

TFL: Turning Chemical Procurement Complexity into Global Value

“ ERA Group did more than negotiate prices. They brought market intelligence, supplier benchmarking and alternative sourcing strategies that strengthened our internal capability.

The savings mattered, but so did the insight, the structure and the support they gave our teams locally and globally throughout the process. ”

RICCARDO JAFORTE, HEAD OF GLOBAL PROCUREMENT, TFL



Annual savings: 17%

Delivering average chemical savings of 17% as part of a wider international programme spanning eight countries, four continents and €33 million of spend under review.



The client

TFL is a globally operating company producing specialty chemicals for the leather industry and related sectors. With production sites in Brazil, China, France, India and Italy, and a commercial presence in more than 90 countries, TFL operates in a technically demanding environment where product performance, quality consistency and supply reliability are critical.

TFL & ERA Group launched an international optimisation initiative in 2024 covering categories including logistics and freight, chemicals, waste management, IT software and insurance.

The challenge

For TFL, chemicals represented one of the most significant opportunities in the programme. Not only because of the magnitude of spend, but because of the technical complexity involved. The review, conducted by ERA Consultants Antonio Nardone and Luca De Rosa, had to protect product quality and service levels while also working across multiple countries, suppliers and market conditions.

This was not a category where a simple price exercise would be enough. TFL needed clear visibility of current purchasing conditions, stronger market intelligence, and practical options that could be implemented smoothly across regions.

At the same time, TFL wanted an approach that would support local stakeholders, minimise internal disruption and create a reliable basis for longer-term procurement improvement.

The results

Working with TFL's global and local teams, ERA Group built a chemicals programme designed around both savings and performance. A first wave of key chemicals was selected for optimisation, with mixed international teams created across the relevant countries. ERA established a clear baseline of current purchasing conditions and service levels, then returned with market analysis, supplier benchmarking and improvement options that TFL could evaluate with confidence.

The first wave delivered strong measurable value and helped create greater procurement alignment across regions. Encouraged by the results, TFL launched a second wave using a more agile approach, allowing the business to respond more quickly to market opportunities while maintaining governance and reliability.

Across the wider initiative, projects have now been delivered in eight countries across four continents, with €33 million of spend under review and average savings of 11%. Within chemicals specifically, the programme has delivered average savings of 17%.

Just as importantly, the project gave TFL stronger visibility into supplier markets, better internal coordination and a trusted external partner able to combine technical understanding with hands-on delivery support.

ERA helped TFL identify value, implement improvements and strengthen procurement capability without compromising quality or supplier relationships.

