

Operational Support Case Study:

Forge Recycling (Lawrence Skip Hire Ltd)

Background

Forge Recycling is part of Lawrence Skip Hire in Kidderminster. Forge operates out of an old steel works building - one of the largest single roof structures in the waste industry – with sorting equipment for commercial and industrial and construction and demolition waste. The business was seeking advice on optimising their dry waste recycling activities and through support from WRAP, engaged the services of 360.

Business Challenge

Historically a business that grew on the skip service for construction and demolition waste, the size and versatility of the Forge building gave the company the ability to optimise on commercial and industrial waste and to maximise on the opportunities from recycling.

Vicki Cooper carried out a full business analysis and was able to identify a range of measures and opportunities that over a 6 month period, have seen the business increase the range of materials recovered, increase material revenues, improve operating efficiencies, achieve sustainable growth and develop new revenue streams.



Benefits and Values

A business plan was also implemented for £0.25m spend on baling equipment which has further developed the options and revenues available from expanding end markets and maximising transport economics. Forge Recycling has seen six figure improvements in profitability as a result of 360's support which has come through growth and process efficiencies rather than cuts.

Key to these improvements has been the ability to engage with all levels of the business and help the Board to see and act on the opportunities. Vicki has been able to get right into the heart of the operation to observe processes, people and procedures from a different perspective and to motivate change.

Further information

More information can be found at:

www.lawrencerecycling.co.uk

Testimonial

"Vicki is Passionate about waste, extremely focused, with bags of energy to drive behavioural changes to extract real value."

David Lawrence – Managing Director

