



Expense Reduction Analysts

Expense Reduction Analysts Success Stories

Digging deep to find great profits for INCO



Expense Reduction Analyst Manoj Pabari has worked closely with Inco Europe Limited after being engaged by Sandra Smail, Refinery Manager and Mike Shepherd, Production Manager of the Acton Refinery. Mike explains:

"Inco's Acton Refinery is located on the Park Royal Estate, about eight miles from the centre of London. Over its 80 years of operation it has developed into one of the world's major refiners of platinum group metals. The Refinery receives feed from Inco's mining operations in Canada and also from other UK, European and international sources."

"Like many global companies Inco continues to face cost challenges on a number of fronts. The company as a whole is working hard to offset the impact of uncontrollable cost increases by profit improvement wherever possible and it was with this in mind that we decided to engage Expense Reduction Analyst Manoj Pabari and his team to review the cost of key supplies and contracts, including major bulk chemical reagents, energy supply, safety equipment and work wear."

Table of Savings

Category	Saving (%)
Fuel gas consumption	38%
Work wear	31%
Chemical 1	11%
Chemical 2	22%
Chemical 3	7%
Chemical 4	45%
Heating Oil	5%
Waste	5%

quantifiable cost reductions. The profit improvement obtained would have been difficult to achieve in the same time frame, with Inco's more limited local resources."

Expense Reduction Analysts, David Little has just completed a review of Inco's waste disposal and management. They were particularly pleased by David's ability to turn around this complex project in a very short period of time, achieve real profit improvement and consolidate supplier relations.

Further to Expense Reduction Analyst's involvement, Inco has been able to budget more confidently and is now keen to use Expense Reduction Analysts to explore other areas of the business in order to achieve further profit improvement. Manoj has agreed to conduct reviews on a number of remaining chemicals and to investigate expenditure upon cylinder gases. Discussions about Manoj being retained by Inco in the future to perform normal consultancy and contingency work are also well progressed.

INCO Profile

Inco Limited is a Canadian-based global company with operations and an extensive marketing network in over 40 countries. It is one of the world's premier mining and metals companies and the world's second largest producer of nickel. It is also an important producer of copper, cobalt, precious metals and platinum-group metals and a major producer of speciality nickel-based products.

"Our association with the collective expertise of Manoj and his team from Expense Reduction Analysts, coupled with their ability to understand our needs and requirements, has led to real savings being achieved."

Mike Shepherd
Production Manager

Manoj himself, due to his own expertise in this specialist area, carried out a series of chemicals reviews. He then invited fellow Expense Reduction Analyst consultants Steve Parrott and Ken Rogers to investigate expenditure upon work wear and heating oil respectively, with each review resulting in savings for Inco.

Mike continues: "Expense Reduction Analysts' approach is professional and straightforward and Manoj and his team took the time to explain each step of the process. They have used their wealth of supplier and pricing knowledge, plus technical know how to deliver real,

find extra profit

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