

## Case Study: 'Building Partnerships' with RUST-OLEUM MATHYS



Over the past twelve months Stobberts Ltd have been developing a working relationship with RUST-OLEUM MATHYS, producer of a range of protective coatings of proven high quality, for applications that provide maximum protection, durability, a minimum of maintenance, maximum return of investment and minimal risks.

**RUST-OLEUM MATHYS**  
best solutions in paints & coatings



RUST-OLEUM MATHYS recognised that Stobberts Ltd has a uniquely trained workforce through its publicity as an Investor in People and winner of the North West Accountant Society's Best Business Award 2004/2005. The clearly visible commitment to a high level of training, especially in the painting and coating application trades, meant that Stobberts Ltd were a first choice supplier on the Sellafield site in order to maintain guarantees on their coatings.

Over the past few months Stobberts Ltd has utilised its unique 'Building Partnerships' strategy with RUST-OLEUM MATHYS and both companies have begun joint marketing exercises with clients in the nuclear industry. Stobberts Ltd are recognised by the CITB as a Construction-Skills NVQ Assessor for Painting, and have a clear commitment to the level of expertise they offer to clients. Stobberts Ltd have a large number of RUST-OLEUM MATHYS trained operatives for the application of specialist coatings, this in addition to the large pool of resource that is available to work in many areas of the Sellafield site.



RUST-OLEUM MATHYS utilisation of Stobberts Ltd as a preferred supplier and applicator means that they can maintain their high level of guarantees for their products, with peace of mind that a thoroughly competent company is taking care of the critical stages of application. Stobberts Ltd as an ISO 9001:2000 Quality Assured company take RUST-OLEUM MATHYS concerns seriously and work in partnership to ensure that all products are applied to the high standards to which they are manufactured.

This high level of trust and partnership allows both company's to offer British Nuclear Group Sellafield Ltd a unique proposition of a highly guaranteed product and application, giving a highly expanded life-span of the product and years of use before it is required to be replaced. This is especially a key issue to the NDA in reducing costs of decommissioning, an area that both RUST-OLEUM MATHYS and Stobberts Ltd are developing their businesses in. RUST-OLEUM MATHYS Research & Development teams are developing their specialist coatings to provide for minimal preparation of the substrate to offer decontamination systems for future simple cleaning rather than complete removal and treatment of areas as waste.



Stobberts Ltd will work with key materials suppliers such as RUST-OLEUM MATHYS in order to ensure that such high quality standards can be maintained and are responsive to train and maintain competences of personnel to work with such products. 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 RUST-OLEUM MATHYS, that you could offer a product 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.

