

# 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**



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*



## With SupplyPike...



**\$1.11M**  
 Approved and paid back deductions



**+48%**  
 Increase in their dispute rate



**+591.99%**  
 Increase in the amount of dollars recovered



**82%**  
 Dispute win rate for deductions