

Frank Motors Auto Group races away with nearly \$448k in savings thanks to ERA Group

The client

Frank Motors Auto Group is a family-owned business with four car dealership franchises in California.

The challenge

The client reached out to ERA due to lack of time and expertise to analyze each expense category incurred by the stores.

The solution

ERA negotiated contracts with new and incumbent suppliers across merchant card fees, uniform rentals, office supplies, small package freight, janitorial service, and printing services.

The result

After review, the client saved \$223,832 annually, with a total 2-year savings of \$447,665. With the realized savings, Frank Motors Auto Group plans to solidify its balance sheet strength and dealership profitability to weather the uncertainty around today's economy.



We see opportunities where you never thought possible.

“ Since we began collaborating with Expense Reduction Analysts, we’ve saved about \$224K. In the automotive business, you negotiate day in and day out. You’re always looking to make a deal. However, when ERA came in, they taught us how they negotiate and the ‘extra’ it takes to get the best contract for the longest term at the best price. That was a bit out of our wheelhouse. ”



GARY FENELLI, PRESIDENT
FRANK MOTORS TOYOTA

Total 2-Year Savings: **\$447,665**

Merchant card fees	\$46,497
Uniform rentals	\$114,137
MRO	\$137,479
Small parcel freight	\$39,295
Janitorial service	\$70,257
Print & promotional	\$40,000

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