

KIVERCO NEWS

KIVERCO EXPANDS MARKET SHARE IN THE MIDDLE EAST



**AVERDA INSTALLS
FIRST KIVERCO PLANT
IN SAUDI ARABIA**



**BUSINESS AS USUAL
FOR NI EXPORTERS
UNDER PROTOCOL**



**ROBERTS WASTE
CHOOSE KIVERCO TO
HELP WITH GROWTH**



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2020... A YEAR NOT TO FORGET

“ Like most companies, we started 2020 with genuine optimism having just concluded on the most successful year (2019) in Kiverco's 27 years history. Our strategic plans included increasing our export business by targeting new markets and working with our existing dealer partners to identify new opportunities. Like everyone else, we had no idea what was about to happen.

Fast forward 12 months and we have all just come through the most unusual and unprecedented year in living memory. The initial days and weeks were all about reconfiguring our workplace to keep everyone safe and also setting up the home office where most of us still work. As the weeks and months went by, we became more accustomed to video meetings and settled into a way of life that is now the new norm for many in manufacturing.

Perhaps one of the most significant challenges we have had to deal with is travel, or the lack thereof. Some of our sales team have been 'parked up' at home speaking to dealer partners, potential partners and directly to customers via video link to move projects forward and indeed close out on some really good projects. The world has become a very different place but everyone has had to adapt and come to terms with the restrictions and challenges that COVID-19 has presented.

Away from business, this pandemic has been much more severe and has sadly led to the loss of family and friends. For many, 2020 is a year some won't forget due to personal loss so we would like to remember and extend our deepest sympathies to those that have sadly lost loved ones to this terrible virus.

”
Paul Carolan
Kiverco General Manager

UK WASTE INDUSTRY HAS MORE FOCUS ON CLEAN RECYCLABLE PRODUCTS

We are delighted to see a focus on clean recyclables in recent months as this is one of the real advantages for companies investing in a Kiverco plant. We have spent many years improving the way our plants perform to give our customers a much better grade of recyclables with less contaminants present. In some cases, we have been able to guarantee up to 97% purity in certain product types which generates a better return and, importantly, an accepted product for recycling or other use.

We have all read about countries such as China, Indonesia and Sri Lanka closing their doors to imported waste products due to high levels of contamination. This is helping to drive change in the quality of recovered product in countries like the UK which in turn encourages waste companies to invest in the right recovery plant to do the job properly.

Kiverco plants are designed following a waste analysis with an allowance made for some variation in the waste stream and using the knowledge we have gained over the last 27 years. Each piece of equipment installed in a Kiverco system works in harmony with the rest of the plant to present, separate and recover waste products at the optimum level.

Furthermore, we are happy to provide guarantees on the level of throughput and purity for any Kiverco plant which is not something plant providers are comfortable doing. We hope that the current focus on clean recyclables gathers pace and provides momentum for more recycling, less landfilling and a more sustainable future for all of us.



KIVERCO RECYCLING PLANT GIVES 'FRESH START' TO WASTE SERVICES BUSINESS

Kiverco installed a new recycling solution in time for Fresh Start Waste Services to help a local council deal with the increase in waste accumulated during COVID-19 lockdown.

Fresh Start Waste Services' new recycling plant, representing a sizeable investment to reprocess materials for waste-to-energy operations, was installed just a few weeks before the UK locked down in March.

The new plant has already allowed the company to increase its recycling output, create additional revenue streams, including establishing a new business line, and attract new customers.

"Kiverco's equipment has revolutionised our recycling operation," explained Mark Walker, Head of Operations, Fresh Start Waste Services. "It has doubled our capacity and allowed our business to grow more competitively."

Fresh Start Waste Services had tasked Kiverco to come up with a solution that would allow them to recover more from the waste received, create a better working environment and help the company create new revenue streams and reduce costs. Kiverco, working in partnership with Fresh Start Waste Services, achieved those goals.

The new facility has allowed the business to recover new commodities - all of which have a resale value. The Kiverco recycling plant has also created a totally new business line for the company as well as help handle challenges faced by local authorities as a result of COVID-19 lockdown, including recycling domestic waste for Wigan County Council.

Mr Walker explained: "The new plant has allowed the business to process and recycle more commodities and has also given us the opportunity to expand our business and offer residential skips direct to the public."

