

Streamlining Metal Waste Management: Domel's Success Story with ERA

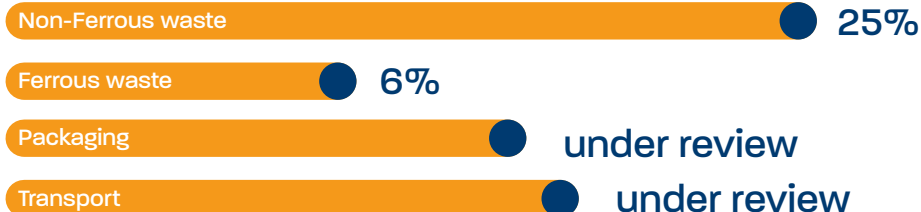
“ We understand that ERA has specific market insight that can be used to leverage our competitiveness. In fact, after concluding the waste management project review, we decided to extend our cooperation with ERA in the transport and packaging segment. ”

DOMEL®

DOMEL CEO - MATJAZ ČEMAŽAR



Savings summary



The client

Founded in 1946, Domel has rapidly evolved from a small cooperative into a global leader in the development and supply of electric motors, vacuum units, blowers, and components. With highly automated and robotised business processes, Domel's motors power over 300 million appliances in both premium and consumer markets worldwide.

The challenge

Domel, a leading manufacturing company, sought to enhance its waste management system, with a particular emphasis on handling metal waste. Recognising the intricate nature of waste management, Domel aimed to evaluate and optimise their current solutions to improve both cost efficiency and service quality.

The solution

ERA specialists conducted an analysis of Domel's waste management practices, focusing on the waste metal segment, which included both ferrous and non-ferrous metals, as well as other waste types such as foils, cardboards, and polymer residuals. Utilising ERA's proven methodology, the team prepared a tender process, which encompassed detailed supplier negotiations, site visits, and various activities designed to encourage suppliers to present their most effective solutions.

Based on the responses from suppliers, ERA compiled a shortlist of potential solutions for Domel's consideration. This shortlist included an improved pricing offer from the incumbent supplier. After conducting final discussions, Domel opted for a combined solution that integrated services from both the incumbent supplier and a new supplier, thereby optimising their waste management strategy.

Throughout the monitoring period, ERA's waste management specialists provided ongoing support to Domel, offering valuable insights and tools to facilitate continuous improvements in their processes.

“ ERA delivered specialist knowledge in several specific segments. In order to achieve the greatest possible impact together, it is necessary to integrate this specific knowledge into the company's requirements. ”

PURCHASING DIRECTOR - TANJA KRAMAR

