



Expense Reduction Analysts

Find Extra Profit

Representative Projects of Phil Gross and George Wolfand

| Industry | State | Category | Annual Spend | Annual Savings | % |
|--------------------------------|-------|--------------------|---------------------|---------------------|------------|
| Printer | MD | Energy | \$ 200,000 | \$ 16,000 | 8% |
| Printer | MD | Energy | Tax Refund | \$ 60,000 | |
| Publisher/Distributor | MD | Freight – LTL | \$ 200,000 | \$ 50,000 | 25% |
| Professional Society | MD | Merchant Card Fees | \$ 125,000 | \$ 31,250 | 25% |
| Accounting Firm | DC | Office Consumables | \$ 110,000 | \$ 38,500 | 35% |
| Home Builder | MD | Office Consumables | \$ 30,000 | \$ 3,600 | 12% |
| Law Firm | MD | Office Consumables | \$ 147,000 | \$ 44,100 | 30% |
| Law Firm | DC | Office Consumables | \$ 600,000 | \$ 150,000 | 25% |
| Not for Profit | MD | Office Consumables | \$ 37,000 | \$ 11,100 | 30% |
| Not for Profit | MD | Office Consumables | \$ 40,000 | \$ 12,000 | 30% |
| Not for Profit | MD | Office Consumables | \$ 15,000 | \$ 2,250 | 15% |
| Senior Living/Nursing Facility | MD | Office Consumables | \$ 106,000 | \$ 31,800 | 30% |
| Technology Company | VA | Office Consumables | \$ 318,000 | \$ 95,400 | 30% |
| Wealth Management Firm | MD | Office Consumables | \$ 132,000 | \$ 34,320 | 26% |
| Broadcaster | DC | Overnight Courier | \$ 201,000 | \$ 60,300 | 30% |
| Law Firm | DC | Overnight Courier | \$ 380,000 | \$ 38,000 | 10% |
| Medical Device Manufacturer | VA | Overnight Courier | \$ 800,000 | \$ 176,000 | 22% |
| Technology Company | VA | Overnight Courier | \$ 125,000 | \$ 37,500 | 30% |
| Advertising Agency | TX | Telecom | \$ 480,000 | \$ 120,000 | 25% Est. |
| Commercial Carpets | GA | Telecom | \$ 52,000 | \$ 13,000 | 25% |
| Commercial Printing | MD | Telecom | \$ 90,000 | \$ 26,000 | 29% |
| Commercial Printing | GA | Telecom | \$ 93,000 | \$ 23,000 | 25% Est. |
| Event Management | FL | Telecom | \$ 51,000 | \$ 28,000 | 55% |
| Food Supply Distribution | MO | Telecom | \$ 400,000 | \$ 120,000 | 30% Est. |
| Home Builder | MD | Telecom | \$ 75,000 | \$ 19,000 | 25% |
| Law Firm | MD | Telecom | \$ 75,000 | \$ 51,000 | 68% |
| Medical Device Manufacturer | MN | Telecom | \$ 104,400 | \$ 24,000 | 23% Est. |
| Non-Profit | NY | Telecom | \$ 170,000 | \$ 95,000 | 56% |
| Publishing | NC | Telecom | \$ 96,000 | \$ 27,600 | 29% |
| Video Conferencing Company | CT | Telecom | \$ 350,000 | \$ 37,000 | 11% |
| Total | | | \$ 5,602,400 | \$ 1,475,720 | 26% |

Let us show you how to find extra profit
Call Phil Gross – 301-467-4832

find extra profit

www.expensereduction.com