

Home from Homes Homes' Bishop's Farm Mill, welcomes first buyers and receives praise in national awards

Energy from Waste in Westbury Read about plans for Northacre Renewable Energy - see pages 4 and 5

Cycle Safe

Quarry Products leads the way in a safety revolution - see pages 10 and 11

Shareholders conference

2014 Senior managers outline plans for the future at Sandbanks - see page 15

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Entering a brave new world...

Watching the development of our waste activities over the last 15 years has been fascinating: evolving from traditional collection and landfill to material sorting and recovery, and ultimately converting municipal residual waste into fuel at our recently commissioned Northacre Resource Recovery Centre (NRRC).

However, Waste Solutions is now taking a giant leap into the future after unveiling plans to apply for planning and build an impressive renewable energy facility adjacent to the NRRC in Westbury. This is a hugely exciting project which will provide the county with a closed loop solution for its residual municipal and commercial and industrial waste as well as significantly shaping the company's future. You can learn more about our plans on pages 4 and 5.

Near Miss Reporting is a hit!

Our aim to create the safest working environment in our industries has been bolstered by the success of our Near Miss Reporting procedure launched a year ago. See more on page 14.

Rewarding improvements

This issue sees no shortage of recognition both internally and externally. On the next page you can learn more about our annual 'in house' awards for business improvement ideas and on page 8 you can read about Homes' recognition for quality and excellence in construction for its Bishop's Farm Mill site in Witney. On pages 10 and 11 you can learn how Quarry Products has been acknowledged for its approach on improving road safety for cyclists and how the public have been involved in promoting this.

Season's greetings!

I hope you all enjoy this issue of in**touch** as well as the season's festivities. May you all have a happy, healthy and prosperous new year.

Best wishes, Michael Hill, Chief executive



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The Northacre Resource Recovery Centre (NRRC) in Westbury hosted the 4th annual 'Move to Improve' awards where business The Hills Group Limited makes every effort to verify all improvement ideas from the quarterly winners were celebrated.

> The top prize of £500 worth of Argos vouchers for the best 'Move to Improve' idea in 2013/14 went to Harry Silcocks, shift utility operative at the NRRC. Harry suggested an alteration to the metals extraction process by adding PVC extensions to a chute in order to direct non-ferrous metals into a large bin - which reduces mess and

improves the quality of the Solid Recovered Fuel (SRF) produced.

Mike Hill, chief executive, who was on hand to present the awards, said: "I am pleased that colleagues from across the Group continue to come up with good ideas and suggestions for improvements. The ideas which have been implemented support our core values of innovation, service and quality."



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Launch of Northacre Renewable Energy



Plans to provide facilities in Wiltshire that maximise the recovery of resources and divert waste from landfill took a significant step forward in October when Waste Solutions presented their exciting plans for the development of a renewable energy centre in Westbury.

in**touch** caught up with Waste Solutions' Mike Webster, Group director, and Ed Dodd, divisional director, to find out more on the proposed plans and what it means for the company.

What is being proposed and where?

Northacre Renewable Energy (NRE) is a multi-million pound development that will use Advanced Thermal Treatment (ATT) technology known as 'gasification' to generate power.

NRE will be located on the land between the current Northacre Resource Recovery Centre (NRRC) and Arla Foods Westbury Dairies on the Northacre Industrial Park in Westbury. Its location means that it is perfectly positioned to provide both electricity and possibly even heat to local businesses on the industrial estate.



How much power will be produced?

The facility will generate up to 22 megawatts of renewable power and potential heat converted from 160,000 tonnes of feedstock annually. The feedstock is Solid Recovered Fuel (SRF) from the existing NRRC next door, which is currently sent by road to Europe to generate power there, blended with Wiltshire's commercial and industrial waste that is currently destined for landfill.

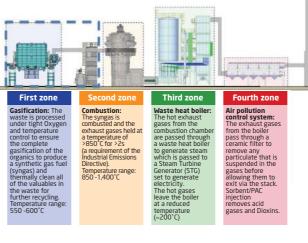
What technology will be used?

