



National Pallet Solutions

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# PALLETS DONE BETTER







# CONTENTS

## ABOUT KAMPS

Kamps Pallets is a full service, best-in-class, pallet company delivering innovative pallet solutions to customers across the United States since 1973. We specialize in high quality recycled pallets, new pallets, and comprehensive pallet services.

We are headquartered in Michigan. We have over 49 asset-based national facilities and over 400 facilities total in our pallet network. These locations, combined with our industry-leading capabilities, allow us to meet the shipping needs of industries from coast to coast and provide solutions to all supply chains.

**01-02**

**THE KAMPS  
DIFFERENCE**

**11-12**

**PALLET  
RECYCLING**

**03-04**

**EXPERTS IN PALLET  
RECYCLING**

**13-14**

**NEW & CUSTOM  
BUILT PALLETS**

**05-06**

**OUR  
HISTORY**

**15-16**

**HEAT-TREATED  
PALLETS**

**07-08**

**OUR  
GROWTH**

**17-18**

**WOOD RESOURCE  
SOLUTIONS**

**09-10**

**OUR  
PEOPLE**



# THE KAMPS DIFFERENCE

Innovative Pallet Solutions

## INDUSTRY LEADING CUSTOMER SERVICE

Our customer-centric approach places your needs and expectations first.

We leverage our unparalleled resources and capabilities every day to ensure the success of diverse supply chains across the nation.





## ANALYZE PROGRAM



## INTEGRATE SYSTEM



## DATA MANAGEMENT



## BUSINESS REVIEWS



## We Give You The Attention You Deserve

# TOTAL PROGRAM COVERAGE

Our Total Program Coverage comes standard with every Kamps program. It covers your pallet program from beginning to end and offers industry leading support within every step.

From in-depth analysis of your current program to regular business reviews that hold us accountable, our Total Program Coverage gives you peace of mind and your program the attention that it deserves.

### ANALYZE PROGRAM

Our experts begin every new pallet program by analyzing your current systems, pinpointing areas of improvement, and identifying expectations.

### DATA MANAGEMENT

Our data management tools and practices give your staff an in-depth look into your program like never before.

### INTEGRATE SYSTEM

We integrate your system with our systems and standards, and launch the new management program efficiently and effectively.

### BUSINESS REVIEWS

Your staff sits down with our experts and conducts an in-depth review of your current program and expectations - highlighting any room for improvement.

## OUR PRODUCTS

- ▶ RECYCLED PALLETS
- ▶ NEW & CUSTOM PALLETS
- ▶ HEAT-TREATED PALLETS
- ▶ WOODEN CRATES & BOXES

## OUR SERVICES

- ▶ PALLET RECYCLING
- ▶ PALLET PURCHASE PROGRAM
- ▶ TOTAL PALLET MANAGEMENT
- ▶ ON-SITE MANAGEMENT & EQUIPMENT

# SUSTAINABILITY CHAMPIONS

Making Our Planet More Green With Every Pallet

## SUSTAINABLE PALLET CYCLE

At Kamps, pallet recycling and environmental stewardship is our priority.

Through our sustainable pallet cycle we ensure that every product or service we provide to our customers is environmentally conscious.

From our expertly repaired pallets to our remanufactured pallets, our customers receive the best quality and care while making our planet more sustainable with every pallet used.

UL Certified Wooden Pallets EPD

### STEP 01 NEW PALLET

We build new pallets from new lumber sourced from sawmills that harvest wood from dense forests.

