

How E.T. Browne Recovered \$1M in Walmart Deductions



Supplier Overview

Prior to partnering with SupplyPike, E.T. Browne, like many suppliers, grappled with an overwhelming amount of deductions. They faced a significant backlog of outstanding and undisputed Walmart deductions extending back almost three years.

Business Size
\$41M-\$50M
Annual Net Ships to Walmart

Company Size
100+
Employees

Company Category
Consumables

Shipping Method
Prepaid

With SupplyPike...



\$1M+
Approved and paid
back deductions



48%
Increase in their
dispute rate



592%
Increase in the amount
of dollars recovered



82%
Dispute win rate
for deductions



Walmart deductions were pretty much out of control. It was not pretty, it was a very difficult situation.

Steve Josephson,
Sr. Director of
Global Logistics

