

CASE STUDY

How Strathmore Sourced Rare, High Quality Trees on a Tight Timeline

glo



About Strathmore Commercial Landscape Management

PROJECT TYPE

Commercial, City

AVERAGE ORDER SIZE

~\$8,500

FREQUENTLY ORDERED MATERIALS

Caliper trees

Founded in 1963, Strathmore is one of the most trusted urban landscape management businesses in Canada. They are well known for their commitment to safety, excellence, and doing what is right.

Strathmore focuses exclusively on commercial landscaping and has won several awards for Landscaping Excellence, HR practices, and Sustainability.

Why Strathmore Needed a Better Solution for Large, Time-Sensitive Projects

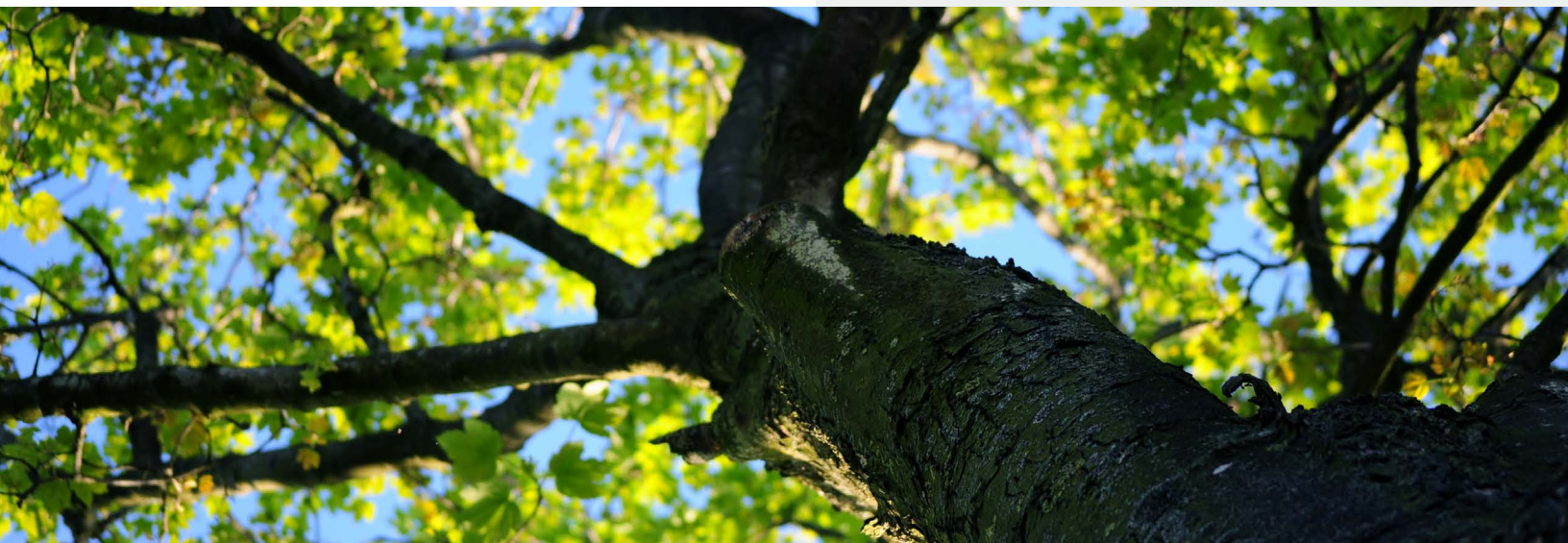
Strathmore undertakes commercial projects that are often time-sensitive. Their projects require large orders of rare plants and trees that are difficult to source from a single supplier.

On projects with strict timelines, sudden cancellations from suppliers often caused a last-minute sourcing scramble. The timelines also left very little time for Strathmore's team to orchestrate sourcing with multiple suppliers. Finally, high-end commercial projects undertaken by Strathmore needed greater attention to the quality standards.

