

# PAC

June 2024 **magazine**

supporting the pallet and case industry



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## James Jones grows Australia business

**James Jones & Sons Ltd has announced the further expansion of its pallet manufacturing division in Australia, with the acquisition of Express Pallets and Crates ("Express") by its Australian subsidiary, Hyne Timber Pty Ltd. The news follows the announcement on 26th March 2024 of the Group's acquisition of Rodpak in Melbourne.**

Express, based at Narangba near Brisbane, has been in operation for 35 years, under the ownership and leadership of Geoff Walton. Express has a very broad and extensive client base, with significant long-term relationships across a range of market segments.

"This acquisition forms part of our expansion and diversification strategy and will be a very complementary and strategic addition to the platform that has been established through the purchase of Rodpak," said Tom Bruce-Jones, Chairman of James Jones & Sons Ltd. "This will allow us to establish a strong East Coast position that will allow us to value add our sawn timber product portfolio."

continued on page 2



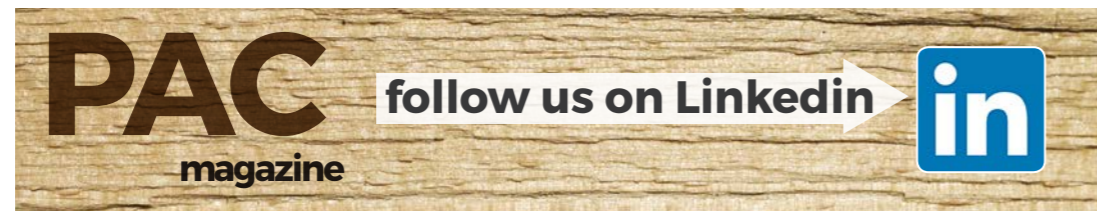
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Hyne Group CEO, Jim Bindon, said the acquisition aligned with the company's strategy of acquiring excellent quality businesses with their own legacies and strong market positions.

"Being part of the Hyne Group and the broader James Jones & Sons global business, only enhances Express Pallets' capability and credentials as a business partner to their many clients," he said. "The existing general manager, Tim Hoatson, will continue to lead the business, and together with the rest of the management team and indeed all the Express staff, we look forward to all their future contributions, and welcome them into the Hyne Group."

Geoff Walton said after many years growing and expanding his company, he was pleased to sell to a fellow long standing Queensland family business.

"With the national and global position that the broader Hyne Group now has, this presents really good opportunities for all my team members, customers and suppliers, and I am confident the business will continue to succeed," he said.



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# Pallet LOOP makes construction industry first



The first batch of reusable green, RFID-tagged pallets from The Pallet LOOP, part of the BSW Group, have started entering the construction supply chain.

The Pallet LOOP – and its manufacturing partner Scott Pallets – have shipped more than 30,000 LOOP pallets to British Gypsum’s bagged plaster plants at Barrow, East Leake and Kirkby Thore. These pallets are now being processed through British Gypsum’s plants – with the first pallets already starting to arrive at construction projects, building sites, merchant yards and distribution centres nationwide.

According to the company, the deal will “shift the dial on pallet waste across the UK - with The Pallet LOOP providing the world’s first dedicated pallet production, delivery, and collection service for the construction industry”. As part of its offer, The Pallet LOOP will pick up green pallets across the UK, inspect and repair them where necessary, and redistribute them to building material manufacturers for the distribution of more products.

The roll out of The Pallet LOOP is also designed to support the construction sector’s net zero ambitions. Plus, in a further financial boost for the construction industry, The Pallet LOOP will also be paying registered return partners up to £4 back for

every green pallet they put back in the LOOP – a figure that will quickly stack up as more pallets come online. The Pallet LOOP can also pick up so-called ‘white’ pallets, as part of a holistic pallet collection service.

Paul Lewis, Founder of The Pallet LOOP, said: “Our distinctive green, reusable pallets are now winging their way across the country, and we want recipients to be ready to send them back to us. Since British Gypsum announced it was going to be the first user of The Pallet LOOP, we’ve had a great reaction from the sector.

“Lots of builders’ merchants, housebuilding companies and principal contractors are already signed up for collections – but we want to spread the word further, so all potential recipients know what to do with LOOP pallets when they arrive at their branches and sites. Over the next twelve months, we’ll be supplying British Gypsum with more than a million of our circular economy pallets for the distribution of its bagged plaster and plasterboard products – so if you receive these products, it is important that you sign up and get in the LOOP as soon as possible.”



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# TIMBERMARK launched winged pallet printing innovation

**Timbermark has introduced a new high-resolution inkjet system that can print onto pallet bearers on winged pallets.**

Two-way winged pallets have always been challenging to print as the overhanging boards that form the wings require a low-profile printhead to fit underneath.

The new capability, which uses a low-cost thermal inkjet printer from Sojet Electronics, allows a 25mm high design to be printed on both sides of the pallet.

According to Timbermark, inkjet printing offers several advantages over traditional methods such as branding or stenciling.

