

# Making an impact in Lancashire

**£25.3m**

Business cost savings per year

**187,000**

Tonnes of CO<sub>2</sub>e savings per year

**1,558**

Local jobs saved and created

**£86.4m**

Sales safeguarded and won

**2,116**

Local businesses assisted



ENWORKS

**GROUNDWORK**  
PENNINE LANCASHIRE

# The ENWORKS partnership is a unique, internationally recognised, environmental business support service, working with businesses in Lancashire and across the North West since 2001.

We work in partnership with specialist advisers at the Lancashire Business Environment Association based at environmental charity, Groundwork Pennine Lancashire. Together, we help hundreds of businesses across Lancashire every year.

Our hands-on support helps businesses to turn environmental risks into opportunities and to grow and thrive, by:

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Cutting costs

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Boosting productivity

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Improving profitability

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Creating and safeguarding jobs

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Retaining sales

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Winning new contracts

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We offer free on-site reviews with practical advice and ongoing assistance, tailored information services and networking and learning events. We also help businesses to use our bespoke software, the ENWORKS Online Resource Efficiency Toolkit, to prioritise and manage improvements, and report on the resulting savings in real time.

Our focus is firmly on improving resource efficiency – using less to make more – but we also address issues such as corporate responsibility, environmental risk management, legal compliance, climate change adaptation, supply chains, sustainable procurement and energy security.

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## It's not rocket science

Better resource efficiency means a healthier balance sheet. In times of economic uncertainty it is particularly crucial for business survival.

Low-cost measures to increase productivity, cut costs and boost jobs and sales can be a lifeline to businesses and organisations, addressing the fundamental issues of:

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Risk

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Reward

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Reputation

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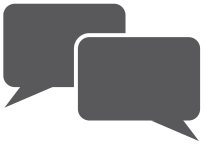
The market failure associated with improving environmental performance means businesses often lose out on financial and reputational rewards by failing to take action. Instead they become increasingly vulnerable to environmental risks.

A survey commissioned by the NWDA in 2009 revealed that, without support, just 20% of North West businesses said they hoped to improve their resource efficiency in the following 12 months. Most were only looking at low impact initiatives and it is unlikely that all of those were implemented.

Left alone, most local businesses will fail to take effective action, even if they know they should. Simple, low-cost efficiency improvements can make a major difference to future prosperity at a local level and help to meet national and international climate change obligations.

**“What impresses me most about projects such as ENWORKS is they truly are becoming the change that’s needed in the world.”**

**Al Gore, former US Vice President**



**2,116**

## Local businesses assisted

ENWORKS has already helped 2,116 businesses in Lancashire to reduce their costs and environmental risks, and to reap the benefits of improved environmental performance.



