



**INNOVATIVE PALLET SERVICES**

# **How to Drive Value with a Comprehensive Pallet Life-Cycle Services™ Program**



CUSTOMER



**General  
Motors**

PROGRAM

**Comprehensive  
Pallet Life-Cycle  
Services™**

RESULTS

- **Cost Savings**
- **Sustainability**
- **Visibility**
- **Resiliency**

## The Opportunity

General Motors' pallet operations across North America were highly decentralized, with each facility independently sourcing and managing its own pallet needs. While this approach had developed naturally over time, it resulted in a fragmented system with limited visibility and no unified process. This model led to substantial costs, as pallets were often treated as single-use items that required constant new purchases. It also created operational inefficiencies, with inconsistent pallet quality and supply across locations. Finally, the linear "buy-and-dispose" approach placed added strain on timber resources and generated avoidable waste.



### Challenges at a Glance

**Substantial & Uncontrolled Costs**

**Operational Inefficiency**

**Sustainability Gaps**

## The Solution

Kamps partnered with General Motors to replace its decentralized approach with a CPLS™ program. The program introduced custom pallet designs, a closed-loop system for reuse and repair, and a centralized platform for procurement and tracking.

# The Kamps Advantage

Kamps brought several unique advantages to the table that set them apart from other pallet suppliers.

- **National Network** – A coast-to-coast presence that allowed Kamps to manage pallet needs across GM's complete supply chain.
- **Engineering & Design Expertise** – In-house teams capable of creating custom pallet specifications optimized for GM's supply chain and employee use.
- **CPLS Expertise** – Recovery, repair, reuse, and recycling processes to maximize pallet lifespan and minimize waste.
- **Dedicated Sales & Service Teams** – Local consultants and account managers overseeing GM's operations to align service with their on-the-ground needs.
- **Sustainability Programs** – Established processes and metrics to reduce environmental impact and support corporate responsibility goals.
- **Scalability & Flexibility** – The ability to expand programs quickly across new facilities or supplier networks without disrupting existing operations.

## The Results

The partnership with Kamps delivered significant cost savings by shifting General Motors from a one-time-use pallet model to a circular, managed system. Efficiency improved as procurement, auditing, and logistics were streamlined, freeing GM teams to focus on other priorities. Custom pallet designs enhanced safety and usability, while centralized tracking provided greater visibility and control across all facilities. The program also advanced GM's sustainability goals by reducing timber usage, minimizing waste, and lowering the environmental footprint of pallet operations, all while creating a stronger and more resilient supply chain.

### SIGNIFICANT COST SAVINGS

Savings were achieved by improving operational efficiency and leveraging the lower cost of recycled pallets compared to new.

### SUSTAINABILITY IMPACT

The reuse of pallets and their components led to improved landfill diversions and carbon emissions avoidance.

### VISIBILITY & CONTROL

Centralized data and detailed reporting gave GM full transparency into pallet inventory and movement across all facilities.

### SUPPLY CHAIN RESILIENCY

Consistent asset availability and cost created greater stability across GM's supply chain.

**SECURE. SUSTAIN. SAVE.**

