

Delegate: Emily Colegrave - Site Supervisor
Mark Stewart - Commercial Manager

Company: Wm Donald Limited

Size: 200 Employees

Project Overview

Initiative to drive operational efficiency, reduce waste, and enhance sustainability within a civil engineering firm.

The project introduced the role of a 'Dedicated Buyer' responsible for:

- 1 | Strengthening supplier and plant hire relationships
- 2 | Conducting price comparisons and leveraging negotiation tactics
- 3 | Sourcing special offers and cost-effective alternatives



The team also implemented a surplus stock utilisation system using QR codes to catalogue excess materials across sites. This system, designed using a free inventory app, enabled real-time logging of frequently used materials into a centralised database and the Reflow app. Apprentices conducted the initial stock audits, providing them with valuable hands-on experience while keeping set-up costs minimal.

Financial Impact

14.5%

cost reduction on pilot project, translating to

£42,000

in savings - enough to fully offset the Dedicated Buyer's annual salary and benefits



£32,000

of surplus stock identified during initial site audits, now available for future use, eliminating unnecessary new purchases

Company Benefits

- 1 Significant material cost savings through re-use and better procurement practices
- 2 Enhanced carbon footprint awareness and promotion of sustainable thinking company-wide
- 3 Development of apprentice skills and product knowledge through hands-on involvement
- 4 Freed up project managers' time, allowing greater focus on critical site operations



Wider Community and Environmental Impact

- 1 Reduction in material waste, supporting environmental sustainability goals
- 2 Creation of a new role, contributing to local employment and economic development



This project showcases how strategic innovation and lean thinking can deliver tangible financial returns, while fostering a culture of continuous improvement and environmental responsibility.