### STEP 03 REMANUFACTURED PALLET

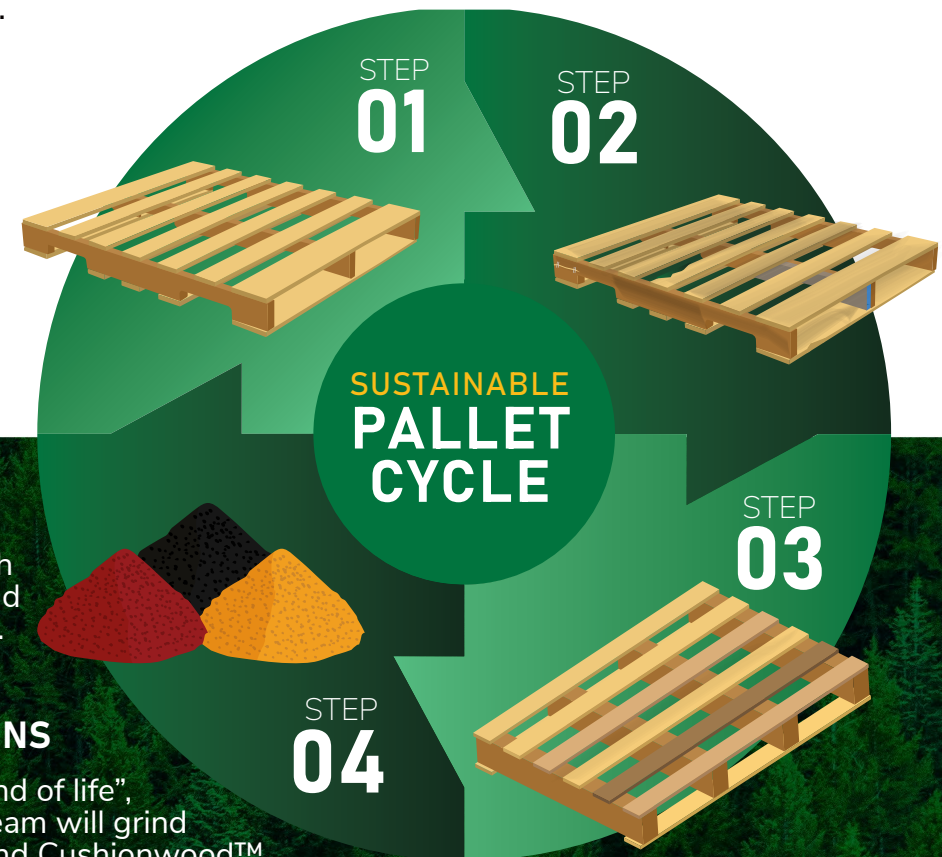
We dismantle odd-size pallets and harvest their components to build remanufactured pallets.

### STEP 02 RECONDITIONED PALLET

Our experts perform repairs such as inserting companion plugs and staples to extend the pallet's life.

### STEP 04 WOOD RESOURCE SOLUTIONS

Once a pallet reaches its true "end of life", our Wood Resource Solutions team will grind it into products such as mulch and Cushionwood™.





Tracking our Environmental Impact

# GREEN SCORECARD CERTIFICATE

Our Green Scorecard helps keep us accountable and our actions measurable as we strive to create a greener industry.

Our Green Scorecard tracks the impact Kamps, together with our customers, has on our planet through three key environmental metrics: trees preserved, tons of landfill waste diverted, and metric tons of CO2 off-set.

Kamps generates a custom Green-Scorecard for every business partner (customer and/or vendor) on an annual basis - providing a certified document of your environmental impact with Kamps pallet recycling programs.

