

# A high tide of savings for Wharton Grove Wharf

**CLIENT:** Wharton Grove Wharf  
**SECTOR:** Logistic  
**COST CATEGORIES:** Office Supplies, Business Print, Telecoms, Waste

## THE CLIENT

Wharton Grove Wharf is an inland port on the River Trent in Scunthorpe. Encompassing traditional values coupled with a modern outlook and ideas, the port now has a capacity of up to twelve berths and 3.5 million tonnes of cargo per annum.

## THE CHALLENGE

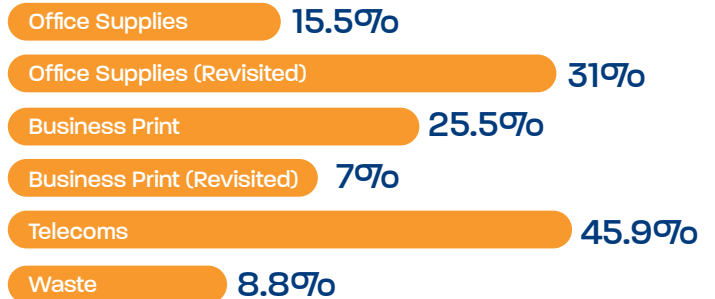
Andrew Brown, Finance Director at Wharton Grove Wharf, had already heard of Expense Reduction Analysts (ERA), so, when approached by Andrew Brackenbury, he was keen to test out the promise of cost savings. Andrew Brackenbury takes up the story: "We first met in February 2007, and after discussing the potential opportunity, we decided to demonstrate the process on Office Supplies and Business Print.

"We were able to find good savings in these categories, and we agreed to extend the remit into other areas. The different categories that we undertook show how Expense Reduction Analysts' approach can be tailored to varying circumstances: in Office Supplies, for example, we recommended a consolidation of suppliers to make the company's spend more attractive to the market, whereas in Business Print we suggested staying with the incumbent supplier, because of the value attached to the existing supplier relationship.

"With Fuel and Tyres, by contrast, we concluded, as the client expected we would, that they were already receiving best value in the market place, given the requirements for quality and service.

"In both Telecoms and Waste, we undertook detailed analysis to gain a full understanding of the purchase profile and client requirements, ensuring that any solutions proposed would be acceptable. I actually remember one of our Waste specialists, Keith Robinson, rummaging through their bins - a process that was absolutely necessary for us to understand the mix of waste being produced and the possible opportunities for savings and recycling.

## SUMMARY OF SAVINGS



"Having heard about Expense Reduction Analysts, I was keen to test them out – and we haven't been disappointed. Andrew Brackenbury and his team have uncovered significant savings. They have also monitored supplier pricing and performance post-implementation, which has allowed us to focus on building our business."

**ANDREW BROWN,**  
**FINANCE DIRECTOR, WHARTON GROVE WHARF**

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“In Telecoms, the analysis was not quite so physically demanding, but our detailed examination of every call prompted a complete overhaul of the telecoms pricing structure under which Wharton Grove Wharf were being charged. Mike Stevenson undertook the Office Supplies and Business Print reviews the second time around and has achieved significant savings in this area again.”

Andrew Brackenbury sums up the relationship between Expense Reduction Analysts and Wharton Grove Wharf, “We have always enjoyed an excellent relationship with Wharton Grove Wharf: I know they trust us; I know they appreciate the savings; and I also think that our ongoing monitoring service gives them peace of mind. Looking to the future, we have regular conversations about the possibility of extending our review to new categories of expenditure.”