

## Deli-Lites

### The Company

Deli-Lites Ltd prepares and supplies sandwiches, wraps and salads to stores, hospitals, cafes and corporate catering customers throughout the island of Ireland. Sandwiches are prepared and distributed from its factory premises in Warrenpoint. The company has cafe outlets in Newry, Belfast and Warrenpoint in Northern Ireland, and Dundalk in the Republic of Ireland.



### The Challenge

To future proof the business against rising energy and raw materials costs, Deli-Lites was keen to tackle any inefficiencies within the business. A number of potential cost saving opportunities had been considered but the company was unsure exactly how to take these forward. The company was also committed to managing and improving its environmental performance in a more structured way through the implementation of an Environmental Management System (EMS).

### The Solution

The company approached Invest NI and through a range of support measures, including free consultancy, EMS training and an interest free loan, has been successfully working to achieve its goals. The company has implemented many improvements to date with further projects in the pipeline.

### Actions & Benefits

A free resource efficiency audit was completed for the company using Invest NI's expert consultancy support. This helped Deli-Lites identify and prioritise opportunities to reduce the cost of energy, water, waste and raw materials. The actions identified included opportunities to improve compressed air efficiency, reduce paper consumption, implement waste segregation and recycling, and replace an existing dishwasher with a more efficient model. Cost savings for the measures identified totalled £2,561 per annum against a cost of £2,100, giving a payback of less than a year.

#### ***Low Cost Actions – Payback under 1 Year***

Whilst many of the lower cost opportunities were quickly implemented, a number of more significant projects were also identified. These included the potential to recover waste heat from the freezers for use in pre-heating boiler water. A further five days of free technical consultancy were provided to help the company investigate this opportunity. As a result, a heat recovery unit has been specified that is suitable for integration into the factory. This new system will use heat recovered from a large freezer unit to provide all the hot water required for hand washing and wash down for the factory.

## 90% saving in oil costs

This is estimated to save the company 90% on oil costs and provide a three-year payback. In addition the capital required for the project is eligible for support in the form of an interest free loan funded by Invest NI and delivered by The Carbon Trust.

The company has also used the interest free energy efficiency loan scheme to upgrade lighting for the factory. The company borrowed £21,000 interest free to install energy efficient LED bulbs throughout the premises. As a result, it is saving approximately £10,000 per year in electricity costs with a project payback of approximately two years.



## A saving of £10,000 per annum in electricity costs

One of the key drivers for the company has been implementation of an EMS, which provides a framework through which environmental and economic performance can be controlled and improved. As a participant on Invest NI's BS8555 programme,

Deli-Lites has been successfully implementing an EMS and initiating many of the low cost improvements identified through the resource efficiency audit. The BS8555 programme is designed to help companies implement an EMS using a six-phase approach aligned to the BS8555 standard



Training, delivered through a series of workshops, was augmented with on-site consultancy support. Whilst the company had been undertaking segregation and compaction of some wastes, the BS8555 programme provided a renewed focus on reducing landfill waste and ultimately disposal costs. Recycling of tins and metal cans has now been introduced and training has been undertaken by all staff.

The BS8555 programme also helped the company highlight legal issues such as correct disposal of certain wastes and proper containment round oil tanks. Following completion of the programme, Deli-Lites has progressed through the phases with a view to gaining ISO 14001 Certification for its EMS towards the end of the year.

***"The implementation of some of the planned cost saving initiatives over the last few years have been made simple with the help of Invest NI. We knew what we wanted to do and we are proud to say that it has been worthwhile. We have a number of projects highlighted as part of the next phase of business improvement that we plan to start in 2015 which will show our customers and staff that we are committed to the environment."***

***Brian Reid, Managing Director, Deli Lites***

## The Support

To find out more about the support provided and other available Invest NI resource efficiency support, or to speak to an Invest NI Technical Advisor contact the Sustainable Development Team on