

CLIENT

B Hepworth & Co Ltd.
Midlands manufacturing company



PROFILE

B. Hepworth is a privately owned manufacturer of windscreen wiper systems for the marine, rail and commercial industries. Hepworth has over seventy years of experience specialising in the design and manufacture of performance window wiper systems. The majority of their manufacturing is exported to over fifty countries around the world.

SAVINGS BREAKDOWN

COST CATEGORY	% SAVING
Landlines	41%
Mobiles	42%
Gas	21%
Packaging	16%
Hardware	24%
Stationery	19%
Rates	4%

To date the annualised savings are over £100,000.

“B. Hepworth utilises Lexion Consulting Cost Management Division to accelerate and deepen their continuous improvement and cost savings”

Jonathan P. Eddy, Chief Executive 1st November 2011



The company is a model for UK manufacturing with a strong brand associated with technical leadership, high quality and service excellence that has resulted in high market share and continuous growth despite the world recession.

B. Hepworth constantly focuses on continuous improvement in all areas. Peter Jewell and Colin Stewart have worked with Jon Eddy on different projects over the last ten years. When Jon the CEO and Bob Smith the MD discussed the Lexion results oriented, no win no fee approach, they asked Lexion to deepen and accelerate the improvement process and specifically to audit a number of cost categories with the goal of making savings, while maintaining the required service profile. The company is committed to a “Lean” approach to maximising customer service and minimising waste and cost. Lexion project managed one very successful high spend project aimed at partnering with an industrial consumables supplier that could deliver cost savings while applying a consignment stock “Kanban” system.

Overall to date the results are exceeding expectations.....

“Lexion gave us the opportunity to apply a professional purchasing approach to many costs in the business that together constitute significant spend, but individually are not always given the attention they require. Lexion have worked well with our people and we are very happy with the results to date. Of course it’s a bonus that we only pay them when we achieve bottom line savings!”

“It’s always interesting to calculate just how much more we would need to sell to contribute the same amount of extra profit but, even if the audits concluded that there were little or no savings, I view this as valuable confirmation that we are maintaining the competitiveness that will secure our success in the future”.

Further cost categories with a spend of £250,000 are to be audited during the first half of this year