

Countrystyle Group and Tamar Energy sign key deal for organics

Countrystyle Group and Tamar Energy have signed a deal transferring the management and development rights of four Anaerobic Digestion (AD) sites from Countrystyle Group to Tamar Energy.



Trevor Heathcote, Chairman, Countrystyle Group Ltd and David Kunzer, Finance Director, Tamar Energy Ltd, after a long negotiation session completing the transaction in Bristol.

The deal sees Tamar Energy acquiring the development rights to three of Countrystyle's sites with full planning permission for AD facilities in the south of England and the development of a fourth AD facility subject to planning.

The newly formed Tamar Organics division has also taken over the management and operation of six of Countrystyle's in-vessel and open windrow composting sites in the South East and East Anglia, with Countrystyle key to securing organic material for Tamar's AD plans as part of a long term trading agreement.

Commenting on the deal, Trevor Heathcote, Chairman of Countrystyle Group said: "We are delighted to be able to support Tamar Energy with its plan for a network of AD sites across the UK. Tamar's acquisition of the strategically placed AD projects that Countrystyle has pulled together over the last three years, will now ensure that these projects have the funding and the best chance possible to be built out. This deal combines the resources of a well-funded energy business in Tamar with the solution-driven delivery infrastructure and end-to-end contacts of Countrystyle and its sister company FGS Agri that provides outsourced agricultural services and recycling and spreading of utility sludges across the South of England."

Alan Lovell, Chairman and Chief Executive of Tamar Energy said "We are very excited to have added Countrystyle's composting division to the Tamar family. We recognise the synergy between high quality composting and AD and believe that both businesses will benefit. We also gain access to four very good AD sites, which we will build out over the next four years."

Countrystyle will be a supplier of the feedstock initially for the four AD plants and Tamar's new organics division and thereafter to Tamar's AD plants constructed as part of its build out plan. The Group will also market the PAS 110 digestate and PAS 100 soil improver end products to the agricultural sector via its associate company, FGS Agri Limited.

Meanwhile, Countrystyle's operation within Kent and the South East continues to go from strength to strength, with the operation of its specialist plasterboard and wood recycling service and in-vessel composting facility at Ridham near Sittingbourne, Kent. This is further supported by two waste recycling centres at Strood and Folkestone, operating its skip hire and trade waste collection service.

Countrystyle remains the largest independent waste and resource management operator in Kent, having also expanded both its vehicle fleet and network of transfer stations through the recent acquisition of Any Waste Solution (see story inside).

TAKE A LOOK INSIDE



Countrystyle **composts food and packaging waste** from Olympics



Countrystyle further **expands its business** in Kent

COUNTRYstyle
GROUP

If you would like more information about any of our services please contact us:

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Countrystyle composts food and packaging waste from Olympics

Did you know that the equivalent of 79,000 Olympic-sized swimming pools filled with waste are sent to landfill every year in the UK alone?*

Countrystyle Group, operating as a subcontractor of SITA UK, was proud to recycle compostable food packaging alongside venue food waste for the London 2012 Olympic Games, at their In-vessel Composting (IVC) facility. The Group's facility at Ridham in Kent is fully compliant with the Animal By-Product Regulations which requires food waste containing meat to be composted at a high temperature for a set period of time. The compost produced at the IVC facility is produced to BSI PAS 100 certification.

The bulk of the food packaging was supplied by London Bio Packaging, who supplied in excess of 120 million pieces of compostable and recyclable packaging, ensuring it was all composted or recycled after use. To ensure the packaging would breakdown, a sample of the packaging was sent to Countrystyle's IVC facility before the Games to be put through

the composting process. This was also checked by the Waste & Resources Action Programme (WRAP) to ensure compliance.

The Games won particular praise for its recycling of food and drink packaging materials across its duration. Organisers encouraged visitors to separate their waste at the source by providing colour coded bins to encourage the correct management of food waste and packaging. Everything from drinks cups to cutlery was made from compostable carton board and bioplastics and featured an orange compostable packaging symbol, indicating that it must be placed in the corresponding orange 'compostable' bins.

Sustainability was at the heart of the vision for the 2012 Olympic Games with LOCOG committing to make it the first zero-waste Olympic and Paralympic Games. LOCOG were true to their word and a report released in November

stated that the London 2012 Olympic Games was the most sustainable ever according to the Commission for a Sustainable London 2012.



*Source: www.london2012.com

Countrystyle scores with local football team

Countrystyle is pleased to have signed an initial one year deal for the management of the waste and recycling at Gillingham Football Club's Priestfield Stadium for the 2012/13 season. In addition to this Countrystyle is delighted to further support the 'Gills' by taking a corporate box and advertising banners around the ground.



The only Kent-based club in the Football League, Gillingham are currently top of the table in League Two.

Lisa Lamb, Head of Sales for Countrystyle Group and a lifelong Gillingham supporter said: "This partnership with Gillingham FC allows Countrystyle to create an association with a leading local football team and enhance our business profile. This is an exciting time for the club with a real chance for promotion this season and we wish them the best of luck".

Group Site Locations Map

In addition to Countrystyle Group, Chairman Trevor Heathcote, owns two further companies, FGS Agri and FGS Plant. The map below shows the operating locations of each of these companies.

FGS Agri provide a wide range of agricultural contracting, civils contracting and utility contracting services along with farm and estate management services and organics recycling.

FGS Plant is a leading provider of both self drive and operated plant hire.

See page 4 for the latest news from our associate companies.



Countrystyle further expands its business in Kent

Countrystyle Group continues to expand its trade waste and commercial and industrial services in the South East with the acquisition of the former Any Waste Solution business from One51 ES Recycling UK (South) Limited.

