



The No.1 Pallet Network



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The Body Shop stays on brand with Pall-Ex

High-street favourite The Body Shop, is seeing its environmental credentials strengthened even further thanks to it utilising the services of Pall-Ex, the UK's number one palletised freight distribution network.

The Body Shop has been working in successful partnership with Pall-Ex for more than two years, with the nationwide network delivering a whole range of products to more than 300 shops across the country.

In keeping with its innovative approach to business, The Body Shop's use of Pall-Ex breaks the mould of high street delivery, with the retailer opting to outsource its logistics, and become a corporate client of a pallet distribution network. For the past two successful years, this move has seen Pall-Ex delivering goods to the door of each of The Body Shop's high street stores, unwrapping the freight and then decanting and delivering it into storerooms and recycling the packaging.

With a fantastic reputation for its commitment to helping to save the environment, The Body Shop recognised the need to use a distribution solution that was not only practical and cost effective, but one that also reduced its carbon footprint. After thoroughly researching the marketplace and a highly-competitive tender process, Pall-Ex was successful in winning the contract after being able to highlight its flexibility, cost-effectiveness and excellent quality of service.

Mike Ricketts, Head of Global Transportation, from The Body Shop commented: "We know that by using Pall-Ex, there is more flexibility in terms of flowing deliveries from our regional distribution centres. We also have confidence that when we need to distribute goods quickly, Pall-Ex can complete the work."

"Prior to working with Pall-Ex our fleet comprised 14 permanent vehicles, rising to 40-50 during seasonal peaks. By choosing to outsource through a palletised



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freight distribution network, we calculate that we make annual savings of 890 tonnes of CO2. Clearly this is good for our ethos and green credentials, and it's also good for the planet."

In order to stay ahead of the competition, Pall-Ex is constantly developing unique selling points, and, after an opportunity in the service offering was spotted, traditional strategies were modified to offer this bespoke service to high street retailers.

Tony Mellor, Pall-Ex's Commercial Director, commented: "The Body Shop is one of a rapidly growing number of retailers who have recognised that using a pallet network produces cost savings and helps the environment."

"The unwrapping, decanting and storeroom delivery that our drivers undertake is unheard of in competitor networks. And, this is just the start, as we are determined to continue this re-invention of services in order to maintain our market-leading position across all of our operational sectors."

As well as distributing many thousands of pallets of goods every day, with every postcode in the country being covered, Pall-Ex is also able to tailor its services to meet the requirements of individual customers, just as it has done for The Body Shop.

"Both High Street and online retailers are looking to make savings where they can in this tough market with the credit crunch minimising their share of the consumer pound," continues Tony Mellor.

"We believe that our experience and expertise, which is tried and tested, could make the crucial difference for retailers as they seek to make their operations more commercially viable."

To find out more about the services offered by the multi-award-winning Pall-Ex, log on to www.pallex.com.

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