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Sustainability in Logistics Q&A
with PALLITE®

**EXECUTIVE
NETWORK
GROUP**

**MAKING
RECRUITMENT
BETTER.**



James Alexander Uddin

James is the leader of Executive Network Group's Logistic & Transport division. With 15 years of search and selection experience, James is perfectly placed to drive our sustainability strategy forward whilst partnering with leaders in the sector.



Matthew Marks

Matthew is the Sustainability Manager at PALLITE®, focused on driving a sustainability strategy within their alternative packaging solutions. Matthew has been working in the packaging industry for 10 years, where the demand for sustainability has grown from consumers and customers.

Our Logistics & Transport recruitment specialist, **James Alexander Uddin** speaks to **Matthew Marks**: Sustainability Manager for forward thinking brand **PALLITE®**. Alongside their new brand The Paper Hive Company, they are making progressive steps and inspiring the industry with their recyclable transit packaging solutions.



Who are PALLITE®?

Matthew: As an alternative packaging specialist, PALLITE® provides a viable alternative to wooden pallets and crates that are 100% recyclable. With an innovative “honeycomb-cell” design this material is stronger than standard cardboard pallets and boxes. PALLITE® focus on shipping crates, layer pads, EcoLITE, ThermalITE, and PALLITE®PIX - which is a reusable warehouse racking system. All made from over 80% recycled material, 100% recyclable at end of life and are FSC certified, supporting communities that may have been affected by deforestation.

What is your role at PALLITE®?

Matthew: Sustainability Manager, it's my job to firstly make sure that our products are as environmentally friendly and sustainable as possible- including auditing our products, testing and certifications.

From a business perspective, to ensure we operate as sustainably as possible within our manufacturing and distribution processes, again that includes certification and auditing our sustainability claims.

Why is sustainability such an important topic?

Matthew: Sustainability is increasingly important, it affects everything you do in your day to day. Making the conscious decision and efforts to prevent damage to the earth. From a consumer point of view they

don't necessarily know what goes on in logistics and transport- they're just worried about their end product course, and ultimately how they can dispose of products.

I think it's our responsibility working in this industry and sector to scream and shout about not just savings, but what we're doing in sustainability to make consumers realise the impact.

What has been the biggest challenge PALLITE® has faced in the last 12 months and how you overcame this?

Matthew: Like most businesses, the Pandemic really affected the normal day to day. From a sustainability point of view, the main difficulties were ensuring all reporting and daily operations were being carried out correctly. We've also started to sell to end-consumers for the first time ever, we had to ensure the marketing messages were on brand and factually sound.

Please expand on how sustainability is at the forefront at PALLITE®:

We have conducted a life cycle analysis from manufacturing to end of life recycling, understanding the emissions and have compared this to wooden and metal shipping alternatives.

From this analysis we now understand the sustainability aspect in comparison. Our website

demonstrates our sustainability calculator - by utilising our shipping crates domestically, per annum (52 shipments per year) you could save 32 tonnes of Co2 in the supply chain by swapping to PALLITE®.

If you were to take this example for long haul shipments this could save 182 tonnes of co2 per annum. In relation to costs this can save up to £44,000 in fuel costs for the same international shipment due to the reduced weight.

What would be your advice to likeminded logistic companies looking to adopt a more sustainable approach?

Matthew: Review your supply chain work and see where the biggest impact to the environment is and how you can influence the impact.

Also, there are small operational changes that can be made, such as think before you print and ensure correct waste recycling, utility reviews etc. Changes won't happen overnight, but plan accordingly and these changes will be easier to implement.

What has been the biggest challenge when focusing on your sustainability initiative?

Matthew: Ensuring full visibility and transparency of sustainability activities, and making goals achievable. Buying from all interested parties, including Board, Senior Management, Operators, Customers and Suppliers.

PALLITE® & The Paper Hive Company:

In the depth of the pandemic which plunged many office workers into the realms of remote working, a new product was created and therefore a new brand within PALLITE®. Matthew expands on this creation and how using their sustainable and recyclable product is evolving the work from home landscape.

Tell us more about the creation of The Paper Hive Company:

Matthew: The Paper Hive Company was created last year at the start of the pandemic, it was a suggestion from a Sales Manager within PALLITE® who asked "why not make a desk out of our materials?".

Following conversations with our new product development team the pop-up desk came to life in a variety of sizes, with the difference being not only is it recyclable but for those with limited spaces it can be folded and hidden away to make use of the space.

The product range received excellent feedback, with the reusability being extremely beneficial. The Paper Hive Company houses this product and more made out of our materials: this is a new development for our business. By diving into business to consumer territory it's fantastic to see the feedback and how development of this has sky rocketed over the last 12 months.

To discuss further please contact
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