**£7.4m**

## Investment in Lancashire

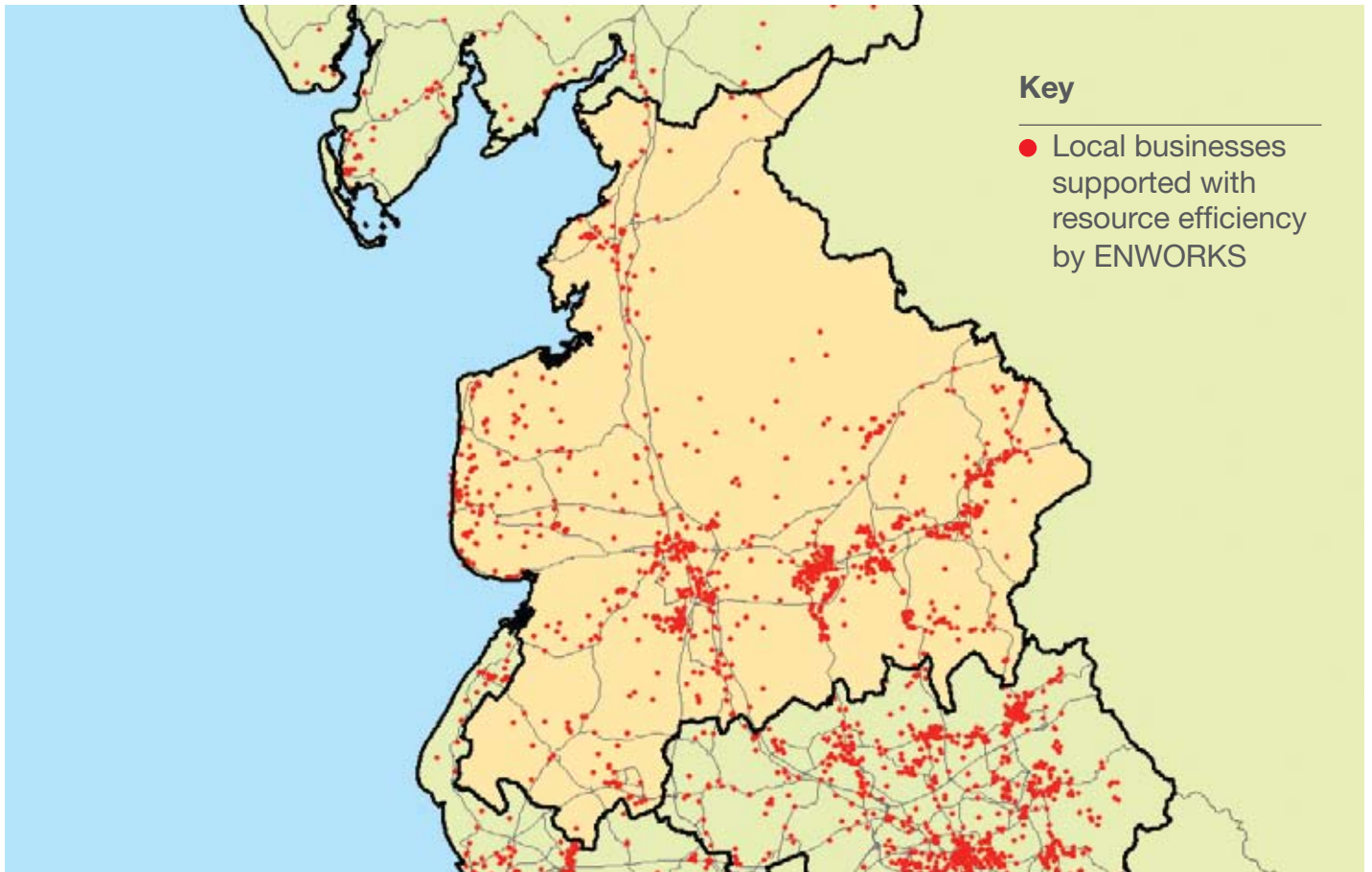
Since 2001, £7.4 million has been invested in Lancashire businesses through the ENWORKS partnership, primarily by the NWDA and ERDF.



**£25.3m**

## Business cost savings per year

We have funding secured until March 2013 and are continuing to invest in Lancashire to help its businesses realise millions of pounds of further cost savings.



**“We were one of only six companies to win a government contract worth £150m per annum. Without the support of Groundwork Pennine Lancashire and ENWORKS this would not have happened and there could have been disastrous consequences for us and for our local supply chain.”**

**Paul Clarke, commercial director at Senator International Ltd, Accrington**

**“Without the help of Groundwork Pennine Lancashire and the ENWORKS programme we would not have made the progress we have; nor would we have been able to secure the future of our employees’ contracts or the new business we have acquired in this difficult economic climate.”**

**Katrina Wallbank, director of T Forrest & Sons Ltd, Houghton**

**ENWORKS is already helping local businesses in Lancashire to achieve amazing things, and we have plans to do much more...**

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**£6.9 million**



## **Private investment leveraged**

We help businesses to make smart investments. We've helped local companies to invest £6.9m in environmental improvements, to make £10.2m of annual savings. We've also identified millions of pounds of fresh investment opportunities that could bring extra savings of £15.1m a year.

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**1,558**



## **Local jobs saved and created**

We have a proven ability to drive job creation. We treat the environment as a business opportunity and are playing a key role in shaping Lancashire's future employment outlook. We've already helped to create 267 new local jobs and to safeguard a further 1,291.

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**£86.4 million**



## **Sales safeguarded and won**

We make environmental improvements to give local companies a competitive advantage. We support them to meet supply chain needs, retain contracts and access new markets. So far we've helped to retain £63.9m of sales in Lancashire and to secure new contracts worth £22.5m.

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**548**



## **Adults trained**

We facilitate knowledge and skills transfer to make our support sustainable in the long term. We host up to 40 training events a year in the North West, tailored to different businesses and circumstances, helping with risk identification, efficiency improvements and driving cultural change.

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“ENWORKS is one hell of a story. This is the sort of stuff that makes me feel amazingly inspired. It is the stuff of incremental impact reduction, in a way that’s delivering real value for wealth creators, for shareholders, for businesses, for communities and for the environment. It is a tremendous achievement.”

