

Katcon Extends Collaboration from Mexican Headquarters to Poland

CLIENT: Katcon Polska Sp. z o.o.

SECTOR: Automotive and working machinery

COST CATEGORIES: Waste management, security, uniforms, energy

THE CUSTOMER

Katcon is a renowned industry leader specializing in exhaust systems, thermal insulation, and advanced materials components. Their extensive expertise caters to a diverse range of applications including gasoline, diesel, hybrid, and electric vehicles across various markets such as motorcycles, ATV, construction/agriculture, on and off highway, as well as light and heavy-duty vehicles. With a focus on delivering high-value solutions, Katcon excels in exhaust systems, aftertreatment, thermal insulation, and offers a wide array of advanced materials technologies for exterior, interior, and structural parts. Their unwavering commitment to world-class standards, exceptional engineering capabilities, unwavering dedication to quality, and global presence have established Katcon as a strategic and trusted supplier among leading Original Equipment Manufacturers (OEMs).

THE CHALLENGE

Prior to entering the Polish market, Katcon had already established a fruitful partnership with ERA in Mexico. Since Katcon had already incorporated the valuable insights gained from the previous ERA project, the company's leadership was eager to explore the potential for additional cost reductions in Poland. The company enlisted the expertise of Henri Fagerström and his specialist team from Expense Reduction Analysts (ERA) as the Poland project presented certain challenges. Despite having shared their knowledge, Katcon had made structural changes to create savings in specific categories they had learned from ERA. Nevertheless, this did not deter ERA partners from identifying the right categories and achieving further savings.

THE SOLUTION

Even in the face of inflation, the ERA team remained determined and dedicated to their work, aiming to maintain the same profit margin the company had before. At first, several categories were designated for analysis. However, after the investigation, three categories were selected to be prioritized. In response to the energy crisis in 2022, a separate project was initiated to specifically investigate energy consumption. Despite rising prices, the team diligently managed cost control to ensure they did not exceed the impact of inflation. The generated savings played a crucial role in enhancing the company's competitiveness. Throughout this process, Katcon and ERA exhibited unwavering enthusiasm, persevering through challenges to deliver tangible results.

SUMMARY OF SAVINGS:

Energy	342k PLN annually
Waste Management	174k PLN annually
Security	The development of a Comprehensive Protection Manual
Uniforms	Definition and implementation of new workwear standards



“The best part about working with ERA is that you find savings that you would never even think about. ERA partners are truly experts. As a company, we may not have the capacity to engage multiple buyers for various categories. This is exactly what ERA brings. When we are engrossed in our daily operations, we tend to develop blind spots. You think that you are doing the best you can do but you are always more focused on material costs and not paying attention to the trends so sometimes you lose market overview. This is when ERA gives you a broader view.”

GUSTAVO CANALES, GENERAL MANAGER KATCON POLSKA