Case Study

Lightweight Residential Distribution

TransImpact Finds $1.2 Million in Annualized Savings with Alternate Carriers

From a single carrier to competing rates

A collectibles distributor sent its lightweight packages through USPS and spent about $5.7 million a year with that one carrier. With TransImpact's Parcel Contract Negotiation solution, the company put its volume in front of alternate carriers. TransImpact secured competing rates from two carriers and identified $1.2 million in annualized savings, about 21% of what the company spends on parcel each year. The work gave the company something a single carrier could not: a real market price to measure its current costs against.



SHIPPING PROFILE
Lightweight USPS Residential Packages

PRODUCTS USED
Parcel Contract Negotiation

SAVINGS RESULT
$1.2 million in annualized savings identified

SPEND RESULT
About 21% of ~$5.7M annual parcel spend

One carrier, one price.

USPS changed its pricing three times in 2026 — and each change arrived with no competing rate to measure it against.

They needed a partner who could:

- Put their parcel volume in front of alternate carriers.
- Secure offers strong enough to justify the work of changing carriers.
- Measure every offer against what they pay today.

The Challenge

One carrier, one price — and no way to measure it.

Collectibles move in small, lightweight packages, and this distributor sends a steady stream of them. The company relied on USPS for those packages, spending about $5.7 million a year with that one carrier.

USPS changed its pricing three times in 2026: a rate increase in January, a temporary surcharge in April, and structural changes in July that included how it prices packages under a pound. For a company shipping lightweight packages through a single carrier, each change arrived with no competing rate to measure it against.

The company's leadership was open to testing the market, as long as any offer was strong enough to justify the work of changing carriers. TransImpact set out to put real, competing rates in front of the company and measure them against what it pays today.



The Solution

Competing Carrier Rates

To give the company a clear measure of its parcel costs, TransImpact:

- Took the company's parcel volume to alternate carriers through **Parcel Contract Negotiation**
- Used its negotiation team and analytics expertise to push each carrier for its best offer
- Secured competing rate offers from **GOFO** and **DashLink**
- Compared each offer with what the company pays today and identified $1.2 million in annualized savings
- Shared reporting with the carriers throughout to keep communication clear on every side

TransImpact

Key Results

$1.2M	21%	2
in annualized savings identified	of ~$5.7M in annual parcel costs	alternate carriers competing for the volume

- ✓ **Competing rates** to measure current carrier costs against
- ✓ **A real market price** for the company's parcel volume — something a single carrier could not provide

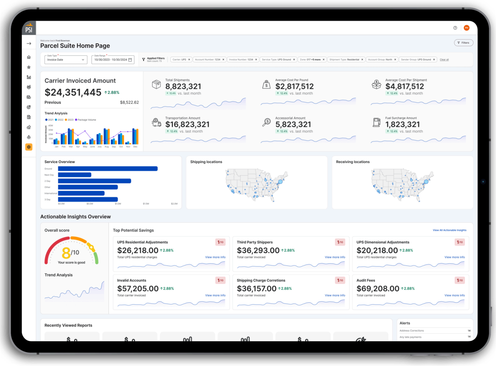
The Results

A Clear Savings Opportunity

Putting the distributor's volume in front of alternate carriers turned an open question into a number.

- TransImpact identified **$1.2 million in annualized savings** on about $5.7 million in annual parcel costs.
- That's **about 21%** of what the company spends on parcel each year.
- With competing rates in hand, the company knows **what its parcel volume is worth** on the open market — and how much of its current cost is margin it could recover.

The margin was in the carrier mix all along. Competing rates brought it into view.



Talk with an Expert

TransImpact delivers intelligent transportation and supply chain solutions that unlock measurable savings and total cost visibility for the two most expensive aspects of operations — logistics and inventory. Our platform and services empower companies to plan smarter, move faster, and make every dollar work harder through data-driven insights, AI-driven technology, and automation.

Know What's Hurting Your Margins — and How to Fix It

See exactly where to cut costs, improve performance, and gain control across shipping and supply chain operations.

Request a Demo

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