Sir Jonathon Porritt CBE, co-founder of Forum for the Future

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**£25.3 million**

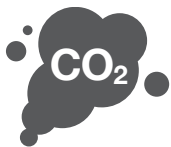


## Business cost savings per year

Our support helps businesses to boost their bottom line. We have achieved £10.2m of annual cost savings for local businesses. These are accruing each year, with £28.8m saved to date, and we’re already working on the rest – that’s £15.1m of further identified savings.

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**187,000 tonnes**



## CO<sub>2</sub>e savings per year

We’re specialists at reducing carbon footprints. We’ve reduced CO<sub>2</sub>e emissions from Lancashire businesses by 45,000t a year – like driving from Lancaster to LA and back, over 14,000 times. This adds up to 156,000t saved to date and we’re busy with another 142,000t of annual savings.

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**773,000 m<sup>3</sup>**

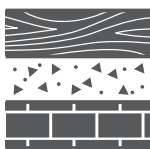


## Water savings per year

We help local businesses to protect precious natural resources. By reducing water usage in products, processes and facilities we’ve achieved savings of 266,000m<sup>3</sup> a year – enough to fill 106 Olympic-sized swimming pools – and we’re working on additional annual savings of 507,000m<sup>3</sup>.

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**575,000 tonnes**



## Material savings per year

We take a fresh look at how materials are used. We’ve helped Lancashire businesses with annual savings of 134,000t (or 51 Blackpool Towers), by reducing usage and reviewing procurement, and now we’re tackling extra savings of 441,000t a year that have already been identified.

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**49,800 tonnes**



## Waste diverted from landfill per year

We help companies to cut out waste streams and treat residual waste as a new resource or income stream. Through re-use, recycling and recovery in Lancashire we’re saving 9,500t per year from landfill – that’s the weight of 1,300 African elephants – and we’re busy with 40,300t a year more.

## Case Studies

### Learoyd Packaging Ltd

**Total annual cost savings:**  
**£287,900 pa**

Established in 1976, Burnley-based Learoyd Packaging is a specialist manufacturer of printed micro-films and packaging. Its high-profile clients demand robust sustainability credentials and its strong environmental performance has been key to accessing new markets in the security, textiles, personal care and food and drink sectors.

Thanks to ongoing support from Groundwork Pennine Lancashire an energy management system has been implemented to control warehouse temperatures and heat loss, reducing gas and electricity bills by £104,300 a year. Water efficiency has also been tackled by fitting a closed loop system to re-circulate water for re-use, and push taps to washbasins to reduce wastage, saving over £23,300 a year.



Finance director,  
Ray Harrison, said:

“We are continually striving to both reduce cost and increase efficiency, as we operate in a very competitive market with extremely tight margins.

“The implementation of resource efficiencies in various areas of our business has delivered both cost savings and greater productivity.”

Hazardous waste has been minimised by improving the distillation of used solvents and recovering valuable raw materials for re-use, saving a further £1,300 a year. Other waste management initiatives, bringing £80,700 of annual savings, have included installing balers and recycling receptacles, switching waste contractors, and improving recycling rates for plastic trim, cardboard and paper.

As a result, Learoyd Packaging is benefiting from annual savings of over £209,600 and opportunities have already been identified to save a further £78,300 a year.

The total cost savings come with annual CO<sub>2</sub>e savings of 1,500 tonnes, over 9,900 m<sup>3</sup> of water savings, and 330 tonnes of waste diverted from landfill each year.

### Camfil Farr Ltd

**Total annual cost savings:**  
**£271,900 pa**

Camfil Farr in Rossendale is a developer and manufacturer of low energy air filtration and clean air systems for a range of industries, including the pharmaceutical and automotive sectors. Its Lancashire site – one of 22 production plants worldwide – has been supported by ENWORKS through advisers at Groundwork Pennine Lancashire.

Replacing inefficient lighting and removing excess lamps from wire welding machinery has helped the company to reduce its annual electricity bills by over £45,700. Gas bills have also been reduced by £5,600 each year by optimising heating systems throughout the plant. Further energy savings of £10,000 a year have been made by identifying and repairing leaks in the site's compressed air system.



Safety, health,  
environment and  
quality advisor,  
Brian Haslam, said:

“The help Groundwork Pennine Lancashire provides through the ENWORKS programme has been invaluable.”

Additional technical improvements such as repairing inefficient equipment, adjusting speed settings on machinery, reducing the amount of raw materials ordered, purchasing more efficient tools, installing low-cost insulation and re-using packaging have brought further annual savings of over £68,900.

