

Making an impact in the Liverpool City Region

£8.3m

Business cost
savings to date

40,200

Tonnes of CO₂e
savings to date

560

Local jobs saved
and created

£22.7m

Sales safeguarded
and won

1,775

Local businesses
assisted



ENWORKS

GROUNDWORK
MERSEYSIDE

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

ENWORKS works in partnership with specialist advisers at environmental charity, Groundwork Merseyside, to help hundreds of businesses across the Liverpool City Region every year.

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

Cutting costs

Boosting productivity

Improving profitability

Creating and safeguarding jobs

Retaining sales

Winning new contracts

We offer businesses free, on-site reviews to identify opportunities for improving resource efficiency, along with ongoing practical help with implementation, tailored information services, and a range of training and networking events.

We also help businesses to use the ENWORKS Online Resource Efficiency Toolkit. This bespoke software allows them to prioritise and manage their improvement actions and to report on the resulting cost and resource savings in real time.

Our focus is firmly on improving resource efficiency – making more with less – but we also address pertinent issues such as: corporate responsibility, environmental risk management, legal compliance, carbon footprinting, climate change adaptation, greening supply chains and sustainable procurement.

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:

Risk

Reward

Reputation

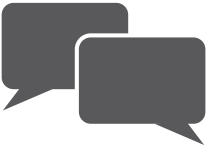
The market failure associated with improving environmental performance means businesses often lose out on financial and reputational rewards by failing to take action. Instead they become increasingly vulnerable to environmental risks.

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



1,775

Local businesses assisted

ENWORKS has already helped 1,775 businesses in the Liverpool City Region to reduce their costs and environmental risks, and to reap the benefits of improved environmental performance.



£11.5m

Investment in the Liverpool City Region

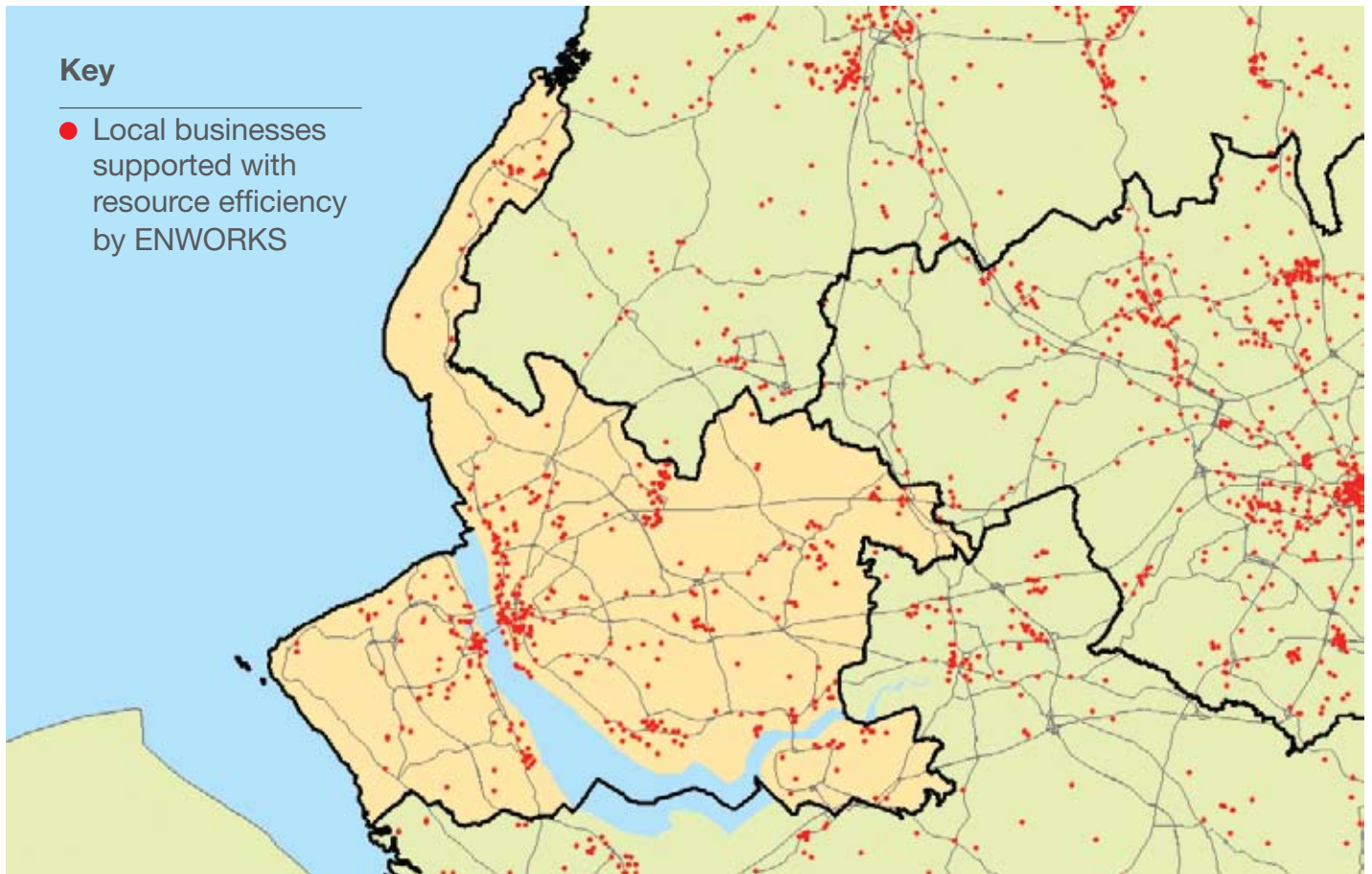
Since 2001, £11.5 million has been invested in Liverpool City Region businesses through the ENWORKS partnership, primarily by the NWDA and ERDF.



