

# Plastic Pallets

*Schoeller Arca Systems*

Creative solutions for better returns

## Get it right, from the ground up

You probably wish you didn't need to buy pallets at all, but the reality is that you do. And in these days of increasingly long and complicated supply chains, it makes sense to choose carefully. You want a light, sturdy, cost-effective and highly functional pallet – one that meets but doesn't overstep your needs or your means.

### What kind of pallet suits you?

Schoeller Arca Systems offers two families of pallets: robust returnable ones for controlled distribution chains (BiPP) and more cost effective limited-trip pallets that are suitable for e.g. export business (EOS).

We have more than 100 pallet models to choose from, so you will have other decisions to make later on. But first let's take a closer look at the two main categories of pallets so you can decide which variety would best suit your needs.



## BiPP® – an investment for the future

If you want to take full advantage of the benefits of plastic pallets – durability, hygiene, re-usability, a good company image and sound environmental performance – and get a healthy return on your pallet investment, then BiPP-pallets are for you.

Our selection of robust, returnable plastic pallets offers well-documented advantages over wood, enabling you to improve your logistics and your customer service and ultimately increase your market share.

### Things to think about

No matter whether you are in the food, beverage, pharmaceuticals, electronics, automotive or luxury retail goods business, your product is both valuable and sensitive so you can't afford the risks associated with using wooden pallets. Typically low in quality, wooden pallets get splinters, dangerous nails poking out, they absorb moisture and their weight changes in different atmospheric conditions. Such problems can lead to product losses, customer complaints and ultimately damage your bottom line.

No such problems arise with BiPP returnable plastic pallets. Although the initial investment may be higher, when you examine the total cost of a BiPP solution, the pay-off soon becomes clear. Thanks to the avoidance of product losses and the number of trips it can do, a returnable plastic pallet can actually save your company money over time. When you look at it this way, your pallets are no longer a cost, but a valuable investment.