CHALLENGES

Top Challenges for Strathmore:

- 1 Quick turnaround for large orders of hard-to-find plants and trees
- 2 Tight project schedules leaving no room for last-minute material substitutions or supplier cancellations
- 3 Ensuring quality for high-stakes, premium landscaping projects



One-stop sourcing solution by GoMaterials

Strathmore partnered with GoMaterials to optimize their plant procurement. Our team took over the coordination and follow-ups with multiple suppliers. GoMaterials' solution offered a one stop shop for plants and trees, on-time delivery and saved hundreds of administrative hours for Strathmore.



What's Included in the End-to-end Service by GoMaterials



Estimating the best quote based on price, availability and logistics



Ensuring great quality and clarifying any issues with city inspectors



Managing logistics on the delivery day including follow ups



Always-on, dedicated customer service throughout the whole process

FEATURED PROJECT

Baron De Hirsch Affiliated Cemeteries

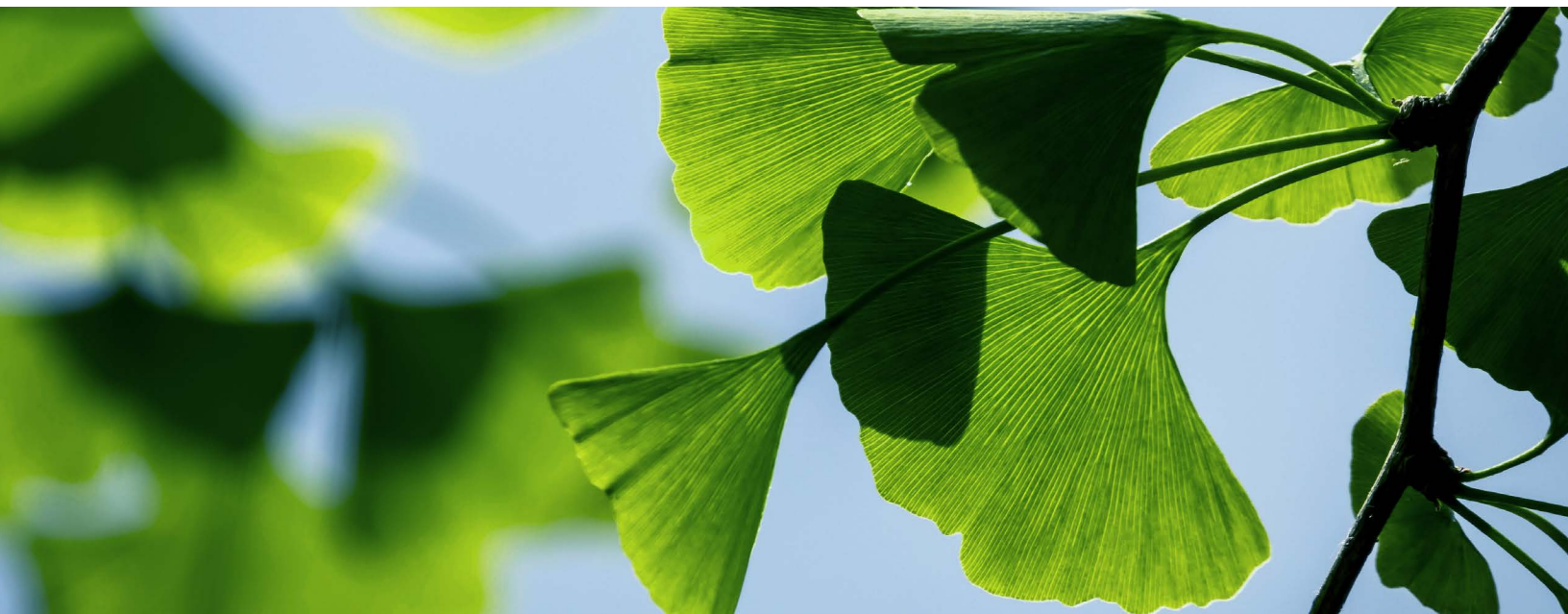
Project Overview

Strathmore needed to source a large number of trees for a cemetery in Quebec, Canada. They needed a fast turnaround time, but a large part of the order included larger caliper Ginkgo trees that were hard to find.