Hot branding uses expensive energy and presents a risk of injury to the operator or setting fire to the premises. Stopping the line for branding creates a bottleneck, whereas pallets can be inkjet printed without interruption, increasing line output.

The flexibility of an electronic system, meanwhile, means that the designs can contain variable dates and be changed almost immediately from the controller screen.

The advantages over stenciling are the opportunity for variable data, and the elimination of a manual operation.

Previously, Timbermark was using the Sojet Elfin EIS printer with a low-profile printhead to mark winged pallets. However, the EIS controller can only accommodate one printhead - so the new Moli MoTix 4000 product, with four print heads, gives the advantage of being able to print at twice the size, and on two sides from a single controller.



A new feature of particular interest is the outline font. This allows customers to print larger size characters, in higher definition, and still achieve a lower running cost. Taking the example of "Outline Font" in the image, below, the running cost is about 0.5p per stamp. The thickness of the border in the outline font can be adjusted to optimise contrast and economy.

The Moli MoTix 4000 can print up to 600dpi to give a very dark mark, which is perfect for dry timber. The printer can also work on timber with some moisture content although there are limits to this. Green fresh-sawn material is OK, but if the wood is rain-soaked, or frosted, the ink will not penetrate the timber.

The rule of thumb for printing on damp wood is: if you can stencil it, you can print it.

Timbermark has been providing inkjet printing solutions to the timber industry in the UK and Europe for 20 years. Other recent developments include a design switching application for 4-way pallets using UV-curing ink and LED systems to give indelible QR codes. Timbermark also offers handheld printers that can print 12.5mm, 25mm, 50mm and 100mm high as a simple low-cost solution to marking assembled pallets or packing cases.

These are available via the e-commerce site, T-Mark, [www.t-mark.co.uk](http://www.t-mark.co.uk).

For enquiries about the on-line pallet printing systems, please contact [sales@timbermark.co.uk](mailto:sales@timbermark.co.uk).



## FAQ Inkjet printing on pallets - Frequently asked questions:

**Q: We have a dusty environment - will it still work?**

**A:** Timbermark has specialised in this market for 20 years. It is sometimes necessary to clean the print heads of ink-soaked dust. Some arrangements can include air knives for dust removal. The ink droplets are smaller than a particle of dust, making it necessary to remove loose dust before printing.

**Q: Will it work on wet timber?**

**A:** Inkjet systems can print onto green timber with a moisture content of around 90 per cent. The ink soaks into the surface of the material, so surface water means that the ink cannot reach the substrate.

In winter it is a good idea to condition the timber if possible before use. But, even if the

ink is a little blurred, it remains legible if the timber dries afterwards. As a general rule, if you can stencil it, you can inkjet it.

**Q: Will it work on Frozen timber?**

**A:** The same applies, but it will also be important for the pieces to be easily separated in the board cassette application, for example.

**Q: Is the print waterproof?**

**A:** Yes. The aqueous Sojet ink is waterproof once applied - we test this by soaking it in water for eight hours after printing. This is not the case for all brands of thermal inkjet cartridges! For UV cured ink it solidifies with the UV irradiation, so even onto wet timber (or paint) the ink can set, then the timber or paint can dry in its own time.

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# Reuse and reward



At the Timber Packaging & Pallet Confederation (TIMCON), we talk a lot about the value of partnerships at home and abroad. We operate in a highly interconnected business and for this reason working closely with other organisations is absolutely essential.

Domestically, our ongoing collaboration with other forest-based industries, associations, DEFRA, and others is fundamental to our members' operations. However, our reach necessarily extends well beyond our national borders, too.

Our tight working relationship with the European Federation of Wooden Pallet and Packaging Manufacturers (FEFPEB) enables us to represent the UK and Irish industry effectively with our nearest trading partners. Through FEFPEB, we maintain ties with Europe: connections that were important before Brexit but are critical now.

As a representative of our business in both the UK and Ireland, TIMCON uniquely straddles both EU and non-EU regions, giving us a forum to discuss shared and opposing viewpoints, and reach strategically workable consensus. Our Irish membership gives us one foot in Europe, too, and a lobbying voice with Irish MEPs that boosts our influence in EU.

Our reach doesn't stop at Europe. In my role as International Director of the National Wooden Pallet and Container Association (NWPCA) in the US, I recently attended the Congressional 'Fly-in' event at Capitol Hill (see picture). This event brought together representatives from the

wooden pallet and packaging industry across the States, giving face-to-face time with colleagues and policymakers. It really was a showcase for the dynamism that exists in our industry.

During the event, I presented key developments in the UK and EU, including the EUDR and PPWR regulations, and their implications for businesses outside Europe.

These forums are also great opportunities to learn from international colleagues, and the other presentations and discussions gave an invaluable insight into the forces that impact on our own business when dealing with supply chains in, out and through the US.

I also had the opportunity to continue discussions looking at further avenues of co-operation between TIMCON and the NWPCA too, with the aim of bringing more benefits to TIMCON members. TIMCON's relationship with the NWPCA is valued by both organisations and continues to go from strength-to-strength.

