

Challenges:

With their strong focus on innovation, the company has grown to its present position in the marketplace by establishing a reputation for reliable supply or quality, specialist products.

The Managing Director, Derrick McFarland, is responsible for Sustainability within the organisation. The Managing Director sets objectives to the Operations team and ensures targets are met through monthly review.

The biggest challenges which the Keystone Group face around sustainability are:

1. Energy use
2. Cost of change
3. Waste
4. Climate change development

Keystone recognise that their purchasing decisions have large impacts outside of the company and their sustainable procurement policy aims to minimise any negative environmental and social impacts. This is actioned through activities such as; minimising waste, considering whole life costs, including relevant sustainability criteria within tender exercises, promoting internal and supplier awareness of sustainability issues and providing training where possible etc.

Impact:



- **Industry insight:** Keystone Group have attended numerous supplier days and enjoyed the opportunities to meet and engage with their customer base and their peers
- **Objective setting:** Keystone Group's action plan has been used to assist them in setting objectives for the business in terms of sustainability – for example, the implementation of the waste procedure and change over to LED lighting (*mentioned below*).

- **Flexible learning:** Keystone Group have found that the School's e-learning modules allow colleagues to undertake learning at their own convenience, meaning that more colleagues are likely to participate.
- **Supply chain management:** Keystone's quality department are currently upgrading their vendor approval process to request School membership for their key suppliers.

Value gained:

- **Networking opportunities:** Keystone Group have found the School's events to provide an opportunity to them to expand their client base

Fact box



Company

Keystone Group

No. Employees

1,400

HQ

Co. Tyrone, UK

Website

www.keystonegroup.co.uk

Main contact

Margaret Hall, Service & Systems Manager

Services

Steel lintels and roof windows

About

The Keystone Group is the UK's largest steel lintel and Europe's fastest growing roof window manufacturer. The Group consist of; **Keystone Lintels, IG Lintels, Keylite Roof Windows, IG Elements, IG Masonry Support Systems and Smartroof.**

Production facilities in South Derbyshire, Cwmbran, Cookstown and Poland provide an efficient, flexible and ergonomic working environment.

Clients include; national house builders, housing associations, design groups, merchants, architects and builders.

- **Reduced carbon footprint:** Keystone Group found that the ability to complete an online sustainability assessment for the business not only saved them both time and money, but it also helped to reduce their carbon footprint as colleagues did not need to travel to complete the process.
- **Reduced costs:** By engaging with, and utilising the School's CPD accredited resources, Keystone Group have been able to reduce their training costs as staff are able to undertake accredited learning online and at their leisure.
- **Enhanced reputation:** Keystone Group has found that engagement with the School has improved their brand image and has provided the opportunity to pitch to current and potential clients.
- **Business efficiencies:** Keystone Group has seen benefits in terms of waste, energy and efficiencies targets as well as reduced costs.

Meeting Sustainability Targets:

1. Energy use
 - a. Switched to Electric forklifts
 - b. Updated lighting to LED light throughout
 - c. Lorry fleet has been reviewed
2. Cost of change
 - a. Reduced energy costs by 7% (Target 5%)
 - b. Lorry fleet fuel costs have reduced by 25% (Target 18%)
 - c. Production efficiencies have improved 11.2% (Target 2%)
3. Waste
 - a. All steel is recyclable however Keystone have implemented a new procedure regarding waste, and this has seen an improvement of 6.5% in waste (Target 2%)
 - b. Any other materials are recyclable and are purchased specifically to ensure nil to minimum waste
4. Climate change development
 - a. Keystone have begun to update all company vehicles to Hybrids

Future Proofing:

The School should continue to provide value and keep up with industry trends to ensure continued customer engagement and membership benefits.

