



RESULTS AT A GLANCE

\$3.9M

Increased EBITDA

30%

Increased quote-to-lead
rate

60%

Reduced invoicing errors

Chemical Manufacturer Implements Value Pricing to Reduce Margin Erosion



The Situation

- Privately owned leading national distributor of industrial chemicals with multiple distribution centers.
- Margins were eroding due to lack of standard practices in handling various order-to-delivery work streams including quoting, price changes, and customized pricing.

Argo's Solution & Approach

- Developed a playbook of best practices to standardize key business processes and creating a culture of performance accountability.
- Implemented and standardized managing procedures for ordering, invoicing, and purchasing and instituting accountability to drive continuous improvement.
- Initiated and developed a formalized price book process to establish accurate list prices and reduce margin erosion.



Argo is an operations improvement consulting firm that breaks through the traditional barriers of the consultant-client relationship. We are hands-on consultants who deliver real results and no excuses.