

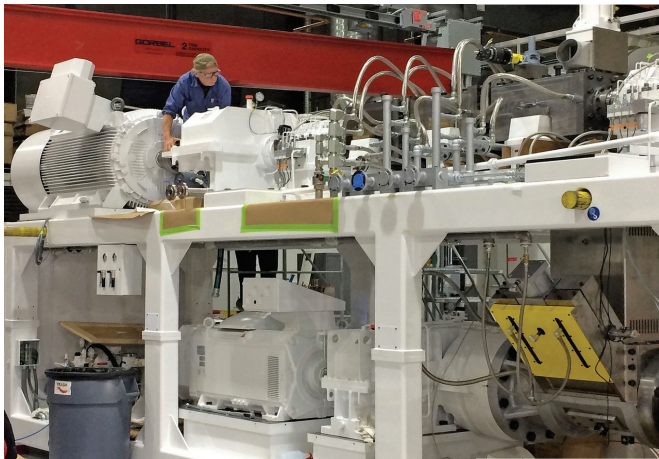
500% increased income for Farrel

CLIENT Farrel

COST CATEGORIES

Office Supplies, Janitorial Supplies,
Office Cleaning, Mobile
Communications, Scrap Steel.

SECTOR Manufacturing



Dean Bradley, Finance Director of Farrel Ltd, contacted Expense Reduction Analysts consultant Neil Cullen following a referral he had received from Cash Generator, one of Neil's existing clients. Dean explains, "During my initial meetings with Neil we discussed which areas of expenditure should be analysed and we agreed on a range of categories, from scrap steel through to mobile communications. When I approached our Purchasing Director with our proposal to engage Expense Reduction Analysts he was sceptical. In fairness, Neil had not promised any savings, but as Expense Reduction Analysts was prepared to take all of the risk he soon realised that Farrel had nothing to lose."

Neil and his Expense Reduction Analysts team undertook the entire project from data collection to implementation on the range of predetermined expense categories, and Neil liaised with Dean at Farrel throughout the process.

While Expense Reduction Analysts consultant Neil Cullen focussed on the janitorial, cleaning and office supplies categories; he called upon the knowledge and experience of fellow consultant Rob Leak to investigate

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Dean Bradley,
Financial Director

Farrel's expenditure on mobile communications. In the meantime Bob Carter, with his specific expertise in the area of scrap steel removal, worked on this particular project to achieve an incredible 500% increase in Farrel's income.

"Neil and his team have undertaken a number of projects for us over the last few years and the results of each of these have exceeded our expectations", enthuses Dean, "Each project has been approached in a professional, businesslike and sensitive manner and every one has delivered quantifiable cost reductions. We have been particularly impressed by the way in which the whole project has been managed and communicated to us. Neil has allowed us direct input all the way through and any decisions we have had to make have been clearly defined with clear recommendations. Expense reduction and profit improvement control has become increasingly difficult for companies due to fewer resources. However, Expense Reduction Analysts is a valuable resource and Neil and his team have been able to bring a wealth of supplier knowledge to our organisation. I would thoroughly recommend their service to any company looking to achieve value improvement."

FARREL PROFILE

Farrel Ltd is the European division of Farrel Corporation - a leading research, engineering and marketing organisation serving the processing industries with quality rubber and plastic solutions and services. Farrel's wide range of technology driven activities are instrumental in meeting the end users demand for new materials compounding processes and defining the future potential of polymer processing.

SUMMARY OF SAVINGS