Paul Carolan, General Manager, Kiverco Ltd, said: "We are delighted that Fresh Start Waste Services selected us to design and deliver its new recycling solution and that it has helped to transform the business.

"Fresh Start Waste Services is a company that shares many of the same values as we do here at Kiverco. It is a leader in its sector with the aim to be 'the customer's first choice for the provision of waste management services and acknowledged for professionalism, honesty and integrity'. At Kiverco we share those aspirations and believe in designing it right, building it right and doing the right thing. Our greatest asset is our people and we have a family of people who are experts in their fields who work together to do the right thing for each other and our customers."

Mr Walker agreed, adding: "Michael McMenamin {Kiverco's Area Sales Manager} was absolutely superb throughout the process; he is an asset to Kiverco and one of the reasons we chose the company."

The recycling solution was designed to meet Fresh Start Waste Services' specific needs. The plant includes a feeder, conveyor, trommel and picking station.





FROM TRADE SHOWS TO VIRTUAL EVENTS



'Gold Rush' star Dave Turin and our Global Sales Manager, Con Gallagher

One of the big changes for many of us this year was the lack of trade shows and exhibitions. We have all had to get used to a 'virtual event' world which is definitely not the same as being there. Exhibitions are a great way to launch new products, meet new people and catch up with old friends at some of the events.

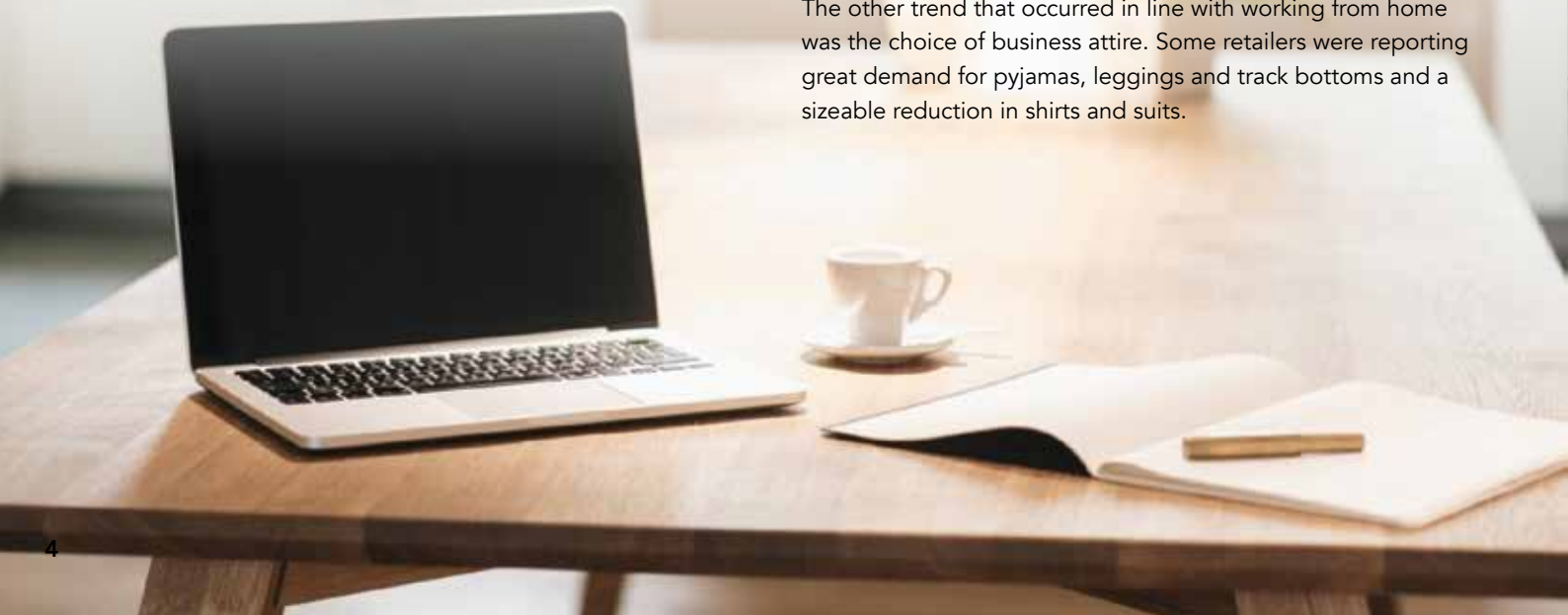
We did visit the Conexpo in Las Vegas in March but it was a very different show with a lot fewer visitors and a lot of discussions focusing on COVID-19. In fact, it was the first time in the Expo's history that they closed the show a day early to allow people to catch flights back home. It was disappointing for many of the exhibitors who had invested so much time and money to host their stand and not realise full value for that investment.

