

# How this ecomm company saved over 60% on air freight alone

**66%**

Reduced air spend

**39%**

Reduced surcharges

**29%**

Lowered spend

## Challenge

Eric Hutzler, the owner of Read's Uniforms, was facing a problem with his business. Shipping expenses were rapidly increasing and had become the third highest business expense, just behind labor and rent. "I didn't understand how complex UPS' billing is. Nobody from UPS ever went into any detail with me.", said Hutzler.

## Solution

The company was not aware of any potential improvements until ShipScience flagged Eric's account as having a significant savings opportunity based on their shipping data. When ShipScience reached out about the savings opportunity, Hutzler said, "When the opportunity for shipping optimization came along. It was a no-brainer."

## Impact

Read's Uniforms is poised for growth as it expands its eCommerce offerings and acquires new businesses. Its new contract was designed to encourage growth by expanding revenue bands to account for natural fluctuations and incentivize growth.



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