

Message from the Managing Director



Brendan O'Brien Nathans Wastesavers

Welcome

Welcome to the second issue of Renews. We hope that you had an enjoyable and relaxing break over the holiday period and all of us here at Nathans Wastesavers Ltd wish you a happy and prosperous year in 2005.

I am delighted to say that the positive responses to the first issue of the newsletter exceeded any expectations. Requests for copies of the first issue meant that our print run was distributed very quickly but I promise we will do a larger print run for this issue. It was surprising who and where we got comments from and the newsletter had obviously been passed on to a range of people and groups who have surprised us with their interest in understanding more of the world of re-cycling. There are now several tours of the factory here in Denny being organised and we look forward to meeting you. The feedback all of you provided was gratefully received and you can be assured that we take your comments seriously. Several of the items in this issue have arisen from responses and comments to items in the first issue. One very general comment struck me as worth mentioning in a bit more detail.

A number of you have pointed out that one very useful purpose for our newsletter is to place some of the issues of re-cycling in a 'real-world context'. It was the phrase, 'real world context' that was used by several of you and our subsequent discussions about what that really means caused me to think again about what we are wanting to achieve with Renews. I think that what we all mean by real-world context is a global or holistic view of who and what is involved in the recycling business wherever they may be and whatever their piece of the jigsaw is. This means taking personal, environmental, commercial and operational perspectives as well.

It is a big story to tell but as some of you pointed out, there is more satisfaction to be had when we understand the bigger purpose that we are all working towards and what that means to other people... And it is the 'other people' that we will focus on over the next couple of issues bringing you some of our friends in African and other countries, their stories and something about how what we do, affects them. Alan Florence, our Export Manager will set the scene in this issue by telling you about our export activities and some of what is involved. It becomes clear we are all in a global industry.

This point is driven home as I write this. There is now growing news of the awful tsunami-wrought devastation in the Far East. Nathans Wastesavers has seen a huge increase in textiles coming in from charity shops and textile banks.

So far in January we have already received or been asked to uplift 400,000 Kgs more than we would normally expect! We have rented temporary accommodation and equipment to handle the storage and processing that this kind of volume involves.

And so finally, on the theme of co-operation I am delighted that we can bring you news about how we have been able to work with the Red Cross and Breast Cancer Aware over the last few weeks. Although, I'll leave that to others.

I look forward to hearing from you. Don't hesitate.

Let's get it sorted!

Brendan



The Red Cross

The British Red Cross is a leading member of the largest independent humanitarian network in the world - the International Red Cross and Red Crescent Movement. In most countries around the world, there is a National Red Cross or Red Crescent Society charged with the responsibility of helping vulnerable people at home as well as working in conjunction with the Movement to protect and support those in crisis across the world.

Worldwide, it is a vast organisation. The British Red Cross alone has 35,000 trained volunteers and more than 2,500 staff working in almost every community around the UK as well as in many countries overseas and helps hundreds of thousands of people in need each year. The variety of aid provided and number of people helped is staggering.

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In 2003 the British Red Cross cared for 32,000 people in their own homes, helped 4,500 fire victims, gave first aid to 26,200 casualties, helped 21,400 refugees and asylum seekers, provided transport and escort services to 81,000 people... and so this sobering list goes on and on.

Something of which all charities are only too painfully aware is that the number of people in need around the world seems to grow continuously and so the effort required raising the funds to help and support these people grows to. And as we have acknowledged before, collaboration can so often help us achieve things that would otherwise just not have been possible.

The Welcome Home Appeal, launched recently by BBC's Blue Peter programme with the British Red Cross, will support the work the Red cross carries out in Angola putting families and children back in touch following years of conflict. At Nathans Wastesavers Ltd we are delighted that our 15-year collaboration with the

British Red Cross means that we too can play our part. Nathans Wastesavers collects and buys waste textiles from the 60 British Red Cross shops across Scotland. We buy the textiles coming in from the Welcome Home Appeal, sort them, grade them and export them to Eastern Europe and Africa and the money we pay is helping reunite children with their parents and adults with other members of their families, sometimes for the first time in decades. In 2004 we bought and re-cycled 628,000kgs. In November 2004 alone we bought 60,229 Kgs.

From December 2004 to Feb 2005 the total bought has been 205,000kg - this is an increase of 30% for this quarter over last year for the same period and must be largely due to this appeal.

Kevin Morgan for the British Red Cross said 'It is impossible to exaggerate how important this work is and how much help we are able to give because people have come together to make this happen.

