

ATS

Construction Fuel Mining Case Study

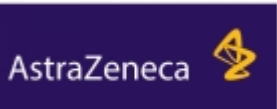
- Capital: \$165 Million.
- Consultancy: Many Solutions.
- Cost: \$113,755,000 Reduction.

30+ Years of Advancing Projects, Boosting Profits, and Cutting Costs.

ATS Clients



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Who We Are

- 30+ years serving in the U.S., Canada, the U.K., and Western Europe.
- Phenomenal client list, stories, and case study outcomes.
- Providing capital, consultancy, and cost reduction.
- 1000+ global affiliates, partners, and experts.
- \$10's of Billions results for organizations.
- 28%+ overall average cost savings.

ATS Organization Details

Organization Name: LH (Agg)

Industry: Cement, Aggregate, Mining (Construction)

Organization Size: Multi-Billion Dollar Organization

Client Billable Type: Hourly, Fixed Contract, Sourcing, Bonus Percentage

ATS Client Needs



Client Challenges / Need: Reduce Costs and Improve Profits for Oil and Fuel Consumption.



Solutions Provided: Cost Reduction and Centralization of fuel, oil, fleet usage, and fuel management costs.



Other Outcomes: Centralized National Fleet, Fuel, Oil, Lease, Finance, Capital Increase, and Other Areas.

Client Outcomes: Assessment & Analysis

- They were buying from many suppliers that did not allow this organization to utilize the leverage of volume buying.
- Their accounting department paying multiple vendors (multiple procedures, processes, invoices, requisitions, purchase orders, and logistics).
- The fuel area to procure was not just fuel, but multiple bids (see next slide below).

Client Outcomes: Procurement Cost Reduction & Solutions

Percentage, Savings, and Profit Improvement

- Fleet - 23% Savings - \$ 6,300,000.00 Cost Savings - This included fuel, finance, and maintenance for more than 4,000 vehicles - Outcomes: Vendors Selected.
- Trucks - 14% Savings - \$ 1,355,000.00 - Ford Fleet Trucks - Outcomes: Ford Rebates Increased & Vendor Selected.
- Fuel Card - 11% Savings - \$ 2,700,000.00 - Outcomes: Created standardization and savings does not mirror Level C Fuel Stations; Vendor Selected.
- Fuel Hedging - 24% - \$ 12,400,000.00 - Outcomes: Fuel / Oil Hedge; Vendor Selected.

Annual Savings: \$22,755,000.00 – 5 Year Term \$113,755,000.00.

Overall Client Outcomes

- ATS was able to reduce costs by \$113,755,000 from the above cost categories, while increasing effectiveness through improved communications, implementing best practices throughout the organization for these projects.
- By working with each location, vendors, and client staff we helped all understand their vital role in the most important part of their business – their core competencies and their customers.
- We conducted stakeholder meetings to improve all processes, procedures, ideas, and best practice.
- Capital to Refinance the entire U.S. Fleet of more than 5,000 vehicles.

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