



Big Book Store Savings

Business Overview

The University of New Mexico (UNM) Bookstores is owned and operated by the University of New Mexico. Its primary mission is to serve the students, faculty and staff of the University as well as their community customers. UNM sells textbooks, courseware, technology products, supplies and spirit apparel. Shipping expenses exceed \$200,000 annually.

Business Challenge

Gain control of inbound shipping in order to reduce inbound shipping costs and increase store margins.

PartnerShip Solution

PartnerShip implements an inbound vendor management program for UNM, with a focus on LTL freight shipping.

Phase one was to implement across textbook wholesalers first. PartnerShip examined each wholesaler program and revised shipping instructions with the ones where shipping costs could be reduced for UNM (UNM's largest wholesaler offered a largely-discounted shipping plan based on volume, and so that program was retained).

Phase two was to implement all remaining textbook and general merchandise suppliers. Wherever reduced shipping costs could be found, updated shipping instructions were created and communicated with the appropriate vendors. PartnerShip monitors vendor compliance and makes adjustments where necessary.

Additionally PartnerShip implements monthly, consolidated billing for UNM. PartnerShip support team handles all claims, disputes and resolutions with carriers on behalf of UNM.

PartnerShip Results

A complete post-shipping analysis was performed. The results showed a 9% annual savings rate for UNM, saving the store almost \$20,000 in shipping expenses.

"All the savings AND we get to support the National Association of College Stores (NACS) ... it was a no-brainer!"

– Lori Callison
Business Division Manager
University of New Mexico

Solution Summary

- » LTL Freight Shipping
 - » Complete freight analysis and consultation
 - » Negotiated discounts on LTL freight shipping with reputable carriers
- » Specialized Solutions
 - » Inbound management, routing instructions and compliance
 - » Invoice auditing and consolidation
 - » Administrative support for claims and customer service



ltl freight



truckload



small package



specialized