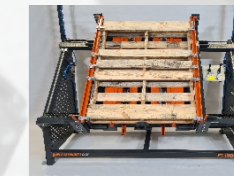
One of TIMCON's major roles is to ensure we achieve the best possible outcomes for our members, advocating against unnecessary or overly burdensome regulations, and find workable results. Working with colleagues at home and abroad helps us discuss, find common ground, and develop solutions that we can co-present when it comes to legislative consultations – as we did with PPWR, for example.

Global supply chains demand a global approach and as geopolitical tensions have increased and great working relationships like these are incredibly important. They help us secure the continued success of the wooden pallet and packaging industry, and of supply chains across the globe.

**John Dye - President**

**Timber Packaging & Pallet Confederation (TIMCON)**

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# Kicking off - or going off?

Shelley Pierre, IPP's commercial director, argues for fresh thinking on post-Brexit fresh produce checks IPP.



Shelley Pierre, commercial director at European pallet pooler IPP.



New post-Brexit rules governing the biosecurity of fresh produce entering the UK will not only see disagreements kicking off over increased costs and operational viability, the delays that happen as a consequence could see fruit and veg literally 'going off' while waiting for an 'all-clear' certificate.

The new Border Target Operating Model (BTOM) classifies all plant and animal products coming from the EU and puts them into three risk groups: high, medium and low.

In its wisdom, the UK government has placed many fruit and vegetable imports into the medium risk category, meaning multi-page documentation must be provided confirming its provenance and safety at the new border points, which opened at the end of April.

With most fresh produce arriving in the UK in mixed loads, questions have been raised about potential delays and how to unpick the consignments in a timely fashion, particularly as there are question marks over the numbers of inspectors mandated to issue phytosanitary certificates at the border.

The Fresh Produce Consortium (FPC) argues that the process will add £200 million in additional import costs, fees that will negatively impact small

fruit and veg enterprises and ultimately be passed onto British consumers.

It has been suggested that these businesses are empowered to manage the integrity of the product through the supply chain, with regular checks from UK border controls to cut down on the paperwork and maintain the steady flow of fresh produce from the EU.

As a business involved in the circular and sustainable supply chain, we understand the dynamics of the right product arriving at the right time at the right place and at the right cost. Every time a product is stopped or touched, it adds cost and delay, neither of which are affordable when it comes to perishable produce.

When we talk about 'farm to fork,' fresh produce ceases to be so when it does not arrive in a just grown or picked fashion.

BTOM may prove to be good news for British growers, but what about non-native fruit and veg? And what about choice for British consumers who will have to go without or pay more for the privilege of having not-so-fresh produce on their plates?

Either way, these post-Brexit fruit and veg rules need fresh consideration rather than unnecessary composting.



## CHEP Americas leadership change

Brambles has announced that Xavier Garijo, CEO, CHEP Americas, has decided to leave the business to pursue other opportunities, having led the business since January 2024. David Cuenca, currently CEO of CHEP Europe, will assume the role of CEO, CHEP North America, effective immediately.

Paola Floris will continue to lead the CHEP Latin America business and will now report to the Brambles CEO, also effective today. An announcement regarding the leadership of the CHEP Europe business will be made in the next two weeks.

Graham Chipchase, Brambles CEO, said: "We have appreciated the energy and significant skills Xavier has brought to the role however, due to cultural differences, we have mutually agreed that a different leadership is better suited going forward. We thank him for the contributions he has made to our business and we wish him the very best for the future.

"I am delighted David has agreed to lead the North America business. David brings extensive global pooling experience to the role, having been with Brambles since 2000. He is a proven people leader with clear strategic vision and experience in driving growth while optimising business performance."

Commenting on his new role, David Cuenca, incoming CEO, CHEP North America, said: "I am excited to lead the CHEP North America team through its next phase of growth, focused on unlocking significant value for our customers and business through exceptional service and operational excellence."



# Offcuts

## Combilift renews football sponsorship

Forklift manufacture Combilift has renewed its sponsorship with the Monaghan Ladies Gaelic Football Team for another three years, which the company says is part of its commitment to supporting local sports and fostering community spirit.

Monaghan Ladies Gaelic Football has been a cornerstone of sporting excellence in the region, promoting athleticism, teamwork, and community engagement. Combilift's renewed sponsorship will provide essential funding to support the team's activities, including training programs, equipment, Programmed S&C Support, GPS and Sports Science, Performance Analysis, and Video Analysis. This partnership aims to enhance the development of players at all levels and strengthen the team's presence in national and international competitions.

Martin McVicar, Managing Director and Co-Founder of Combilift said: "We are thrilled to continue our support for the Monaghan Ladies Gaelic Football Team. Their dedication, hard work, and passion for the sport resonate with Combilift's values. We look forward to their continued success and growth over the next three years."

Team manager, Darren Greenan, added: "The Monaghan Ladies are delighted that Combilift has chosen to renew their sponsorship partnership for the next 3 years. This financial support helps create the best possible environment for our intercounty players, boosts the team profile, and allows management the resources to prepare the teams to the higher levels expected. We strive to make intercounty football an attractive opportunity for girls in the county, and this goes a long way to helping us reach this goal".





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