

TFL: Packaging Procurement Value Through Smarter Supply Chain Design

“ ERA Group did not simply look for a cheaper supply option. They understood the technical, operational and service requirements behind our packaging, then worked with the market to find a solution that improved performance as well as cost. ”



RICCARDO JAFORTE, HEAD OF GLOBAL PROCUREMENT, TFL



Annual savings in:



Storage & Warehousing



Packaging Materials



Logistics & Freight

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.

In 2024, TFL and ERA Group launched an international optimization initiative covering categories including logistics and freight, packaging, chemicals, waste management, IT software and insurance.

The challenge

For TFL, packaging is not a simple purchasing category.

The business handles a wide variety of products, each with its own handling requirements, transportation conditions, regulatory considerations and customer service expectations. Packaging has to protect product integrity, support safe movement through complex supply chains and perform reliably in different climates and operational environments.

This made supplier change particularly sensitive. Any alternative supply option had to meet TFL's quality expectations, withstand demanding transport conditions and maintain confidence among local stakeholders.

The challenge was especially clear in India, where chemical packaging is exposed to additional pressure from weather conditions and transportation stress. TFL India already had a stable supplier relationship, with satisfactory

service and product quality, so there was understandable caution about introducing change.

TFL needed an approach that could test the market without creating unnecessary risk, bring fresh cost and supplier insight, and identify options that could improve value without compromising packaging performance.

The results

ERA Group worked with TFL's global and local teams to review packaging requirements, supplier conditions and market alternatives. The aim was not simply to reduce cost, but to protect quality, reliability and service in a highly sensitive category.

In India, Antonio Nardone (the ERA specialist in charge of the project) engaged a global supplier from ERA's wider network, which invested and designed a dedicated mould around TFL India's needs. Following a site visit and technical review, the supplier developed a customized drum with improved load stability through an optimized interlocking design, while also offering more competitive commercial conditions.

For TFL, the packaging project proved that procurement value is not always found through price negotiation alone. The project providing TFL with stronger market insight, better supplier options and a packaging solution that improved value without compromising quality or operational confidence.

By combining market intelligence, technical understanding and hands-on implementation, ERA Group helped turn a sensitive packaging challenge into a practical supply chain improvement.