We undertook an extensive appraisal of the various technologies available and came to the conclusion that Chinook Sciences offered the solution best suited to our needs. They are a leading manufacturer and operator of ATT facilities and have delivered numerous plants worldwide with a 14 year track record of industrial operation and no environmental breaches. Four facilities using Chinook technology have been given planning permission in the UK, one of which is nearing completion at Oldbury in the West Midlands.



How Advanced Thermal Treatment works

- Feedstock is received in a preparation area where it is blended to optimise fuel efficiency.
- The blended feedstock is then fed into an enclosed chamber where a limited amount of oxygen is added in a pressure-controlled environment. A small amount of natural gas is used to initiate the process, which produces the synthetic gas or 'syngas'.



- The syngas passes into a waste heat boiler to generate steam The steam drives a turbine which generates electricity.
- The energy centre's air pollution control system cleans the exhaust gases before they pass to the atmosphere through the stack.
- Metals, glass and aggregates remain post processing and these are recycled.
- An Air Pollution Control Residue (APCR) also remains and this is currently landfilled. Work is being done to develop recycling uses for APCR such as for construction purposes.

How does gasification differ from incineration?

Gasification is a process that transforms carbon-based material into energy without burning it. Instead gasification converts the materials into a syngas through a chemical reaction. The process combines carbon-based material (feedstock) with a small amount of oxygen to break down into its simple molecules. Metals, glass and aggregates are recovered for recycling.

Incineration burns the waste directly using high volumes of air to form carbon dioxide and heat, and there is no recovery of recyclable materials.



What are the benefits of the development?

The main benefit is that it will create a circular economy where feedstock made from SRF and local commercial and industrial waste generates a significant amount of power for local businesses and the National Grid. It also saves thousands of road miles as the energy rich SRF no longer needs to be transported to Europe. Around 80 jobs will be supported during the construction phase and 40 permanent jobs will be created when the plant is complete. The technology is able to recover valuable recyclate which would otherwise be lost and materials will be diverted away from landfill.

What are the timescales for the development?

As with all facilities of this nature, we need to obtain the necessary planning consent and permits. So far we have held pre-application consultation including a public exhibition and attending the Westbury Area Board meeting. Feedback received has been well balanced with most people agreeing that this is a sustainable way of dealing with waste and reducing landfill. Comments on traffic movements and emissions will be addressed in the final planning application to be submitted by the end of the year. Subject to receiving planning consent, we hope to build and commission the facility in 2015/2016 and be fully operational in 2017.



New trucks improve efficiency and safety



Waste Solutions' replacement of the waste collection truck fleet has continued apace throughout 2014 with a mixture of new vehicles arriving. Six hook loader vehicles and two brand new trade waste collection vehicles have been delivered since June 2014; with four Euro-6 Volvo trade waste trucks arriving before the end of the year.

Whilst all these vehicles may look the same on the outside, it is what is inside that sets them apart from their older counterparts.

All of these vehicles are fitted with the latest Euro-6 specification engine and exhaust technology meaning they are some of the greenest and cleanest trucks on the roads today. The new Euro-6 emission standards for newlymanufactured trucks came into force on 31st December 2013 and stated that particle emissions must be halved and oxides of nitrogen emissions must be reduced by 77%.

In addition to the latest engines these vehicles are also equipped with extra front and rear strobe lights to aid visibility and safety. They are also fitted with a four-way camera system giving views of the front, rear and down both sides of the vehicle. A cyclist side scan warning system which indicates inside the cab if there is an obstruction on the nearside when turning at low speed is also fitted in order to improve safety. All

these cameras are coupled to a mobile digital recording system which constantly records from all cameras to a hard drive unit in the cab, this will prove invaluable when dealing with complaints and potential insurance claims.

The lighting and camera system was chosen by transport manager Nathan Carr who explained that: "The ongoing improvements in vehicle safety demonstrate that we take our responsibility as a road user very seriously."

