

# Mills offered way to make savings



The Buying Group's Glynne Suckling (left) and Malcolm Anderson (right).

A SERVICE AIMED AT SAW MILLS AND other wood processors can produce savings of up to 20% and help to streamline their businesses.

Using the combined buying power of The Buying Group, wood processing companies not only get the benefit of significant savings but also gain the advantage of being part of a reliable and effective purchasing system that makes continual savings and takes away supplier/client frustration, according to its General Manager Glynne Suckling. It's part of the Cost Reduction Solution programme pioneered by Mr Suckling and company founder Malcolm Anderson, which has been helping businesses in the wood processing industry make significant and long-term cost savings for the past nine years.

Mr Suckling says the industry is plagued

with common purchasing frustrations, including suppliers overcharging and poor performance, and his aim is to help them forge stronger supplier relationships, streamline their invoicing systems and, most importantly, save them big dollars through the combined buying power of The Buying Group.

"Most approaches to procurement are outdated or just plain wrong," according to Mr Suckling. "Worse still, the wrong approach can cost time, money and even reduce revenues and product quality."


"The third biggest expense a business faces, after wages and raw materials, is the cost of goods and services to run the business. In our experience, a proactive and systemised focus on purchasing can yield long-term savings of up to 20%."

The goal of The Buying Group is to help

companies in the wood processing industry get better quality and service from their suppliers, at prices that will positively impact bottom line profit, says Mr Suckling.

To help mills and wood companies understand the process, he and Mr Anderson have put together a purchasing report they call *The 7 Costly Purchasing Mistakes Wood Processing Companies Make...And How To Avoid Them*.

Based on their 22 years combined experience in the procurement industry, the report reveals the most common costly mistakes wood processing companies make that could so easily be avoided with planning and specialised knowledge.

The report can be obtained free by calling 0800 775 123 or logging onto the [www.WoodProcessors7CostlyPurchasingMistakes.co.nz](http://www.WoodProcessors7CostlyPurchasingMistakes.co.nz) website. 

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