

# Milking every opportunity: Swiss Valley Farms saves \$1.1M annually

## The client

Swiss Valley Farms is a farmer-owned dairy cooperative based in Davenport, Iowa, with approximately 575 dairy producers. Generating more than \$400 million in annual sales, it ranks as the 23rd largest dairy cooperative in the United States. The organization delivers cheese, butter, and other dairy products to grocery stores, warehouse clubs, convenience stores, schools, food manufacturers, and food service companies nationwide.

## The challenge

Swiss Valley Farms lacked the resources to analyze every spend category internally. They engaged ERA Group (formerly Expense Reduction Analysts) to identify cost savings opportunities across several business categories, including chemicals, utilities, and temporary staffing. At the start of the engagement, the client set a savings goal of \$250,000 annually.

## The solution

ERA leveraged its deep expertise across a variety of business categories to provide an objective view of cost reduction strategies.

- Sanitation Chemicals: ERA analyzed the \$1.4 million spend and secured a new supplier, negotiating advantageous terms that resulted in 47% savings, or \$660,000 annually.
- Packaging: Reviewing the \$2.9 million spend, ERA negotiated with both incumbent and new suppliers to achieve 15% savings, equating to \$460,000 annually.
- Lab Testing & Uniform Rentals: ERA validated existing vendor agreements, confirming optimal terms and identifying \$60,000 in annual savings for lab testing and \$45,000 for uniforms.

ERA managed contract negotiations, coordinated supplier transitions, and monitored industry trends to ensure successful implementation.

## The result

Swiss Valley Farms achieved total annual savings exceeding \$1.1 million—more than four times its original \$250,000 target. **The recovered funds are being reinvested into the organization to drive growth and performance.**

## Annual savings: \$1.1 Million

Sanitation Chemicals	\$660,000
Packaging	\$460,000
Lab Testing	\$60,000
Uniform Rentals	\$45,000

“ ERA brings a wealth of knowledge across all spend categories. They are very diligent in negotiating pricing with the suppliers while always keeping the service aspect of potential vendors at the forefront. After the selection has been made, they help coordinate the transition process and ensure that everything happens according to our expectations. SVF is looking forward to a long and prosperous relationship with ERA. ”

**BRAD JUNKER, CFO, SWISS VALLEY FARMS**

