

Lower Filtration Cost Without Compromising Performance.

How King helped a multi-state power generation company reduce filtration costs, simplify sourcing, and maintain engineering confidence.



\$746,000

**IN DOCUMENTED
PURCHASE SAVINGS**

January 2001 - June 2005



39%

**CUSTOMER-REPORTED
SAVINGS**

Reported across 4½ years of
filtration purchases



Plus

OPERATIONAL SAVINGS EXCLUDED

savings from purchasing efficiency,
storeroom labor, inventory turns, and
other soft costs are excluded

Protect Performance While Pursuing Savings

- ✓ Plant engineers and maintenance teams were included in technical reviews
- ✓ Alternatives were evaluated for cost reduction and process improvement
- ✓ King targeted better filtration performance, longer filter life, and reduced downtime

Simplify Purchasing Across the Operation

- ✓ Purchasing was consolidated to reduce transaction complexity
- ✓ Filters were standardized and duplicate inventory reduced where practical
- ✓ Inventory, approved changes, and savings opportunities were tracked and documented



THE PRESSURE

Across multiple plants, filtration spend and inventory complexity had grown, but cost reduction could not come at the expense of equipment performance or plant control.



KING'S APPROACH

King consolidated sourcing, improved inventory utilization, identified cost-effective alternatives, and worked with plant teams to validate improvements and document approved changes.



THE PAYOFF

\$746,000 in documented purchase savings, representing 39% of purchases over 4 1/2 years, before several additional operational savings were even counted.

**WHAT COULD YOUR FILTRATION PROGRAM
BE LEAVING ON THE TABLE?**

Talk to King about a filtration cost review.

CONTACT OUR TEAM ->

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