

Case Study: 'Building Partnerships' with SPX Corporation



In 2004 Stobberts Ltd began working with SPX Cooling Technologies on the Sellafield nuclear site to provide repair and maintenance services on the sites large number of cooling towers on an ad-hoc basis through subcontract arrangements.

Working together both SPX Cooling Technologies and Stobberts Ltd saw an immediate competitive advantage for utilising Stobberts Ltd's site experience and large presence with the additional competences, skills and services that SPX Cooling Technologies could provide. In early 2005 both companies developed a partnering arrangement through Stobberts Ltd's highly successful 'Building Partnerships' strategy, making Stobberts Ltd the sole supplier of SPX Cooling Technologies services on the Sellafield site through a Tier 2/Tier 3 arrangement.

This arrangement has allowed Stobberts Ltd to offer a unique service on the Sellafield site, adding to its myriad of existing products and services. SPX Cooling Technologies also benefit from the arrangement by having all their managerial aspects such as the stringent health and safety requirements on the Sellafield site covered by a highly regarded and respected company.

The partnership between both company's has performed so well that again in 2005, Stobberts Ltd were approached by SPX Cooling Technologies to assist their management of sub-contractors on the BP Grangemouth Petrochemical plant, again leading to a resounding success for both partners, securing SPX Cooling Technologies future work with BP.

Both Stobberts Ltd and SPX Cooling Technologies were able to offer a unique refit service to British Nuclear Group Sellafield Ltd in order to improve the efficiency of many of the cooling plants in operation on the site, that will see cost savings into many tens of thousands of pounds.

Like for all of its Tier 3 suppliers Stobberts Ltd provides SPX Cooling Technologies with a unique management service, integrating partnered personnel into Stobberts Ltd's existing work-teams working along-side direct personnel. Allowing Stobberts Ltd to maintain consistently high standards of health, safety and project management and SPX Cooling Technologies to benefit from such high standards already set on the Sellafield site.

Under the arrangement, Stobberts Ltd provides SPX Cooling Technologies personnel with passes, inductions, training, assessments, building inductions and daily toolbox talks. When SPX Cooling Technologies work teams begin on Sellafield, Stobberts Ltd's team of Health and Safety personnel review all tools and equipment to ensure they are conformant to the strict standards that are expected on the Sellafield site.

Stobberts Ltd aim to create a low cost environment on the Sellafield nuclear site and reduce barriers to entry for all Tier 3 suppliers. As an award winning supplier we have a proven track record of managing operations on the Sellafield nuclear site to an extremely high standard It is our strategy to extend this unique core competence to any of our Tier 3 suppliers to allow them to focus solely on what they do best when working on the Sellafield site. This strategy allows any partnership agreement with Stobberts Ltd to set new standards in cost savings, quality, health and safety and project management which has never been before possible on the Sellafield site.

If you believe like SPX Cooling Technologies, that you could offer a service to the nuclear industry through Stobberts 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.

