

# How Adolf Lahti centralised its procurement with ERA Group

Operating across 26 sites, logistics and machinery-service provider Adolf Lahti centralised and standardised its procurement in partnership with ERA Group. In addition to substantial savings, the new central contracts improved cash flow and sent suppliers and service providers a clear message about a higher standard of expectations. **99**



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**Project savings:**  
tens of thousands of euros

**Categories:**  
Consumables and workwear  
Lubricants  
Facility services  
Fuels  
Spare parts and tyres

## The client

Adolf Lahti provides comprehensive logistics and machinery-service solutions primarily for the forest industry, mining, and the chemical sector. The company is part of KWH Group's KWH Logistics business area and operates 26 sites across Finland.

## The challenge

Adolf Lahti has grown rapidly in recent years. The pace of growth and the large number of locations meant procurement was not fully centralised. Many sites preferred local suppliers, and written contracts were not always in place.

"Procurement is a major cost item, but as the business grew it didn't always get enough attention. Many sites were used to buying from familiar local suppliers without much further thought. In discussions with ERA Group it became clear we could save substantially by centralising and standardising purchases and by introducing a unified operating model for procurement. Our parent group had also noted the issue—especially the lack of written agreements," says **Pekka Pöllänen**, CEO of Adolf Lahti.

## The project

The project led by **Mika Konttila** of ERA Group comprised five workstreams: consumables and workwear (expert **Janne Härkönen**), lubricants (**Janne Härkönen**), facility services (**Jari Torkkola**), fuels (**Seppo Parikka**), and spare parts and tyres (**Jukka Aromaa**). Following a needs assessment and competitive tenders, procurement was centralised in all areas. In addition to cost and quality, greater attention was paid to contract content—such as delivery processes and payment terms.

The project began in early 2025 and is now in the implementation phase. "We've been actively involved and have seen how small improvements add up to large savings. We also value the detailed, practical guidance ERA Group prepares for contract roll-out—and the way they see the work through. For example, when there were minor teething issues with the new facilities cleaning supplier, ERA Group stepped in to ensure the service matched what had been agreed," says **Pekka Pöllänen**.

## The results

CEO **Pekka Pöllänen** continues: "You have to keep improving cost efficiency all the time—and especially in times like these you must examine the cost structure critically from every angle. Most of the workstreams delivered immediate, significant savings; only in spare parts and tyres had procurement already been handled efficiently. Overall, the savings have been substantial—measured in tens of thousands of euros. Better contracts and payment terms have also had a positive impact on cash flow."

"ERA Group's experts clearly have long experience, and it shows in how well they know the finer details of the products and services in their categories. Previously, our procurement relied too much on habit. In that sense, working with ERA Group has sent a clear signal to suppliers that a new level of discipline is now expected."

ERA Group's account lead **Mika Konttila** adds: "Adolf Lahti's decision-making has been swift and the organisation committed—both are fundamental to successful projects. I believe this disciplined approach is also reflected in Adolf Lahti's own customer work. The journey isn't over yet, but it has been a pleasure to work with such a committed and reliable partner."

