

# ABP Members get a profit boost of £630,416

<b>CLIENT</b>	Auto Body Professionals (ABP)
<b>SECTOR</b>	Professional
<b>COST CATEGORIES</b>	Waste, Laundry, Telecommunication, Utilities, Stationery/Print, Insurance, Consumables, Merchant Cards.

The Auto Body Professionals Club (ABP) is pleased to announce the excellent results that have been achieved so far from the profit improvement service offered by Expense Reduction Analysts.

## THE CHALLENGE

Mark Bull, Director for ABP, has been working in partnership with Expense Reduction Analysts for some time. Mark comments, "The body repair industry has suffered from over supply for years. This has created a difficult environment to extend margins through sales. As a result, inward business costs need to be tightly controlled. Our membership includes over 90% of the top 50 independent bodyshops. They boast to be amongst the most successful independent bodyshops in the UK. Even so, they have welcomed Expense Reduction Analysts' professional approach to profit improvement."

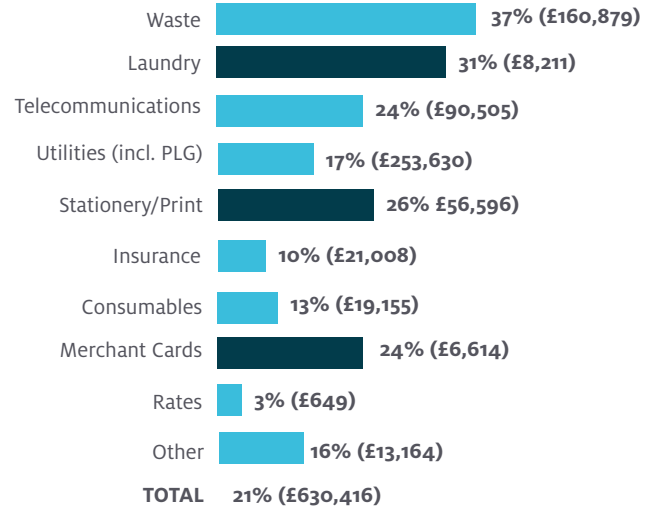
Expense Reduction Analysts were introduced to the Club by Neil Kirk, Managing Director for Howard Basford, one of ABP's Platinum Bodyshop members. Neil takes up the story, "When we first engaged Expense Reduction Analysts, we were part of Ford and so we challenged Adam Wheatley and his team to achieve savings against Ford prices.

"Their ability to do this quickly established their credibility and ensured that a long and fruitful relationship would follow. Our experience of Adam and his colleagues has been so positive that we had no hesitation in introducing Expense Reduction Analysts to our colleagues in the industry via ABP."

Mark continues, "Following the excellent results achieved with Howard Basford, Adam presented and shared the successes achieved to our Platinum Bodyshop members. Of course some were sceptical, but savings were so evident that a number participated in a trial, which has been to their benefit."

Since then, Adam has returned to Platinum Bodyshop member meetings to share with everyone the benefits achieved for participating members.

## SUMMARY OF SAVINGS



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MARK BULL,  
DIRECTOR FOR ABP

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Heading up the Expense Reduction Analysts team, Adam Wheatley is no stranger to working with alliance partners, “Over the years I have worked with a number of alliance partners. Working with ABP Club and its members has been different, by which I mean better. Their sustained desire to support our efforts to make their members more profitable has been most refreshing and you can see from the table below the impressive results that we have been able to achieve so far. ABP’s interest has always been in what we could achieve for their members, rather than what might be achieved for them.”

Mark Bull concludes, “The way that savings continue to mount up for members has been transparent and impressive. The additional profit is shared with Expense Reduction Analysts during the period of their engagement. Thereafter members benefit from 100% of the additional profit. Like other initiatives presented to members, ABP doesn’t take any commission or kick back in any way, this is a pure member benefit and we look forward to more taking advantage of this excellent service.”