

“Matalan was looking for a recycling and compliance partner that could provide flexible, reliable and market-leading services in a challenging economic climate. Valpak gave Matalan the utmost confidence that they could deliver on these requirements for our rapidly growing business.” **Lorraine Leach, Sourcing and Corporate Implementation Manager, Matalan**

Valpak Deliver Total Recycling and Compliance Solution

Matalan approached Valpak as they wanted to work alongside an organisation that could maximise the inherent value in their secondary raw materials for recycling and manage all aspects of their producer compliance in a cost effective manner. Valpak demonstrated to Matalan that these two goals are not mutually exclusive, delivering immediate operational and financial benefits to the customer.

Delivering the Service

When Valpak were awarded the contract in 2010, Matalan required more than 450 bespoke collections of cardboard and polythene film per month from stores and distribution centres nationwide.

In order to deliver on such a challenging proposition, Valpak audited each Matalan site, thereby understanding the existing collection process in place and, where possible, identified potential cost-cutting and environmentally friendly alternatives.

By making use of Valpak's vast materials knowledge, global market knowledge and direct relationships

with the world's most renowned reprocessors, Matalan are assured of the most competitive rebates for their recycled materials.

This is demonstrated by Valpak's financial transparency. Valpak took the initiative to offer an open book pricing model to Matalan with recycling rebates linked to public price indices.

Jonathan Williams, Commercial Manager, implemented and manages the contract on behalf of Valpak says:

“Valpak prides itself on its close working relationships with its customers and we believe it is essential that Matalan have all the relevant commercial and operational information. All costs and rebates involved in delivering the service are detailed on a monthly basis to Matalan and are accompanied by bespoke reports to help monitor our activity and performance.”

Benefits of the Project

By combining their recycling and compliance under one roof, Matalan not only reduced the number of suppliers and management time required, but also

reduced their packaging compliance costs by almost £50,000 per annum by offsetting their obligations with Packaging Waste Recovery notes, generated from Valpak's recycling activities.

In delivering a one-stop-shop solution to Matalan, Valpak has demonstrated the true value in entrusting multiple services to a reliable and experienced service provider.

“Valpak has surpassed our expectations of an environmental partner, delivering low-hassle and high quality service to all levels of our organisation. The quality of their communication and determination to work in our best interests continues to impress us.”

Lorraine Leach, Sourcing and Corporate Implementation Manager, Matalan