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# Salisbury Glass Centre

## Case study

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Salisbury Glass Centre is a family run company with over 150 employees and more than 60 years' trading history. The company manufactures insulation and double glazing products and they carry out projects of all sizes across the country from replacing broken glass to multi million pound commercial buildings.

## The requirements |

Before they started working with Consumables over three years ago, Salisbury Glass managed their workplace supplies internally and felt the systems they had in place weren't strong enough, especially when it came to stock levels, stock dates and security. So they were looking for a supplier they could trust to manage it for them.

## Our solution |

They chose our One-team™ solution so we provide an on-site store which is fully managed by a store manager (recruited and employed by us) who takes complete control of the stock.

Salisbury Glass is able to see and approve what is being purchased by members of staff and departments, so they can track the costs of various components. However, they do not need to worry about stock checks and managing stock levels, as this is all handled by Consumables.

We will also get prices for them when required for new products and can use our buying power to source the best deals.

## The results |

By having an experienced and well trained Consumables store manager, Salisbury Glass now has a well-run supplies system. Stock levels are maintained and products are used before they pass their use-by date.

All the stock is monitored so the management team is able to track usage and review costs for planning purposes.

Over the last few years, the company's turnover has increased by over £4 million so their purchasing has increased in line with it. Throughout this period Consumables has been able to support them by researching and sourcing new products.

"Working with Consumables has been a very good experience. They have been proactive and they don't allow the account to go dormant. They are in contact and if we require something, it is actioned."

**Mark Gower, Salisbury Glass Centre**

**Salisbury Glass Centre**  
LIMITED

**To find out more about all our world class, integrated supply chain solutions, call us today on 03300 888 000.**