



Cumberland Farms- A Corporate Cost Control Success Story

Headquartered in Framingham Massachusetts, Cumberland Farms is a regional chain of convenience stores, operating primarily in the eastern United States and Florida. Cumberland Farms operates roughly 300 retail stores, gas stations, and a support system including petroleum and grocery distribution operations in 11 states. The Cumberland Gulf Group of Companies is comprised of Cumberland Farms, the largest convenience store and gasoline marketer in the Northeast, and Gulf Oil Limited Partnership, national wholesaler of refined petroleum products.

Cumberland Farms chose to move to from their prior vendor because both customer service and performance had steadily declined. The customized program with CCC has produced savings typical of a CCC client.

Corporate Cost Control

- 85% Win Rate
- 99% Compliance Rate
- 84% Protestable Rate

Prior Vendor

- 77% Win Rate
- 90% Compliance Rate
- 63% Protestable Rate

Annual Savings Generated by CCC: Liability Removed: \$1.2 Million Tax Savings: \$ 635,000.00