



IMERYS



Sector: Industrial Minerals

THE CHALLENGE

Active in 47 countries with more than 245 industrial locations, Imerys is the world leader in adding value to minerals. It achieved more than more than €3.3 billion in sales in 2010.

In early 2009 Imerys looked to RPS to help review their UK pallet strategy particularly for their Beverley and Par sites.

With a combined total of over 100k new pallets purchased the concept of recovery provided an attractive opportunity to reduce cost and improve their environmental credentials. The review presented RPS not only with the task of establishing UK pallet recovery but also to look at other creative solutions to reduce total pallet spend.

PROJECT OVERVIEW

- Imerys is a world leading mineral producer
- Extensive global presence
- Two major packing sites in the UK
- Packaging cost is a critical spend
- Cut waste and protect resources
- Challenge existing thinking

THE BRIEF

- Identify Business Champion
- Define recovery scope and objectives
- Establish effective recovery solution
- Reduce total pallet spend
- Enhance environmental credentials
- Simple customer service approach
- Measure and publish results
- Engage commercial team in recovery process

THE SOLUTION

The two UK manufacturing sites pack 25kg paper sacks and 1000kg bulk bags with both sites a single but different pallet specification. The initial RPS task was to introduce and establish pallet recovery. The first step in the recovery process was to make the Imerys customers aware of the intent to collect. Within three months some 50% of Beverley pallets were recovered helping contribute to a 20% reduction in overall pallet spend. The majority of Par pallets are exported but of those dispatched to the domestic market some 40% were recovered in under four months. With increasing credibility and building on the initial recovery successes further cost reduction opportunities were identified for both sites.

Firstly RPS introduced the concept of new pallet replacement. By the end of 2010, through a combination of tight quality control and a re-think of pallet specifications, the Beverley site gradually moved to a position where they didn't need to buy new pallets. As a consequence the average pallet price supplied fell by a remarkable 30% with the added benefit of not having to pay packaging waste compliance tax for wood.

The same pallet replacement principle was, in a relatively short time, embraced by the Par site for those pallets specifically used to distribute big bags. Similar to the Beverley site the immediate aims for Par is to reduce their reliance of new pallets as recovery performance progresses and the number of quality replacement pallets increases. This willingness to challenge traditional thinking has contributed to measurably reducing pallet spend at the Par site.

RESULTS

- In 2010 RPS helped reduce Imerys pallet spend by over £50k
- Environmentally reduced wood waste by 500te
- Provided a single collection solution for both manufacturing sites
- Greater flexibility in pallet strategy
- Increased competition through new pallet management approach
- Provision of comprehensive and auditable recovery analysis
- Pallet strategy available for roll out across the Imerys Group

To find out more please visit www.rpsltd.com

"The RPS recovery process has met and generally exceeded our cost reduction expectations. We're impressed with the results and RPS's expertise has really helped us establish a more structured, cost effective and sustainable pallet strategy"

Amin Dabbech - Imerys Purchasing



**ANNUAL PALLET SPEND
REDUCED BY £50K**



**REDUCED WOOD WASTE
BY 500 tonnes**

Reduce . Reuse . Recycle

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