

Alliance Material Lifts Profits > \$300,000

Client Alliance

Sector Materials Handling

ERA expense category best-practice expertise achieves results well beyond what the use of traditional methods had been able to yield

ALLIANCE FOCUSES ON HIGH QUALITY

Alliance Material Handling is an employee-owned regional materials handling company that prides itself on high-quality service combined with cost efficiency. Alliance's President agreed to have ERA review a number of expense categories – most of which he knew were already closely managed. ERA was privileged to be authorized to meet Alliance's needs and supports their objective of consistently being the highest-quality, most cost effective dealer of material handling products and services in the markets they serve.



SAVINGS FOUND WITH CURRENT SUPPLIERS

ERA's process and use of their best-practice database resulted in substantial 6 figure savings options for Alliance, available from both current suppliers and well-proven supplier alternatives. Supported by ERA's detailed monthly savings audits, Alliance will make sure the savings "sticks" on their P&L.

“

I was confident we were already tightly managing these expenses and had a very good idea of what the market had to offer.

**TOM ALBERO, PRESIDENT & CEO
ALLIANCE MATERIAL HANDLING**

PROJECT INFORMATION

EXPENSE:	SAVINGS/YR:
Merchant Card Fees:	>\$45K (56%)
Banking/Treasury Fees:	\$15K (24%)
Fleet - Leases/Fuel:	\$50K (3-5%)
Small Package Freight:	\$4K - \$8K (15-20%)
Office Supplies:	\$6K (28%)
Telecom:	>\$130K (55%)
Uniforms:	\$6K (14%)
Payroll Processing:	No Savings

