

Valuable recycling accreditation for Ervin Amasteel

CLIENT:	Ervin Amasteel
SECTOR:	Manufacturing
COST CATEGORIES:	Logistics, Packaging, Business Rates

Expense Reduction Analysts (ERA) helps Ervin Amasteel secure a valuable recycling accreditation from the Environment Agency as a re-processor of packaging waste.

THE CLIENT

Ervin Amasteel has been the benchmark for steel abrasives since the 1920s, when John F. Ervin first developed the steel abrasive casting process, which is used by all producers today. The Ervin Test Machine is used by all quality steel shot abrasives producers to compare their performance with others. Ervin Amasteel is probably the largest Steel Abrasive brand in the world for shotblasting applications.

THE CHALLENGE

“We have undertaken an interesting range of projects for Ervin Amasteel,” says Andrew Brackenbury of ERA. “The first project featured Paul Guinness’ work on Business Rates for the 2005 listing, which continued forward into the 2010 listing. Going forward, Simon Phippen found savings on Packing and Pallets. ERA delivered keener rates and better terms by recommending a change of insurance broker.

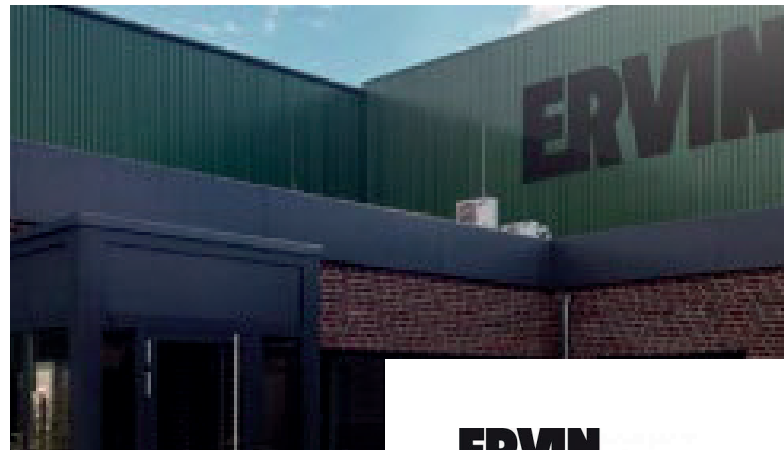
“More complex than these, though, and perhaps more important to the business, were Pete Bramhall’s work on Waste and Recycling accreditation and Kevin O’Neill’s on Logistics.”

CONSULTATION ON RECYCLING ACCREDITATION REPEATED EVERY YEAR SINCE 2010

“Securing such accreditation is, of course, a rigorous and sophisticated process. Initially, we were retained to prepare the Business Case and to manage the Application Process, which required building an understanding of their manufacturing processes and ensuring that robust administrative procedures were in place.”

SUMMARY OF SAVINGS

Italian Logistics	13.2%
Packaging - FIBC	10%
Packaging - Paper Sacks	6.1%
Packaging - Corrugate	7.2%
Business Rates - 2005	3.9%
Business Rates - 2010	5.2%



**ERVIN
AMASTEEL**

“It didn’t take long for a good relationship to develop. Expense Reduction Analysts became attuned to our business and understood our requirements very quickly. I hadn’t expected any savings to be there, but I was delighted by what they managed to achieve on our behalf. Over the years, Expense Reduction Analysts have been an excellent resource for Ervin Amasteel. They have been innovative in their approach to cost savings and have helped us realise benefits that we would never have achieved on our own. I’m grateful for their support and have no hesitation in recommending them to others.”

STEVE MILLS
CHIEF OPERATING OFFICER, ERVIN AMASTEEL

Valuable recycling accreditation for Ervin Amasteel

“Once that was accomplished, there was a whole raft of Environment Agency criteria which had to be fulfilled and complied with. However, the application process was successful, meaning that Ervin has been able to sell Packaging Recovery Notes (PRNs) and to use the resulting revenue to invest in, and further develop, its packaging recycling capabilities.

Complying with the accreditation, and reapplying for it on an annual basis is a significant overhead, and it is testament to our expertise in this area that Ervin has asked us to repeat this consultative help on an annual basis since 2010.”

LOGISTICS: CRANEABLE TRAILERS REALISED AN ADDITIONAL TWO TONNES PER LOAD

Kevin O’Neill of ERA expands on the Logistics project: “We had a number of conversations with Ervin over a long period of time - largely around how they should integrate their new plant in Germany into their overall business plan. As part of these discussions, we undertook an exercise to look at the Logistics provision from the UK, which encompassed a detailed analysis of traffic volumes and service requirements for their UK and European Haulage. In the event, we found that Ervin was managing its Logistics very well.

However, one area that did present an opportunity was their road freight to Italy. Ervin were not entirely satisfied with their current provider. The requirements were straightforward: they needed a reliable service at competitive prices with the capacity and flexibility to manage unpredictable volumes.

Some research uncovered options that Ervin Amasteel had not previously considered, and a thorough selection and review process enabled Ervin to choose two operators offering intermodal (road and rail) services. Trials revealed a clear winner. A unique service feature of the selected operator was craneable trailers - road trailers that could be lifted directly onto the train. This equipment configuration increased capacity by two tonnes per load resulting in significantly lower unit costs.”



“When I first met with Ervin Amasteel in 2009, they had spotted an opportunity to take scrap steel cans into their feedstock, and to sell the evidence of the reprocessing of this material (Packaging Recovery Notes or PRNs) back to the original packaging manufacturers and retailers in compliance with UK Packaging Regulations, thus generating a valuable revenue stream. In order to realise this opportunity, Ervin needed to become accredited by the Environment Agency as a re-processor of packaging waste.

PETE BRAMHALL
EXPENSE REDUCTION ANALYSTS