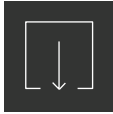




MEAT WHOLESALER CASE STUDY | 2024



CASE STUDY | MEAT WHOLESALER



The Problem

A meat wholesaler was growing fast and moving toward direct-to-consumer ecommerce selling. They knew they needed optimal rates to properly scale the business but were just establishing their carrier agreement and didn't know where to start.

Before talking to TransImpact, approaching the carrier wasn't on their radar, and they had no experience negotiating a carrier agreement.



Creating Value

The company had been a part of another company's agreement prior to scaling up but was no longer working with the company.

Since it was the meat wholesaler's first agreement, we walked the company through the negotiation process and assisted in setting up a UPS agreement that met their needs.



Driving Next

Using our negotiation recommendations, our client successfully set up their first direct agreement with UPS and exceeded the projected savings goal. They also know they can lean on the team at TransImpact to answer any future parcel questions.



Raving Fan

Without any prior negotiating experience, the company was thrilled to have a partner like TransImpact they could depend on to handle the negotiations.



\$104,685

savings with
Parcel Contract Negotiation



19.2%

saved with
Parcel Contract Negotiation

