



## CLIENT PACKAGING SUCCESS

# Furnishing Savings and Innovation Solutions

Wholesale Furniture Manufacturer Streamlines Existing Program, Rapidly Implements New One, Saves 20%

### The Challenge

This rapidly growing manufacturer of distinctive home furnishings faced multiple challenges in keeping its packaging costs manageable. The company had no internal professional purchasing staff and little understanding of current market conditions and pricing competitiveness. Both of the company's long-term packaging suppliers could be categorized as passive order takers, offering no creative solutions to help the company optimize its packaging or reduce its spend. Adding a new imported product line with challenging packaging requirements and restricted distribution center space, the company was looking for a partner that could deliver an innovative, cost-saving solution.



### The Strategy

Our packaging team visited the company's corporate facility with its existing packaging partner. While there, we conducted a thorough benchmark analysis to ensure savings on the client's existing line of packaging products.

After review, Transportation Insight proposed a complete packaging redesign on the current product line, and recommended a cost-effective solution for the new products. The proposal also included a plan to implement a stocking program to virtually eliminate in-house storage of packaging products.

### The Results

Through the benchmarking of its existing packaging products, the furniture manufacturer was able to reduce costs by 20%. As part of the program to support the new product line, we recommended a new stretch wrap machine that would realize a payback within three months. The team delivered cost-effective solutions in time for the new product launch, increasing floor space with a new racking system and reducing packaging inventory by implementing a supplier stocking program. Our packaging team further reduced costs for the client by helping them redesign existing crating requirements. As the relationship continues forward, our experts continue to examine ways to help the furniture manufacturer stay ahead in an increasingly competitive marketplace.

**Value Summary Results**  
**20% savings on existing program through benchmarking process**

Transportation Insight is an objective, independent, third-party packaging solutions provider with decades of packaging experience. Nationally recognized for excellence, we combine our buying power with best-in-class packaging supplies to enable companies to save up to 25% on packaging costs.

### Corrugated Products

- Stock boxes
- Custom printed boxes
- Special die cuts
- Multiwall & honeycomb
- Point of purchase displays
- Pallets

### Packaging Films

- Stretch film
- Shrink film
- Poly sheeting
- Poly tubing
- Pallet covers
- Polyester film

### Protective Products

- Cushioning bags
- Bubble wrap
- Foam rolls
- Single face corrugated
- Loose fill
- Cornerboards

### Bags

- Poly bags
- Shrink bags
- Printed & Specialty

### Miscellaneous Packaging

- Shipping labels
- Tape
- Strapping
- Paper tubes
- Paperboard boxes
- Kraft paper
- Nonwovens

### Food Packaging

### Design Services and Equipment

*Transportation Insight's packaging division and group purchasing organization provides cost reduction through superior sourcing, innovation and best-in-class supplier partners. Our low-risk, high-value approach to driving ongoing savings and solutions in the complex world of packaging complements our philosophy of integrated supply chain management.*