

PAC

March 2025

magazine

supporting the pallet and case industry



**PAC
online**

Faster, more flexible -
and better for the planet

Did you know that every issue of PAC
is available online?

To change to a digital subscription,
please send Dominic Weaver an email
at dominic@pacmagazine.co.uk with
"Digital PAC" as the subject line.



TIMCON meeting hears implications of incoming packaging rules

Left to right: Rob Driessen, Connec3; David Daw, Valpak; Jeff May, Construction Products Association (CPA); John Dye, TIMCON; Heikki Vidgren, AFRY; and Marcus Kirschner, HPE.

continued on page 2

PAC magazine 1

Advertising
Donna Ludbrook

donna@pacmagazine.co.uk
mobile 07949 671455

Editorial
Dominic Weaver

dominic@pacmagazine.co.uk
mobile 07305 911889

Graphic Design
Tom Yorke

tom@pacmagazine.co.uk

Subscriptions

UK £84 per annum

Overseas

£120 per annum

dominic@pacmagazine.co.uk

PAC
magazine

follow
us
on
LinkedIn



continued from page 1



Delegates from the wooden pallet and packaging industry heard how new regulations will soon impact on their businesses at a general meeting of the Timber Packaging & Pallet Confederation (TIMCON).

Held in Manchester at the end of February, the event featured presentations on the development and implementation timelines of new UK and EU packaging rules. In an update on the Packaging & Packaging Waste Regulation (PPWR), Marcus Kirschner of German association HPE said European recycling targets are set to increase to 25 per cent this year and 30 per cent by 2030.

As the EU continues to develop the new rules, Kirschner said the packaging industry was seeking greater clarity on PPWR definitions – and acknowledged the role of continued industry lobbying by organisations such as HPE, FEFPEB, and TIMCON in securing key exceptions and special considerations for wood pallets and packaging.

Meanwhile, David Daw of environmental compliance specialist Valpak outlined the expected impact of Extended Produce Responsibility (EPR) regulations on the UK industry, adding that finalising complex details could lead to a delay in the implementation of the new regime.

The meeting also featured updates on the wooden pallet and packaging

sector from Heikki Vidgren of AFRY – which produces TIMCON's monthly market index - and the worldwide timber market by Rob Driessen of pallet and packaging wood purchasing specialist Connec3.

Jeff May, Deputy Chief Executive of the Construction Products Association (CPA), gave an overview of the construction industry's priorities including its sustainability goals of decarbonising industry and ensuring compliance with government expectations.

TIMCON President John Dye said: "TIMCON meetings always aim to provide key updates for our membership, and our speakers this time gave essential insights into the changes in packaging rules that will affect their businesses in the months ahead. This meeting also showed how important our engagement in the lobbying process is to achieving positive results for our business – and the fantastic turn out shows how much our members value the opportunity to hear first-hand and discuss updates on regulations and other aspects of the business.

"Working closer with pallet and packaging using industries, our forest-based sector counterparts, and our international colleagues makes all our businesses stronger and in today's increasingly complex global market, is more important than ever."



Pallet Recycle Systems



With the solutions of Cekomon Saws, you contribute to:

1. Improving safety, ergonomics and quality (people).
2. Environment and sustainability (planet)
3. Save on labor costs and improve your business (profit)

Cekomon Saws (part of De With group B.V.)
Kalkoenweg 38
3851 SC Ermelo, The Netherlands

Tel. +31 (0)341 55 00 38
info@cekamonsaws.nl
www.cekamonsaws.nl

THE GREEN MACHINE COMPANY (UK) LTD

THE GREEN MACHINE



We urgently require to buy

**SECOND HAND
PALLET DISMANTLERS
PALLET STRIPPERS
TRIM SAWS**

ANY MAKE - ANY AGE - ANY CONDITION - WORKING OR NOT

Call Laurie on 07768 914770

For IMMEDIATE decision and payment
or e-mail Laurie at: thegreenmachine@hotmail.co.uk

Note: Excellent commission paid to introducers

www.greenmachinecompany.co.uk



Do you have a news item for PAC?

Find out how your business
can benefit from coverage
in the UK's leading wooden
packaging trade magazine.

contact
dominic@pacmagazine.co.uk

PONTRILAS GROUP PACKAGING LTD

FOR SALE AT
COMPETITIVE PRICES

**NEW EPAL EURO
PALLET**

PRODUCED IN THE UK

KILN DRIED HEAT TREATED

DARREN TURNER

07971 717564

darrent@pontrilastimber.co.uk

IPP builds team with staff changes



IPP, one of Europe's leading pallet poolers, has its eye on long-term growth after strengthening its business development team. It has welcomed Dan Bonnett as a new UK Business Development Manager, joining Colin Keating who has been promoted to Business Development Manager, Ireland.