New faces and new opportunities for Waste Solutions

The Waste Solutions sales team has been boosted by two new arrivals. Laura Carter joins the team as national accounts manager and will be responsible for growing the waste collection business across the UK. Laura will also be developing a network of national suppliers to support brokerage operations. Paula Woodward joins as a Waste Solutions consultant and will be developing accounts in the Salisbury area.

Reflecting on the expansion of his sales team, commercial manager Gary McKinnon commented: "The two appointments are an important step as we seek to establish Waste Solutions as a regional collector with national service capabilities. I'd like to welcome Laura and Paula to the team and wish them every





An innovative new service which may offer 20-40% savings in commercial waste collection costs is being trialled by Waste Solutions.

'Enevo ONe Collect' continually monitors the fill levels of waste and recycling containers using small battery powered wireless sensors firmly attached under the lid of each bin. Data is then sent over the GSM network where it is analysed by Enevo ONe, who in response forward a list of only those containers which actually need emptying. The trial will continue into the new year when a decision will be made on whether to adopt the service.

Customer satisfaction survey 2014

Waste Solutions' commercial customers were contacted via email and asked to complete a short online survey rating various aspects of Waste Solutions' service.

The survey included questions on: the product knowledge of waste consultants; the range of waste bins offered, through to how professionally telephone enquiries were dealt with. The survey was completed by 253 commercial customers and the overall results were very positive with over 90% classing Waste Solutions' performance as either excellent or good in a number of areas.

One opportunity that the survey highlighted was that most customers had very little idea of what Waste Solutions could offer beyond skips and wheelie bins etc. In response to this quarterly e-mail newsletters will be sent to customers from 2015, containing information on the company, new services and useful information such as how changes to legislation may affect them.

89% felt that our overall service level was either excellent or good

said they viewed us as an environmentally and socially responsible company

said they saw us as taking a responsible approach to Health & Safety

Why did you choose Hills? (open question)

"well-known local company"

"helpful "professional"

Melksham return to the top

The Melksham Household Recycling Centre is once again at the top of the recycling league tables thanks to the efforts of its hard working team. Bob Tapp, area recycling manager said: "The Melksham HRC achieved this great result by keeping a strict control on what the general public put into the non-recyclable container and by showing a willingness to sort through black sacks to check for recyclable materials."

% of waste recycled - July to end of October 2014:

84.23% 2. Marlborough 83.75% 1. Melksham

3. Warminster

82.77% 4. Trowbridge 82.65%



Bjorn the Bear comes to Calne

courtesy of Hills

Bjorn the Polar Bear left his icy home to appear at Calne Town Council's Winter Festival this November - but thankfully no one was in any danger.

Bjorn is a full size and incredibly life like animatronic male Polar Bear. Playful, mischievous and huggable, he was just about kept in check by an Arctic Explorer. Bjorn is in demand at events across the world and his appearance in Calne was funded by sponsorship from Hills.

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bespoke apartments, has been receiving praise from both buyers and judges from the LABC Warranty 'The Bricks' - a national awards scheme which recognise and reward sites that reflect the highest quality and excellence in construction. Bishop's Farm Mill was highly

commended in the Refurbishment Development of the year category, being narrowly pipped for the overall award.

LABC WARRANTY AWARDS

HIGHLY COMMENDED 2014

Nick King, Group director for Homes said: "We are delighted to have been highly commended for this award and all credit goes to the great team who worked on the project. Undertaking redevelopment projects can be challenging and it is encouraging when the hard work and dedication involved is acknowledged in this way. Striking the right balance between old and new in a project of this nature is never easy. Full credit should go to the team that has created something special in a wonderful environment."

appliances, granite worktops, contemporary fittings, stylish door furniture and the top floor two-bedroom apartment has vaulted ceilings and exposed beams.

The first residents to move in to Bishop's Farm Mill, Mr & Mrs Pilkington, commented that: "We are starting to settle in and love the peacefulness of the location. We have been most impressed by Hills' customer service and finish of our new home."





