



Lasco Enterprises uses annual savings of \$138,000 to help fund expansion

Lower food costs improve margins in highly competitive industry



Lasco's rapid growth in Texas cities

Lasco Enterprises operates six restaurants in metropolitan areas throughout Texas. Its success has prompted the owners to plan to open three new locations in the near future. As Lasco continues to expand, its owners insist on maintaining their high quality menus. They also wanted to validate industry best pricing for quality.

As experts in food and wine – but not procurement – they brought food service Consultants with Expense Reduction Analysts (ERA) to the table.

ERA: Advisors, Analysts and Advocates

ERA helps organizations improve profitability through cost, purchase and supplier management. What makes ERA different is a proven process and industry-specific knowledge that drives savings and growth.

ERA food service experts thoroughly analyzed the client's purchases and prepared a "market basket" representing 80% of its spend. This information was included in a detailed Request for Proposal sent to broadline suppliers that allowed like-for-like pricing comparisons in specific categories, including dry grocery, meat/poultry, dairy refrigeration, frozen and seafood.

Project Information

Expense:	Food Services
Industry:	Restaurant
Hidden Savings:	\$138,000
Supplier:	New
Savings:	14.5%

"The pay back was excellent, the process was well defined, the project was managed professionally, and we couldn't be happier with the results."

*Rick Van Pelt, President
Lasco Enterprises*



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