



ALLIANCE COST CONTAINMENT

www.alliancecost.com

Case Study

\$1.6 Million in Annual Savings for Food Distribution Company

Facing strong pressure to increase profits, a large food distribution company engaged Alliance Cost Containment to help reduce its operating expenses. With \$400 million in revenue, 4,000 employees, and more than 50 locations across North America, this company faced significant challenges with its corporate cost containment efforts.

ACC was asked to review over \$13 million in annual expenses and \$3 million in projected capital spend. The results from ACC's strategic sourcing, negotiation and implementation methodologies netted \$1.6 million in annual cost savings. In regard to maintenance and capital savings, the VP of Engineering said "ACC managed to collect and compile a large amount of disparate information about our fleet in a short amount of time. It was obvious ACC understood the ins and outs of the materials handling industry because it wasn't long before they came up with a strategy and implementation plan to reduce our expenses with several initiatives"



In addition to material handling, maintenance and capital, ACC delivered savings with outsourced payroll processing, express mail, packaging, uniforms, mats, telecommunications and office supplies.

Snapshot of Savings

◆ MRO/ Capital	\$960,000 Savings
◆ Packaging	\$270,000 Savings
◆ Payroll Processing	\$170,000 Savings
◆ Uniforms	\$70,000 Savings
◆ Office Supplies	\$60,000 Savings
◆ Express Mail	\$40,000 Savings
◆ Telecom	\$30,000 Savings

In addition to the significant direct cost savings, the client consolidated suppliers, eliminating 98 suppliers, as a result of this successful engagement with ACC.

Discovering Efficiency. Delivering Results. Toll free: 866.364.2848