

CASE STUDY

National Retailer Implements Eco-Trax and Increases Compensable Pallet Recycling Volume by 12.8%

Challenge

A national retailer with 5.4 million pallets moving through their distribution centers (DCs) was selling their used pallets (cores) to various pallet recycling companies. These vendors would retrieve trailers of surplus pallets from the retailer's DCs and pay the retailer for the pallets (cores) placed in each trailer at an agreed unit price.

The pallet volumes were determined by the recycling vendors and reported after collecting the trailers of pallets. The actual volume details were unreliable and often, when reviewed or inspected, under-reported. The retail procurement team realized they needed a system with greater oversight to ensure they were being fairly compensated for the surplus pallets that they sell.

Solution

Eco-Trax deploys a program through which trailer monitoring and pallet volume is optimized. Eco-Trax personnel oversee the management of the retailer's pallet (and other recyclable materials) volumes utilizing both proprietary software and on-site support at the DCs.

To ensure the retailers are compensated for all pallet volumes, Eco-Trax centralizes the reporting of data into their online portal, implements a rigorous audit process for all recycling trailers, and resolves all discrepancies on behalf of the retailer.

Results

By implementing Eco-Trax, the retailer realized an average pallet volume increase of 12.8% across all DCs. Furthermore, the retailer's procurement team and DC management had access to all recycling volume data via the Eco-Trax portal, with fully transparent site level reporting and comprehensive sustainability reporting.



Summary

When combining the results of this volume study, and Eco-Trax's pricing increase study (see that case study [here](#)), the revenue increase is over \$9 million. That is an increase of more than 33.5%.