

Reduced Freight Costs

CLIENT: Lehmann & Voss & Co KG (Germany)
SECTOR: Manufacturing
COST CATEGORIES: Courier, Express And Parcel Services

THE PROJECT

Lehmann & Voss & Co KG produces and markets chemical and mineral specialist products to industrial customers worldwide. The company decided to commission Michael Röper from Expense Reduction Analysts to analyse and optimise their cost management. Over several years of collaboration between the company and Expense Reduction Analysts, the costs of waste management, packaging, work wear, telecommunications, office supplies, spare parts, cleaning and energy were investigated to achieve savings between 5 and 33%.

Additionally, due to shipping costs for goods and documents becoming more important over recent years, Expense Reduction Analysts also investigated expenses in the categories of courier, express and parcel services for a total spend of around 150,000 Euros per year.

The detailed report provided by ERA examined qualitative and financial aspects. For Lehmann & Voss, high quality processes and short term availability are essential. The total expenditure was 130,000 Euros for express services and nearly 20,000 Euros for standard packages.

Expense Reduction Analysts contacted available suppliers to receive new offers on the basis of Lehmann & Voss' shipping behavior. The result of this tender was savings potential amounting between 24,000 with the existing and 72,000 Euros with a new supplier. Lehmann & Voss decided to go with a new supplier because of the best offer in terms of prices as well as their coverage of dangerous goods. Expense Reduction Analysts then organised the transfer and is now measuring the success of the new processes through regular reports.



Lehmann & Voss & Co. 

WHAT THE CLIENT SAYS

Expense Reduction Analysts has given us more scope thanks to their pragmatic approach and strong results, which was immediately reflected in our cash flow.

SEDAT AKARSU, HEAD OF LOGISTICS

THE RESULTS

Annual savings: 72,000 Euros