KAMPS RECYCLES OVER  
**200 MILLION**

— PALLETS EVERY YEAR —

which helps save



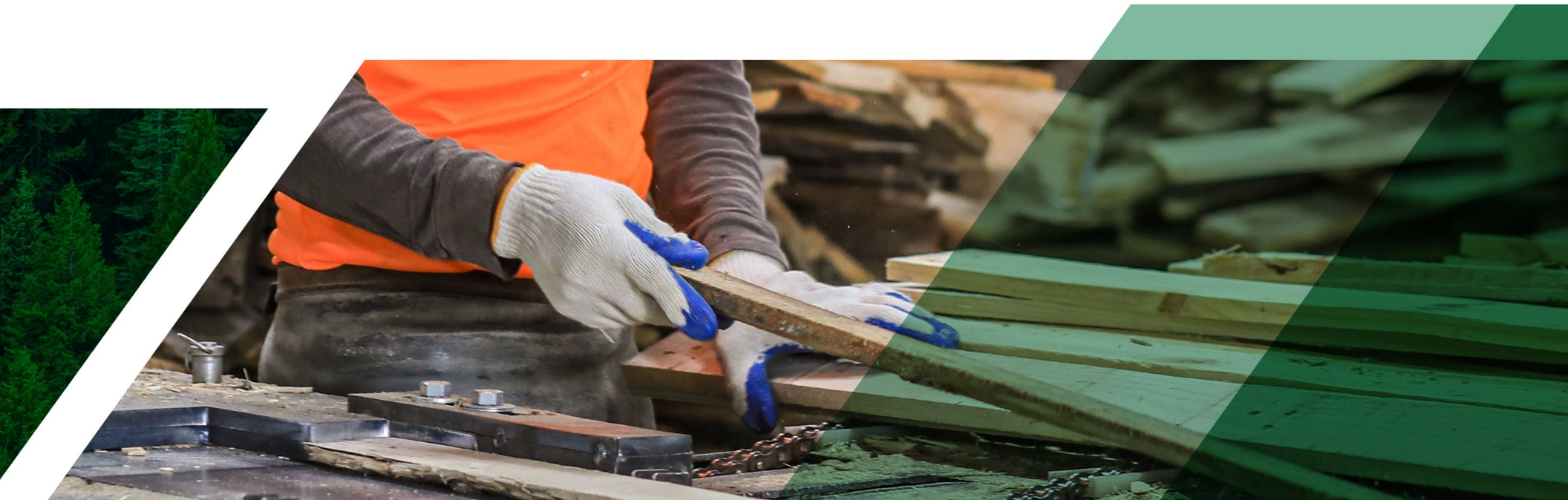
**10,515,247**  
trees in our  
forests



**3,700,000**  
tons of  
landfill waste



**5,624,297**  
metric tons  
of CO2



# OUR HISTORY

**1973**

Kamps is founded in Grand Rapids, MI as 18 year-old Bernie Kamps begins selling sawdust & repairing pallets.



**1984-93**

Kamps opens three pallet plants in Michigan - Pottersville, Kalamazoo, and Lansing.



**2002**

Kamps opens plant in Taylor, MI - allowing Kamps to better serve Michigan's automotive industry customers.



**1979**

Kamps Pallets invests in one of the first automated machines available on the market.



**1990**

Mulch division is launched; further diversifying our product catalog.



**2006-08**

Kamps opens new location in Louisville, KY, and acquires new facilities in Indianapolis, IN, and Versailles, OH.





**2015**

Kamps develops National Sales team and also implements Business Reviews.



**2018**

Holding titles such as Plant Manager, Dir. of Sales, and EVP of Sales & Ops., Mitchell Kamps is named President.



**2021**

A series of acquisitions expand our network to 48 asset-based locations, and 400 total locations including partner network.



**2011-15**

Kamps acquires facility in Detroit, MI and opens plant in Erlanger, KY - while developing two customer on-sites.



**2016-17**

Kamps acquires two plants in Charlotte, NC and opens new facility in Columbus, OH.



**2019-20**

Our Network reaches 150 locations and Kamps acquires a plant in Atlanta, expanding our South-East region.



# OUR GROWTH

## Platform For Customer Service

### NATIONAL PALLET SOLUTIONS

As Kamps Pallets grows, our customers continue to be at the core of every new location, innovation, and program launched.

#### ► STANDARDIZED PROTOCOLS

Our strict national standards and protocols ensure that this focus is carried over to all locations - including our partner network. Our leadership designs, implements, and audits these national standards on a regular basis. This ensures that our customer base always receives best-in-class service, programs, and products.