We look forward to a return to trade events in 2021.

"YOU'RE ON MUTE"

The age of video calling truly arrived in 2020 and brought with it one of the most used quotes of the year - "you're on mute". "Your video is off" was a close second place and "my wifi signal is poor" came third. Some of us have had to learn quickly having been thrown into the world of video calling more or less over-night. Zoom, Teams, Google, Skype and others have all seen a vast increase in usage which is set to continue for at least a few more months. Perhaps the new video call era is set to stay and will encourage people to travel a little less when a video call is adequate. Good news for our planet!

The other trend that occurred in line with working from home was the choice of business attire. Some retailers were reporting great demand for pyjamas, leggings and track bottoms and a sizeable reduction in shirts and suits.



BREXIT - NO IMPACT FOR NORTHERN IRELAND EXPORTERS UNDER PROTOCOL

As we write this newsletter, negotiations between the UK government and the European Union are ongoing to try and agree a deal before the 31st December exit for GB. What is very important to understand though is the special arrangement in place between Northern Ireland and Europe that will allow Northern Ireland exporters to trade as normal without any impact whatsoever. Rather than regurgitate what the UK government and the EU have agreed, we have lifted the statement on the UK government's website about Northern Ireland's position.

"By virtue of the special provisions applied in the Protocol to avoid a hard border on the island of Ireland, there will be no substantive change for the movement of goods covered by the Protocol between Northern Ireland and EU Member States, including Ireland.

The UK Government will monitor the application of these provisions closely, to ensure that no EU Member State breaches their obligations or discriminates against Northern Ireland goods in any way.

These arrangements will enable Northern Ireland businesses to trade freely within the EU Single Market, as well as enjoying unfettered access to the whole of the UK market. Furthermore, any approvals or certifications secured in order to place goods on the market in the EU will be recognised when seeking to place the same goods on the market in the United Kingdom - avoiding the need for additional approvals to access the UK market. This treatment will also apply to goods moved under transit from Northern Ireland to the EU via Great Britain ('the landbridge').

This unique arrangement, providing Northern Ireland businesses with unfettered access to both the UK and free circulation on EU markets, reflects the unique circumstances of Northern Ireland. It is supported and underpinned by the accompanying commitments to preserve the Common Travel Area and to maintain the conditions for East-West and North-South cooperation, providing the platform - alongside the commitments made elsewhere by the UK Government - for continued growth and stability in Northern Ireland."

For goods in free circulation in Northern Ireland moving to Ireland or other EU Member States that means:

- No substantive change for goods movements
- No customs checks, paperwork or requirements
- No tariffs or quotas applicable, nor checks on rules of origin
- No EU member state able to impose barriers or frictions on goods in free circulation and authorised for the Single Market in Northern Ireland
- No discrimination against Northern Ireland goods by EU member states

KIVERCO INSTALLS FIRST PLANT IN SAUDI ARABIA

Kiverco has been chosen to design, build and install a waste recycling plant that will help recycle all construction waste from the highly acclaimed The Red Sea Project in the Kingdom of Saudi Arabia.

This latest project represents another significant contract for the Northern Ireland based company in the Middle East following Kiverco's success in securing business in the UAE for a multi-million pound waste recycling plant to process and recover waste materials from the upcoming Expo in Dubai in 2021.

Kiverco was chosen by Averda, a leading international waste management business, for this project based largely on the Company's reputation for quality, robustness and overall performance in processing C&D waste.

The Red Sea Project is the world's most ambitious regenerative tourism initiative which is being developed on the Kingdom's Red Sea coast by The Red Sea Development Company (TRSDC). The project is one of several large-scale investment giga-projects approved and overseen by Saudi's Crown Prince Mohammad Bin Salman as part of his ambitious Vision 2030 which among its many goals, aims to increase tourism in Saudi Arabia and reduce the Kingdom's dependence on oil.

