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**SAPPHIRE-SALTIRE PARTNERSHIP RESULTS IN NEW  
STAPLETON'S CONTRACT  
EXCELLENT SERVICE LEADS TO TWO-YEAR EXTENSION**

Tyre wholesaler Stapleton's Tyre Services - one of the UK's largest distributors of passenger car tyres - has extended its contract with resource recovery company Sapphire and tyre collection and recycling firm Saltire, by two years.

The deal will enable Sapphire to continue a regular supply of tyre chips and whole tyres to cement companies across the UK to use as fuel - including its joint owner Lafarge Cement.

Scrap tyres have been providing a sustainable fuel alternative for the cement industry for well over a decade, providing an environmentally-beneficial outlet for the 40 million tyres removed from UK vehicles every year.

Sapphire has operated a recovery service for Stapleton's via Midland's-based Saltire Recovery Limited for the past year – the two-year contract extension is testament to the excellent service offered by the Saltire-Sapphire partnership. Peter Allen, Commercial Director of Stapleton's, commented:

“We've seen a very high level of professionalism and service from Sapphire and Saltire since we began our relationship with them a year ago, with 100% on time collections from our wholesale and retail divisions, for example,” he said. “We operate in a fast-moving environment and need to be able to rely on guarantees given to us by our suppliers, and I can honestly say that Sapphire and Saltire have lived up to their promises.”

Ryan Mifflin, head of sales and marketing for Sapphire, was delighted at the contract extension and said the commitment to service would continue: “We’re already the market leader in the recovery of scrap tyres, but together with Saltire we’ve made significant additional improvements to our service over the past year that have helped to solidify the relationship with Stapleton’s,” he explained.

“Examples include the addition of dedicated vehicle storage and off loading areas at our sites as well as extended opening hours - we’re also able to offer a national service to a national company, which is obviously incredibly important in terms of improving turnaround times.”

Keith Rodgers of Saltire also pointed to the improvements made in the collection service: “We’ve put an online Dealership Collection Request System in place for Stapleton’s which helps them to cut down on admin time, and we’ve also improved our vehicle tracking capabilities, as well as extended our fleet – this enables improved reporting as well as a more efficient service and is clearly appreciated by Stapleton’s.

“Our aim now is to further improve our performance in terms of dealership collection – we’ve already achieved an impressive 97.4% on time collections, but we always set ourselves a target of 100%! We’re challenging ourselves to improve on that and maintain our 100% record with retail and wholesale divisions.”