

Visible savings for Vision Alert

CLIENT: Vision Alert
SECTOR: Manufacturing
COST CATEGORIES: Parcel Distribution & Pallet Distribution

THE CLIENT

Vision Alert has designed and manufactured effective and innovative lighting solutions since 1994, providing customers with enhanced visibility and increased safety worldwide. As part of the ECCO Group, one of the world's leading manufacturers of reversing alarms and lighting products for the emergency services, Vision Alert can draw on years of specialist expertise in the industry.

Vision Alert's comprehensive product portfolio consists of: beacons, Lightbars, Worklamps, Reversing Alarms, CTV, Blaze Bars, LED Accessories, warning Lights, Sirens and Speakers.

THE CHALLENGE

Ian Partridge, Finance Director, engaged Neill Summerfield and his team at Expense Reduction Analysts to review the complex cost areas of parcel and pallet distribution.

Vision Alert Automotive relies upon dependable and sustainable distribution to enable them to offer a next day delivery service to the valuable after sales market.

Expense Reduction Analysts undertook a rigorous cost analysis of our expenditure incorporating each parcel and pallet weight, dimension and destination over the previous 12 months to build a profile of our usage. They then looked at how we were purchasing and matched our buying profile to the capabilities of the leading suppliers. Finally they examined our management of the supply chain and put in place a monthly reporting structure on savings realised and service levels achieved.

Mick Lodge, Despatch Supervisor, and Linda Hiley, Customer Services, are delighted with the service received from their new suppliers. The support systems put in place by Expense Reduction Analysts to alert Mick and Linda to any misdirected shipments are simple to use and enable them to contact their clients in many cases before their client is aware of the problem.

SUMMARY OF SAVINGS

PARCEL DISTRIBUTION

UK	4%	£18,546
EU	45%	£148,555

PALLET DISTRIBUTION

UK	27%	£8,901
EU	11%	£27,772



Expense Reduction Analysts offered an unobtrusive approach to the review of our operating expenditure with 95% of the work carried out off-site. The depth of market knowledge in combination with a buying influence of £22 million in logistics and over 45 hours of free resource assured us of best market value without sacrificing the quality of the service provided.