## EOS® – a cost-effective solution

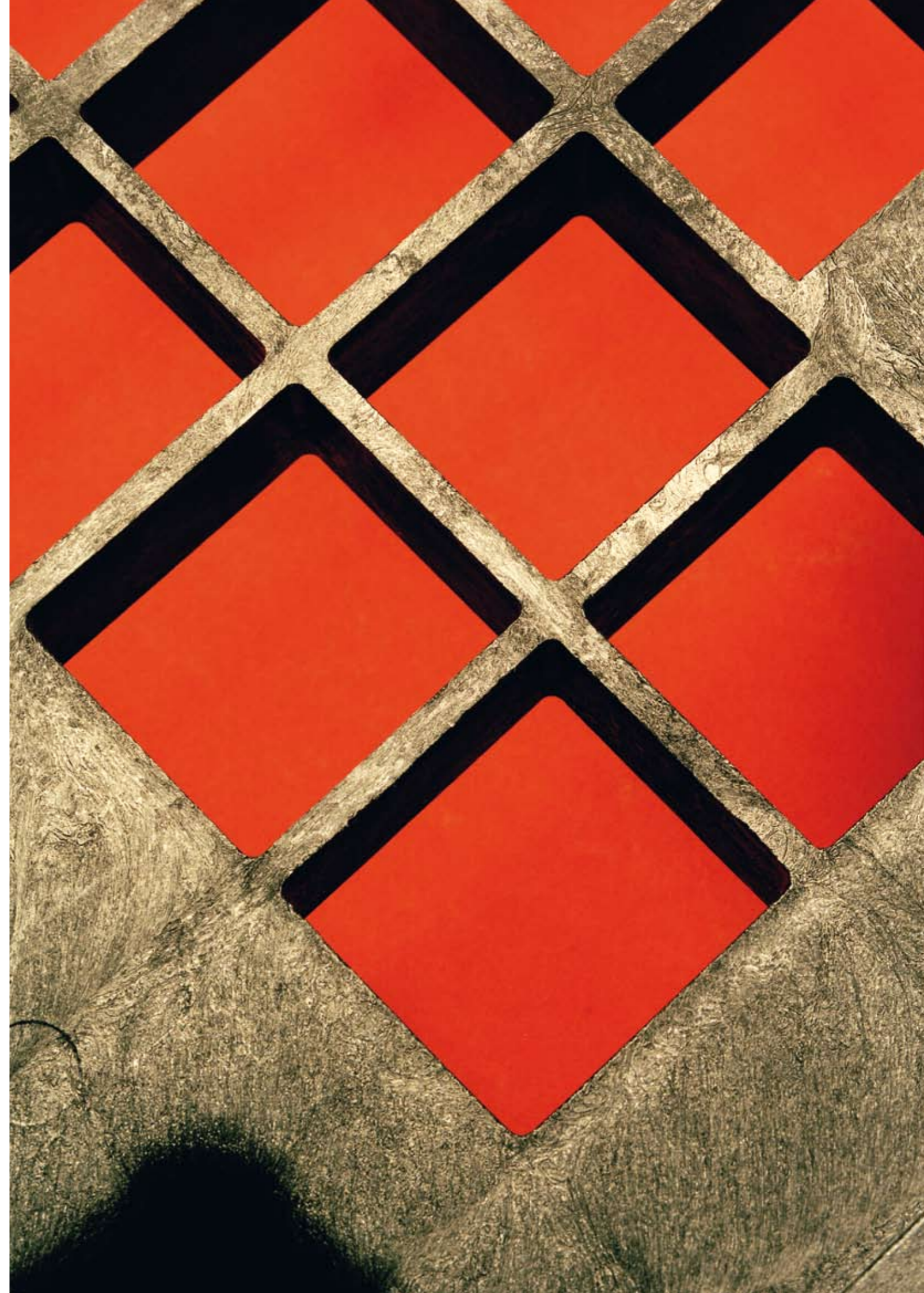
As a smaller company or an exporter, the chances are you have no interest in investing in a returnable pallet system. In fact, you would like to pay the low price of a wooden pallet whilst reaping the benefits of a plastic pallet. In that case, we can offer you a selection of more than 60 different models of EOS pallets for limited trips. We don't call them "one-way" solutions, since even EOS pallets can be used more than once. However, they are less robust than BiPP returnable pallets.

### Things to think about

Operating for example in the export meat-industry, food, chemicals, or indeed in any situation where a returnable distribution system is not an option, you want a pallet that gives the maximum product protection and handling convenience at an acceptable price.

You might consider wooden pallets an option, but using them for export is risky and involves a lot of paperwork. Perhaps your customers have even placed demands on your company to use plastic pallets for the sake of safety or hygiene?

Regardless of which scenario sounds most familiar to you, when you buy a plastic EOS pallet, you will pay slightly more than you would for a wooden pallet. But you avoid a lot of headaches and you are participating in a system that can be used more than once, with a product that can eventually be recycled.