The Red Sea Project has already passed significant milestones and work is on track to welcome the first guests by the end of 2022, when the international airport and the first four hotels will open. The remaining 12 hotels scheduled for completion in Phase One will open in 2023, delivering a total of 3,000 rooms across five islands and two inland resorts.

The Red Sea Project will employ some 35,000 people directly and provide another 35,000 indirect and induced roles. The destination will welcome a maximum of 1 million visitors each year by 2030, generating an estimated SAR22 billion (\$US 5.9 billion) in income for Saudi Arabia.

As well as the huge economic benefits to Saudi Arabia, The Red Sea Project will also deliver on the Kingdom's environmental targets. The project has committed to go beyond traditional commitments to sustainability and instead are following a regenerative approach to tourism for the development, including during its construction phase. Upon completion, the project pledges include 'no waste to landfill', 'no use of single-use plastics' and '100% carbon neutrality'.



“

The Red Sea Project is a very prestigious development in the Kingdom and I am very pleased to learn of Kiverco's involvement in the project. The fact that Kiverco was chosen by Averda to deliver a solution to process the waste generated by this project highlights the excellent reputation British manufacturing has in the region. Kiverco has started to expand in this region and I am confident that they will continue to win new business as a result of this flagship project.

”

**CHAD WOODWARD, DIRECTOR OF TRADE & INVESTMENT,
BRITISH EMBASSY IN SAUDI ARABIA**

While incorporating world-class partner component technologies, some 85 per cent of the Averda plant was manufactured at Kiverco's head-quarters and factory in County Tyrone, Northern Ireland.

Congratulating the company, Steve Harper, Invest NI's Executive Director of International Business said "Kiverco has a long-standing relationship with Invest NI and we are delighted to be supporting them in achieving their growth potential. Kiverco's appointment to this project with Averda is testament to the company's hard work and determination to grow its business in the region."

The recycling solutions designed and delivered by Kiverco will recover concrete, fines (sand/soil), wood, ferrous metals, non-ferrous metals, cables, plastic bottles (HDPE & PET), plastic film, and cardboard. The plant is designed to process in excess of 150,000 tonnes per annum of construction waste at Averda's newly developed waste processing facility site at the

project site on the Red Sea coast. The recovered materials will be recycled into new products as well as providing RDF fuel to generate electricity at a nearby Waste to Energy plant.

Averda's vision is to make a positive environmental impact in the world and to change attitudes towards waste. The company aims to change people's habits and encourage them to live within our natural resource limits. As a result of Kiverco's high recovery rates, Averda believes it is well positioned to meet the company's sustainability targets.

Gabriel O'Keefe, Regional Export Manager, Kiverco said: "We are delighted to be selected by Averda to design, manufacture and install this recycling solution and honoured to be associated with The Red Sea Development Project. This will be a world class tourist destination and we look forward to working with Averda for many years to come. The ambition and vision for this project is testament to the foresight of Crown Prince Mohammad Bin Salman."

“

This is a hugely important project for Averda and for Saudi Arabia. It was critical for us to choose the right partner to provide a waste recycling plant as we must meet stringent targets on throughput and recovery rates. Kiverco are very well known for their design and build quality and have a long history dealing with this type of waste. I am very confident we have chosen a partner who will work closely with us to deliver this project and facility for Averda and The Red Sea Development Company. While the plant will initially be recycling the construction waste from The Red Sea Project, its significance for the region stretches far beyond. This plant will be used for years to come to process other waste streams in the area and continue to have a positive impact on our overall waste recycling strategy.

”

**MAZEN RIFAI, TECHNICAL DIRECTOR,
AVERDA**





“

We were delighted to be selected by Beccy and her team to design, manufacture and install this recycling solution. It is another Kiverco plant for the UK to help meet the recycling targets nationally and locally. Roberts have been a real pleasure to work with and I would like to wish them every success as they strive to take their business to the next level.