Since 2008 the company has invested in a fleet of new, fuel efficient vans with ‘eco start’ technology, as part of its normal upgrade cycle and at no additional cost. Delivery drivers

have also undertaken fuel efficiency training and the combined initiatives are saving the business £31,800 a year on fuel.

Camfil Farr's annual cost savings to date are £162,000 and work is ongoing to realise opportunities for further savings of £109,900. The total cost savings come with annual environmental savings of 950 tonnes of CO<sub>2</sub>e, 27,600 litres of fuel and 18 tonnes of materials a year, whilst diverting 30 tonnes of waste from landfill per year.

### Green leadership

**ENWORKS is leading the way in delivering value-for-money environmental business support. Over the years we have been recognised as best practice in our field by a number of prestigious bodies:**

**European Commission – Best Practice Environmental Support Network, 2009**

**The Ashden Awards for Sustainable Energy – Ashden Award for Energy Efficiency, 2007**

**Regeneration and Renewal Awards – Economic Development Project of the Year, 2007**

**SustainIT Awards – Climate Change and Environmental Efficiency, 2006**

**European Commission – Best Practice Principles of Sustainable Development, 2005**

**Success Northwest Awards – Exceptional Contribution to Environmental Excellence, 2005**

**Regeneration Excellence in England’s Northwest Awards – Exemplar Status for Regeneration Good Practice, 2005**

**European Social Fund – Merit Award for Sustainable Development, 2005**

**Learning Northwest Awards – Outstanding Workforce Development Campaign, 2002**

ENWORKS has already influenced local and national environmental policy. We regularly contribute data, learning and experience to high profile reports and research projects, for bodies such as BIS, DECC and Defra.

Our most recent independent evaluation shows that we are out-performing all regional programmes of this nature, with the lowest cost per unit of increased sales and cost savings in business in the UK. We also achieve better overall value for money than the aggregate data from all key national environmental programmes.

### A lasting impact

**ENWORKS is supporting businesses in Lancashire and across the North West with the transition towards a vibrant, sustainable and low carbon economy for the future.**

From every £100 invested in ENWORKS we create annually recurring savings in North West businesses of:

**£1,200 in costs**

**8 tonnes of CO<sub>2</sub>e**

**55 m<sup>3</sup> of water**

**30 tonnes of materials**

**7 tonnes of waste diverted from landfill**

**£800 of sales safeguarded**

**£136 of new sales won**

Across the North West, ENWORKS is helping to generate total annual savings of over:

**£120 million in business costs**

**669,000 tonnes of CO<sub>2</sub>e**

**4.6 million m<sup>3</sup> of water**

**3 million tonnes of materials**

**380,000 tonnes of waste diverted from landfill**

We have already created and safeguarded 7,376 jobs, and increased and safeguarded sales worth £213 million.

And that is just the beginning. There is so much more that can be done...

ENWORKS is helping the UK to meet its Climate Change Act targets, and to reduce pressures on scarce resources and local waste collection and disposal services.

We are all being challenged to demonstrate value for money, reduce our carbon dependency, create jobs for the future and increase private sector investment in sustainable development.

At a local level, ENWORKS delivers a tried and tested model of support in Lancashire that works for individual companies across all sectors, with tangible, timely and measurable results that speak for themselves.

“ Being able to show evidence of our environmental credentials has undoubtedly helped us to retain valuable contracts. Contracts with two Danish clients who value environmental performance has resulted in safeguarded sales of approximately £2.4m and has safeguarded 12 production jobs.”

**Ian Rawcliffe, technical manager  
at Pincroft Dyeing & Printing Ltd, Chorley**

“ We have implemented all of Groundwork Pennine Lancashire’s recommendations, as part of the ENWORKS programme, and we are saving a fortune.”

**Trevor Hogg, special projects manager  
at Promat UK, Blackburn**

## Contacts

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### Groundwork Pennine Lancashire

**Mick Smith**  
Business Programmes Director  
T: 01254 265 163  
E: [msmith@groundwork.org.uk](mailto:msmith@groundwork.org.uk)  
[www.northwest.groundwork.org.uk/pennine-lancashire](http://www.northwest.groundwork.org.uk/pennine-lancashire)

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### ENWORKS

**Todd Holden**  
Director  
T: 0161 236 6348  
E: [todd@enworks.com](mailto:todd@enworks.com)  
[www.enworks.com](http://www.enworks.com)



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