

# Case Study



## Getting greener, cleaner and bigger.

An innovative new way to reduce recycling waste, help charities, and create nine jobs, with a grant of £49,000. .

### About BCMY:

BCMY is a leading printer cartridge and mobile phone recycling firm. The company collects used cartridges from businesses, and sells them on to remanufacturers, keeping them out of landfill. BCMY uses unique technology to recycle more types of ink cartridges than any other recycler, and has kept 600 tons out of landfill sites.

BCMY is as dedicated to charity fundraising as it is to recycling. It runs a sister brand, recycle4charity, which allows people and businesses to donate their used cartridges to raise money for charity. BCMY has donated over £900,000 to charity through the service.

BCMY is a family business that has been built up from a one-man bedroom-based operation, to a company with a £1.25 million annual turnover, employing eleven people from its specialist facility in Lancing. It continues to grow and explore new ways to recycle.

### The Challenge:

The process of recycling makes waste: BCMY creates 100 tons of printer cartridge waste every year. This waste is hard to dispose of – printer cartridges cannot be burned, shredded or compacted safely. Rather than sending them to landfill or incineration, BCMY wants to make sure they can be disposed of in an appropriately environmentally friendly way.

### The Solution:

The Business Growth Grant will help fund a new facility on the company's existing site that will be able to break down the toner waste into raw materials. These can then be sold on for re-use, rather than becoming damaging to the environment through landfill or incineration. As the operation becomes successful, so it will provide more sustainable, varied job opportunities for local people. .



*Simon Gilchrist, Managing Director, BCMY said “Through the launch of our new service [www.zerowasterecycling.co.uk](http://www.zerowasterecycling.co.uk) our new facility will give us a better environmental solution for our waste, with zero landfill, zero incineration and 100% reuse. It will initially be marketed to our current collection customer base. We expect to benefit from this through higher return volumes and the winning new collection business. The new facility will allow the company to bridge two markets, cartridge reuse and waste cartridge destruction, which is not yet an integrated service available in the UK. We aim to be profitable within the first 12 months, with a view to expanding capacity and services thereafter”.*

