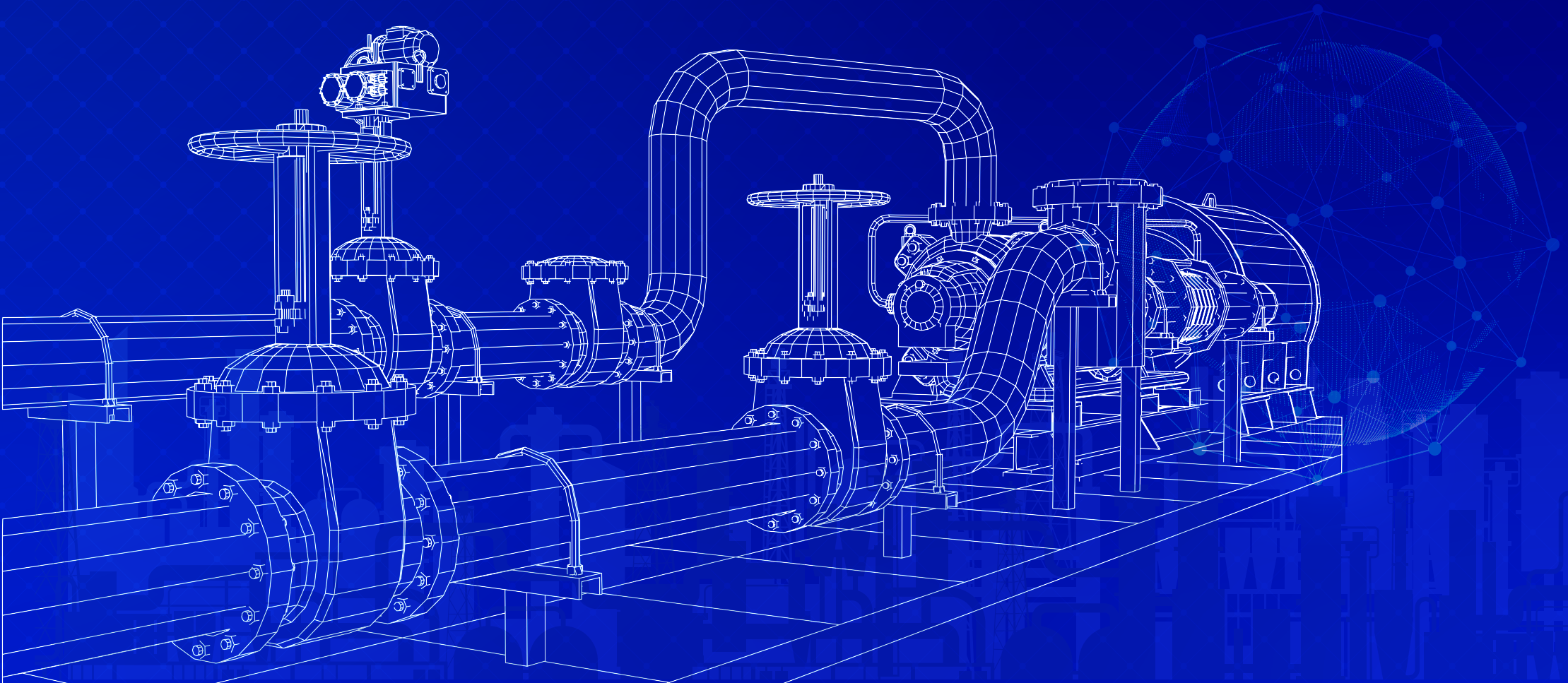


Avetta Helps Scottish Compressed Air Specialists Strengthen Health and Safety Practices

COLLABORATIVE CASE STUDY

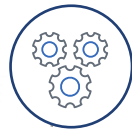
Avetta Helps Scottish Compressed Air Specialists Strengthen Health and Safety Practices



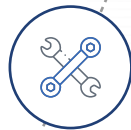
About Kerr Compressor Engineers



Headquarters
**East Kilbride
GLASGOW
UK**



Domain
Manufacturing



Services
**Professional assistance
for all types of air
compressor and
compressed air
equipment**

OVERVIEW

Kerr Compressor Engineers (EK) Ltd. is a leading provider of compressed air services. Since 1980 they have designed and installed reliable, energy efficient compressed air, blower, vacuum, and Nitrogen generation systems. To strengthen sustainable business practices, Kerr Compressors joined the Avetta network and immediately reached compliance with several market leading companies in the UK quarrying and extraction industry. No longer competing on price alone when submitting project proposals and quotations, Kerr Compressors utilizes their Avetta certification to demonstrate their proactive efforts to minimize risk in its supply chain and streamline compliance through supplier training, documentation, risk assessment, and centralization of their numerous accreditations and certificates.



BUSINESS CHALLENGES

Scottish clients in the quarrying, aggregation, and extraction industry seek suppliers and contractors that are trained to undertake specialized tasks and have demonstrated a supply chain that actively minimizes its risk of accidents.

Procurement teams for the major quarrying companies in the UK maintain a list of qualified suppliers that are awarded projects, making an Avetta membership key for Kerr Compressors to continue working with these large companies in the UK extraction industry.

How many employees does Kerr have?

Currently 32

“Our clients pride themselves on the number of accident-free days they have on record. Any accidents reflect both on the client and the supplier, and we mirror the clients’ pride and stringent procedures to minimize and eliminate the risk of accidents on-site.”

