

CLIENT SUCCESS STORY

A GLOBAL MANUFACTURER OF REFRIGERATION SYSTEMS SAVES ON TRANSPORTATION COSTS AND MAINTAINS EFFICIENCY LEVELS



CLIENT

The Client is a worldwide leader in custom commercial refrigeration systems, serving international and regional brands of beverages, ice cream, food and retail businesses. Products include not only refrigeration products, but also tools for the point of sale and fully-customized business solutions for its customers.

CHALLENGE

As an added value to their customers, the Client pays for all transportation costs associated with moving freight on behalf of their customers. Including these costs as part of the cost of goods sold requires the Client to be diligent about minimizing transportation spend while maximizing transportation services. The Client had partnered with a 3PL to streamline shipment scheduling, tracking, billing and reporting. While they were satisfied with these solutions, the Client still retained a need to lower the cost of shipping products to their valued customers.

SOLUTION

The eShipping Exchange team analyzed the Client’s current rates and program and proposed a solution that would not only provide a cost savings, but would allow for the Client to have a direct relationship with the carriers moving their freight. The proposed solution included a cost savings opportunity of 10% - 13% through the elimination of a third-party interest and implementation of the eShipManager® Transportation Management System (TMS). The Client would also benefit from eShipping Exchange’s shipment optimization program and freight bill audit and payment services.

RESULTS

Within the first 60 days of partnering with eShipping Exchange, the Client realized a 9% cost savings with the opportunity to attain 12% - 13% savings. This cost savings lowers the cost of goods sold and allows them to achieve a higher profit on each product. The Client was also able to restore relationships with their preferred carriers, and benefit from the specialized services of eShipping Exchange’s Client Services team.

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13%
SAVINGS
OPPORTUNITY
THROUGH THE
IMPLEMENTATION
OF ESHIPMANAGER®

