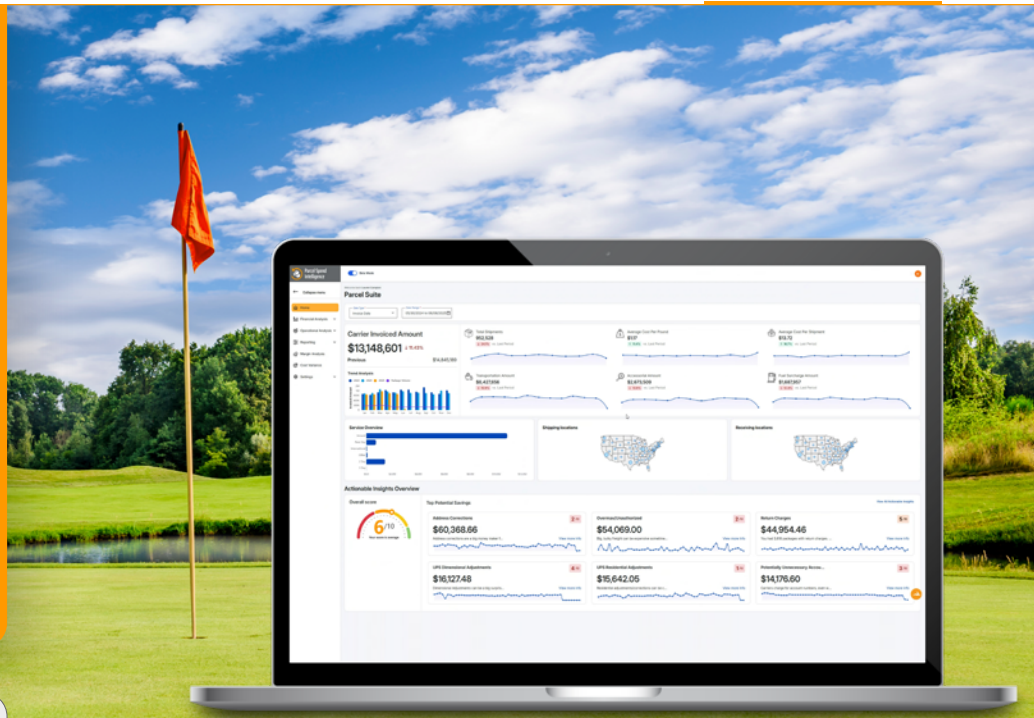




SUMMARY

A premium golf equipment manufacturer shipping from its Phoenix, AZ campus relied on a single parcel carrier. Rapid growth and transportation volatility required a strategy to diversify carriers while preserving existing contracts.

With TransImpact's Parcel Contract Negotiation solution, the company added four alternative carriers, reduced risk, stabilized costs, and gained flexibility to support future growth.



INDUSTRY:
Sporting Goods



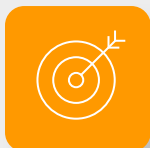
EMPLOYEES:
1,000+



HEADQUARTERS:
Phoenix, AZ



PRODUCT USED:
Parcel Contract
Negotiation



The Challenge: Carrier Dependence

TransImpact Optimizes \$5.5 Million Parcel Spend with Multi-Carrier Flexibility

A leading golf equipment manufacturer shipping from its Phoenix, AZ campus, relied heavily on a single parcel carrier. Rapid growth and transportation market volatility created cost and capacity risks, especially during seasonal demand surges.

With annual parcel spend exceeding \$5.5 million, the company needed a strategy to diversify carriers without disrupting its primary FedEx agreement.

TransImpact's Parcel Contract Negotiation solution introduced four additional carriers, allowing the company to dynamically shift parcel volume, stabilize costs, and improve operational flexibility. The result is a resilient parcel network better aligned with customer and retailer service expectations.



