million.

NISP has been working closely with Keanes Environmental over the last year to promote the technology and identify potential opportunities for use.

Keanes Environmental regularly attends NISP workshops and the company has gained further exposure to a number of large utility and construction companies including Thames Water (who partner with Berkeley Group in the St James Homes venture).

Andy Goodson, Sales & Marketing Director for Keanes Environmental said:

***"NISP continues to be a fantastic way of introducing people who share the common theme of waste reduction on their sites, which not only benefits the contractor but also has a huge benefit to the environment in which we live and work."***



The Keanemixer being loaded with waste material

## Workshops win praise

NISP East of England's Construction & Aggregates Synergy Workshop – which was co-hosted by Constructing Excellence – took place at Duxford Air Museum in December, attracting over 50 delegates representing some of the major players in the construction industry.

"The success of the workshop and indeed the enthusiasm and commitment demonstrated by everyone who attended, validated our idea to develop a forum to drive NISP forward within the construction and aggregates sectors," said Antony Gough, Regional Co-ordinator for the East of England. "We are looking forward to developing a working group and have already secured the support of some key organisations including Balfour Beatty, Kier Construction, G Webb Haulage, to name but a few."



**"An excellent opportunity to network with other people and sectors to change attitude and behaviour to waste management."**

**Balfour Beatty Infrastructure Group**

**"An excellent exercise in sideways thinking."**

**HM Prison Service**

**"Well organised, presented and received workshop. Some good opportunities to co-operate with others."**

**Eco Aggregates**

## Scottish Executive teams up with NISP

The demand for NISP's Scottish Construction workshop in February was high and brought together 24 companies with a common goal – how to improve their resource flows and business efficiency.

Companies such as Laing O'Rourke and Purvis Group attended the event and Jon Rathjen from the Sustainable Development Team at The Scottish Executive discussed the recently announced requirements of all public bodies in Scotland to include minimum requirements of recycled content in tender specifications for construction procurement. Jon explained to delegates that the recommended target is for at least 10% of the total value of materials used on projects over £1 million is to be derived from recycled and re-used content.

To find out more about joining NISP, contact your nearest regional office:

**NISP Head Office**  
t: 0121 766 4560  
e: enquiries@nisp.org.uk

**NISP Scotland**  
t: 0131 556 8013  
e: scotland@nisp.org.uk

**MAP-IS (NISP Wales)**  
t: 01656 868886  
e: wales@nisp.org.uk

**NISP North East**  
t: 01642 342 409  
e: northeast@nisp.org.uk

**NISP North West**  
t: 0161 886 2425  
e: northwest@nisp.org.uk

**NISP Yorkshire & Humber**  
t: 01724 297016  
e: yorkshirehumber@nisp.org.uk

**NISP Northern Ireland**  
t: 028 9069 8049  
e: northernireland@nisp.org.uk

**NISP West Midlands**  
t: 0121 766 4566  
e: westmidlands@nisp.org.uk

**NISP East Midlands**  
t: 0115 907 7032  
e: eastmidlands@nisp.org.uk

**NISP London**  
t: 0207 314 4616  
e: london@nisp.org.uk

**NISP East of England**  
t: 01733 342 197  
e: eastengland@nisp.org.uk

**NISP South East**  
t: 01235 468 733  
e: southeast@nisp.org.uk

**NISP South West**  
t: 0117 930 6161  
e: southwest@nisp.org.uk

or visit the website:  
[www.nisp.org.uk](http://www.nisp.org.uk)

Synergie editorial contact:  
Karen McElroy 01283 565285

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# On the spot...

As NISP heads towards its third year, the programme is continuing to seek out experienced professionals with business and technological backgrounds to deliver results across each of its 12 regions.

This month two new recruits join NISP direct from industry, adding to the programme's expertise in the food and plastics sectors. *Barrie Thomas* has joined NISP from McCain Foods GB as part of the NISP national team and *Dave Pearson* from Petlon Polymers as a practitioner for NISP West Midlands. Here, Synergie puts both 'on the spot' to find out about their careers to date and just what it was that attracted them to NISP:

## So, tell us about your backgrounds...



*Barrie Thomas*

**BARRIE:** "Well, I've come from being Group Environment Manager for McCain Foods GB. As part of my role, I was responsible for McCain waste disposal and on average 98.5% of McCain 'waste' is recycled or re-used which has given me a good insight into what can be done to avoid sending materials to landfill.

"In the past I've managed an anaerobic waste water treatment plant – burning biogas as a replacement for natural gas in the onsite boilers – and more recently I've been planning a full scale digestion plant in Whittlesey, including three wind turbines."



*Dave Pearson*

**DAVE:** "As Commercial Manager at Petlon Polymers – Europe's largest reprocessor of waste nylon and polyester – I was accountable for purchasing raw materials and the sale of the finished product. Before that, I worked at BIP Limited in Oldbury, initially in the laboratory carrying out analytical testing, and then in environmental monitoring for external clients.

## How did you become interested in NISP?

**BARRIE:** "In my role at McCain, I had many environmental consultancies through my door all offering to save me money on waste, water or energy. Throughout all of this time the only organisation I found of any relevance to my industrial situation was NISP. While other organisations wanted to fix my dripping taps and use less water to flush the toilets (while I was using 1000 tonnes of water per day in the factory), NISP understood what was important and were far more practical and relevant in their approach.

"There are so many opportunities out there – particularly in the food industry. I'm looking forward to helping more companies realise that their wastes are not wastes, and that they are resources waiting to be used."

**DAVE:** "My main reason for joining the programme is that I'm excited by what NISP is doing. I have been working in a small sector of industry where you only talk to people within that industry, and I feel there is such an opportunity to move material from different market sectors, who do not typically communicate. Because of the way NISP is funded, the programme is free of charge to members and decisions are made for the right reasons - not necessarily for profit, although additional sales are often the result.

# Proof of innovative approach

A report by the University of Birmingham has confirmed that over 70% of NISP facilitated synergies involve innovation, providing proof that the programme's operating at the forefront of innovation and new technology.

The analysis of over 125 case studies also revealed that 56% of synergies utilise best available technologies and 19% involve a significant level of new technology development or pure research.

Dr. David Boardman, who led the study with Dr David Gardner, explains why this knowledge and new methodology will be an important asset to NISP:

"Being at the forefront of technology and innovation is fundamental to NISP's continued success. Having 'live' knowledge of the support the programme is offering – in terms of innovation and technology – will provide a very clear and ongoing strategic picture for NISP and Government organisations which NISP member companies can only benefit from.

Peter Laybourn, Director of NISP added: "As NISP matures and continues to grow, this puts us in a formidable position where we can offer our member companies ground breaking support and business opportunities through both our expert knowledge and our full contingent of technology managers who deliver technological support to each of NISP's 12 regional teams. Whilst it is great that the study has confirmed NISP's high level of innovation to date, we are very excited about what this means for the future and the potential this provides to be more proactive with our members and other stakeholders."

