

## RDF EXPORTS RISE SHARPLY

The amount of refuse-derived fuel (RDF) exported from the UK increased sharply from 0.9 million tonnes in 2012, to 1.6 million tonnes in 2013. This is almost 6 times the level reported for 2011, and so it is clear that there has been a major shift in the market.



Furthermore, the combination of:

- Significant incineration over-capacity in the Netherlands, Germany and Scandinavia, plus;
- The shortage of incineration capacity in the UK, plus;
- The increasing cost of UK landfill

Indicates that the upward trend in RDF exports will continue into the foreseeable future.

*"This is almost 6 times the level reported for 2011 and so it is clear that there has been a major shift in the market."*

A critical link in the RDF export chain is the baling process and this is where the Paal equipment, offered by Dicom, is firmly established as the market leader. Having sold 25 RDF/SRF balers over the last 3 years, with realistic production capacities of between 25 - 90 tonnes per hour, it is clear that a high proportion of the 1.6m tonnes of RDF exports have been baled using Paal equipment.



So, if you are in the market for a specialist RDF baler, speak with Dicom about why so many UK customers have selected a Paal baler ahead of the competition.

VISIT OUR WEBSITE TO DISCOVER MORE DETAILS ON  
NEW RANGES AND RECONDITIONED PRODUCTS



- IFAT
  - RWM Show
- Page 2



- Safecontractor
  - Dicom Golf Day
- Page 3



- Staff News
- Page 4



- Contact Us
  - Sales Map
- Page 4

# IFAT 2014 - MUNICH

The IFAT exhibition, held in Munich, is generally recognised as being the largest and most prestigious trade show for the waste and recycling industry. In 2014 more than 135,000 visitors from 170 countries attended the show and so it was a genuinely global exhibition.

This was certainly the case for Paal GmbH (Dicom's sister company in Germany) whose visitor numbers were boosted by their various overseas agents and distributors, including those from South America, South Africa and Russia. All those associated with the PAALGROUP (approximately 40 in total) joined together for a special dinner at a very noisy Munich restaurant.

*"The Paal sales team managed to conclude a couple of large deals at the show"*

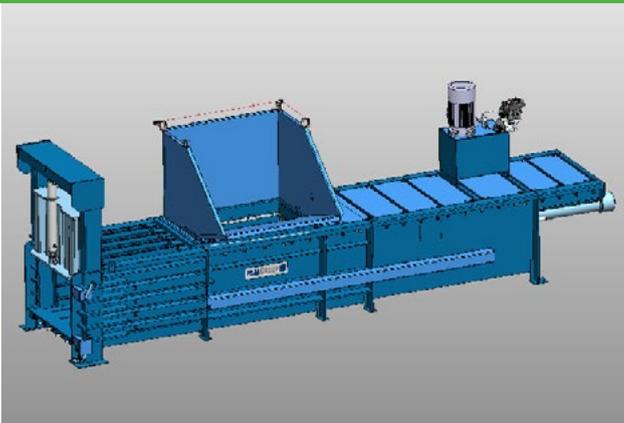


The Paal stand, which featured both a Konti 600H and a PAC50, generated a huge amount of interest and was very busy throughout the 5 day show.

Unusually, in this day and age, the Paal sales team managed to conclude a couple of large deals at the show, including the sale of the PAC50 to a local Munich company.

Overall, therefore, everybody associated with the PAALGROUP left IFAT feeling proud and privileged to be part of the worldwide PAALGROUP team.

# RWM 2014: NEC 16TH – 18TH SEPTEMBER



Dicom Ltd will be exhibiting at the 2014 RWM Trade Show which is being held slightly later than usual, between the 16th and 18th of September. Dicom's main stand will be in Hall 5 (location 5Q30-R31) where the new Paal PAC65 semi-automatic baler will be on display. Uniquely amongst the closed end baler competition, the PAC65 features cross-tie functionality, which, combined with the 65 tonne pressing force and the market-leading Paal build quality, makes the machine especially suitable for difficult materials, such as hard plastics.

As well as the stand in Hall 5, Dicom will also have a totally new 'mystery machine' on display, just outside of Hall 5 (location : DA13). At the moment, no details can be given, but it is a radically new design and so we're expecting it to create a lot of interest when it is finally unveiled at the RWM.

So, with two genuinely new and unique machines on display, we're confident that all of our customers will find their visit to the RWM to be an interesting and rewarding experience.

*"Dicom will also have a totally new 'mystery machine' on display"*



# YOU'RE IN SAFE HANDS

**Dicom Limited has once again been awarded accreditation from Safecontractor for its commitment to achieving excellence in health and safety. Safecontractor is a third party accreditation scheme which recognises very high standards in health and safety management amongst UK contractors from a wide variety of industries and services.**

John Kinge, technical director of Safecontractor said, "Major organisations simply cannot afford to run the risk of employing contractors who are not able to prove that they have sound health and safety policies in place. More companies need to understand the importance of adopting good risk management in the way that Dicom has done. The firm's high standard has set an example which hopefully will be followed by other companies within the sector." Dicom don't stop there though when it comes to ensuring that the right things are done within the umbrella of health and safety.

