

ERA has ChoiceSpine's back on shipping costs, finding \$144k in sustainable annual savings

“ The shipping team at ERA has been great to work with. Their shipping and freight industry experts evaluated our freight accounts and utilized their extensive knowledge of the industry to assist our logistics team in finding a solution for Choice Spine that was financially beneficial without creating negative impacts on operations. The approach was one very much based in a spirit of partnership which made internal buy-in very easy. It has been a very positive experience for Choice Spine in all ways. ”



**ANDY BROYLES, CHIEF FINANCIAL OFFICER
CHOICE SPINE, INC**



Total savings: **\$144K**



Small Parcel Freight

\$144K

20%

The client

ChoiceSpine, a spinal implant company founded in 2006 and located in Knoxville, TN., offers an extensive array of innovative, surgeon-focused systems.

The challenge

After already achieving discounts with their small package freight carrier, the client was unsure if they could improve their costs, so they engaged ERA for further assistance.

The solution

After analyzing ChoiceSpine's shipping costs, ERA verified they were receiving market pricing but were able to slightly improve their discounts. ERA also discovered higher-than-average accessorial charges because the client was using reusable totes to ship product and surgical tools. With ERA's help, ChoiceSpine transitioned over half of its tote shipments to corrugated boxes, accounting for most of the cost reductions.

The result

Through operational changes and improved pricing, ChoiceSpine saved \$144K, or 20% annually. They plan to use the savings for future growth operations.

