

ITAC Packaging Project: Impressive savings and a 15 year partnership

CLIENT: ITAC
SECTOR: Manufacturing
COST CATEGORIES: Pails & Paint Tins, Drums

SUMMARY OF SAVINGS

Pails & Paint Tins **7.5%**

Drums **24%**

ERA understands the intricacies of specialist purchasing when manufacturing high hazard chemicals - delivering niche insights as well as significant savings.

THE CLIENT

Based near Manchester, ITAC Limited offers intelligent technical solutions for adhesives. With over a century of successful formulation and manufacturing experience, the company is today positioned at the forefront of the adhesive revolution.

THE PROJECT

Over the 15 year partnership, ERA has previously worked with ITAC on a number of purchasing projects including: electricity and gas, water, chemicals, and rates and distribution. Each project uncovered areas of opportunity that the company could not have found alone - the core reason for re-engaging ERA's services again.

ITAC's most recent project with ERA focused on packaging. Here, ITAC wanted to manage their costs and improve processes within an increasingly competitive marketplace, all whilst maintaining security of supply and conforming to strict environmental legislation.

Throughout the 24-month project, Iain Clements, Packaging Specialist at ERA, assured ITAC that their quality, service and environmental criteria would not be compromised in any new supplier relationship. ITAC remained in control of any final procurement decision making and received detailed Supply Audit Reports from Iain throughout the project.

Continuous information like this is paramount for a busy company such as ITAC as it enables them to continue their daily operations without disruption.

THE RESULTS

When looking at the rentals of Intermediate Bulk Containers (IBCs), ITAC were truly impressed with the various saving scenarios presented by ERA. One option would have realised savings of 70.8% for ITAC in the first year and 100% in the second.



"ERA are definitely our trusted advisors, we've worked in partnership with them for 15 years. If I had any purchasing requirements and I wanted to investigate whether I was getting good value for money, ERA would be the first place I would go."

STEVE FARNWORTH
MANAGING DIRECTOR, ITAC LTD

However, in terms of delivering the best value for ITAC, the most appropriate option was to renegotiate current rates. For Pails and Paint Tins, ITAC remained with their existing supplier, with ERA achieving a 7.46% saving. For Drums, ERA trialled and successfully implemented a new supplier, saving ITAC 24% on a significant spend.