With the exception of employees who have joined the company in the last few weeks, various initiatives have been carried through and qualifications achieved. Each and every service engineer holds the CSCS card for fundamental skills in relation to safety. All factory staff and service engineers have undertaken and passed the nationally recognised IOSH Working Safely, with members of our leadership team holding the IOSH Managing Safely qualification. We are also in the process of training everyone, via a third party, on Manual Handling techniques and principles with a comprehensive manual handling risk assessment having been undertaken and published.

It's all about giving our staff the awareness of hazards and risks and most importantly providing them with the skills and equipment to ensure that all tasks are completed safely, whether those tasks be in the Factory and Office environment or on a customer site.

## ANNUAL DICOM GOLF DAY – HUGE SUCCESS

Although the weather was far from ideal, the annual Dicom Golf Day still proved to be a great success. Twenty six hardy souls from all over the country turned up at Breadsall Priory fully expecting to play in heavy rain. As such, the surprisingly good weather of overcast conditions and light drizzle turned out to be a huge relief. Despite the conditions, the standard of golf on display (with a few notable exceptions) was exceptionally high. Based on the Stableford scoring system, three players tied for first place with 41 points. After some highly complex calculations, bravely entrusted to Jason Greatorex, the final placings were as follows:

- **1st place - Jordan Evans (Parry & Evans)**
- **2nd place - Steve Evans (Parry & Evans)**
- **3rd place - Sam Campkin (CHC)**

Jim Wyllie (Wyllie Recycling) received the prize for the longest drive and Martin Blood (Smurfit Kappa) won the closest to the pin competition. Brian Thornton (Turmec) also deserves an honourable mention for making an Eagle 3 on a tricky Par 5 hole.

*"It was a hugely enjoyable day!"*

Following the golf, everybody stayed at Breadsall Priory for dinner and drinks where they were joined by some of the other Dicom staff who (sensibly) chose not to play golf.

Overall, therefore, it was a hugely enjoyable day and so we're very grateful to all of our customers for supporting this event and we look forward to hosting it again next year.



*Prize winners Steve and Jordan Evans, along with Simon Ellin (IWPP) and Franz Hornung (PAALGROUP CEO)*



*Prize winner Sam Campkin (on the right) along with Dawn Campkin (CHC) and Graham Campbell (Dicom ASM)*

# DICOM STAFF NEWS

## AS A CONSEQUENCE OF THE EXCELLENT ORDER INTAKE IN 2014, MICK SHAW HAS BEEN BUSILY RECRUITING TO BOOST HIS PRODUCTION RESOURCES IN THE DICOM FACTORY

Fabrication and final fitting areas of the factory were each bolstered to help satisfy the current customer demand for our products, but of course it's more than just boosting capacity. "We have spent quite a bit of time chasing people and interviewing and testing candidates to ensure that the skill levels are as high as we can get, but also that the new recruits compliment and enhance our current factory team," said Mick. We are delighted to have recruited Dean Taylor (on left) and Darren Jackson (centre) into the fabrication facility, as well as Jake Revill (right) as a new apprentice Electrical/Hydraulic fitter. All three bring the right attitude and approach as well as a high degree of skill...or future skill in Jake's case!



As well as factory recruitment, Dicom have also been strengthening their service team with the addition of 2 further field service engineers. Callum Church (left) has been recruited to provide service around the South Wales/Bristol area and is Royal Navy trained. Tomasz Adamczyk (right) will provide service around the Milton Keynes/Northampton area and joins us from the food industry.

Mick was ably assisted by Steve Lenton (Dicom Finance Director) in the recruitment process which saw us scour dozens of CV's before the two stage interview process. Geographical location of the new recruits was a major consideration as we look to minimise what is already an impressive response time to customer service. Again we are delighted to have Callum and Tomasz with us.



*"As well as factory recruitment, Dicom have also been strengthening their service team"*

**Staff update:** On Wednesday 9th July, Chesterfield College (our Apprenticeship Learning Provider) visited Dicom to review the end of Nathan Knowles's two year NVQ apprenticeship in Fabrication and Welding. We are very pleased to announce that Nathan passed his NVQ level 2 with very high marks, including a distinction in the science and calculations module. Nathan has expressed a desire to progress for a further two years to complete the NVQ level 3 in Plating...and of course we are more than happy to support Nathan in this.