”

**MICHAEL MCMENAMIN, AREA SALES MANAGER,
KIVERCO LTD**

ROBERTS WASTE CHOOSE KIVERCO TO HELP WITH FUTURE GROWTH

Kiverco recently installed a new C&D waste recovery plant at Roberts Waste in Bridgwater, Somerset. The plant was purchased to replace an older waste plant with the objective of processing current volumes more efficiently and increasing capacity, thus allowing the company to grow their business over the next 3 years.

This latest investment from Roberts Waste will enable the company to handle more waste each day from the Somerset area. The Kiverco plant consists of a hopper/feeder, Combi waste screen, five-bay picking station for manual sorting, two overband magnets to remove ferrous metals, an Air Density Separator (ADS) to remove light material from the mid-size fraction and a powerful fan blower to remove any light found in the oversize hardcore material at the end of the recovery process.

Commenting on this latest investment from Roberts Waste, Beccy Roberts stated:

“This is a really exciting and important investment for us to continue our growth plans by handling and processing more waste. As a company, we are committed to diverting as much waste as possible from landfill in the Somerset area, and the Kiverco plant will certainly help us to achieve our goal. Vicky and I are the third generation and committed to being progressive and innovative in developing the business like our father and grandfather.”

Con Gallagher, Global Sales Manager at Kiverco, was delighted with this latest project in the UK:

“The UK has been and continues to be Kiverco’s most important market and we are delighted to once again secure this order from the region. Roberts Waste are a well-known business in the South West and we were very pleased when Beccy, Richard and Vicky chose Kiverco to design and install this waste plant. They are committed to recovering as much clean waste product as possible from their incoming waste stream and help contribute to a more sustainable future for everyone.”

The Kiverco plant is designed to process more than 60,000 tonnes per annum of construction and demolition waste. The system will recover fines, hardcore (brick/concrete), ferrous metals, non-ferrous, hard plastics, plastic bottles (HDPE & PET), wood, cardboard, and an RDF/SRF product.

Roberts Waste’s decision on choosing Kiverco for this plant was summed up by Beccy who said:

“Kiverco listened intently to what we needed now and for the future to guarantee our business and environmental objectives were met. We felt they understood our vision and clearly demonstrated their capabilities both in terms of knowledge and reference sites which they shared with us. We are delighted with how professionally they have worked as a team with Roberts – from meeting deadlines, to install and commissioning – they have been exceptional!”

KIVERCO SHORTLISTED FOR PRESTIGIOUS AWARDS

We are delighted to have been shortlisted for four prestigious awards and are looking forward to two separate gala ceremonies in 2021 when the winners will be announced. Both events are well known in the UK and are held in high regard by business and industry leaders.

First up is the UK's National Recycling Awards which will take place virtually on 27th January. These awards are known as 'The Oscars of the Recycling world' and has always been fiercely contended and superbly attended. Kiverco has been shortlisted in two categories here;

- 'Partnership Excellence – Commercial' which we submitted in partnership with long standing customer Mick George Group; and
- 'Team of the Year – Commercial' which was submitted in partnership with Remondis for the new waste recycling plant installed at Birtley near Newcastle upon Tyne.



The second awards event is the 'Made in Northern Ireland awards' which are held annually and recognise and reward manufacturing companies based in Northern Ireland that have demonstrated success in innovation, product development and growth in either domestic or overseas markets. The Made in Northern Ireland Awards showcase many of the high-quality manufacturing businesses in the region that are behind this success.

This is the seventh year that the Made in Northern Ireland Awards, which is part of a national suite of events hosted around the UK, all culminating in a national final, Made in the UK, which takes place later in 2021. The Made in NI event will take place at the Stormont Hotel in Belfast on 26th February 2021. Kiverco have been shortlisted in two categories – 'Manufacturer of the Year' and 'Manufacturing Innovation Award.'



KIVERCO SPONSORS MAJOR EVENTS DURING 2020

Despite the challenges and uncertainty during the year, Kiverco was happy to sponsor a number of key events during 2020. We have been very well supported over the years by some of the companies nominated for awards so we feel it is important that we help these events take place by supporting the organisers which in turn helps the companies we work with gain deserved recognition.

AWARDS FOR EXCELLENCE, UK

Our first major event was the Awards for Excellence in Recycling & Waste Management hosted by Environment Media who also run/manage the Let's Recycle Live event and magazine. Kiverco were proud to support by sponsoring one of the main category awards 'Recycling Company of the Year' which was won by Egger Timberpak UK, part of the European based Egger Group. This was a fantastic virtual event with well over 100 participants and many well-known UK waste organisations taking part.