#### ► STAYING TRUE TO OUR VALUES

Now in its second generation of leadership, Kamps has grown from a business being operated by one hardworking visionary to a nationwide organization of more than 3,150 employees – all who believe the treasure of a satisfied customer is worth the extra elbow grease.

## OUR NETWORK

A national network of Kamps owned and operated locations working in unison with Kamps Partner locations to provide best-in-class service and products coast to coast.

 **Kamps Pallets Location**

 **Kamps Partner Location**







# OUR PEOPLE

**Our People Are Your People**

## DEDICATED TO YOUR SUCCESS AND CUSTOMER EXPERIENCE

**We believe that happiness is contagious.**

Every new smile on a customer's face puts a smile on our faces. It's a formula that has been proven true at Kamps for over 49 years - and is the reason why customer satisfaction is the number one priority for all our employees.

At Kamps, "Your Platform for Customer Service" is more than a tagline, it is a way of life.



## KAMPS SUPPORT TEAMS



### SALES CONSULTANTS

**Not your traditional sales team.**  
Our solutions experts operate as your pallet consultants and work in your best interest.



### CUSTOMER SERVICE REPRESENTATIVES

**Ensuring that your success is a priority.**  
Our customer service team reacts rapidly to your needs and communicates effectively.



### OPERATIONS AND MANUFACTURING

**Helping us improve how we service you.**  
Our operations teams are continuously developing new systems to help us serve you better.



### PROPRIETARY I.T. SYSTEMS

**Protecting & enabling industry-leading systems.**  
Our in-house I.T. staff ensures that our portals & data systems are readily accessible and secure.



# OUR EXECUTIVE LEADERSHIP



“ Focus on customer service and meeting our customer’s expectations starts right here with the leadership team. MITCHELL KAMPS



# PALLET RECYCLING

## Value-Added Solutions

### UNMATCHED CAPABILITIES

Whether your business has one location or multiple, we have the capabilities and resources to custom design recycling programs that address the specific needs of your business and are guaranteed to increase the value of your supply chain.

Our industry-leading data capabilities provide the necessary transparency and accountability. We generate reports with valuable insights into pallets sold to Kamps and service expectations.

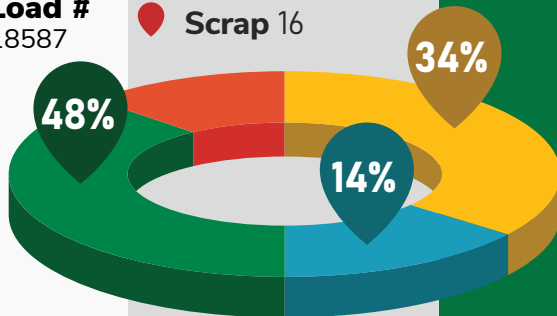
All of this is backed by our industry-leading customer service team, protecting your program at all times.

- ▶ PALLET PURCHASE
- ▶ PALLET CREDIT
- ▶ REPAIR & RETURN
- ▶ ON-SITE RECYCLING

#### SORT REPORT

**Receive**  
05/21/21  
**Sort**  
05/21/21  
**Load #**  
18587

- ◆ 48x40 Cores 178
- ◆ Odd Sizes 128
- ◆ Pooled 52
- ◆ Scrap 16







## SINGLE EXPERT VOICE

With Kamps, you receive standardized repair, delivery, and quality control protocols across all our locations nationwide.



## DEDICATED TO YOUR SUCCESS

Our capabilities and response times ensure your supply chain is optimized at all times.



## TRANSPARENCY

Our reports and systems add an extra layer of transparency and accountability.



# NEW & CUSTOM BUILT PALLETS

## Comprehensive

## DESIGN PROCESS

Not all pallets are created equal.

Our custom pallet design software (PDS) delivers a product that meets your exact needs. Our system analyzes your product's dimensions, weight, and any other safety or regulatory requirements. Our experts also analyze your storage and distribution requirements to ensure our pallets support your product during the shipping process and optimize your warehousing.

