



SUMMARY

A leading distributor of automotive replacement parts needed to cut parcel costs by \$20 million over three years while navigating multiple acquisitions. A no-cost parcel analysis from TransImpact uncovered \$9 million in immediate savings potential. With Parcel Contract Negotiation services and Parcel Spend Intelligence, the company ultimately unlocked \$28.8 million in total savings.



INDUSTRY:
Automotive Parts
Distribution



REVENUE:
\$14.36 billion



EMPLOYEES:
44,000



HEADQUARTERS:
Antioch, TN



PRODUCTS USED:
Parcel Contract
Negotiation

Parcel Spend
Intelligence



The Challenge: Post-Acquisition Integration

Automotive Parts Distributor Surpasses \$20 Million 3-Year Savings Goal

A global leader in automotive parts distribution, providing recycled, remanufactured, and aftermarket products for vehicle repair and customization across North America, Europe, and Taiwan set a bold cost-reduction goal: reduce parcel shipping spend by \$20 million across a multi-year period.

The effort came during a wave of acquisitions, adding complexity and urgency to their strategy. Although they had worked with another consultant the previous year, the results fell short of expectations.

TransImpact performed a no-cost, no-obligation parcel analysis—uncovering \$9 million in annual savings that had been missed. Armed with clear projections, the company's leadership approved a new round of negotiations, this time backed by TransImpact's parcel contract experts.



KEY RESULTS

- \$9.6 million in annualized savings through renegotiation.
- 19.98% saved with Parcel Contract Negotiation.
- \$4.5 million in additional savings from Parcel Spend Intelligence.
- \$28.8 million in total projected savings over three years.

\$28.8 Million in Savings Realized with a Proven, Data-Backed Approach

Following the analysis, TransImpact guided the company through a successful renegotiation process—ultimately securing \$9.6 million in annual savings, representing nearly 20% cost reduction.

To drive further margin improvement, the company implemented Parcel Spend Intelligence, gaining real-time visibility into spend by carrier, service level, and zone. The software quickly identified an additional \$4.5 million in unanticipated savings opportunities, improving cost control during a critical post-acquisition phase.

With expert negotiation and actionable data, the company exceeded its long-term goal in just one year—becoming a more agile, cost-conscious shipper.



The Solution: Quick ROI



See What Your Contracts Might Be Hiding

A free parcel rate analysis could uncover millions in missed savings.

Request now!