



Staples Improves Truckload Utilization with ORBIS Pallets

Packaging Application:

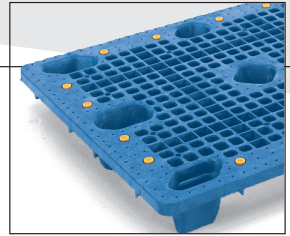
Staples is the world's largest office products company and ships a wide range of office products from its six U.S. retail distribution centers (DCs) to its 1,400 stores throughout the nation. Product returns and empty pallets are returned on a daily basis.

Packaging Challenge:

Prior to considering plastic pallets, Staples used single-use pallets to move product from its DCs to its retail stores. Loads were pin-wheeled to increase trailer cube utilization. The pin-wheeled pallets were a challenge for the stores to unload using a hand pallet jack. The challenge that Staples faced was to increase trailer cube utilization while making it easy for store associates to unload the trailers at the retail stores.

Packaging Solution:

ORBIS worked with Staples to analyze its distribution network, understand their challenges and provide a solution. After evaluating Staples' fast-paced, rugged distribution environment, the packaging team from ORBIS recommended the 40 x 48 GMA B Pallet, a plastic structural foam-molded nestable pallet with a 4,000 lb dynamic load capacity and a 2:1 nest ratio. Staples tested several nestable plastic pallets from different pallet manufacturers in its distribution environment. As it conducted rigorous performance testing, Staples focused on the pallets' return ratio to ensure they could capture freight savings when empty pallets were returned to Staples' regional DCs. The Staples' operations team concluded that the ORBIS pallet significantly increased cube utilization and provided the durability and load capacity ratings required in their distribution environment. Additionally, this structural foam-molded pallet offered the greatest return ratio of all the tested pallets. It is moisture-resistant, with contoured surfaces and provides dimensional consistency for repeatable trips throughout the Staples' high velocity supply chain. During implementation, ORBIS experts worked directly with each Staples DC to review proper handling techniques, conduct on-site pallet handling training and provide instructional posters, ensuring that the pallet fleet continues to provide sustainable value for Staples.



- Results:**
- Zero pallet failure/breakage
 - Improved handling and safety
 - Greater overall pallet strength - 4,000 lbs. dynamic weight
 - Ease of unloading at store locations
 - Improved DC and retail back room cleanliness



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