

# Resource Matching

## Improving productivity through efficient resource management

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### Case Study: Saint-Gobain Weber

**About the company:** Saint-Gobain Weber specialise in the manufacture of industrial mortar products including renders and decorative finishes, tile fixing products, floor screeds, technical mortars and external wall insulation systems.

#### The Challenge

The company regularly face the issue of products passing their sell-by date, resulting in them disposing of large quantities of various dry plaster and render mixes.

These products cannot be offered for re-sale, meaning that Saint-Gobain Weber have seen no option but to dispose of them by the pallet-load, adding to both their high company disposal costs and their waste output.

#### The Solution

The South East Regional College (SERC) teaches a number of vocational courses at its Lisburn campus, including one in plastering. This course requires students to complete practical plastering assignments.

Through Invest NI's Resource Matching Service, a Practitioner at International Synergies NI Ltd introduced the two organisations.

As a result of the introduction, SERC's Senior Lecturer in General Construction Operations, Roger McKee, formed an arrangement for the collection of redundant stock with Saint-Gobain Weber. The stock of dry plaster is now being used by the students as part of their coursework and training modules. This helps to ensure that essential skills and training is delivered by SERC for the future of the NI construction sector.

#### The Outcome

As well as bringing both Saint-Gobain Weber and SERC into Northern Ireland's growing circular economy, this synergy saved considerable costs for both parties.

Plaster disposal costs for Saint-Gobain Weber were previously £900 per year, while purchasing costs for SERC were £2136 per year. The synergy and introduction made via the Resource Matching Service resulted in an overall financial saving of £3036 per year in company costs, while lowering the use of virgin materials and levels of unnecessary waste sent to landfill.

Replacing the disposal of expired materials with repurposing for students' use resulted in a truly sustainable solution with social improvements, economic savings and environmental protection.

Cumulative cost savings: **£3036**

Virgin material savings: **620 tonnes**

Landfill diversion savings: **6 tonnes**

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The Resource Matching Service is funded by Invest Northern Ireland and delivered by International Synergies NI Ltd.

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