

## Case Study: 'Building Partnerships' with Gary Lawson



Gary Lawson Ltd Plumbing & Heating has carried out various sub-contract plumbing works across West Cumbria with Stobbarts Ltd for over ten years.

Upon the award of a framework agreement between Stobbarts Ltd and British Nuclear Group three years ago a larger strategic alliance was formed. Through a partnering agreement, Gary Lawson Ltd provides a Corgi registered plumbing and heating competence to Stobbarts Ltd on the Sellafield site.



The partnership arrangement allows Gary Lawson Ltd free to supply indirectly as a Tier 3 supplier to British Nuclear Group, focusing on their main business of plumbing, heating and associated disciplines. For Stobbarts Ltd as a Tier 2 contractor, the arrangement means a continuity of subcontract personnel who are embedded in Stobbarts Ltd's existing work-teams working along-side our direct personnel. This allows Stobbarts Ltd to maintain consistently high standards of health, safety and project management.

Stobbarts Ltd provides a full management service to all its Tier 2 contractors, not just Gary Lawson Ltd, covering all issues of health and safety, Sellafield Site Instructions and Resident Engineers compliance. Under the agreement, Stobbarts Ltd provides Gary Lawson personnel with passes, inductions, training, assessments, building inductions and daily toolbox talks. All aspects of training and development that are applied for our in-house personnel are also extended to our Tier 3 partner personnel, allowing them to have the same award winning benefits as our own directly employed staff.

As a small local supplier, without Stobbarts Ltd, Gary Lawson Ltd would not have sufficient resource to direct-supply to British Nuclear Group. Through 'Building Partnerships' both parties have benefited and delivered a service to the client which is both prudent and cost effective. The arrangement has developed long term trust based relationship, producing high quality work and allowing stability for management in order to further develop and enhance product offerings. Stobbarts Ltd is able to further innovate and develop its value-added contract management systems, whereas Gary Lawson Ltd is able to focus on adding-to and enhancing its core competences.

Stobbarts Ltd has a proven track-record for reducing barriers for entry to the nuclear industry for many other local, national and international contractors that have a unique interest or good strategic fit with our own partnership supply strategy.

Larger partners have recognised Stobbarts Ltd's drive to create a lower cost environment on the Sellafield site and also benefit from the value-added benefits of being a Tier 3 supplier for the company such as having all aspects of Sellafield compliance taken care of by a team that has a long standing track record. Large or small, this strategy allows a company to focus solely on its core abilities rather than developing a substantial in-house competence for managing works in the nuclear industry. Thus by utilising the abilities and economies of scale that Stobbarts Ltd can exploit at Sellafield, creating a more responsive and cost-effective service for all those in the supply-chain.

If you believe like Gary Lawson Ltd, that you could offer a service to the nuclear industry through Stobbarts Ltd that is innovative, high quality and lower cost than existing competitors then our team would like to hear from you via the details below.

