

Cheddar Packaging Project Success Leads to Full Review

CLIENT: Barber's
SECTOR: Food Production

THE COMPANY

Established in 1833 Barber's are one of the world's oldest and finest producers of cheddar. Their cheeses attract an enviable reputation culminating in the many accolades that they have been awarded. Barber's cheeses can be found in many of the top supermarkets.

The company originally asked ERA to review areas of their packaging which was believed to be procured at competitive rates. The ongoing exercise has produced some startling results which have prompted Barber's to invite ERA to review all areas of Packaging and also their Bulk Fuels. In addition ERA have been asked to investigate the potential in their Chemicals and Laboratory Supplies, the possibilities looking very encouraging.

VALUE ADDS DELIVERED

PACKAGING

- Substantial financial improvements without a change of supplier in the majority of cases.
- More transparent pricing in the purchasing of corrugate, including a procurement strategy put together by our specialists that prevents suppliers using market price movements as an opportunity to increase margin.
- ERA provided the resource and expertise to areas that would be impossible for Barber's to replicate.

BULK FUEL

- Complete transparency brought to Barber's purchasing in an area that is traditionally difficult to understand how competitive suppliers' pricing is.
- Released time to staff as the need to contact numerous suppliers for price quotations every time a delivery was needed has been removed.

BULK FUEL



PACKAGING



"I had batted Iain back for some years as I was of firm opinion that ERA could not possibly improve upon the work that we had done in securing the best value in a vitally important and high-cost area of supply. But I did finally relent and allowed Iain and a specialist colleague, Richard Anson, to have initial talks with members of my team from which it was clear that Richard had a deep understanding of the category and industry, such that it was believed that Richard's insight may well provide benefits to the business, both of a financial and non-financial nature. I was shocked at the resultant savings, particularly as they came mostly from existing suppliers. I am delighted for ERA to be regarded as a trusted partner of the business to identify improvements across a wide range of expenditures. My only regret is that I didn't ask Iain to work with us when he first made contact."

CHRIS NEWCOMBE, FINANCE DIRECTOR