

Case Study – Finch, Pruyn & Company, Incorporated

“Cost Control Associates’ review of Finch, Pruyn’s 154 cellular phones secured more than \$71,000 in savings and a credit in excess of \$2,000. Our experience with them was, and continues to be, a positive one as we intend on using them in future cost savings measures.”



Background

It was a run-down old sawmill at the foot of a hill in the Upstate New York city of Glens Falls that first captured the imagination of brothers Jeremiah and Daniel Finch and their partner, Samuel Pruyn, in 1865, and set in motion a tradition of industrial innovation and corporate leadership that continues today - the tradition of Finch, Pruyn & Co., Inc.

Since then, Finch, Pruyn & Co., Inc.’s product has evolved from saw logs to today’s fine uncoated printing and writing papers, but the company remains locally owned, independent and — although a small company

in the global paper industry — fiercely competitive with the industry’s largest and wealthiest corporations.

Finch, Pruyn is one of the largest employer in the Glens Falls area employing more than 800 people, with a total annual payroll of approximately \$40 million. Cost savings is paramount on their list of ways to stay competitive in the market while producing the quality product that has made them an industry leader.

Challenges

One of the areas that Finch, Pruyn focused on was the ever increasing and complicated pricing of cellular phones. With the cell company mergers that are taking place as well as the variety of programs and contracts available to clients, it became an expense that was hard to define and contain.

Solutions

Chris Ross, although conservative about the concept of a cost savings program, saw the potential benefits and decided to use Cost Control Associates’ Cellular Source Analysis Program to reduce increasing cellular costs. Cost Control Associates then began their review that included:

- ✓ A complete physical inventory of cellular phones.

- ✓ Comparison of current rates to those that our expert analysts were able to negotiate resulting in over \$71,000 in cost savings.
- ✓ Refund computation and negotiation that yielded over \$2,000.
- ✓ Implementation of recommended changes that resulted in the cost savings and refunds.
- ✓ Follow up and timely reporting to verify the completion of the changes and the savings.
- ✓ Periodic review for further opportunities for cost savings.

Results

Finch, Pruyn was able to not only save on their monthly cellular costs but were also able to upgrade to equipment that is more conducive to the harsh environment in a manufacturing setting at a cost that was a fraction of that proposed by their cellular representative. These results were achieved without changing cellular companies or restructuring the way that Finch, Pruyn is able to use the cell phones in the day to day operations.

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