## Tested and Trusted

## INDUSTRY SPECIFIC SUPPORT

Pallets designed and built from the ground up can solve common pain points felt by businesses across different industries.

Most of these pain-points arise from standard pallets not being able to properly support, store, or safely transport the product.

Some of the industries that trust our custom pallets include:

- ▶ **AUTOMOTIVE** ▶ **FOOD & BEVERAGE**
- ▶ **STEEL & METAL** ▶ **E-COMMERCE**

**CLICK TO DOWNLOAD**  
Custom Pallet Design Guide





## CONSISTENCY

We use quality craftsmanship combined with innovative machinery to manufacture pallets with the highest quality and consistency.



## HIGH VOLUMES

Our experience and vast resources give us the ability to manufacture pallets at high volumes.



## IMPROVED SUPPORT

Custom pallets can offer improved support for oversized or over-weight products.



# HEAT-TREATED PALLETS

Certified and Trusted

## HEAT-TREATMENT PROCESS

At Kamps, we pride ourselves on being able to give your company peace of mind when exporting your products outside of the U.S. with a certified product and trusted process.

### ► HOW IT WORKS

Using a heat treat-chamber, pallets are heated to a core temperature that ensures your pallets meet international standards for exporting.

Our experts monitor the whole process to ensure the quality of the pallet is not compromised in any way during the process, and that pallets are treated for the optimal time.

### ► WHAT MAKES IT DIFFERENT

Our entire process adheres to the strictest ISPM-15 standards and is third-party audited on a monthly basis.

Heat-treated pallets are also safer to use than chemically treated pallets.

## STEP 3 Certified Stamp

Pallets are marked with our ISPM-15 certified, and globally recognized, stamp. **OUR PROCESS**







## ISPM-15

Our heat treated pallets are ISPM-15 certified (with our unique ID #), inspected monthly, and adhere to the strictest standards available.



## SAFE

Our process does not include fumigation with methyl bromide. This creates a safer working environment for everyone that comes in contact with the pallets.



## TRUSTED

Our certified process is trusted by many of the top exporting businesses to securely transport products internationally.



# WOOD RESOURCE SOLUTIONS

Dedicated to Conserving Our Natural Resources

## MAKING THE MOST OF EVERY PALLET

Since 1973, Kamps Pallets has been focused on making the best use of our resources. We are committed to the preservation of our natural resources in particular. This led to the development of the Kamps Wood Resource Solutions team in 1990.

For more than three decades, our Wood Resource Solutions team has been on the leading edge of industry-wide efforts to conserve and protect our precious natural resources. They oversee the transformation of our pallets into new landscaping supplies.

## OUR IMPACT

- ▶ CONSERVE & PROTECT OUR PRECIOUS NATURAL RESOURCES
- ▶ EXTEND THE LIFE OF PALLETS
- ▶ OFFER HIGH QUALITY PRODUCTS
- ▶ OFFER MOBILE SHREDDING SERVICES & STORM CLEAN-UP TO MUNICIPALITIES

**SINCE 1990**



E

## ENVIRO-MULCH

Made from clean scrap pallets and wood end trims. A high quality product that retains moisture and inhibits weed growth, and carries other additional landscaping benefits.

C

## CUSHIONWOOD™

Playground Surface Material. CushionWood™ is exclusive from Kamps and goes through a unique grinding and screening process.

It is used in parks, schools and day care centers.

- ✓ ADA REQUIREMENTS
- ✓ CPSC GUIDELINES
- ✓ ASTM STANDARDS

B

## BIOFUEL

When wood isn't suitable for mulch or CushionWood™, we turn it into biomass and ship it to co-generation energy plants.





®

# National Pallet Solutions

**SERVICE**  

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**QUALITY**  

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**DATA**  

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YOUR PLATFORM FOR CUSTOMER

**SERVICE**™