WORLD DEMOLITION SUMMIT

Kiverco also sponsored the World Demolition Summit which again, was a virtual event held on 12th November and hosted by the KHL Group. This event was another huge success for KHL and as one of the supporting sponsors, it was indeed a great privilege to be able to part of it. Congratulations to all the winners and well done to our friends at KHL Group for another superb event.

RDF CONFERENCE

At the end of November, Kiverco sponsored the RDF conference which is now in its seventh year. The conference was very well attended and the level of interest shown clearly demonstrates the significance of this event and the growing demand for better quality RDF/SRF for energy plants and the cement industry.

THE KIVERCO MODULAR PICKING STATION MAKES ITS DEBUT IN POLAND

Kiverco launched their modular Picking Station at Pol Eco System, Poland in partnership with their new distributor. With growing sales across Europe, Kiverco have recently expanded their European distributor network with the appointment of Arcon Polska.

Established in 1974, the Arcon group was set up to supply Central and Eastern Europe with high-quality equipment for the manufacturing and processing industries. With a specialised recycling division which boasts Doppstadt and Steinert, Kiverco's high quality, static and modular recycling plants are now the perfect addition to Arcon Polska's current product range.

Having been embraced by dealers throughout Europe for its simplicity and ease of use, the Kiverco PS122 Picking Station is a modular version of their solid and robust stationary equipment. Arcon showcased this machine at Pol Eco System, the largest and most important event in Poland and Central and Eastern Europe. This trade show welcomes companies from across the recycling industry and presents advanced technologies, solutions and products for sustainable development and the Kiverco Picking Station is a unique, new machine that Arcon Polska can now offer customers.

Michal Solsniak, Recycling Manager of Arcon adds, "We believe the Kiverco range of modular equipment is a perfect complement to our current range of recycling brands. We were attracted to their equipment offer by the flexibility and ease of set up, allowing a recycling plant to be set up within hours. Kiverco's reputation as a quality equipment manufacturer and their consultative approach to customers made them a perfect fit for Arcon Polska. We look forward to an exciting future with the brand in Poland."

Gabriel O'Keefe, Kiverco's Dealer Manager in Poland states, "We are delighted with this recent appointment of Arcon Polska. With their high level of coverage across Poland in both sales and aftermarket support and a dedicated recycling division, we now look forward to continuing our impressive growth throughout Europe."



NEW TO KIVERCO

We were delighted to welcome some new faces to our Kiverco team throughout 2020



ANDRÉ MATULA
KEY ACCOUNT MANAGER



JESSICA MAGOWAN
PROJECT PLANNER



CON GALLAGHER
GLOBAL SALES MANAGER



NIAMH - ANNE McNALLY
DIGITAL MARKETING MANAGER



JULIAN FEGAN
EXPORT SALES MANAGER

HELPING TO CREATE A BETTER WORLD FOR EVERYONE

At Kiverco we are very proud to be working in an industry that is contributing significantly to a more sustainable future. The waste recovery plants we design and supply is helping divert millions of tonnes of waste from landfill sites all over the world and presenting materials that can be recycled and/or reused. We estimate that Kiverco plants currently process more than 20 million tonnes of waste every single year – and this number is growing. The result is less mining for natural resource, less harmful emissions going into our atmosphere, and a much greater awareness around the world on the need to process, recover, recycle and reuse more of what we already have.

Our team of engineers continue to innovate and push the boundaries of technology to find new ways of recovering even more waste product. The more we invest in our systems, the more we can help waste companies recover and the greater the contribution we make to our planet.

ON 1ST ANNIVERSARY KIVERCO PLANT PROVES 'BACKBONE' FOR REMONDIS DURING COVID-19 CRISIS

As Remondis celebrates the first anniversary of Official Opening Day for its Kiverco recycling solution, Managing Director Steve Patterson said he had no idea how much the company would come to rely upon the plant in its first 12 months as a result of the COVID-19 crisis.

"Our Kiverco plant, which has just passed its first anniversary, has kept us going through this entire lockdown. The plant has been the backbone of us getting through this critical time and we have relied upon it to allow us provide an essential ongoing service to our key customers," said Mr Steve Patterson.