Building on eleven years already with IPP, Colin's role is now focused on sales and driving new business forward whilst ensuring current customers continue to receive best in class service.

Colin has enjoyed several achievements over the last decade at IPP, from successfully reducing pallet loss rates and improving how IPP manages its recoveries to securing new business wins and growth in Ireland. In the summer, his role became more commercially focused as the region's new Business Development Manager.

He will be growing IPP's existing customer base and expanding its network across Ireland, with additional responsibility to help the UK team meet similar objectives. Working with the existing product portfolio, he will also be exploring opportunities for new products and innovation to deliver a sustainable, future-proofed offer to customers.

Joining him is new recruit Dan Bonnet, who brings over 25 years of experience in the logistics and supply chain industry. With extensive knowledge of the FMCG retail market and project management, he has a flair for new business development and is looking to help

IPP increase its market share as Business Development Manager in the UK.

Reporting to IPP's Commercial Director, Colin and Dan are looking forward to the opportunity to move the business forward to the next level, working as part of a wider team achieving business development targets.

Shelley Pierre, Commercial Director at IPP, said: "These two significant appointments will strengthen our offer, helping take our business to the next level. We are growing as a preferred pallet partner for significant businesses across the UK and Ireland, and both appointments will help us shape future opportunities.

"Customer experience is a core focus for IPP and is what sets our business apart in the market; Colin and Dan will help to drive our growth while demonstrating our commitment to customers and delivering the best possible service.

"Colin's knowledge of our business and focus on being at the forefront of delivering innovation coupled with Dan's significant industry knowledge is a winning formula. We're thrilled with both appointments and wish both Colin and Dan every success in the commercial arm of the business."

KILN SERVICES LIMITED



3 Kilns with the capacity of 300 Euro-pallets each

- ▶ Heat Treatment & Pallet Drying Kilns
- ▶ Capacities from 132 to 2500 pallets
- ▶ Modular design for low cost expansion
- ▶ Direct loading by forklift truck
- ▶ Automatic Heat Treatment Programs
- ▶ Heat Treatment Certification Tests
- ▶ Comprehensive staff training
- ▶ Full technical & service support



2 Kilns each holding 1325 Euro-pallets

Rowan House, Burnham Business Park, Burnham On Crouch, Essex. CM0 8TE

Tel: 01621-785935 Fax: 01621-785937 e-mail: admindept@kilnservices.co.uk

www.kilnservices.co.uk

Combilift invests in the engineers of the future

As part of Engineers Week, Combilift opened its doors to local schools in an initiative aimed at promoting STEM

education and announced that the Regional VEX Robotics championships will be held within the Combilift Head Quarters, with winners getting a chance to qualify in the world championships.



As part of Engineers Week, Combilift opened its doors to local schools in an initiative aimed at promoting STEM education and announced that the Regional VEX Robotics championships will be held within the Combilift Head Quarters, with winners getting a chance to qualify in the world championships.

By hosting this event, Combilift said it aims to bridge the gap between classroom learning and industry applications, encouraging students to explore careers in engineering and technology.

At the event, St Macartan's VEX Robotics Team, winners of the 2025 the North West Regional Finals, presented their award-winning robot to over 250 students from local schools and talked about the process and skills involved in designing, building and programming a robot. To get a full overview of the competitions a friendly match was held, highlighting the excitement and technicalities of the high-calibre VEX competitions.

Brendan Mc Avera, St. Macartan's College teacher said: "I am the computer science teacher and in 15 years of teaching, this is probably the best thing I've ever been involved in. It really shows the inspiration you can get back from your students when you give them a project to do, and they put their heart and soul into it, and they get their

rewards since they've won three awards this year"

Through interactive demonstrations and hands-on experiences, young learners gained insight into the real-world applications of STEM and the vital role robotics plays in modern industries.

Martin McVicar continued: "By engaging with these cutting-edge technologies, students can develop skills specific to robotics, hydraulics, and programming, as well as other vital skills such as teamwork, strategy, and problem-solving. These abilities are essential for students' curricula and are transferable to their future careers in STEM, including potential apprenticeships at Combilift or paths in engineering."

Martin McVicar also emphasised: "Listening to the skills these students have developed; it makes you proud. It feels like you have a Formula One team in front of you. When you look at the different roles each person plays and the skills they have developed, these abilities will serve them well throughout their lives."

Through initiatives like this, Combilift continues to play a prominent role in motivating young minds to think innovatively and develop the skills necessary for their futures. By investing in the next generation of engineers, Combilift is helping to shape a brighter tomorrow for everyone.