£8.3m

Business cost savings to date

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



“Groundwork Merseyside, through the ENWORKS programme, helped us to access a grant of £200,000 to buy a more efficient printing press. With that we’ve been able to create 10 new jobs and without the support of ENWORKS none of this would have been possible.”

Alan Steen, production director at ASP Packaging Ltd, Haydock

“The ENWORKS support from Groundwork Merseyside was excellent. Our adviser was very supportive and helpful and I highly recommend this service to others.”

Kenny O’Brien, centre manager at Litherland Youth Centre, Litherland

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

£2.8 million



Private investment leveraged

- We help local businesses of all sizes to make smart investments.
- We've already helped local businesses to invest £2.8 million, to generate annually recurring cost savings of over £4 million.
- We've also identified £27.5 million of fresh investment opportunities, with an average payback of just 16 months.

560



Local jobs safeguarded and created

- We have a proven ability to drive job security and local job creation.
- We treat the environment as a business opportunity and we're playing a key role in shaping the future employment outlook of local areas.
- We've so far helped Liverpool City Region businesses to safeguard 381 jobs and to create 179 more.

£22.7 million



Sales safeguarded and increased

- We make environmental improvements that give local companies a real competitive advantage.
- We support local businesses to meet their supply chain needs, to retain contracts, and to access new markets.
- We've already helped local companies to safeguard sales of £7.3 million and to win contracts worth £15.4 million more.

580



Adults trained

- We facilitate knowledge and skills transfer to ensure that environmental improvements in local businesses are sustainable in the long term.
 - We run regular training and networking events throughout the year, tailored to clients' needs.
 - Our workshops and courses cover a wide range of topics, including risk management, regulations, process efficiency and driving cultural change.
-

“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

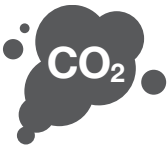
£24 million



Business cost savings per year

- We help local businesses to boost their bottom line.
- We’ve achieved over £4 million of annual cost savings (including 44% at zero capital cost) and we have another £20 million in the pipeline.
- From these achieved annual savings we’ve already accrued £8.3 million of cumulative cost savings to date in local businesses.

143,500 tonnes



CO₂e savings per year

- We’re specialists at helping businesses to reduce their carbon footprints.
- We’ve achieved 15,100 tonnes of annual savings in local businesses and we have another 128,400 tonnes in the pipeline.
- From these we’ve already accrued 40,200 tonnes of cumulative savings to date, which is equivalent to the amount you would emit by driving a Hummer from Liverpool to the moon, 310 times.

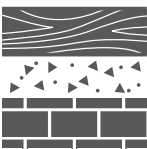
628,000 m³



Water savings per year

- We help businesses to protect precious natural resources by reducing water consumption in products, processes and facilities.
- We’ve achieved 93,300 m³ of annual savings in local businesses and we have another 534,700 m³ in the pipeline.
- From these we’ve already accrued 331,700 m³ of cumulative savings to date, which is equivalent to filling over 130 Olympic swimming pools.

142,000 tonnes



Material savings per year

- We take a fresh look at how materials are procured and used, to help businesses to make more with less.
- We’ve achieved 7,500 tonnes of annual savings in the Liverpool City Region and we have another 134,500 tonnes in the pipeline.
- From these we’ve already accrued 38,200 tonnes of cumulative savings to date, enough to build more than 14 Blackpool Towers.

187,000 tonnes



Waste diverted from landfill per year

- We help businesses to increase their re-use, recycling and recovery rates, by treating residual waste as a fresh resource or income stream.
- We’ve achieved 10,600 tonnes of annual savings in local businesses and we have another 176,400 tonnes in the pipeline.
- From these we’ve already accrued 28,100 tonnes of cumulative savings to date, the weight of about 4,000 African elephant bulls.

