



Tradebe Acquires Avanti Environmental Group

FAQs for Avanti Customers

1st June 2018

“We are extremely pleased to announce the acquisition of Avanti Environmental Group by Tradebe. We are excited by the opportunities that it will bring our customers and our employees.

“The two companies are aligned in terms of service operations, capabilities and geographical reach. Together we will strengthen our health and safety ethos, customer-centric approach and sustainability culture. There are strong synergies to be gained with this integration that will drive high standards through our industry.

“We will continue to provide you with a personal service, but with the added support and security of a multi-site nationwide business with the ability to deliver a complete end-to-end solution including direct access to a range of recovery, recycling and disposal options. We will broaden the scope and depth of our service offerings to our customers, but also allow you to efficiently procure more services through a single provider.”

Brian Mulholland

Tradebe Treatment, Incineration & Recovery Director



Who are Tradebe?

Tradebe specialises in environmental solutions through waste minimisation, recycling, recovery, treatment and responsible disposal of predominantly hazardous material.

Established in 1983, Tradebe has grown to become an international waste management leader within Europe and the United States. Tradebe is a private family owned company with headquarters in Barcelona, Spain. Tradebe operate in three main territories: Spain, the UK and the USA, with presence in Oman and France.

Tradebe minimises the environmental impact of waste by providing expertise, personalised services and innovative plants, equipment and treatment processes. Now with a UK network of 22 treatment and transfer facilities, a fleet of 150 vehicles, along with over 850 specialist personnel, Tradebe provides complete end-to-end nationwide solutions.

Why did Tradebe choose Avanti?

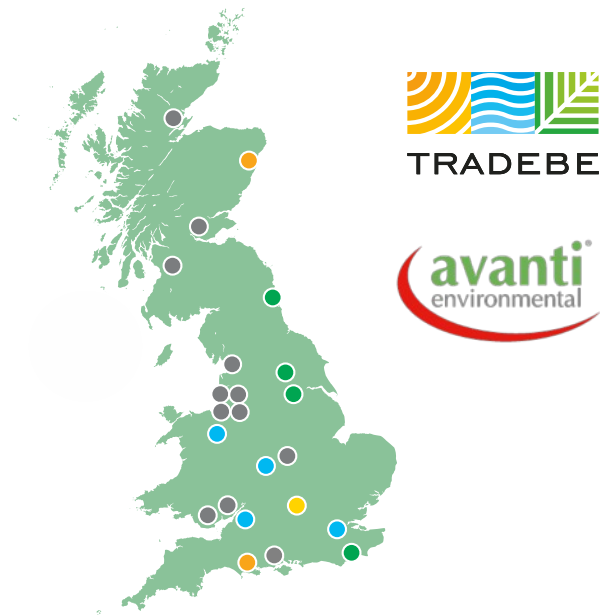
Tradebe is a leading company in the wider bulk hazardous waste market and offers a range of end-to-end recycling, recovery and disposal options. Tradebe is a continually growing leader in the markets it serves. The acquisition of Avanti will increase Tradebe's customers, geographical reach, expand service and product offerings, and improve the capability of dealing directly with customers that generate packaged waste.

Avanti wants to deliver a better service for customers. Joining forces with Tradebe will enable the continual delivery of a nationwide service, but with additional support from a UK infrastructure of 22 locations. We will broaden our services and product offerings, increase geographical coverage and leverage opportunities for all stakeholders.

How are Avanti and Tradebe compatible?

Avanti and Tradebe are highly compatible. Both companies are dedicated to providing nationwide sustainable environmental solutions through waste minimisation, recycling, recovery, treatment and disposal. Tradebe and Avanti share a similar culture, with innovative, talented and environmentally conscious employees who demonstrate customer-centricity and dedication to workplace safety.

Due to these high compatibilities and synergies to be gained, both companies are confident of a smooth and seamless integration that will serve customers better.



