



# Weis Markets

**MULTIPLE PROGRAMS:** Savings from 8% to 18% with Topco Indirect

## 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

8% - 18% savings on Topco Indirect programs

## OVERVIEW

Weis Markets is based in Sunbury, PA, with annual sales of \$3.1B. Weis has been involved in the Topco Indirect program since 2006. During this time, Weis has participated in Aggregated Sourcing and QuickSource initiatives. The retailer is recognized as a Topco member willing to change suppliers during award decisions to gain savings and other business advantages. Weis has pioneered with Topco on innovative initiatives in packaging logistics, and financed a scheduled roadmap to penetrate the Packaging category.



## STRATEGY

Utilize Topco Indirect as an external third party to navigate complex and politically sensitive projects

## RESULTS

Weis has realized significant savings working with Topco Indirect. In addition, many projects generated process improvements and strengthened internal relationships. Savings examples include:

- Third party Supplies Distribution, 2013: 13.9% savings
- Managed Transportation, 2014: 17.6% savings
- Toner Cartridges, 2016 (OEM vs. remanufactured): 8% savings

We can duplicate these results for you!

Contact Cindy Allen-Murphy, Senior Program Manager at [callenmurphy@topco.com](mailto:callenmurphy@topco.com)