The Orchard is Homes' latest development in the charming village of South Marston, near Swindon. As we go to press the site is in the early stages of construction, but a stylish 16 page brochure has already been produced to tempt buyers into purchasing one of the four substantial detached family homes: The Merton, The Blakeney, The Packham & The Allington (all named after apple or pear varieties).



The two four-bedroom and two five-bedroom family homes will be constructed from a mellow reconstituted stone or brick in a no-through road and will occupy an enviable location next to a nature reserve.









Looking ahead...

2015 promises to be a busy year for Homes. Phase two of Station Meadows in Calne goes to market with Phase one nearly all sold. The new year will also see the start of a new development of sixteen two, three, four and five bedroom homes at Watchfield near Shrivenham following the granting of planning permission. It is also anticipated that detailed planning applications will be submitted for the developments at Blunsdon and Oxford Road, Calne. Homes will also be active in Berkshire with the development of six dwellings in the village of Burghclere.



Hundreds of school children and cyclists of all ages got to learn more about cycling safely around lorries when they visited a vehicle display on The Green, Devizes.

On the same day that the Tour of Britain passed through the town, Quarry Products wheeled out the three latest vehicles in its fleet to support the Mineral Products Association's (MPA) national Cycle Safe Campaign.

The campaign highlights the potential risk of cyclists undertaking lorries and getting

too close to them at left-hand turns and roundabouts.

As kids and other cycle enthusiasts arrived on The Green to soak up the atmosphere of the cycle race, they were given the opportunity to sit in the cab of a lorry to understand the driver's perspective, experience visibility issues and share their

Irowds flock to Cycle Safe event





own road experiences. Cycle Safe leaflets which give practical tips on ways to prevent potential dangers were also handed out.

John Warner, transport manager Quarry Products, said: "We had a very positive response from everyone who visited our display. They were especially interested in the area we marked out around the front

Health & safety accolades in MPA awards

Quarry Products' commitment to the highest standards of health and safety was acknowledged at the Mineral Product Association's 2014 Health & Safety Awards.

The business was joint runner-up in the Reducing Occupational Road Risk section and received certificates of merit in both the Contractor Safety and Behavioural Safety; Safety Culture; Leadership sections.

Reflecting on the accolades Quarry Products' Group director Peter Andrew said: "The health and safety of our employees, contractors, customers and members of the public is our number one priority and receiving the acknowledgement from our industry peers is a great reward for the continuing hard work the Quarry Products team put in to this crucial area."



and side of the vehicle to show how large the 'blind spot' is around a large truck."

Stuart Allen, commercial manager Quarry Products, said: "We were able to show how improvements made to our vehicles improve drivers' awareness of cyclists and help cyclists, both young and old, be more aware of potentially dangerous zones

around lorries. There was a great buzz on The Green, with The Tour of Britain coming straight past Hills' vehicle display.

"Lots of school children and members of the public were keen to experience a driver's perspective of the road and learn about areas of limited visibility to avoid around lorries when on a bike."

Quarry Products are showstoppers

Quarry Products exhibited at the Dorset Show for the fourth consecutive year and were represented with a team made up from the Woodsford Quarry near Dorchester and employees from the Swindon head office. The sunny weather over the weekend attracted more than 60,000 people to the show overall and plenty of the visitors made their way to Quarry Products' display.

A 'Guess how many sweets in the jar' contest was run over the weekend and there were over 500 entries. The winner was Jay Miller of Dorchester (pictured left) with his prize of four bottles of wine and the sweets themselves.

The children's colouring contest drew over 300 entries with all the pictures being displayed on a brand new 64 plate Hills Mercedes which drew admiring glances and comments from numerous guests.



Concrete knowledge for Quarry staff

Richard Swatton, sales representative and Terry Newsham, Woodsford business manager have successfully completed the University Certificate in Concrete Technology from the University of Derby.