Inkjet printing on pallets

- High-resolution marking for pallets
- Dense black waterproof, oil-based ink gives low running cost
- Fast, sharp, efficient marking
- Fast, accurate printing of 4-way pallets
- UV curing available
- Low-profile printheads for printing winged pallets

TIMBERMARK

- sales@timbermark.co.uk
- **+ 44 (0) 330 153 8320**
- www.timbermark.co.uk



Timber pallet and packaging market report - March 2025

The forces that have shaped the timber and packaging industry during the past year are continuing to challenge businesses. These include widespread price rises, a global shipping crisis, and the ongoing impacts of Brexit, alongside conflicts in Ukraine and the Middle East. Other disruptions, such as recent strike action at major ports along the east and Gulf coasts of the US and in Montreal, have only added to the uncertainty in global supply chains.

Despite some uplift in product prices, market demand remains sluggish and the seasonal Christmas uplift that traditionally boosts sales was negligible at the end of 2024.

The market for second-hand pallets has generally been stronger. The latest market report commissioned by TIMCON and Forest Research reported a 10.6 per cent increase in reuse in 2023 compared to the previous year and nearly 40 per cent growth since 2015. This highlights how many businesses are now focused on extending the lifespan of wooden pallets through reuse, and on building circular supply chains.

During the same period, new pallet manufacturing declined, with an estimated total of 41.7 million pallets manufactured in 2023, a 7.9 per cent drop from the 45.3 million produced in 2022. Over the past three years, production has fallen by approximately 18 per cent.

TIMCON is encouraging all its members to take part in the next edition of the report, which gives us an essential snapshot of our sector's needs and challenges.

Timber market trends

There are a number of interconnected factors affecting the price of wood and wood products. In the US, a 25 per cent tariff on Canadian timber introduced by President Trump is expected to push prices up, as is the increased demand for timber caused by the rebuilding efforts in Los Angeles, following January's devastating wildfires. The end to the war in Ukraine could have a similar spike in demand for wood.

In the UK, the housing sector is still struggling to recover, despite government pledges to boost construction, which has suppressed demand.

Meanwhile, the forthcoming Extended Producer Responsibility (EPR) scheme in the UK and the Packaging and Packaging Waste Regulation (PPWR) are set to have an impact on the market. TIMCON has kept its membership informed about the potential implications of these evolving new regulations.

Sustainability

A taskforce of experts across government, industry, academia, and non-governmental organisations has been set up to develop a circular economy strategy, along with sector-specific reform roadmaps. These aim to support economic growth, create green jobs, improve resource efficiency, and accelerate progress toward net zero overall.

However, progress on implementing a reuse incentive scheme for wooden pallets and packaging has been slow, despite MP and Parliamentary Under Secretary of State for Nature, Mary Creagh, acknowledging that reuse of wooden packaging and pallets is in helping develop a more sustainable economy.

Following its work to spec out a workable framework for a reuse incentive initiative TIMCON will continue to lobby for its implementation as soon as is possible.

Meanwhile, TIMCON continues to provide resources and training to support its members. This includes, in collaboration with the National Wood Pallet & Container Association (NWPCA), providing access to and training on the Pallet Design Software (PDS), helping to optimise pallet design for strength, performance, economy, and sustainability.

John Dye, President, Timber Packaging & Pallet Confederation (TIMCON)

GLOBAL MARKET LEADER WITH

MORE THAN 40 YEARS OF EXPERIENCE

- ≡ Cost savings thanks to ready-to-use product, no waste, no cutting costs
- ≡ Continuously high and tested quality standard
- ≡ Approved for and used in large international pallet pools such as EPAL, Chep, Chemical Pallet
- ≡ Superior printing surface
- ≡ Individual stacks of Euroblock composite blocks are also available in the Brentwood warehouse



Contact for UK and Ireland:

Lucia Caruso M: +44 7729 091693 | lucia.caruso@euroblock.com

Jeroen van den Berg M: +31-(0)6 23207352 | vandenberg@euroblock.nl

PALLET NAIL®

celebrates milestone anniversary



PALLETNAIL® first appeared in the pages of PAC magazine as the new kids on the block back in 2015, and it's fair to say a lot has happened since then—not only in the pallet and case sector but on a global scale. We spoke to Founder and Managing Director of PALLETNAIL®, Adam Kippen, about the first ten years of running a new business and the challenges faced in the world of fastening.

What made you enter the competitive world of nailing?
 “Well, I was already in it. After working for the market leader and largest tool company in the world for over 25 years, I knew we could offer everything the large brands do but with a more specialised service to the pallet and case industry. So PALLETNAIL® was born.”

People talk about businesses needing a USP. What is the unique selling point for your business?

“I can't say it is truly unique, but our experience in manufacturing and engineering combined with good old-fashioned service means we can offer things like on-site tool repairs at a time when other companies insist on doing tool repairs remotely using carrier networks.”

What is the most important thing you have learned over the last 10 years?

