



# Balls Foods

**EXTERIOR SIGNS:** Saved over 53% across three stores

## OUR GOAL:

Develop programs that help cut costs and increase your business efficiencies. Through our strategic sourcing process, we evaluate all available alternatives to customize a program for you while driving the greatest savings.



## RESULTS

Over 53% savings across three stores

## OVERVIEW

Balls Foods is based in Kansas City, KS, and owns the popular brands, Hen House and Price Chopper. In 2016 Balls Foods ran their first Topco Indirect Member-Specific initiative for Exterior Building Signs for three new stores: Hen House, Price Chopper, and exterior Starbucks signs.

The scope of the work included:

- Manufacturing of signs in accordance to agreed upon specifications
- Procurement of city permits
- Shipping and crating of signs
- Project management
- Coordinating the manufacture and installation of other exterior signs



## STRATEGY

- Topco Indirect invited six suppliers, including the incumbent, to bid on the business
- The goal was to secure competitive pricing for two years
- The sourcing event included an RFP with one round of pre-bids, then a best and final

## RESULTS

Balls Foods made the final supplier choice and saved over 53% on the project across all three stores. They were pleased with the results and the efficiency of the program.



We can duplicate these results for you!

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