## The better we get, the less you'll notice us!

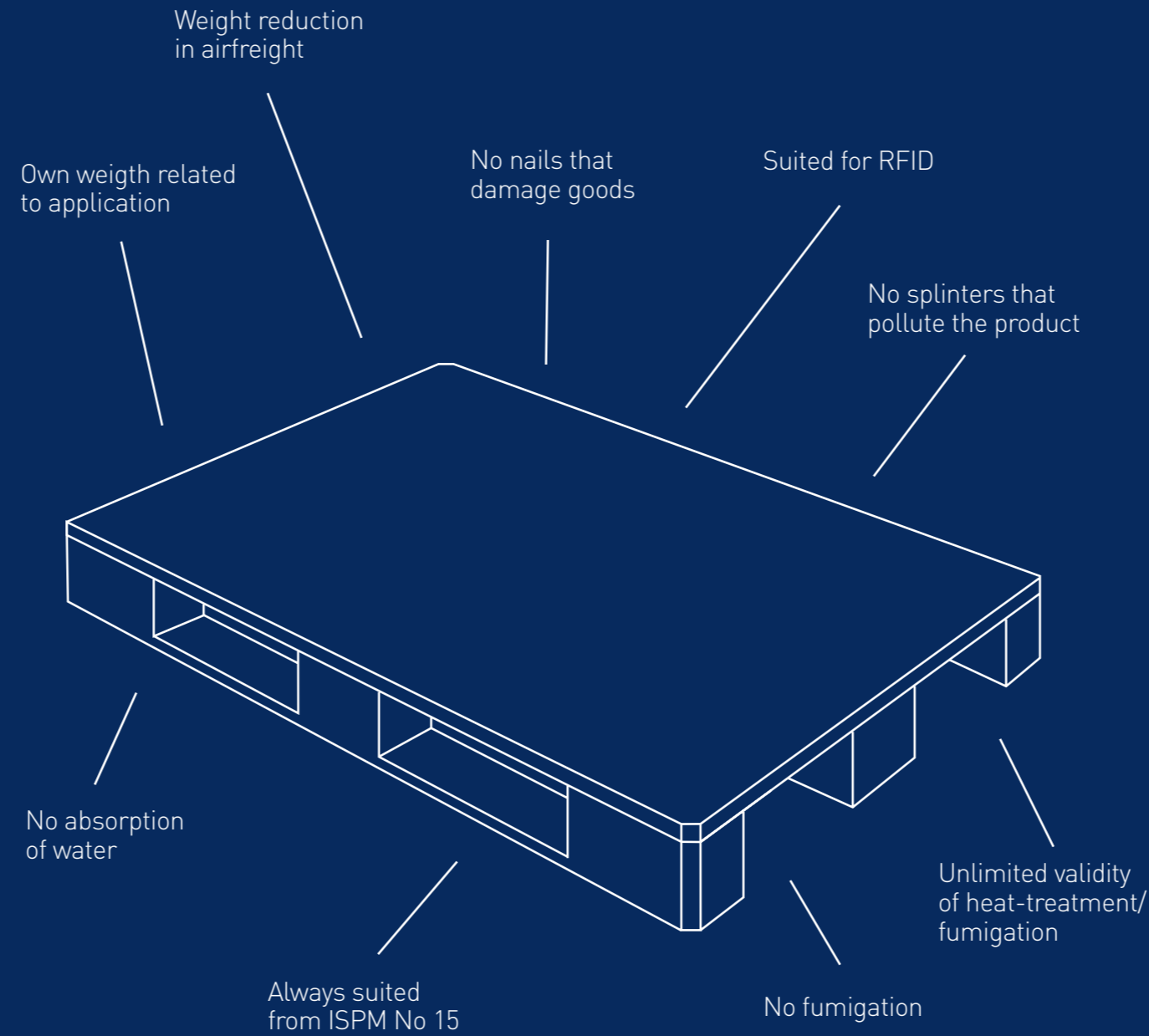
Distribution solutions attract most attention when they don't work. That's why, unlike most businesses, we accept that the better we get the less you'll notice us. Here are some of the ways that we are working hard to prevent ourselves and our products from attracting undue attention.

### Lowering costs

Why spend more than you need? Choose the right kind of pallet and you pay the correct price for the precise application you have in mind. Schoeller Arca Systems can help you figure out just what it is you need, and make a realistic calculation of what that system will cost you over time, taking all the various factors into consideration.

### Fewer headaches

Greater handling convenience is achieved through the cleverly designed details of our pallets. But most of all, it is the use of plastic that really makes your life easier. A plastic pallet is light and consistent in weight, it's easy to keep clean, it doesn't have nails or splinters, it can't get wood-worm, it is watertight and has low tolerance differences (i.e. it stays the same shape and size). The following table explains even more clearly.



### Less mess to clear up

Environmental considerations may not be top of your priority list but it's good to know that when you use a plastic pallet you are making a valuable contribution to the environment. Plastic pallets represent an efficient use of resources, many are re-usable and all are recyclable. And unlike wooden pallets, which you have to pay to dump, you actually get money back when you return a used plastic pallet for recycling!

