



INNOVATIVE PALLET SERVICES

KAMPS PALLETS

SNACK FOOD INDUSTRY

CASE STUDY



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Snack Food Manufacturerer Saves 11% Annually with Kamps Partnership

CASE STUDY



The Opportunity

The customer is a snack food manufacturer out of Ohio, specializing in snacks such as chips, pop corn, and other common snack foods found in the grocery aisle (or in a restaurant). At the time, the customer was in business for over 70 years, shipping product domestically and internationally on pallets. Their active pallet strategy was using a combination of reconditioned grade A* pallets and new pallets. While a formidable strategy, it was not one that was custom developed for the manufacturer's regional supply chain and product demands.

* a reconditioned or like-new pallet that is in excellent condition and has not required major repairs.



Challenges at a Glance

- X Unnecessary Costs**
- X Inventory Risks**
- X Unnecessary Specifications**



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The Solution

Kamps Pallets, with the support of our customer’s purchasing team, introduced the Grade B* pallets. The decision was a success. Not only did the new Grade B pallets lower our customer’s costs, but they also provided a more dependable inventory (based on local market availability) – while continuing to provide optimal structural support for their products.

*a used pallet that has acceptable damage, flaws, and/or repairs, but is still structurally sound enough to be utilized by supply chains.

The Kamps Advantage

Kamps brought several unique advantages, found no where else in the pallet industry, that allowed them to successfully implement the solution for the customer.

- Leading Experts in every step of Pallet Life-Cycle: From New to Sustainable Byproducts.
- Industry leading pallet and program design specialists
- 400+ Locations in National Network.



Results

Cost Savings - The Snack Food company was able to save a total of 11.5% Annually, based simply on switching from primarily Grade A pallets to Grade B pallets

Optimization & Reliability - Grade B pallets were tested and found to provide proficient structural support for the Snack Company’s various products, allowing for the switch from New & Grade A pallets to Grade B pallets to take place. This change enabled the Snack Company to access a larger and more dependable pallet supply pool (based on their local market), guaranteeing a healthy pallet source.