– Thomas Cullen

QHSE & Projects Manager – Kerr Compressor Engineers



SOLUTIONS DELIVERED

With Avetta's certification, Kerr Compressors was able to display the critical assurance to existing and potential customers that they are dedicated to reaching and maintaining compliance. As an Avetta supplier, Kerr can uphold end-to-end supply chain safety through the implementation of:



Quality Management System: Avetta's highly configurable Avetta Connect™ platform allowed Kerr Compressors to establish a rigorous quality standard for its services and quantify improvement using analytics.



Environmental, Social, and Governance Management: Kerr Compressors established supply chain standards for sustainability while measuring and demonstrating improvements on long-term environmental goals.



Health and Safety Audits: Avetta membership enables Kerr Compressors to identify key risk areas through comprehensive health and safety audits to ensure workplace safety.



Learning Management System: Kerr utilizes the Avetta Connect™ platform to adequately train its employees. Training records are properly maintained and regularly audited to uphold any fault traceability.

An Avetta membership sends a signal to the client that our suppliers and specialist engineers are suitably trained, competent, and have completed the paperwork

– Cameron Kerr

Director – Kerr Compressor Engineers

BENEFITS EXPERIENCED

Avetta membership helped Kerr:

More than double the sales turnover since 2012 with large-scale industries in the quarrying and extraction sectors

Avetta Marketplace has helped Kerr to **source and secure discounted insurance coverage** for current and future needs



Achieve a **130% increase in sales over the last 8 years** with a major Scottish company in this sector

Increased client visibility into Kerr's offerings, insurance coverage, and more

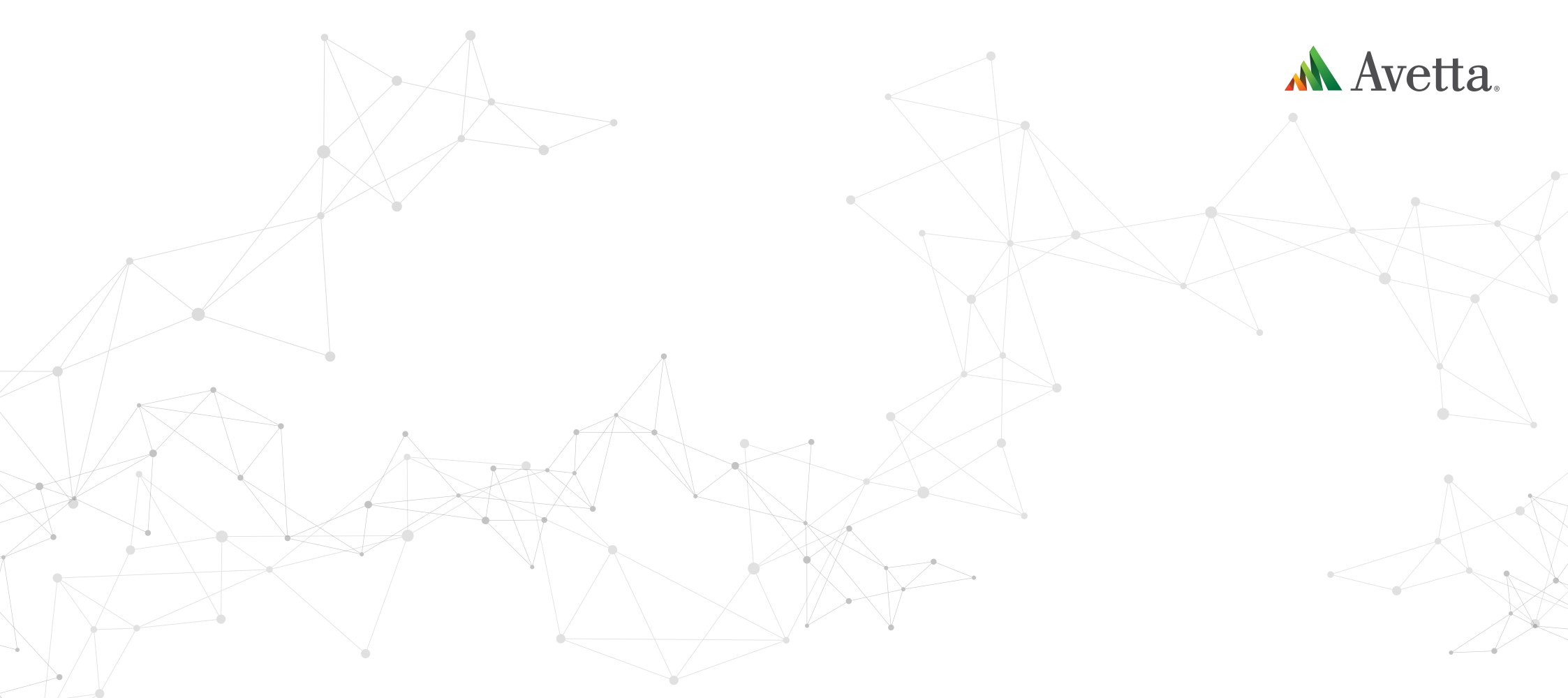
Improved efficiency and time savings while removing the need for paperwork through cloud-based training and documentation



Avetta membership helps us differentiate ourselves from other compressed air companies and suppliers. Our continued investment in our people, training, and processes provides us the confidence that we don't always have to compete based on cost alone.



– Cameron Kerr
Director – Kerr Compressor Engineers



Avetta[®]

ABOUT AVETTA

Avetta connects global organizations with 150K + qualified suppliers, contractors, and vendors across 120+ countries. We support the continued growth of 500+ clients and their supply chains through trusted contractor prequalification, safety audits, monitoring, and more. With real results in reducing incidents, our highly configurable solutions elevate safety and sustainability in every workplace.