



E-Newsletter - August 2011

WHOLESALE DISTRIBUTOR STACKS UP THOUSANDS IN EXTRA SAVINGS

Selling wholesale food, candy, cigarettes and supplies to grocers and convenience stores is a high-volume, low-margin business. Every dollar counts, so finding another \$50,000 to \$100,000 per year for the bottom line is worth the effort. In a recent project for a regional distributor, we found pockets of added profit in a variety of places:

- 47.51% savings on trash can liners, bags and plastic t-sacks
- 31.60% savings on printed forms, copier and computer paper
- 13.66% savings on local phone, Internet and long distance
- 15.47% savings on temporary staffing services
- 34.82% savings on office supplies and janitorial supplies



Overall, savings across all items in the project exceeded 27%.

NATIONAL HEALTH & BEAUTY PRODUCTS MANUFACTURER ACHIEVES A \$385,000 SAVINGS



One of our northeastern colleagues completed a project for a \$50 million manufacturer of health and beauty products. This company recognized that they lacked staff time to quickly address multiple expense categories, so they engaged us to lend a hand. Some of the key areas of savings included:

- \$146,000 savings on corrugated packaging, along with faster delivery and better credit

terms

- \$187,000 savings in electricity and natural gas costs
- \$28,500 savings on tape, shrink wrap and other packaging materials
- \$12,500 savings on office supplies and technology (a 30% price decrease)
- \$10,600 in telecom savings, including twice the wireless minutes at a lower cost

About Cost Containment Specialists

Cost Containment Specialists is a national expense reduction firm that provides advisory services to organizations to assist them in reducing their indirect operating expenses. We engage Subject Matter Experts (SME) that have specific expense expertise in over 30 spend categories to analyze and negotiate our clients current and alternative vendors to realize savings greater than can be done internally. Since 1998, CCS has helped over 1,500 businesses and organizations find undiscovered cost savings. Our fees are success based, so you do not pay us until we produce savings.

For more information on how Cost Containment Specialists will reduce your operating expenses, contact:

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