

# Delivering logistics savings and service for PlastiKote

CLIENT:	PlastiKote
SECTOR:	Interior & Exterior
COST CATEGORIES:	Inbound Sea Freight, UK & European Pallets.

## SUMMARY OF SAVINGS

Inbound Sea Freight	11%
Outbound UK Pallets	11%
Outbound European Pallets	11%

## THE CLIENT

As the leading brand in the spray paint market, PlastiKote offers a portfolio of high quality spray paint products for a range of interior and exterior decorating applications. Since its inception in 1992, PlastiKote has grown and is now a wholly owned subsidiary of The Valspar Corporation, one of the largest global coatings manufacturers in the world. PlastiKote is continuing to expand in Europe and now has a presence in the UK, Ireland, Germany, France, Denmark, Sweden, Finland, Malta and Switzerland.

## THE CHALLENGE

John Waine of Expense Reduction Analysts describes his original meeting with Joanne Garner, Site and Finance Manager at PlastiKote: "We discussed the business's procurement and Joanne naturally wanted to ensure that PlastiKote was purchasing services as keenly as possible, especially in the critical area of logistics."

"PlastiKote in the UK acts as a distribution hub, receiving product from the US, repackaging it and sending it on to retailers in this country and throughout Europe. In this regard, I was fortunate to be able to call upon the expert services of Expense Reduction Analysts' Logistics Specialist, Fergus Smith."

Fergus Smith takes up the story: "We started by analysing all of their distribution activities. Although there were some areas where they were obviously achieving good value, we identified three key areas that were worth investigating. A phased approach was agreed, starting with their inbound sea freight."

"PlastiKote told me that they sat down with their freight supplier every six months to ensure that they were getting the best possible deal. They were therefore justifiably sceptical that we could find any further savings, so they were delighted with the 18.3% that we eventually achieved for them."



**PlastiKote**  
THE PERFECT FINISH

"Logistics is absolutely critical to an FMCG business like ours. If we don't get the right product to the right place at the right time, our brand is damaged. Expense Reduction Analysts have been superb in finding significant savings, maintaining suppliers' excellent service and effecting any changeovers between them completely seamlessly."

**JOANNE GARNER ACMA,  
SITE AND FINANCE MANAGER, PLASTIKOTE**