Where does the money go? Well, 500 bags (£5,000) reunites five children with their families; 100 bags (£1,000) pays for 100 copies of The Gazeta, a newspaper that lists missing relatives; 50 bags (£500) trains two tracing volunteers to help bring families back together and 10 bags (£100) buys four kits containing clothes, toothbrushes and schoolbooks to help children when they return home. None of this would be possible without the generosity of the public and the help of our partner organisations'.

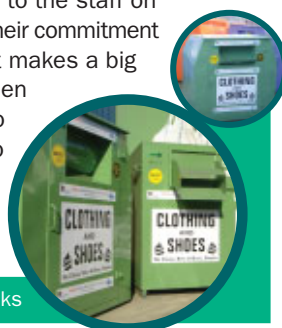
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Charities Help us Tie our Shoes

Until recently, because pairs of shoes were so easily separated, Nathan's had to tip an average of 7000kgs of single shoes into landfill sites every week. That is seven tons every week. Well, once again we are delighted to offer all of our charity shop partners a huge thank you. With your help, re-cycling shoes is now economically viable. Since we started providing elastic bands to all of the shops and asking staff to use them to tie shoes together in pairs, we have reduced the wastage by around 70%. About 5000kgs are now re-cycled. We appreciate the extra effort staff in the shops have had to go to but you have made a critical difference. We have already been able to ship several containers of shoes to Africa that would otherwise have been rotting in the ground. Please keep up the good work and just call us to get new supplies of rubber bands. So far the charity shops have used half a million elastic bands! That is some feet... or is that feat.

Having the Authority Helps

Nathans Wastesavers Ltd would not be where we are today without our close co-operation with Scotland's Local Authorities. Together we have achieved some remarkable milestones in re-cycling. Local authority re-cycling centres have shown a big increase in the tonnage of material deposited over the last 8 months. In particular, Helensburgh, one of the first sites for a new Maxi bank (see Meet the Bank Family, Issue 1) has shown a 500% increase since that Maxi was sited and as Fraser points out, "this is largely due to the staff on the site and their commitment to re-cycling. It makes a big difference when people are so determined to make the process work"



The Maxi banks

Wastex Trade Show

Well, that time of year came around again quickly and Brendan, Fraser and the team exhibited at the Wastex Trade Show. This time we displayed the full range of textile banks including the new Maxis and TUBS and we were delighted with the interest and the favourable reactions these generated amongst local authority re-cycling officers. Enquiries about new textile banks and the Maxis and TUBS in particular have reached an all time high since the show.



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Reaching across the World

Alan Florence
Export Manager
Nathans Wastesavers



Public awareness of the importance of re-cycling has long meant that we have needed to look to overseas destinations to use the textiles that we re-cycle here in Scotland. More than 10 years ago we were looking to overseas countries to see where our textiles were most needed.

Then as now, African countries such as Kenya, Tanzania, Cameroon, Benin, Ghana, Togo and the Central African Republic proved to be key destinations. In more recent years India, Pakistan and Eastern Europe have been added to the list of places to which we export the majority of the 600,000kgs that we recycle each week. Africa takes almost half of these. The clothes that we send to Africa are of a very high quality compared to a lot of what is available domestically. The African second-hand clothes industry is a major employer and provides an income to people working in wholesale, retailer operations in towns and villages to dock workers and people involved in the transport. One important thing that this thriving industry does is the support entrepreneurship. People wanting to establish themselves in business can purchase single bales of clothing to get started. Many of our customers are people who began businesses in just this way! And many of these businesses are now providing employment for local people.

It is a common misconception that what we simply have to do is to cram containers full of textiles, get them loaded onto ships and that is the job done. There is a huge sorting and grading operation that takes place here in Denny. (Don't forget that I can arrange trips round our factory for people interested in seeing what I am talking about).

We have over 100 people working on sorting around 120 tons every day. Damaged material has to be re-cycled separately, wet items have to be dried and then further grading takes place to make sure that what gets sent to specific places is exactly what they have asked for. This be may down to colour, type of material and size so we have to be as careful as anyone else supplying clothing. The clothing (and shoes) are then sent to the bailing area where they are compressed into 45 kg and 55Kg bales

of the same type of item and loaded into 30 ton containers ready to be transported to the ports for shipment to Africa.

