

# Great profit improvements for Arighi Bianchi

CLIENT: Arighi Bianchi  
 SECTOR: Retail  
 COST CATEGORIES: Waste

## THE CLIENT

Arighi Bianchi in Cheshire has been a family business trading in furniture of the highest quality for 150 years. With the economic downturn presenting a threat to their business, John Bianchi, director of Arighi Bianchi, made overall savings of 51% after reviewing costs from their Macclesfield shop in an effort to beat the recession.

## THE CHALLENGE

Here John explains how they faced up to the challenge. "For four generations Arighi Bianchi has attributed much of its success to the enduring values of service and quality. The economic downturn presented a threat to our success and we were suddenly faced with new challenges.

We therefore decided that it was time to review our expenditure and find ways in which we could save money, without compromising the quality of our product and still maintain a high quality of service.

We commissioned Expense Reduction Analysts, the UK's largest cost and purchase management consultancy, to conduct a review, analyse our costs and find a solution to our ever increasing waste expenditure.

The review revealed a variety of opportunities to save money. One of the largest and most challenging areas of waste expenditure, stemmed from the disposal of unused furniture generated from the exchange scheme offered to customers. Although the scheme is of great benefit to customers, it meant higher expenditure and bigger environmental impact by the business."

John continued, "We needed to find a way to continue this benefit to our customer, but reduce the cost of the disposal of the furniture, whilst also minimising our environmental impact."

A solution was found in Furniture Finders, a social enterprise that recycles furniture and household appliances to those on low incomes and offer vocational training to people with disabilities, ex-offenders and the long-term unemployed.



ARIGHI — BIANCHI

## ADDED VALUE

Savings go straight on the bottom line - to achieve the same impact on the bottom line of the £51,000 saved, the company would have had to increase sales by £1.02m.

John said: "We were delighted to give Furniture Finders the opportunity to become a supplier and a trial was organised. Furniture Finders were keen to provide a total solution to furniture waste and also agreed to take the wood to use in their boiler, as well as plastic and cardboard, which they bale and reprocess at a nearby site.

Not only has the project achieved good savings but it has helped to create a part-time position for a former staff member who had been made redundant earlier this year.

The review has not been without its challenges, but the benefits are threefold - financial, social and environmental."

According to Sue Robinson, consultant at Expense Reduction Analysts, who carried out the cost review: "Savings go straight on the bottom line - to achieve the same impact on the bottom line of the £51,000 saved, the company would have had to increase sales by £1.02m."

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**JOHN BIANCHI,  
 DIRECTOR, ARIGHI BIANCHI**