KEY RESULTS

- \$5.5 million annual parcel spend stabilized
- Added four alternative carriers for flexible tendering
- Maintained primary carrier contracts while diversifying network
- Increased agility and operational control

From Single-Carrier Risk to Flexible, Resilient Shipping Operations

To optimize parcel spend and reduce risk, TransImpact:

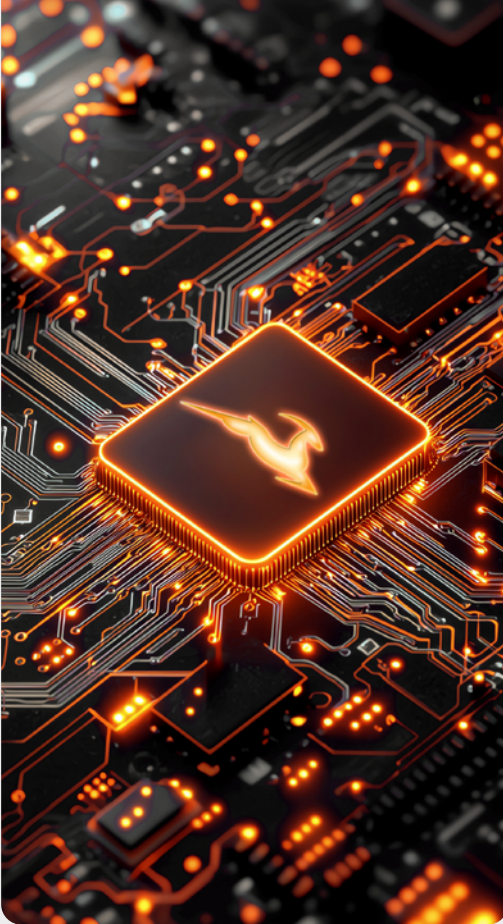
- Evaluated order service requirements, SLAs, and operational constraints
- Analyzed existing carrier contracts and identified network inefficiencies
- Conducted a parcel network study to assess consolidation opportunities
- Modeled multi-carrier options and verified eligibility for selected carriers
- Secured competitive pricing and established an optimal carrier mix
- Compared landed costs and transit times across carrier options
- Developed routing rules and provided spend intelligence for the primary carrier
- Supported IT and Operations in implementing multi-carrier shipping capabilities

This multi-carrier strategy enabled the company to dynamically shift parcel volume among four carriers while maintaining primary FedEx agreements. The result is a smarter, more adaptable logistics network with improved cost control and long-term resilience.



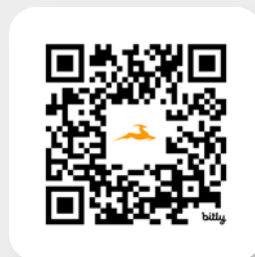
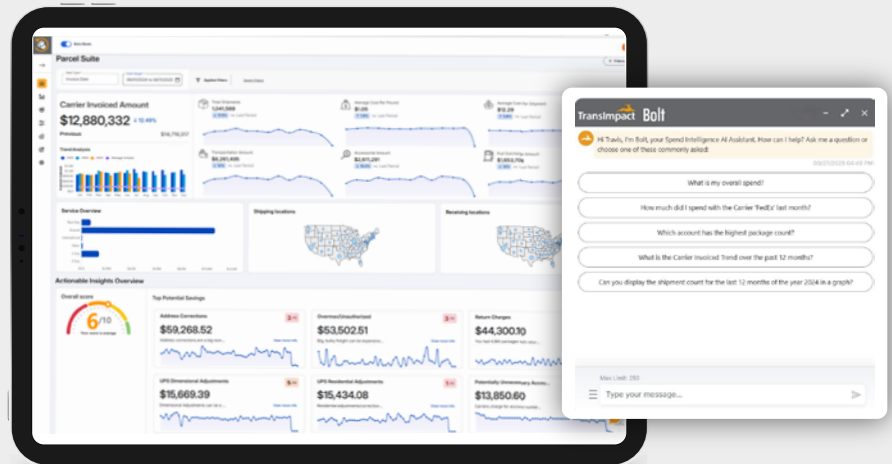
The Solution: Stabilized Costs & Services





About TransImpact

TransImpact is a leader in technology-driven supply chain optimization. Our AI-driven solutions in parcel contract negotiation, spend intelligence, and logistics cost management empower businesses to drive efficiencies, optimize costs, and improve financial performance. Trusted by companies managing over a billion dollars in logistics spend, TransImpact delivers real-time insights and strategic advantages to help organizations stay ahead in an ever-evolving marketplace.



See What Your Contracts Might Be Hiding

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

[Request Now!](#)