Reaching the ports is not the end of our involvement however. We have to comply with numerous shipping and export regulations. One thing we have managed to do to make the whole process of export to Africa more efficient is to invite representatives from Africa to visit the factory here in Denny to scrutinise and have an input to the grading process. As a result this process is now the most strictly monitored and managed operation that we carry out.

After being cleared on arrival in Africa the clothing tends to head for the major cities where the shipments are divided up for further transport to the final destinations. We now supply 70 customers in Africa and they in turn employ over 1000 other Africans. As a consequence, the clothing that you provide to us is being worn in the most rural and remotest parts of Africa. There is not enough room in this edition but in future editions I will bring you some of the people involved in this transcontinental operation, some of the friends we have made in Africa and some of the people they have been able to employ and probably even a photograph or two of some of our clothes being worn. Among them will be Faustin from Cameroon so look out for him next issue.

Finally, you might be interested to know that football shirts are one of the favourite items of clothing in Africa. Nice to know that we can export the shirts if not the players!.. And no, I'm not saying which team's shirt is in greatest demand.

Best Wishes

Alan



Africa (placename of visit)
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Opening up a Treasure Chest

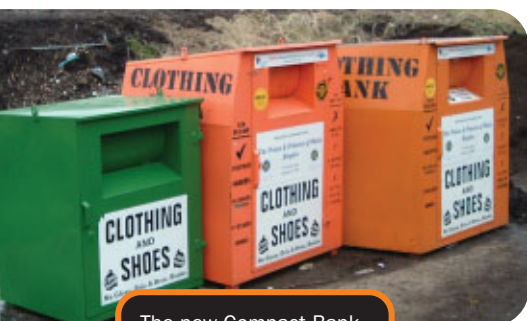
Always expect the unexpected! Whilst listening to Beat 106, the Central Scotland radio station (surely not at work? Brendan) we heard them launching an appeal for bras. Listeners were asked to send in unwanted bras to the Radio Station who pledged to donate 10 pence for each bra received to Breast Cancer Aware. A few phone calls later and Nathans Wastesavers were able to call Beat 106 to offer to buy the bras for recycling. So far we have bought 200 kilos. We will keep you abreast of the situation.

bra image
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A New Addition to the Bank Family

In Issue 1 we told you how as a result of feedback from the users of our textile banks, we set about developing a new generation of banks with a range of improved features.

Well, over 120 of the new Maxi banks are now in place and more are in the pipeline. The first of the TUBS is about to be sited and another five will be sited in the coming weeks. The further happy news is that there is a new sister for the family; The Compact Bank. The Compact Bank is a direct response to requests for a low visibility receptacle for use in sensitive sites. This bank is intended for use in conservation areas and street recycling sites where visual impact needs to be minimised without compromising practicality and safety concerns. Fife Council has already ordered 20 Compact Banks and discussions are under way with Edinburgh about supplying a variety of sites. We are looking to site about 50 in the next few months.



The new Compact Bank

Anyone wanting more information about the new banks should call Fraser Cassells on 01324 826633 or 822599.

next issue

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If you have any comments or ideas for topics to be covered in the next issue of renews, contact Will Goodall on 07966 802229.

High Hopes for Highland Recycling

Nathans Wastesavers Ltd are currently having discussions with Highland Regional Council about an ambitious plan to bring textile re-cycling to the whole of the Highland Region.

Andy Hume, Waste Management Officer for Highland Region currently has 33 textile banks in his area. Andy is currently examining the feasibility of siting another 45. This is a complex process but environmentally sustainable operation is essential. We are looking at a range of operating schedules for the banks and the details are under negotiation, particularly with regard to the proposed rural sites. The first banks have just been sited in Caithness and we are about to include the Isle of Skye in the scheme. We look forward to working closely with Andy to roll out a successful operation.

Moray Schools provide an Early Start

In issue 1 we reported how with the help of North Lanarkshire Council and several schools in the council area, Nathans Wastesavers had launched an initiative that has seen school children setting an example for us all by recycling over 2000kg of textiles since April 2004. The money paid by Nathans for these textiles is given to Capability Scotland who then give each participating school a certificate recognising their achievements. Participating schools are recognised by the Eco-School award scheme and we are happy to report that with the help of Ally Carruth, Moray Council's Waste Education Officer, schools in the Moray Council area are now joining us in the scheme.

Congratulations are due to Lhanbryde Primary School, the children and staff of which have collected 243kg already.



Fraser Cassells
Manager of Nathans Textile Bank Operations

Anyone wanting more information about how we can help should call Fraser Cassells on 01324 826633 or 822599.

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