He explained that the reliance on the Newcastle-based construction and demolition plant for the company in the UK had been down not only to the recycling solutions' highly automated design but also its strength of build and unfailing reliability.

As he looks back on the inaugural year of the new plant, Mr Patterson reflected: "It has been amazing to us that we have had to have so little contact with Kiverco. We have not really had to contact them about anything which is quite unusual with a new plant so that has been a new experience for me. Usually there are more teething issues."

“

One of the key factors that we focused on primarily using the Kiverco plant during lockdown is because of its highly automated design. There was not one big picking station and, given that few pickers are required anyway, it could be easily adapted for social distancing. I had not expected anything so unprecedented to have happened in this our first year and the plant has had to work hard but it has performed. We are certainly running large loads through this system – it has really been put to the test. It has kept us going and kept us going in a way that ensures we can keep up our levels of service.

”

**STEVE PATTERSON, MANAGING DIRECTOR,
REMONDIS LTD**



When Remondis acquired Newcastle-based waste management company JBT, the facility had limited capacity, relied on manual labour and was inefficient.

The brief was to double processing capacity while drastically improving quality and quantity of recovered materials using minimum manual labour to lower operating costs and make quality levels sustainable. Kiverco delivered a highly automated plant which reduced dependence on manual picking, resulting in a less safe and healthy working environment.

Today Remondis is able to process twice the volume and achieve over 95 per cent purities - with only six pickers.

This has allowed Remondis to expand its customer base and deliver high quality services to local authorities. Residual waste fraction has reduced by more than 10 per cent and recycled outputs are sent to higher grade end-uses.

The Kiverco recycling solution has integrated a variety of sorting systems including screens, magnets, density separators and near infrared sorting technology and has been built to process a minimum of at least 45 tonnes per hour.



“

We were delighted to be selected to design and deliver this flagship recycling solution for waste management leader Remondis and that it has performed so well for the company during this challenging time for our industry and people all around the world. I think the Kiverco / Remondis inaugural year and Steve's comments demonstrate that at Kiverco we say what we mean and do what we say - we design it right, built it right and will always do the right thing.

”

**PAUL CAROLAN, GENERAL MANAGER,
KIVERCO LTD**

AROUND THE WORLD IN PICTURES



Our installation team have continued to travel despite the challenges presented this year. Here they are in Dubai close to the end of another multi-million-pound install for Kiverco



Adrian Dougan, Export Sales Manager & Con Gallagher, Global Sales Manager, made a last minute visit to Brussels back in February to meet with our Benelux sales partner Philippe Potier



Our Global Sales Manager, Con Gallagher (second from the left), was part of a small delegation of Northern Ireland business leaders who met with Simon Penny (fifth from the right), UK Trade Commissioner for the Middle East, in Belfast



The last exhibition to be held in 2020 was the Conexpo in Las Vegas at the beginning of March. Kiverco was in attendance and met several key businesses to discuss large waste processing projects



Definitely not a landfill. The base of the Grand Canyon is one the most spectacular places to visit if you get the chance



Our Sales, Technical and Costing teams along with business owners, Aidan and Anne McKiver, spent a day in Crumlin Road jail in Belfast to launch our 2020 sales strategy. Luckily, none of them had to spend more than a few hours in the jail and were released on the basis of good performance

MEET OUR SALES TEAM

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LOOKING FORWARD TO 2021

As we pull the shutters down and lock the office door on 2020, we look forward with the same level of optimism and enthusiasm as we spoke about in our opening page. Very few of the projects that we expected to close out in 2020 have been cancelled – over 95% of them very simply paused and are now very much active again. We envisage tremendous growth in the new year with more and more waste companies demanding a higher quality of waste plant to give them reliability as they process higher volumes of waste. Business growth means more job opportunities in our local community which is very important to us and to the community in which we live and operate.

So, as we sign off on a year that has presented us with all sorts of challenges, we hope that 2021 is a year when life returns to normal once again and we are able to get back out and about to meet our customers, dealer partners, suppliers, and indeed new friends at home and abroad. In the meantime, we would like to wish you all a very happy, peaceful and healthy Christmas and New Year and may 2021 bring you lots of prosperity and joy.

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