# CONTACT US



**Jason Greatorex**  
UK Sales Director  
[Jason.Greatorex@dicom.ltd.uk](mailto:Jason.Greatorex@dicom.ltd.uk)



**Nigel Atherton**  
M: 07715 499595  
[Nigel.Atherton@dicom.ltd.uk](mailto:Nigel.Atherton@dicom.ltd.uk)



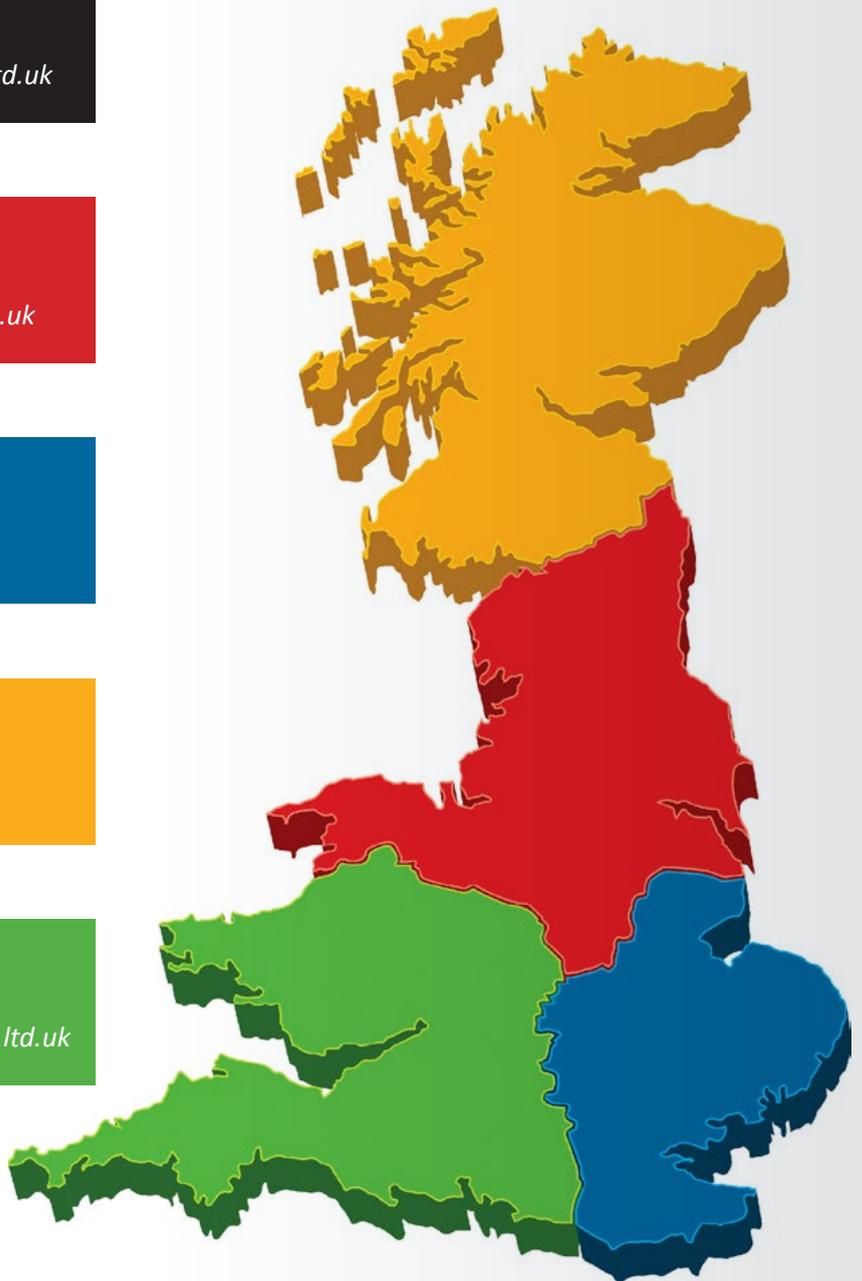
**Chris Parke**  
M: 07831 303642  
[Chris.Parke@dicom.ltd.uk](mailto:Chris.Parke@dicom.ltd.uk)



**David Knowles**  
T: 0845 5190366  
[sales@dicom.ltd.uk](mailto:sales@dicom.ltd.uk)



**Graham Campbell**  
M: 07887 418652  
[graham.campbell@dicom.ltd.uk](mailto:graham.campbell@dicom.ltd.uk)



# SERVICE

Dicom's highly trained engineers are able to undertake servicing, maintenance and repair work on a huge range of compactors and balers, including those sold by other suppliers. We offer service and maintenance contracts for all waste compaction and baling equipment. For further information on how our service team can support you and your equipment please call them directly on 01773 520565 or by email at [dtsservice@dicom.ltd.uk](mailto:dtsservice@dicom.ltd.uk)



**Visit [www.dicom.ltd.uk](http://www.dicom.ltd.uk)**

TEL: 0845 519 0344  
EMAIL: [SALES@DICOM.LTD.UK](mailto:SALES@DICOM.LTD.UK)