

Vehicle manufacturer for promotional industry finds 45% savings a big event

Client Undisclosed

Sector Vehicle Manufacturing

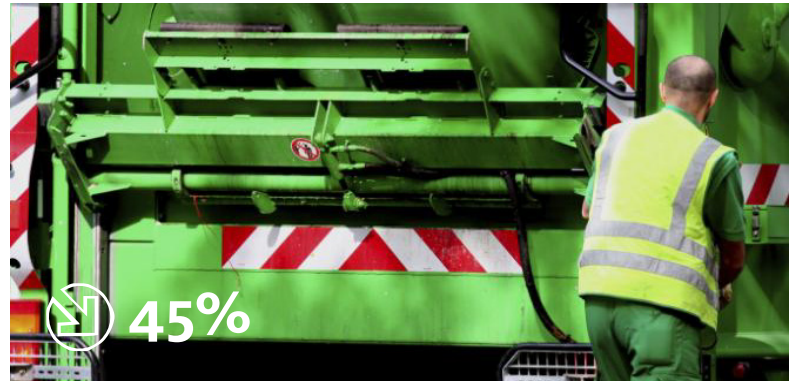
Cost Categories Waste Management

Savings come on top of existing recycling and trash compacting

COULD FURTHER SAVINGS BE FOUND?

A \$40 million manufacturer of customized vehicles for the event and promotion industry had its waste management well under control. The Midwest company had long been recycling and owned trash compactors that efficiently consolidated its waste.

Nonetheless, the manufacturer invited experts from Expense Reduction Analysts (ERA) to see whether further savings could be realized. The answer: Yes!



YES! HERE'S HOW:

ERA industry experts used proprietary benchmark pricing data and sophisticated analysis tools to negotiate with suppliers. In addition to better pricing, Consultants arranged for the removal of termination penalties and an evergreen clause (the automatic renewal of a contract unless the client sends notification, in writing, within a specified period).

Importantly, Consultants ensured competitive pricing with a long-term service agreement that caps yearly increases and avoids fuel surcharges.

PROJECT INFORMATION

Expense:	Waste Management
Industry:	Manufacturing
Supplier:	New
Savings:	45%

ERA waste management experts capped yearly increases, eliminated evergreen clause and avoided fuel surcharges.