

# Major savings on the environment without changing supplier

**CLIENT** Carglass

**SECTOR** Vehicle Glass Repair

**ADDED VALUE**

ERA has made it possible to save 28% on waste recycling costs without switching suppliers.

**Carglass repairs and replaces your car windshield quickly and smoothly. Carglass has 49 workshops from Ystad to Kiruna. One major cost as far as Carglass is concerned is recycling car windshields and other materials. ERA has made it possible to save 28% on waste recycling costs without switching suppliers. The contract is continuing with other cost categories. The overall project manager is Göran Björkdahl, who worked on the project with two specialists, Thomas Christiansen of Denmark and Mattias Berggren of Sweden, ERA's experts in waste and energy.**

"We wrote the old contract with the waste contractor in 2010 when we had 14 workshops," says Mats Jacobson, Operations Manager, Carglass. "Since then, things have just flowed, while we expanded to have 49 workshops from Ystad to Kiruna without really looking at these costs. We had our hands full with our core business and the expansion and we are a completely different company now from what we were then."

But Carglass suspected they were ending up paying too much for their waste handling and recycling windshields. When they got in touch with ERA, they decided to let its experts analyse things. Mats Jacobson says:

"First, we noticed they knew what they were talking about; and second, we liked the fact that they shared the savings with us, because that meant they really wanted to do the best job they could."

"The project with ERA went really smoothly. We gave them some basic information, then Mattias and Göran did the rest. ERA were very professional and gave us savings we could never have managed ourselves. A first attempt which started in March 2017 delivered results far beyond our expectations."

"We are continuing to work with ERA and business like this should be ongoing at all times."



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It was fantastically easy for us," says Mats Jacobson, Operations Manager, Carglass. "We had a kick-off meeting; then we actually just gave ERA our invoices. That was the only thing we had to do – really not much work for us, especially in view of the end result, saving 28% on our waste recycling costs. Recycling car windshields and other waste is a major cost as far as we are concerned, and the savings which were surprisingly great go towards final profits, of course."

**Mats Jacobson, Operations Manager,  
Carglass**

**Carglass also has numerous workshop locations, which makes it challenging to collect and sort the materials to be recycled into different categories.**

It also makes invoicing complex, with many different items. Now two years on, ERA is helping Carglass ensure its invoicing is correct: so ERA has also included help with training in the new contract with the contractor.

ERA's contract has been extended since its analysts enabled savings of 28% on waste. Mats Jacobson: "We have now asked ERA to help with our electricity costs too. There may not be that much money to be saved but we have contracts with a number of electricity companies. We need help bringing it all under one electricity company and making our electricity bills easier to handle."



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We felt welcome as soon as we signed the contracts and found a great, informal atmosphere. We were able to conduct projects quickly and easily without taking up Carglass's time, so they could concentrate on their core business. Carglass have been very helpful producing data and making our job easier.

ERA project manager Göran Björkdahl