The distance learning course covered units on the properties, production, use and control of concrete which included: specification and control of ready mixed concrete; health and safety awareness; aggregates and test methods and concrete mix design and quality control. With their concrete knowledge 'reinforced' they are all 'set' to provide expert advice to customers. They were joined by Matthew Pope, direct sales representative, who received his Certificate in Construction Materials.



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'Pay Hils' -online payments facility for Quarry Products



Quarry Products' customers can now access their account, view and print copy invoices and make payments using credit and debit cards 24 hours a day with the 'Pay Hills' online payment facility. The online payment facility is proving popular with customers and as



credit control manager June Parrott explains: "We are committed to making things as easy as possible for our customers and the online payments system offers a convenient, quick and paper-less option for customers to make payments or view information about their account." The credit control team developed and tested the system with credit management specialists Credit Style Ltd.





Panda Cross, "the smallest and most capable

SUV on the market."

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Houghton and his team contributed greatly to the success of

the Panda Cross launch."

Near Miss Reporting delivers positive change

It has been just over a year since the introduction of the updated near miss reporting procedure and issue of booklets to record and document action taken to resolve near misses. To date 1431 near misses have been logged, equivalent to over three near miss reports per employee.

The near misses reported and actions taken have been diverse in nature.

Actions have been taken on both a small scale - such as issuing improved PPE - to much more significant activities

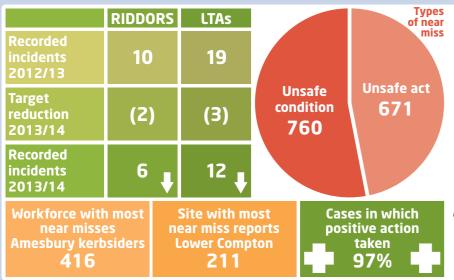
including the redesign and changes to the physical layout of operational sites.

The initiative has had a positive effect on the health and safety culture within the business and is a vital tool in achieving the goal of zero harm in the work place. During 2014 the near miss initiative matched the focus placed by operations on highlighting work place risks associated with working at height, slips trips and falls and safety of contractors and hauliers on site. This has seen a reduction in both reportable accidents (RIDDORS) and accidents resulting in employee time off (lost time accidents or LTAs).

The company's commitment to health and safety through supporting this awareness has been recognised by industry too. As reported on page 11, SAFER FOR ALL
2013/14 THE YEAR OF HEALTH AND SAFETY

Quarry Products was awarded joint runner-up in Reducing Occupational Road Risk - for its involvement in promoting cycle safety around vehicles and training of drivers; Certificates of Merit for both Contractor Safety and Behavioural Safety - for implementing improvements to the site induction, site signage and documentation for hauliers on site; and Safety Culture and Leadership - for the roll out of the near miss initiative.

Health and safety is all our responsibility, let us continue making Hills' sites a safer place for all.





The 29th Annual Hills Wiltshire Junior Golf Championship



50 young golfers from various clubs across Wiltshire took part in this year's annual Hills Wiltshire Junior Golf Championships at Ogbourne Downs Golf Club.

The Championship showcased some exceptional golf as the players managed to post some great scores despite the conditions. Max Drayton (Wrag Barn GC) played a round of 72 that included five birdies, to take the championship.

Alexandra Feltham (Chippenham GC) took the title in the girls' competition after pencilling a score of 84 which was enough on count back to secure the title over Natasha Chapman (Marlborough GC) who also scored 84.

However, on the day the best overall Nett score came from young Connor Askey (Bowood GC), who scored a nett total of 68 at just 12 years old.

Shareholders' conference



The biennial shareholders' conference was held in September at the Haven Bank Hotel, Sandbanks, Poole. With the company facing a number of key challenges in the next 12 months, the focus of the conference was very much on the future direction of the business. Led by Mike Hill, chief executive, the senior management teams from Waste Solutions, Homes and **Quarry Products presented** their vision for developing and taking the company forward.

