



FLEET PROCUREMENT

Venezia Bulk Transport Drives *Cost Reduction and Back-Office Efficiency*



The Challenge

Venezia Bulk Transport is a dry and liquid bulk carrier based in Pottstown, Pennsylvania. For more than five decades, this family-owned business has fulfilled its commitment to reliable, top-notch customer service and on-time delivery. Growing over the years, the company now operates throughout the U.S. (except Hawaii) and Canada, has 21 terminal locations in 11 states, and more than 800 employees.

With this growth came a need for a more strategic approach to parts pricing. When a fleet is comprised of 700+ trucks and 1800+ trailers, keeping parts costs under control is essential to ensure profitability. Another challenge

was managing invoices for the many suppliers they were dealing with on an individual basis.

To support its continued growth and evolving needs, Venezia searched for a partner that could not only reduce costs and increase efficiency but would also provide the superior customer service that Venezia provides to its own customers. For Venezia, Corcentric was the obvious choice, based on its reputation for exceptional customer service and support.

The Solution

It's difficult for an individual business fleet to qualify for competitive parts pricing that is accessible to major corporations. Corcentric's Fleet GPO

program leverages the buying power of its more than 2,000 customers to negotiate competitive pricing for tires, supplies, and more from over 130 suppliers.

For customers with multiple locations across the country, Corcentric's national account pricing ensures that every purchase will cost the same, regardless of where the purchase is made. Plus, with all locations purchasing through the program, off-contract spending is minimized and potential savings are maximized.

The goal of the Fleet GPO program is to not only save money for its customers but also make every transaction and relationship as easy as possible. That means customers



VENEZIA CASE STUDY

can continue to buy as they always have, maintaining the dealer relationships they've built over the years. Corcentric's Fleet Procurement solution experts manage all negotiations, support, and management of contracts on Venezia's behalf.

Venezia also wanted to address invoice processing issues. With Fleet GPO, all purchases made through the program are delivered through Corcentric's invoicing portal. This gives Venezia's procurement and accounts payable teams real-time visibility into the status of every invoice received. All monthly spend is consolidated through all programs into a single invoice, simplifying the payment process.

The Results

The benefits Venezia experienced after partnering with Corcentric have continued for more than two decades—and continue to grow—making this one of Fleet GPO's longest-standing relationships. Venezia has been able to realize significant savings on parts and components, as well as make the back office more efficient by streamlining invoice processing and providing full visibility into the status of every payment due. The flexibility and user-friendly aspect of each function of the Fleet GPO solution have enabled Venezia to focus on their most important goal: growing their business.

For Venezia, the value goes beyond cost savings and efficiency: superior customer service has also played a key role in making the partnership one that has lasted for decades.

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J.P. VENEZIA, DIRECTOR OF MAINTENANCE

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Venezia is looking forward to evolving their fleet procurement strategy and is confident that Corcentric's focus on new and emerging technologies will help Venezia achieve their goals.

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