Additionally, the project was to be approved by a premium architectural firm renowned for their quality standards, making it even more challenging.

Project Challenges

- Sourcing a large quantity of caliper trees with strict specifications
- Rare tree varieties to be sourced in a short time
- Stringent quality requirements despite the rushed timelines



How GoMaterials Helped

- 1 Took over the entire sourcing and coordinating to create a one-stop shop
- 2 Meticulously planned backwards from shipment deadline to ensure on-time delivery
- 3 Added a layer of quality control to eliminate any rejections from the project architect

SUMMARY

Project Highlights

174

Caliper trees delivered

10%

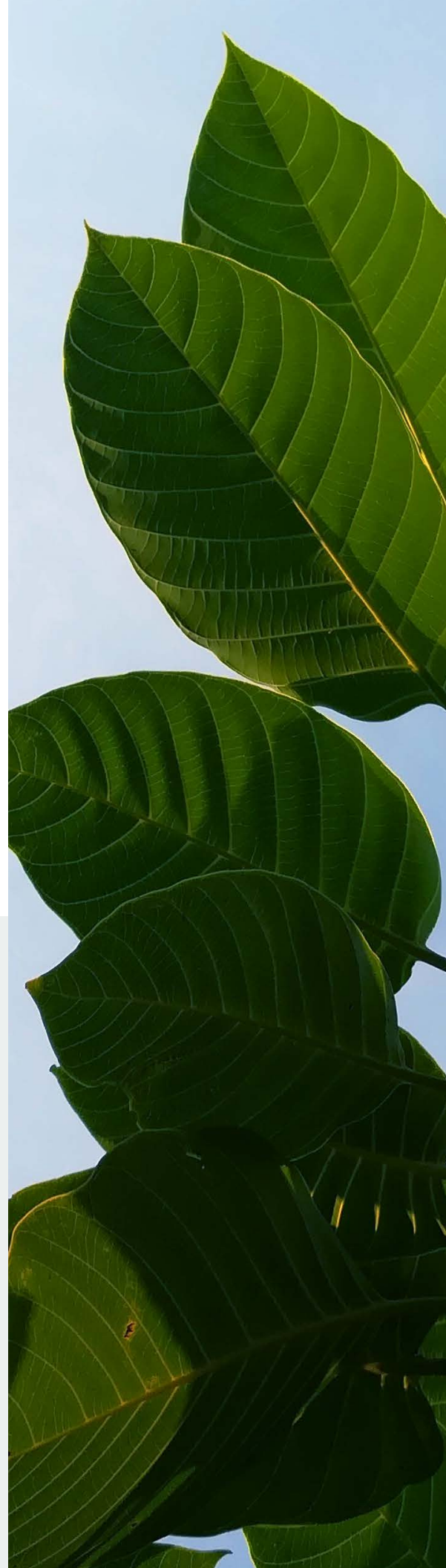
Estimated cost savings

1

Delivery batch

35

Tree species sourced



GoMaterials & Strathmore's Story to Date

Since the first order from Strathmore, the GoMaterials team has successfully delivered several large orders and continues to be a trusted sourcing partner.

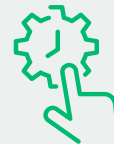
AT A GLANCE

The Partnership at a Glance



20,800+

Total plant units delivered



>120

Estimated administrative hours saved to date

What the Strathmore Team Says

“

GoMaterials gives us high quality plant material at a competitive price. Most importantly, they remove our administrative burden and allow our Project Managers to focus on executing more work every month.

Jessica Milligan

Vice President,
Strathmore Commercial Landscape Management

Learn how GoMaterials can help your business.

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The image features a large, stylized lowercase 'go' in white, positioned in the bottom right corner. The letters are thick and rounded, with the 'o' being a simple circle. The background is a solid, vibrant green.