

Retailer Increases Efficiency and Warehouse Space, Lowers Costs \$220K



CHALLENGE

A large American chain of discount variety stores had a corporate initiative to reduce spending by two million dollars. Part of the reduction plan included decreasing the costs related to deposit bags and deposit tickets, which were being warehoused and distributed using the company's own resources.

\$220,000 savings
per year in warehouse
expenses

Increased product
delivery efficiency

Reduced shipping costs
by nearly **50%**

SOLUTION

As the company's supplier of deposit bags and tickets, Vericast was offered the choice of lowering shipping costs or risk losing the contract to bidding.

Instead of focusing solely on lowering shipping prices, Vericast took a holistic view of helping the company achieve its cost-saving goals by presenting it with a complete treasury management solution designed to address both its warehousing and shipping issues.

First, Vericast assumed full responsibility for storing, managing and maintaining deposit bag and ticket inventory. Second, we bundled up bags and tickets and shipped them to stores nationwide, based on usage.

RESULTS

Our complete treasury management solution reduced the company's internal warehouse expenses by \$220,000 per year. And, by bundling supplies and increasing the efficiency of all its deliveries, its shipping fees were reduced by nearly one half.

By embracing the nationwide chain's cost-saving goals as though they were our own – *with passion, drive and determination to succeed* – Vericast was able to build value and grow a relationship previously based on shipping cost alone.

Many variables impact campaign success. The information contained within this case study is provided for demonstrative purposes only. Vericast does not guarantee or warrant earnings or a particular level of success with a campaign.

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