

CASE STUDY: TJ WASTE & RECYCLING



HAMPSHIRE MEET THE BUYER

£300,000 rolling annual contract follows Hampshire Meet the Buyer



WINNING BUSINESS AND MORE!

Overview

Waste management specialist TJ Waste & Recycling provides regular waste collection, commercial and recycling services for 3,000 companies and organisations across southern England.

Now in its 22nd year, the Fareham-based company operates a range of mixed-use vehicles, comprising 165 lorries, ranging from vans and small skips suitable for domestic waste to shipping container sized skips. It has four depots – two in Portsmouth, one in Southampton and another in West Sussex – 240 employees and turnover of more than £30 million in 2017.

TJ Waste booked to attend Hampshire Meet the Buyer 2017 with a view to meeting representatives from similar construction or utility businesses and making quality face-to-face connections.

Meet the Buyer experience

Sales Manager Simon Dunsford was impressed by not only the organisation of specific face-to-face appointments at the business development 'conference-come-expo' event, but also the innovative use of new technology, something which TJ Waste & Recycling has embraced.

He said: "Meet the Buyer was obviously very good because we got business out of it, but more than that I felt it was a new approach to doing business and something fresh compared with other networking groups and events.

"I loved the scheduled booking and met people who were there for the same reason as myself. The relevance was good for our industry – anyone who produces waste is a potential customer – and it attracted players across the construction, engineering and technical sectors.

"The application of **digital innovation** was of interest too, because we operate a similar digital driver which allows customers to keep tabs on operations via an online date-driven 24/7 portal."

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Making new supply chain contacts

Simon found it easy to make connections through specific slots which allowed **quality time to introduce his business, face-to-face**, to both a contract manager and buyer from Mountjoy, which provides professional and high-quality construction, refurbishment, building maintenance and facilities management services.

Simon added:

“ Mountjoy’s clients include local authorities, housing associations, universities, schools, colleges, healthcare organisations and commercial businesses, so there was obvious synergy, also reflected in long-term client relationships and the high level of customer satisfaction.”

Converting connections to a contract

Mountjoy was not seeking a new waste contract supplier, however Meet the Buyer resulted in Simon highlighting how TJ would save it money, improve compliancy and provide a better service. **Two months later Mountjoy awarded TJ an open rolling contract worth in excess of £300,000 a year.** Simon continues:

“ I was able to demonstrate our competitive edge through direct conversations with people we do not meet at other business events.”

Looking ahead

“ We will be present at Meet the Buyer again in 2018 because it is an excellent format for showcasing our way of doing business through helping customers save money, making them more compliant and providing a better service.”

Simon Dunsford, Sales Manager,
TJ Waste & Recycling



FEEDBACK
FROM
MOUNTJOY

HAMPSHIRE
MEET
THE
BUYER

“ Meet the Buyer is an event we plan to attend regularly as it allows us to engage with local suppliers and learn about new initiatives, a key area for us in our Social Value and Sustainability plan. Working across a number of sectors in Portsmouth and Hampshire, a strong supply chain is invaluable.”

Paul Deluchi, Contract Manager, Mountjoy Ltd

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to it!

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