



# Freight Cost Savings through Ethical Sourcing

## CUSTOMER CHALLENGE

From sourcing to production in the shoe making process, we optimize entire processes and process segments continuously with our client. In this case, they wanted to save money on freight and distribution while ensuring the polymers were not source from bad actors or rubber tree plantations.



## OUR SOLUTION

With high volume freight experience in Asia, we changed the purchase terms from CIF destination port to Ex-Works supplier door. It was easy to get the product cost because suppliers were overstating the freight component in the overall costs. We audited natural rubber plantations and no longer entertain synthetic pricing offers outside an approved list of suppliers.

## CUSTOMER BENEFIT

The client saved \$48 million in freight costs, translating to direct product cost savings from 2014 to date.

For a customized solution to meet your business needs, contact us at **1-855-SHIP OIA** or email us at **855shipoia@oiaglobal.com**