



Laurel Grocery Company

CLAMSHELL PACKAGING: 15.8% Savings

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

15.8% Savings on Clamshells

OVERVIEW

Laurel Grocery Company is based in London, KY, with annual sales of \$375M. Laurel Grocery recently explored the benefits of using Topco Indirect to find savings within the Packaging space. 2016 was a busy year of Laurel participating in numerous aggregated events.



STRATEGY

Laurel Grocery joined the Clamshell Aggregated sourcing event.

- 19 Topco members and 2 customers participated in the Clamshell Aggregated Sourcing event
- \$15.5M total spend
- The event included an RFP and a reverse auction to negotiate final pricing
- Topco invited 12 suppliers to participate in the initiative

RESULTS

Laurel Grocery elected to move forward with their incumbent due to their strong ability to continue servicing the business

- Gained 15.8% savings as a result of the Clamshells Aggregated event, with their incumbent supplier

We can duplicate these results for you!

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