

Digging deep to release great profits for Vale Europe Ltd

CLIENT:	Vale
SECTOR:	Production/Manufacturer
COST CATEGORIES:	Chemicals, Workwear, Heating Oil, Waste Management, Engineering Consumables, Cylinder Gases

THE CLIENT

Vale Europe Ltd is a leading refiner of precious metals, based in Acton, London. As with all global companies, Vale Europe Ltd faces continuing challenges to find additional profit but, with the help of Expense Reduction Analysts (ERA), it has made excellent progress in achieving this goal.

THE CHALLENGE

Sandra Smaill, Business Manager, engaged ERA to initially undertake a review of some of the company's key strategic chemical costs. Such a specific business sector may have caused problems for other cost-reduction consultants but the wealth of knowledge within ERA led to Manoj Pabari, a consultant with a background in applied and industrial chemistry, being appointed.

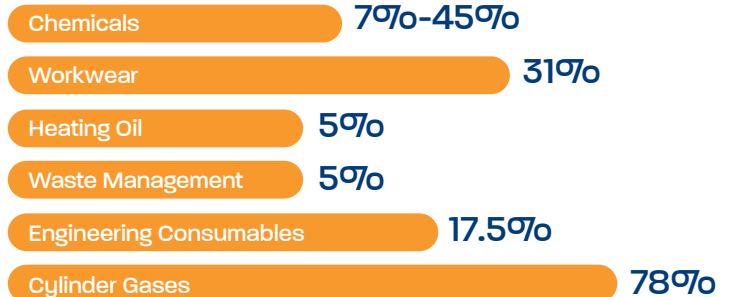
This initial review looked at the sourcing of four chemicals involved in the refining process and Manoj obtained a cost-saving of 7% - 45%. Sandra was so impressed with the service that he chose to add a further three cost categories to the project; workwear, heating oil and waste management. Once again, Manoj and his team were able to achieve significant savings.

Sandra comments, "Expense Reduction Analysts' approach is professional and straightforward and Manoj, along with his team, took the time to explain each step of the process. They have used their wealth of supplier and pricing knowledge to deliver genuine, quantifiable cost reductions. The level of cost-saving obtained would have been difficult to achieve with Vale Europe Ltd's local resources."

Since the completion of the project Vale has decided to retain Manoj on a consultancy basis, employing his in-depth knowledge outside of the cost-reduction remit to successfully source a key chemical agent that the company was struggling to locate. He has also carried-out training to ensure that Vale staff are performing at optimum levels.

Manoj concludes, "Expense Reduction Analysts' unique position as THE profit improvement experts means that our clients can be confident they are receiving the best advice and benefiting from the greatest possible savings. In this instance, our philosophy of forming long-lasting relationships has led to me providing integral business consultancy and training into a company that my background is perfectly suited to and can provide real benefits."

SUMMARY OF SAVINGS



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MANOJ PABARI
CONSULTANT, EXPENSE REDUCTION ANALYSTS