“To build good relationships with the right people—whether that is with suppliers, customers, or employees. During difficult times like the pandemic

or the beginning of the war in Ukraine, the global supply chain was severely disrupted, and we were able to navigate that because of the strong relationships we had within our network. While some used these times to either ramp up prices or make quick sales, we didn't. We chose to work with our existing customer base and keep their nail orders fulfilled instead. At the same time, we were doing everything we could to keep prices down, which is something we are proud of.”

How do you see stability in the supply chain for the rest of 2025 and beyond?

“That's the million-dollar question, isn't it? The world seems to change on a daily basis and even more so since the last US election. Talks of tariffs on steel, among other things, will certainly cause uncertainty in the global supply chain, but continuing to manufacture nails in Europe will work well for us as it is more reliable in terms of quality and lead-time than buying from China or India, for example.”

“We believe that customers get the best service when you can see the full picture.”

It is surprising for us to still see competitors putting their eggs back in the same baskets that failed them during the recent supply chain disruptions like the pandemic—they just seem to chase the cheapest option, irrespective of the quality and potential poor outcomes. To further ensure our continuity of supply,

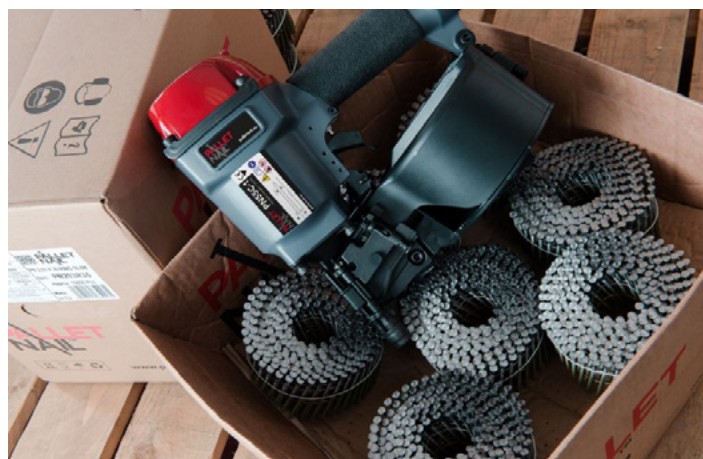
we plan ahead by having regular standing orders with manufacturing. And with 200 pallets of nails, staples, and tools in stock in the UK, we have a good buffer stock should the worst happen.”

So, what is in the future for PALLETNAIL®?

“We want to continue our growth within the pallet and case sector and are pleased to serve customers of all sizes—whether that is with a few boxes of nails here and there or a Loan Tool agreement with hundreds of tools on loan. I invite anyone making or repairing pallets to reach out to us to see where we can help them, as we are sure working with us will complement their business. Whether that is improving the quality of their finished product, manufacturing efficiency with reduced downtime, or operator safety.”

Having survived the market turbulence and disruption that Brexit, a global pandemic, and the conflict in Ukraine have brought in their first decade, the next 10 years can only be easier, can't they?

“Growth for us over the last 10 years has come from key items in our range. However, we have also grown through being flexible and working with customers to make nails that better suit their needs. We make collated and loose nails to customer-specific requirements—whether that is clinch point, different diameters, or coil sizes, we can pretty much make any nail a customer requires. For us, the future looks positive, and we look forward to the next 10 years!”



Follow us on LinkedIn

Keep up with PAC on the worlds leading social media platform for business

<https://www.linkedin.com/company/pac-magazine/>





01733 742934

www.pallete nail.co.uk

WANT OUT OF THIS WORLD SERVICE? WE DON'T THINK IT'S ROCKET SCIENCE!

We don't have a teleporter but we do offer next day delivery on 100s of pallets of loose and collated nails from stock and also have over 20 coil nail models available from our UK warehouse.

All our loose and coil nails have full ring shank and are made in Europe from quality steel, so they make better quality pallets and reduce jamming compared to some cheaper imports.

Being charged astronomical tool and service costs? Why not spread the costs of buying tools by taking one of our All-Inclusive Loan Tool Packages which also include free operator safety training.



EVERYTHING NAILING, NAILED

LIMITED NAIL CLEARANCE OFFERS:

3.8 X 90 RING BLUNT LOOSE NAIL 25KG BOXES	£1000 PER TONNE+VAT
2.8 X 45 RING DIAMOND LOOSE 25KG BOXES	£1100 PER TONNE+VAT
2.8 X 60 RING COIL NAILS 6000 PER BOX	£24.99 PER BOX+VAT
2.1 X 40 RING JUMBO COIL NAILS 12000 PER BOX	£25.99 PER BOX+VAT
3.8 X 110 RING COIL NAILS 2160 PER BOX	£21.49 PER BOX+VAT