



ALLIANCE COST CONTAINMENT

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Case Study

ACC Opens the Spigot to \$1.5M Savings for Distributor of Plumbing & Industrial Supplies

WinWholesale Inc. is a leading supplier of domestic and industrial supplies and materials.

The \$1.2B privately-held company consists of more than 450 wholesaling corporations in which it is an equity partner, and also Noland Company, a wholly-owned subsidiary with more than 70 locations mainly in the Southeast.

Its companies are wholesale distributors of plumbing and heating supplies; industrial pipes, valves and fittings; heating, ventilation, air conditioning and refrigeration equipment; electrical equipment; industrial and commercial fastening hardware; waterworks and utility supplies; and domestic, commercial and industrial pumps.

The company had a corporate culture built on a foundation of cost containment and reduction. Because of its size, the company assumed it was receiving significant discounts from suppliers. It didn't initially believe that Alliance Cost Containment could achieve additional savings.

However, after two years of conversation, they agreed to engage ACC to assist them with waste removal, utilities and office supplies.

The savings that resulted from our strategic sourcing, negotiation and implementation methodologies surprised and pleased our client:

◆ Office supplies	\$1,500,000/yr
◆ Utilities	\$50,000/yr
◆ Waste removal	\$30,000/yr
◆ TOTAL	\$1,580,000/yr

The company says, "ACC has great analysis and works hard to achieve any and all possible savings." As a result of our success, this satisfied client has engaged ACC to review the additional categories representing \$8-10 million in total annual expenses.



For more information about Alliance Cost Containment, please visit our website (www.alliancecost.com) or call 866.364.2848

Discovering Efficiency. Delivering Results. Toll free: 866.364.2848