Enlightened Lamp Recycling Limited
Helping to secure funding for a start-up company

Key Facts

- Full business plan developed
- £500,000 of investment identified for purchase of recycling equipment
- Total value of BDS support: £17.5k

BACKGROUND

This start-up business based in Redhill, Surrey, aims to collect and re-process spent lighting tubes. The company had already identified potential customers as well as the processing equipment required to get the business started, but needed around £500,000 in funding.

Managing Director, Doug Jobling, already had experience of running a complex manufacturing facility. However, he needed specific help with developing a business plan to help secure the investment required, so he turned to WRAP’s Business Development Service (BDS).

DELIVERY

Following the initial assessment by WRAP, the BDS funded a business consultant experienced in the recycling industry to help Enlightened Lamp Recycling develop a detailed business plan. The consultant helped the company to develop a sound strategy which led to the production of a full investment ready business plan. This included detailing the markets for each of the by-products of the recycling process.

With the business plan in place, the company was in a position to approach potential investors, to secure the required funding. The consultant then assisted Doug Jobling with the presentation of his business plan to potential investors and banks.

SUCCESS

As a result, an offer in principle was agreed by a major UK funder to acquire the specialist recycling equipment from the US required to start up the business.

With the equipment in place, Enlightened Lamp Recycling will be on target to re-process one million tubes in its first year. This will recover about 400 tonnes of glass as well as aluminium and phosphor powder which is also recycled.

With the current equipment, the company has the capacity to re-process five million tubes a year. However, thanks to the BDS support, they are confident they will be in a position to expand rapidly to process 15 million tubes annually within the next few years.

“WRAP’s BDS service has given me a clear insight into the recycling industry and what I needed to get finance in place. Throughout the process, they have been very helpful, supportive and enthusiastic about what I have been trying to achieve.”

Doug Jobling,
Managing Director,
Enlightened Lamp Recycling Ltd.
If you have an idea that could increase recycling levels in the UK, the Business Development Service can help you develop it commercially.

WRAP and its mission

WRAP (the Waste & Resources Action Programme) is a major UK programme established to promote resource efficiency. Its particular focus is on creating stable and efficient markets for recycled materials and products and removing barriers to waste minimisation, re-use and recycling.

A not-for profit company, WRAP is backed by substantial Government funding from Defra and the devolved administrations in Scotland, Wales and Northern Ireland.

Information on all of WRAP’s programmes can be found at www.wrap.org.uk

For more information contact:

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