The Any Waste business in Snodland, Kent operated from a transfer station employing 25 staff and operating a fleet of 22 vehicles. The acquisition of the Any Waste business, with its focus on work in the Maidstone and Medway Towns, consolidates Countrystyle's position as the largest independent waste management operator in Kent.

Commenting on the acquisition, Trevor Heathcote, Chairman of Countrystyle Group said: **"We are delighted with the acquisition of the former Any Waste Solution business which strengthens Countrystyle's existing operation within Kent and enables us to integrate the customers and vehicles into our existing network of Kent depots and services. The acquisition is in line with our strategy of expanding our activities within the waste and recycling sector and assists further in achieving our goal of becoming the waste management and recycling company of choice in the South East"**.

All of the Any Waste vehicles have been consolidated at Countrystyle's Strood depot to allow economies of scale and the first stage of rebranding to Countrystyle has taken place with the signwriting of all Any Waste former vehicles (see photo opposite).



Centric Commercial Finance provides Countrystyle Group with a £5.5m Asset Based Lending facility

Centric Commercial Finance assisted Countrystyle Group in being able to repay its debt to RBS Bank prior to the sale to Tamar Group. The £5.5 million asset based lending facility was concluded in less than two weeks to facilitate the ultimate sale to Tamar Energy. The sale then enabled Countrystyle to repay a large proportion of the Centric refinancing leaving a manageable working capital facility in place.

Centric Commercial Finance's funding line has refinanced Countrystyle's bank facilities and has assisted the company as it prepares to consolidate its Kent based varied resource management operations.

Trevor Heathcote, Chairman of Countrystyle Group, said: **"The high street banks have been reluctant to lend to small businesses at large, but particularly to SMEs within our sector. Centric Commercial Finance understood our concerns and genuinely got behind our business. The team was able to offer a complete refinancing of our bank loan. They were fast, creative and adapted to what was, at the time, an undefined deadline for the Tamar deal"**.

Maxine Hennessy, Business Development Director at Centric Commercial Finance, commented: **"This was a deal that demanded a flexible approach as there were several moving parts. We worked closely with the Countrystyle management team in order to develop a facility that would meet their requirements. We have developed a close working relationship with Countrystyle and together, we will be regularly reviewing their facilities to ensure the optimum level of capital is always made available."**



THANK YOU

All of us here at Countrystyle Group would like to take this opportunity to thank our customers for your continued custom and support throughout the year and we look forward to working with you in 2013.

An update from our associate companies

FGS Agri wins new farm tender

FGS Agri have successfully won a five year 'FBT' tenancy to farm the Conyboro Estate near Lewes, East Sussex. The farm, covering just over 1000 acres, has been planted with wheat and oilseed rape this autumn with the grassland areas being grazed over winter with sheep.



Keep your business safe this winter

As the temperatures plummet to sub zero depths FGS Agri are on hand once again with their winter gritting and snow clearance service. Their bespoke service is tailored to the needs of commercial, industrial and personal premises across the South East. FGS Agri monitor local weather conditions, notifying clients of potential risks in their area, gritting each site or clearing away any snow before clients, staff or customers arrive. They also have grit containers and 25kg bags of white grit salt available.



For more information visit www.fgsgritting.co.uk or call 0808 178 7655.

FGS Plant enhance environmental credentials

FGS Plant have recently commenced a contract with Breheny Contractors in Ashford, Kent supplying a range of operated machines for the build of a large waste transfer station. The machines include Excavators from 13 tonne to 34 tonne and a 50 tonne Crusher allowing them to recycle their own aggregates on site.



In addition to this, the company have just completed a year long contract with Jackson Frame Work which saw them supply a range of machines for the project from a 120 Roller to a 45 tonne Long Reach Excavator. As part of the contract, all machines required the use of biodegradable oils which pose much less of a threat to the environment. Further in keeping with their environmental credentials, FGS Plant have purchased new SMC Tower Lights with a running time of 80 hours, a lower dba level and a promise of reduced noise levels. FGS Plant are looking forward to 2013 and will be further investing in new equipment during the New Year, including new hybrid machines.



Countrystyle welcomes...

Jamie Houston Operations Director



What was your first job?

At 16, I was granted a position at my uncle's family business as a Roofing Contractor.

What aspect of your job do you enjoy the most?

I thrive on rising to a challenge to achieve results. I enjoy working with a team with a wide knowledge and experience base and look forward to helping secure the future growth of Countrystyle Group.

What do you wish you had invented?

I wish I had invented the Mobile Phone. When it was first introduced, who would have thought that over 85% of the adult population in Britain would have relied on one!

What book did you last read?

Honestly – it was 'Fifty Shades of Grey' while on holiday with my family. Though, this was only because I was curious to see exactly what all the hype was about, even if it did raise a few eyebrows around the pool...!

What is your biggest achievement in your working life?

That's simple – building up Any Waste Solution Limited and eventually selling it. This is by far the biggest achievement in my life, which was accomplished with the support of a great team around me.

Mini Recycling Quiz

- Approximately, how much waste does each person in the UK generate every year?
 - 50kg
 - 250kg
 - 500kg
- The plastic from 25 used drinks bottles can be recycled and made into what new item of clothing?
 - 1 fleece jacket
 - 1 pair of socks
 - 1 hat
- Making an aluminium can from new raw materials uses how many times more energy than making a can from recycled aluminium?
 - 2
 - 20
 - 200
- The average UK home uses about 600 steel cans in a year. But approximately how many of these are separated for recycling?
 - 25%
 - 50%
 - 75%

Answers: 1. c / 2. a / 3. b / 4. b


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