

## Combining the latest sourcing techniques with sustainable business ethics

**“As a progressive business, we’ve utilised the latest technology offered by Vendigital to help us improve the way we purchase. We have also sourced our boxes at the right price and found a new supplier that complements our position on business sustainability.”**

Stefanie Sahmel  
Warehouse manager at Abel & Cole

Abel & Cole, the organic food home delivery service, has saved 8% on its annual spend of over £1million on customer presentation boxes.

The company delivers high quality organic food and drink in corrugated presentation boxes direct to the customer’s door. The content of the box (available in three sizes) reflects the wide variety of fresh fruit and vegetables available through the British seasons alongside British organic meats, sustainably sourced fish, dairy goods, freshly baked breads and more.

Abel & Cole worked closely with Vendigital to set out the required criteria for potential suppliers covering cost, quality of the boxes, size of business and profitability. They also judged suppliers against whether they have an established relationship with Abel & Cole, local proximity, sustainable business processes, staff training, etc.

Supplier sourcing focused on regional producers as well as large national manufacturers. Interested suppliers put in their offers and following a detailed analysis, the two short-listed suppliers were visited to assess their quality, commitment and general suitability for supply, prior to making a final decision. Supplier’s due diligence was carried out prior to any commitments being made.

**“We’ve found a great supplier who can provide a better product at a better price. We also like their ethics, their staff training programmes and their low staff turnover,”** confirms Stefanie.



Title: **Strategic sourcing project**

Company: **Abel & Cole**

Main business: **Organic produce**

Value: **c £296k pa**

Main benefit: **New sustainable/ethical supp.**