Case Studies

Abbey Logistics

Total cost savings: £650,800 pa

Food haulage company, Abbey Logistics Group Ltd, is based in Liverpool. It has one of the largest, privately owned tanker fleets in the UK, including foodstuff tankers, heated chocolate tankers and refrigerated trailers, and uses specialist tanker washing facilities to ensure high standards of food hygiene.

After an on-site review by Groundwork Merseyside, all drivers have had fuel-efficient driving training and procedures have been introduced to improve vehicle maintenance, such as tyre pressure checks. Together with reduced speed limit caps on all tankers, these measures have saved £610,000 a year and significantly reduced the fleet's CO₂e emissions.

Water efficiency has been improved by installing a wash-water recycling system that incorporates heat recovery. Warm water previously



discharged as effluent is channelled back to heat cold water coming in from the mains, to clean the tankers. Staff have also been trained in using water more efficiently and the combined initiatives have brought annual savings of £18,800.

A further £12,800 has been saved from annual energy bills by insulating water pipes and tanks to minimise heat loss, fitting skylights to allow more natural light into work spaces,

and introducing a staff energy awareness campaign.

Altogether, annual savings of over £641,600 have been achieved, and opportunities have been identified to save a further £9,200 a year.

These achieved and identified savings come with annual environmental savings of 1,700 tonnes of CO₂e, 653,200 litres of fuel and 10,300 m³ of water.

Safety, health, environmental and quality director, Steve Lucy, said:

“We would like to thank the team at Groundwork Merseyside for their valued insight and support.”

KME Yorkshire Copper Tube

Total cost savings: £136,500 pa

Kirkby-based copper tube manufacturer, Yorkshire Copper Tube Ltd, is part of the KME Group, the largest producer of industrial copper and copper alloy products in Europe. It has been working with Groundwork Merseyside since 2005.

Efficiency initiatives have included switching off transformers when not in use, reducing factory air pressure and fitting variable speed drives to the master air compressor to save energy. This has achieved annual energy savings of £44,200. Further savings of £34,500 a year have been made by fitting low-energy light bulbs, and installing heating timer controls and high-speed roller doors to reduce heat loss.

Waste management initiatives have brought annual savings of £35,000. These have included reducing the amount of hazardous waste being



produced and segregating waste to recycle materials such as waste paper, copper cable, copper ‘dust’ and left-over tubing.

Fresh opportunities to make annual savings of £17,400 are now being tackled, such as reducing the amount of lubricating oils being contaminated and sent to waste, de-contaminating waste oil and streamlining waste management procedures.

Recycling wood and cardboard could save another £5,400 a year.

Altogether, these actions have resulted in annual savings of £113,700 and scope has been identified to save another £22,800 a year. These achieved and identified savings come with annual environmental savings of 449 tonnes of CO₂e, 36 tonnes of materials and 322 tonnes of waste diverted from landfill.

Facilities manager, Alan Ogilvie, said:

“We have benefited from Groundwork Merseyside’s advice, support and funding for six years now, through the ENWORKS programme.

“The results are clearly reflected in the improvements and savings we have made in energy reduction and waste management and we look forward to continuing this productive partnership.”

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:

BusinessGreen Leaders Awards –
NGO of the Year, 2011

UK IT Industry Awards –
Environmental Project of the Year
medallist, 2011

North of England Excellence
Awards –
Sustainability Award, 2011

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

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

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 reveals that we have outperformed all other regional programmes of this kind for cost-effectiveness, and achieved better overall value for money than the aggregate data from all the national environmental programmes.

A lasting impact

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

On average, for every business ENWORKS has supported with resource reduction or waste management, we have achieved savings to date of:

£65,700 in cost savings

312 tonnes of CO₂e

460,100 kWh of electricity/gas

3,400 m³ of water

11,800 tonnes of materials

175 tonnes of waste diverted
from landfill

Over the last 10 years ENWORKS has helped businesses in the North West of England to achieve cumulative savings to date of:

£105 million in business costs

500,200 tonnes of CO₂e

743.6 million kWh of electricity/gas

5.5 million m³ of water

18.4 million tonnes of materials

285,200 tonnes of waste diverted
from landfill

We have also safeguarded and created 7,490 jobs, and safeguarded and won sales worth £231.4 million.

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 the Liverpool City Region that works for individual companies across all sectors, with tangible, timely and measurable results that speak for themselves.

“We were up against time to submit a tender and we approached Groundwork Merseyside for support with carbon reduction. Although they were busy, they came out right away. The service was excellent. We received a report sooner than expected and we’ve already acted on recommendations for lighting and heating.”

Sharon Clarke, director of Bootle Glass, Bootle

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