RADIOACTIVES

Aberdeen (Scotoil)
Winfrith (Inutec)



HEALTHCARE

Avonmouth Alternative Treatment
Redditch Incinerator
Rochester Alternative Treatment
Wrexham Incineration & Alternative Treatment



TRADEBE CHEMICALS

Doncaster (Solvents with Safety)
Knottingley
Rye
Sunderland



TREATMENT, TRANSFER & FUELS

Aberdeen Transfer Station
Bridgend Water Treatment
Central Scotland Waste Services
Cheshire Transfer Station
Fawley Incineration & Transfer Station
Hereford Water Treatment
Heysham Fuel Blending & Transfer Station
Highland Waste Services (Avanti)
Hinckley Transfer & Recycling Station
Kirkby Minerals Recycling
Knowsley Recycling Centre (Avanti)
Knottingley Waste Transfer Station
Merseyside Treatment & Transfer (Avanti)
Newport Treatment & Transfer Station
Rock Highland (Avanti)
Scotland (Avanti)



HEAD OFFICE

Marlow

How does this relationship benefit Avanti customers?

We will leverage the best of both companies; sharing solutions, expertise and technologies, and go-to-market strengths. The result will be a stronger and broader portfolio of service offerings to our current and future customers.

Avanti will continue to provide reliable, efficient and customer-focused services, whilst expanding its breadth of service offerings, capabilities and market coverage.

How do I now contact Avanti support, sales and services?

It is business-as-usual. Existing support, customer service and sales will remain as they are to provide for a smooth transition. Please continue to contact your existing external or internal representative(s) to assist you with any new or on-going enquiries.

Our office addresses and contact details can be found here:

www.tradebe.co.uk/avanti

Any changes will be communicated well in advance through the familiar channels.

Are there any changes to where we should send payments?

There will be no change to your current payment address. We will notify you well in advance of any future changes.

Tradebe already provides us with other waste services. Will my services be integrated?

Due to the high compatibilities between Tradebe and Avanti, we are aware that some Avanti customers will also procure services from Tradebe. Please continue to contact your existing representative(s) at the respective companies. We will communicate any account changes well in advance.

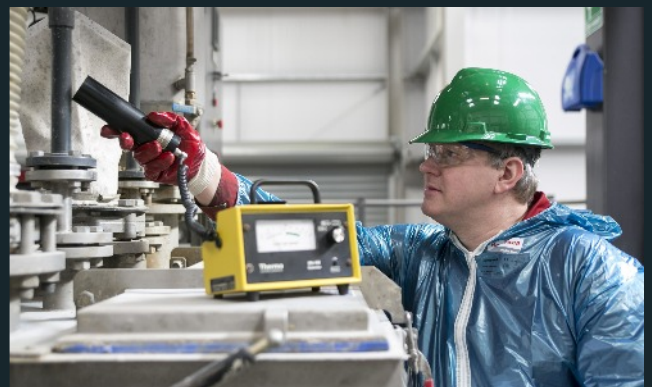
Tradebe UK Service Divisions



Treatment, Incineration & Recovery



Clinical Waste Services



Radioactives & NORM Services



Chemical Services & Supplies

I'm interested in a Tradebe service, who do I contact?

In the interim, our representatives will not be actively cross-selling services. However, if you are interested in any services offered by Tradebe, please make contact directly on: **Mainline: 0845 603 2893 or Healthcare: 0844 693 2033.** Tradebe have regional and area teams covering the UK who are more than happy to discuss options available for your business requirements.

Will the Avanti name and other acquired brands remain?

Due to the high compatibility, we will be integrating the two companies internally. Going forward we will review and align the two companies in accordance with our branding strategy. This will be a gradual process and in the coming months our communication channels (inc website, literature, etc) will be branded to showcase this change.

Where can I find out more about Tradebe?

In the near future, our representatives will introduce you to Tradebe and the relevant services available to you. If you wish to know more about Tradebe, please visit: www.tradebe.co.uk and join us on our LinkedIn page: www.linkedin.com/company/tradebe



Is there a Press Release?

Yes. Please visit: www.tradebe.co.uk/avanti for the latest news.

I have other questions. Who do I contact?

We will continue to pro-actively communicate any changes to customers and partners that directly affect them. Please email: uk.marketing@tradebe.com and we will direct your enquiry to the most suitable individual.

Avanti Contacts

Please continue to use your previous Avanti communication channels.

Tradebe Sales Offices

Tradebe Mainline
0845 603 2893

Tradebe Healthcare
0844 693 2033

