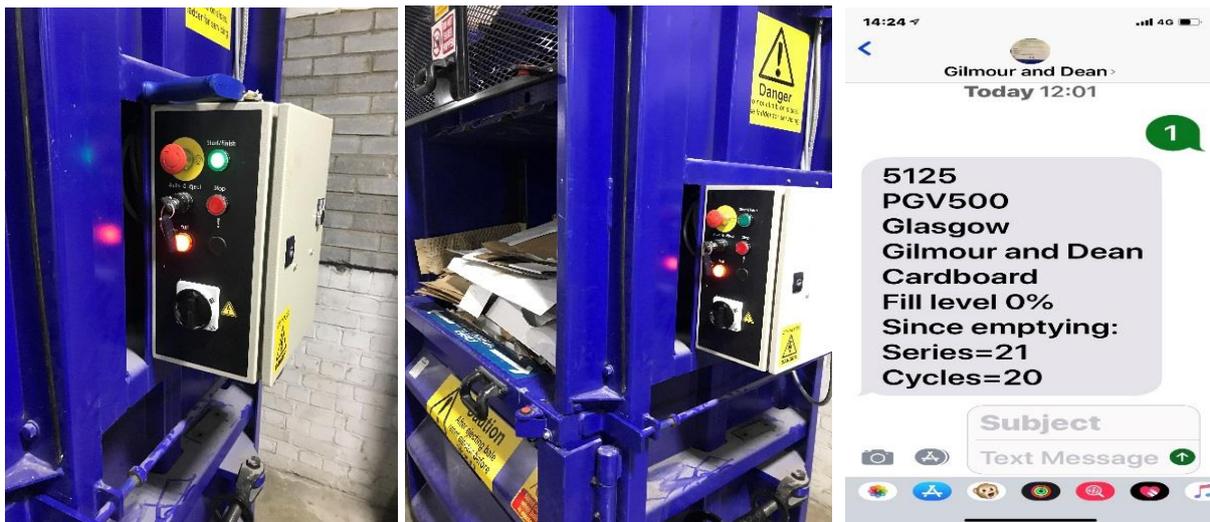




## Case studies: Gilmour & Dean

A solution was sought for Gilmour & Dean for their cardboard and cores waste. We have worked with Gilmour & Dean for several years, collecting their printers waste among other materials. Gilmour & Dean were filling a skip that was being collected twice a week for a cost in excess of £80 per lift, £160 per week, with no rebate! Highlander reviewed the process and knew we could help to reduce the costs involved. We installed a Dicom PGV500 mill sized baler at the site which allows for cardboard and cores to be processed into mill ready bales for only minimal handling, before dispatch to a final processor. Gilmour & Dean's only costs here is a low fixed weekly rate for the baler, baling wire and the power supply to the baler. With cardboard being baled instead of being placed in the waste skip, Gilmour & Dean will also receive a small rebate for finished bales. Highlander will collect the bales on a regular basis using our Moffett Mountry truck which will save the site from using their own forklift. This new process will save Gilmour & Dean approx. 40% of their previous costs!

The machine produces bales of approximately 400kg each & are manually tied with 3.2mm black steel baling wire – this allows the bales to be collected by Highlander in 12 ton batches and the bales are ready to be sold directly to paper mills, as no further baling or processing is required to get the bales “mill ready”. These balers can improve rebates to waste generators by up to £15 per ton as the baling costs are a direct saving for the waste paper company who can pass the added value onto the waste generators.



As well as incorporating the old illuminating light systems, we now have an “auto-alert” system in place for the Gilmour & Dean baler, which transmits an e-mail and text message to nominated operators (up to 7 is possible) when a bale is made, who can then take appropriate action. Whether the action is to simply remove the bale into its final storage area, or a fault has developed with the machine meaning a repair or maintenance is required, this alert system allows an interactive experience with the compactor machine meaning improved operation efficiency all-round!

Highlander balers start from as little as £50 per week and the rental costs includes delivery, installation, servicing and all wear and tear maintenance and customers can come along to the Highlander baler showroom, to see the models of baler we have available or alternatively, we can arrange site visits at other Highlander customers who have our machines in operation. To find our more, check out our new and exclusive cardboard recycling service on our website:

<https://highlanderinternational.co.uk/you-bale-we-buy/>

**Alternatively, call us at 01355 524215 for more information on these machines and other services.**

7-10 Linwood Avenue, College Milton, East Kilbride G74 5NR  
Tel: 0044 1355 524 215 + Fax: 0044 1355 529 387  
E-mail: [enquiries@highlanderinternational.co.uk](mailto:enquiries@highlanderinternational.co.uk)  
[www.highlanderinternational.co.uk](http://www.highlanderinternational.co.uk)

VAT No. 117 1161 53 Waste Brokers No. WCR/R/1096968  
Northern Ireland Brokers No. ROC UT 4322 Company registration no. 395423

