

# TCS Industries and solar firm shed light on savings in factory consumables

**Client** TCS Industries

**Sector** Manufacturing

**Cost Categories** Factory Supplies

## Sheet metal and high-tech manufacturers reduce welding costs 39%

### CONSULTANTS WITH MANUFACTURING INDUSTRY EXPERTISE FIND SIGNIFICANT SAVINGS FOR CLIENTS

TCS Industries provides precision sheet metal fabrication and related services to customers in New Mexico and the Southwest. TCS is a contract manufacturer for one of North America's leading manufacturers of solar photovoltaic (PV) mounting products and solutions for solar installations.

### MORE ATTRACTIVE TERMS WITH THE INCUMBENT

TCS Industries and the solar manufacturer asked Consultants with Expense Reduction Analysts (ERA) to review their factory consumables expenses related to welding supplies.

ERA Consultants with manufacturing expertise analyzed expenses that included welding gases and hardware; electrodes; forklift propane and propane cylinder rental; and gloves, sleeves, hoods, helmets and associated accessories.

TCS and the solar manufacturer decided to remain with their incumbent supplier, but with greatly improved terms negotiated by ERA. Consultants also arranged for the elimination of unnecessary delivery and other surcharges.



### PROJECT INFORMATION

<b>Expense:</b>	Factory Consumables
<b>Industry:</b>	Manufacturing
<b>Supplier:</b>	Incumbent
<b>Savings:</b>	39%

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ERA Consultants performed all the work. When staff time was needed, I figure we saved nearly \$4,000 for every hour we invested.

STEVE MCCARTNEY, PRESIDENT/CEO  
TCS INDUSTRIES

