

Crane 1 saves over \$100K thanks to ERA Group

The client

Crane 1, headquartered in Ohio and acquired by a private equity firm in August 2021, was looking to improve profitability.

The challenge

Spanning more than 24 locations in 14 states, Crane 1 services overhead cranes and hoists to help maximize the investments for their customers. They receive and ship parts across the Midwest and eastern U.S. They engaged ERA to improve their small-parcel shipment costs.

The solution

ERA focused on two specific areas to improve profitability: improved pricing through negotiations and operational cost reduction through behavior change.

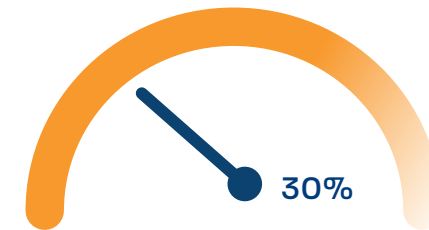
1. Improved Pricing:

Crane 1 mainly used one supplier for small-parcel deliveries. The company already had good rates with their supplier, and given the large number of branches using this supplier, they wanted to stay with the incumbent. Through competitive negotiations, ERA was able to deliver a more than 30% reduction in small parcel freight spending, achieving more than \$100,000 in annual savings for Crane 1.

2. Operational Cost Reduction:

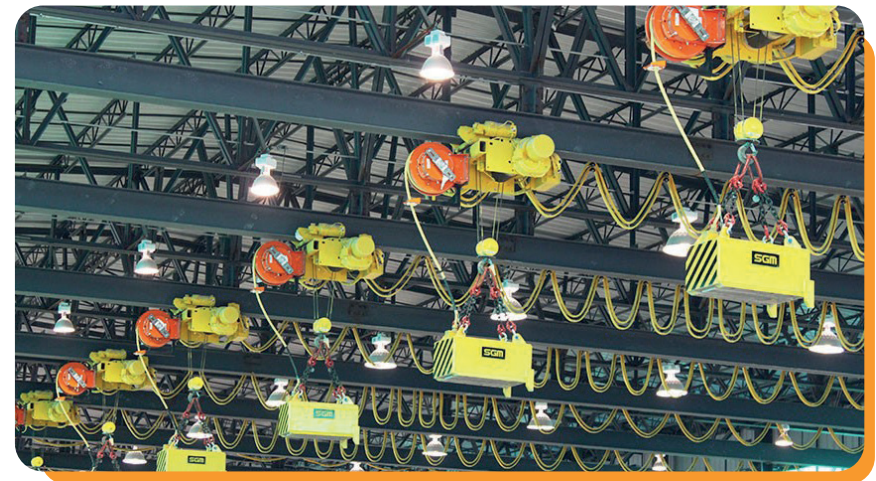
ERA analyzed Crane 1's parcel express service usage. Many of the shipments were within Ohio or nearby states. ERA helped Crane transition to more cost-efficient overnight services for these shipments. Additionally, ERA reduced the use of insurance for its shipped packages. These operational and behavioral changes added an additional \$8,000 in incremental annual savings. These operational savings, though modest, helped engage the team and build a cost-focused culture.

Annual savings:
Small Parcel Freight



The result

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CRANE 1