Mike Webster, Group director Waste
Solutions outlined the strategy Waste
Solutions is taking to position itself as a
leading waste operator as the industry
evolves from landfilling to the treatment
of waste as a resource. Steve Burns and
Ed Dodd, divisional directors both put this
strategy into context by outlining
respectively the service offering being
prepared to secure the waste collection
and treatment contract currently being
retendered by Wiltshire Council and the
plans to develop a renewable energy

facility in Westbury to generate energy from Solid Recovered Fuel and regional commercial and industrial waste. In addition Gary McKinnon, commercial manager, outlined how the commercial business was set to grow through the launch of new services widening the company's geographic reach.

Nick King, Group director Homes gave a frank appraisal of the difficult trading conditions experienced by the homes building business following the economic financial markets collapse, but painted a picture comparable to a phoenix from the flames, with a number of exciting new developments in the pipeline where planning has been secured on historic land holdings.

Peter Andrew, Group director Quarry Products was equally bullish about the future of the aggregate and concrete business. Peter gave an overview of the recent performance of the business against the background of the prevailing poor economic conditions and gave confidence for the future outlining the return to pre-2008 trading levels and new developments to make the most of the opportunities this presented. Andrew Liddle, divisional director gave a review of existing sand and aggregate reserves in the control of the company and Stuart Allen, commercial manager detailed the sales opportunities and new markets being explored by both sand and aggregate and concrete operations.

The afternoon of presentations was wrapped up by Alan Pardoe, chairman who presented the Group's long term financial plans to support the record levels of investment required for the ambitious plans - whilst also securing the future of the Hills Group and delivering returns for shareholders.

Shareholders and managers also took the opportunity to remember the absence from the conference of two titans of the business and tributes were led by Mike Hill to his father, former chief executive and chairman, Robert Hill and Paul Dixon, former Group director.

After the presentations, shareholders and managers had a chance to discuss business informally and mix socially, enjoying drinks in the beachside bar followed by a formal dinner.





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Hills' Christmas Facebook poll – choose a charity to win £300

In addition to the many charitable donations the company makes throughout the year, The Hills Group will once again be making donations to three fantastic local causes this Christmas (see below) in place of sending out Christmas cards to customers.



There is a total of £600 up for grabs - £300 to the overall winner and £150 each to the two runners-up. Your votes will decide which charity benefits the most! Votes can be cast on the Hills Group Facebook page: Facebook/HillsGroup. Voting closes 23 December.



A local independent charity which provides emergency, short, medium and long term accommodation to single homeless people in Swindon.

Great Western Hospitals Miss

Children's Ward

Provides care for children with medical, surgical, ear, nose & throat, ophthalmology, dermatology and orthopaedic conditions.

The ward also provides care for those children with complex and chronic illnesses.



Helps people affected by sight loss in Wiltshire and Swindon - supporting more than 1,500 people, of all ages, living with some form of sight loss.

Find the Robins for a Christmas tweet

Our Christmas themed competition couldn't be simpler. All you have to do is identify how many Robins are hidden throughout this issue of intouch. Take care as some are easier to find than others. So take a 'beak' through the pages and you could 'wing' one of two One4all shopping vouchers.

One entry per person, full name and address either: by Tweet to @HillsGroup (worth £75); email darren.goddard@hills-group.co.uk or internal post to Darren Goddard, Communications Dept, County Park (worth £50).

Entries must be received by Friday 27 February 2015. Good luck!



Robert's Christmas gift to Marlborough OAP's

Donations from mourners at the funeral of former chairman Robert Hill, has secured the future of Marlborough's much-loved OAP's Christmas lunch. £1,758 was given to the Christmas lunch with an equal amount given to the Injured Jockey Fund.



A spot of good luck for Emma

Congratulations to Emma Carter, Waste Solutions contracts co-ordinator who successfully identified the 10 differences between the photos in the competition in the last issue of intouch. There was a great response to the competition with 40 colleagues correctly 'spotting the differences' and Emma was the lucky entrant to be drawn out of the hat.

