

# Leading pet products supplier saves millions with data-driven pallet management.



## TRANSFORMING PALLET MANAGEMENT ACROSS A NATIONAL NETWORK

PLA implemented a comprehensive pallet management program for a leading supplier of poultry, pet, and animal nutrition products, delivering cost savings, centralized data, and network-wide efficiencies across three core divisions.

- Reduced average pallet costs by \$2.74 per pallet over two years
- Consolidated supplier base while leveraging incumbent relationships
- Saved \$2.9M in hard costs during the first 24 months
- Centralized data for improved forecasting and reporting

## FROM SUPPLIER TO SOLUTIONS PROVIDER: AN INNOVATIVE MODEL

What began as purely pallet supply evolved into a solutions-based partnership as the customer's network growth created challenges. Multiple pallet types, inconsistent quality, and fragmented supply channels created inefficiency, so PLA visited every facility to understand on-the-ground operations and unique challenges. This led to the design of a cost-plus pallet management model, built on transparency, flexibility, and trust.

In its first year, PLA reduced the company's average pallet cost by 12.35% per pallet, outperforming savings projections. In year two, costs dropped another 13.54% per pallet. Total hard-cost savings exceeded 25% in just 24 months.

## DATA STANDARDIZATION DRIVING RESULTS

One of the most valuable outcomes has been the standardization of data. The company's growth through acquisition had created silos, with each site operating on different systems. PLA now provides monthly savings and cost avoidance reports, quarterly and annual performance reviews, and comprehensive analytics on pallet types, usage, and spend.