

## **COST-EFFECTIVE SERVICES FOR MORE PROFITABLE BUSINESS**

### **Reliable, low-cost supply opportunities**

There can be significant differences in the cost of utilities in the Tees Valley compared with the rest of the UK – perhaps compared to where you are now! They can make a major contribution to the bottom line of any busy manufacturer.

Reliable, continuous availability is clearly important. Power cuts, water restrictions, poor mobile reception or the non-availability of broadband services can mean anything from minor irritation to outright disaster.

Price flexibility and a willingness on the part of utilities to tailor services have an equal impact on costs, and vary from supplier to supplier and area to area.

Many manufacturing processes also make special demands on the services infrastructure, such as the ability to handle waste and effluent.

The presence of sophisticated industries in the Tees Valley has led to the development of an advanced infrastructure, capable of handling any foreseeable need.

# **BUSINESS LOCATION**



## **Tees Valley**



### **Energy**

#### **Some of the lowest-cost energy deals in Western Europe**

The Tees Valley offers a variety of energy packages, including in some locations privately-negotiated deals – leading to some of the lowest energy cost in Western Europe.

At the huge Wilton site, for example, onsite power generation means considerable savings, and electricity from combined heat and power systems attracts no climate change levy (an additional saving of £4.30 per MWh). Wilton houses two power stations, one of them the largest independent power project in the UK.

The Tees Valley is also an early adopter of renewable energy, in line for an onshore wind farm, and through the Renew Tees Valley initiative encouraging renewable-energy enterprises to set up in the area.

For specialist requirements the Tees Valley is a landfall for both oil and gas pipelines, to which there are some direct local links.

Manufacturing calls for energy input in various forms, from standard gas or electricity supply to privately-generated power or over-the-fence steam. The Tees Valley offers a full range.

### **Water**

#### **Unique reliability and tailored deals**

Climate change means that water may become an increasingly critical resource. Through Northumbrian Water, water-dependent manufacturers have access to the UK's premier water supply, supported by the huge Kielder Water. Northumbrian Water has never imposed water restrictions on industry and does not expect to have to.

Surface water like Kielder's is naturally soft, unlike the underground aquifer supply in many areas. Northumbrian Water supplies water in two grades (partially treated and potable) and is eager to offer quality tailored to individual customer requirements in a consultancy-based industrial partnering agreement.

#### **The most sophisticated services in the UK**

The Tees Valley's effluent and waste treatment resources are amongst the most advanced in the UK.

Investment in the infrastructure is continuous – in 1995 work began on a new, centralised effluent and sludge treatment centre to service the needs of industry and the population of the Tees Valley. The plant at Bran Sands – the winner of four environmental awards – provides effluent treatment for major multi-national companies in the vicinity.

Northumbrian Water can advise Tees Valley companies on all aspects of water and waste treatment, solid and liquid disposal, recycling and special waste-management.

No area in the UK is better equipped to handle the treatment of waste and effluent of all kinds.

# Making the most of utilities efficiencies

For manufacturers with heavy demands for a specialised service, such as brewers, producers of building components, food processors, or companies engaged in heavy engineering, a guaranteed supply at a very competitive price may be a critical factor in the choice of location.

For others, the supply of energy, water or waste and effluent treatment is just one valuable component of a package including logistics, workforce and the availability of suitable premises.

These brief case histories show what can be achieved.

**'I only wish we had done this years ago'**

*Tim Weschenfelder,  
W. Weschenfelder & Sons Ltd*

Weschenfelder is a family-run business, manufacturing and exporting natural casings for sausages.

Until recently, Weschenfelder used around 47,000 m<sup>3</sup> of potable water each year and produced effluent with a very high solid content and Chemical Oxygen Demand (COD). Rising treatment costs to meet EU legislation were becoming a significant overhead.

With Northumbrian Water, Weschenfelder undertook a waste-minimisation study which identified potential savings in both

water usage and the treatment of trade effluent. The study examined options for each, against a defined payback period.

Combined potential savings of 57% were projected, many of which could be made by altering procedures and involved no capital expenditure. Collecting solid materials for separate disposal alone could achieve a saving of 53%.

The study also revealed a leak that accounted for 18% of the total water used on the site.

'We were using around 180 m<sup>3</sup> a day,' says Tim Weschenfelder. 'This came down to 34 m<sup>3</sup> after the study. It felt as though it was overnight, although it probably took a couple of months.'

'The savings identified in the study represented 2.4% of our annual turnover! I only wish we had done this years ago.'

**'Industry has to acknowledge that it has a duty to look after the environment'**

*David Bishop,  
Vopak*

Vopak is a storage and logistics specialist, and the first in its industry to instal a direct pipeline connection for the biological treatment of chemical waste. The £200,000 'green vein' pipeline carries liquid waste from Vopak Teesside at Seal Sands and links into an existing pipeline to the state-of-the-art treatment plant at Bran Sands.

Vopak joins a number of major Tees Valley companies, including ICI, Du Pont, Corus, ConocoPhillips and Huntsman already using the Bran Sands facility, widely praised as an example of best environmental practice.

Vopak's UK Managing Director, David Bishop, says, 'After ten years working hard to reduce our environmental impact on the district and the river, we were happy to make this investment. Industry has to acknowledge that it has a duty to look after the environment. This new agreement with Northumbrian Water represents a real step forward.'



## Get in touch today

For further information about services and utilities in the Tees Valley, use the faxback or contact the Strategic Investment Team at Tees Valley Regeneration.

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