

Smooth collaboration brings satisfaction on both sides

CLIENT: Moerman Group (Belgium)
SECTOR: Manufacturing
COST CATEGORIES: Logistics, Packaging

THE PROJECT

With over 125 years of experience, Moerman in the Flanders region is active in developing, producing and marketing durable and innovative cleaning tools, more specifically floor - and window squeegees and related accessories. for both professional and retail markets.

Expense Reduction Analysts consultant Geert Verhenne was referred to the CEO of Moerman. Everyone in the company, from Purchasing to Operations had always been involved in cost management, and therefore curious to see what ERA could achieve.

The project focussed on two main cost categories: packaging and logistics. The consultants investigated the spent and genuine requirements of the company, and took into account both the desire for caution and the reluctance in switching suppliers. Indeed, the client had a very good relationship with their suppliers but, here and there price-levels could be adjusted; ERA managed to renegotiate new prices and to introduce some new suppliers.. Thanks to the follow-up of ERA continuous improvement is achieved.

In the area of packaging, all boxes were examined to define the best quality to meet the company requirements and offer alternative suppliers with equivalent or superior quality and better prices; this, and an improvement of the ordering internal process, led to savings of 7%.

The effort on logistics enabled savings of over 10%.

THE EXPENSE REDUCTION ANALYSTS TEAM

Geert Verhenne, Dirk Smeyers



This was a smooth collaboration that went well beyond our expectations; ERA was very understanding of our cautious approach, investigated things thoroughly and we are very satisfied with the outcome.

SERGE BRAUN, CEO, MOERMAN GROUP

This is a well-organised company, and it was both interesting and easy to work for them: they asked the right questions and we worked as true partners, leading to good results.

GEERT VERHENNE, CLIENT MANAGER