



Case Study

Blinds & Balers

Specialist Marine Supplier Reduces Waste and Recycles

Oceanair are a specialist manufacturer of window blinds, sunscreens and soft furnishings such as curtains, cushions, bedspreads and throws for the marine industry. Supplying those boat builders and yards that manufacture, refurbish and refit all types of craft from small sail and power boats right up to super yachts, the company distributes to over thirty countries world wide. Indeed, the majority of the company's production is for overseas customers

Within the last eighteen months, Oceanair has moved into brand new purpose built premises at Selsey, near Chichester in West Sussex. This is conveniently located for the mecca of sailing in the UK, around the Solent area. Only fifteen years old, the company now employs eighty-five staff at their new factory

With landfill costs rising, the company decided to investigate the purchase of a baler to reduce the amount of waste that needs to be disposed of. Also, they recognised the benefits to the environment of separating materials that could be recycled, especially as when crushed and baled, the resulting bales can be sold for income.

Anthony Robinson, the Production Director of Oceanair, selected an HSM V-Press 1160 baler, because of its ability to produce mill-sized bales. These are large enough to be sold directly for recycling, earning a higher income because they do not need re-processing before the materials can be sent directly to the mill.

Another factor influential in the decision was the ability of the V-Press 1160 baler to be positioned outside, thanks to the weatherproof construction of the machine. Although sited outside, in the car park, the baler actually contributes to a clean and tidy environment as materials to be recycled can immediately be placed in the baler ready for crushing.

Oceanair are using the HSM baler for two waste streams. Cardboard is baled, both from the packaging of incoming components and materials, plus wastage from their own packaging operations. This accounts for approximately 80% of the quantity of materials baled. Meanwhile, the balance is made up of plastic from various sources throughout the production site.

The baler is significantly reducing the amount of waste materials sent to landfill in refuse bins and skips. As a result, these are emptied much more infrequently, so saving money, to complement the income from selling the finished bales.

The V-Press1160 baler is a relatively new addition to the HSM range. It is the first model from HSM to be weatherproofed for exterior use, so extending its versatility, particularly in the British climate! Combining German built quality with the incorporation of many inherent safety features has already made this new machine very popular in the UK market.

For a personal illustration of the savings available from the purchase of an HSM baler, please contact them on 01543 272480. A free guide to the management of recyclable and confidential waste is available from the company. Alternatively, their complete range can be viewed at www.hsmuk.co.uk. Further details of the products and services provided by Oceanair can be found at www.oceanair.co.uk

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