### The versatility of plastic

Plastic is a wonderfully versatile material, enabling countless variations in design, which in their turn provide you with better functionality. The following chart shows what can be achieved with plastic pallets compared with wooden ones.

Parameter	Wooden pallets	Plastic Pallets
Any design is possible	No	Yes
Adaptation of the pallet for the load	Low	High
Security at customs clearance	Not sure	Always sure
Recyclable and reusable	Low	High
Residual Value	Low	High
Operational cost	Pure cost	Return on investment
Quality of the raw material	Natural product	Very controllable
Marketing image	Low	High
Environmental performance	Low	High
Identification	Limited	Based on logo, RFID, colour
Any option like: border, anti-slip, anti-slip rubbers	Not possible	Any possible
Border empty goods	Not possible	L profiles or external rims
Nestable pallets	Not possible	Space reduction



DISPLAY - BiPP® 6080 HOD 3R

## Case Study – The Norwegian Brewery Association

### Background

When The Norwegian Brewery Association made the decision to change the carriage method of 1.5 litre bottles from layers of cardboard on a wooden pallet, to plastic trays of 600 x 800 mm, they also decided to investigate the use of plastic pallets.

### Pallet Requirements

The brief was to come up with a more economical, repeat-use, plastic pallet to replace the existing single-use wooden solution. The pallet should be suitable for both wet and dry beverage formulae.

The Association was looking for an aesthetically pleasing pallet with an option for display use in customer supermarkets, petrol stations etc. Attractiveness and hygiene were therefore vital factors in extending their service, and ultimately improving customer satisfaction.

From a logistical point of view, The Norwegian Brewery Association was looking for a flat load capacity of 250 kg as well as a pallet capable of manoeuvring on conveyers.

### The Schoeller Arca Systems Solution

Schoeller Arca Systems suggested the 600 x 800 mm BiPP 6080 HOD 3R model with three skids and a perforated deck, a weight of 5 kg, and a flat-racking load performance of up to 500 kg.

### Logistical Success

The switch to plastic pallets had an immediate impact on customer satisfaction. The cleanliness and appearance associated with the new plastic pallet allowed customers to use the pallet on the shop floor.

The pallet was compatible with all racking-load and handling stipulations, and satisfied the demand for an application for both wet and dry environments.

### Financial Success

Customers were delighted with the quality of the product and The Norwegian Brewery Association benefited from a decrease in the number of complaints for damaged goods. The Association was also pleased by the efficient distribution of the product, and looks forward to financial gains as a result of the durable materials and multi-use solution.

Jørgen Hylin, Product Manager for NEN, a company that produces fruit juices and sells to the large food retailers has been remarkably pleased with the Schoeller Arca System solution.

“The switch to plastic pallets had an immediate impact on customer satisfaction. The cleanliness and appearance associated with the new plastic pallet allowed customers to use the pallet on the shop floor.”

“ We introduced the BiPPBox 1210 LC to Danone, one of our biggest customers in 2001. We were so pleased with the success of Schoeller Arca Systems high performance pallets that we have now extended its use to many more of our customers. ”

*Beatrice Dutrey, purchaser for Graham Packaging, France*



LIGHT – BiPPBox™ 1210 LC

## Case Study – Graham Packaging

### Background

Graham Packaging provides innovative plastic package solutions to its customers around the world. When French customer Danone was seeking a new packaging system for its Actimel brand, Schoeller Arca Systems suggested that Graham Packaging should provide its customer with the more efficient plastic pallet, BiPPBox 1210 LC.

### Pallet Requirements

The brief was simple. Graham Packaging should supply Actimel, Danone with a wood-free, hygienic all-in-one system combining a cardboard wall and liner. It needed to be lightweight and easy to handle as well as space efficient for transportation. The overall production costs should also be reduced.

### The Schoeller Arca Systems Solution

Schoeller Arca Systems recommended the BiPPBox 1210 LC, a reversible plastic pallet with a cardboard wall and top deck.

### Logistical Success

Using this new reversible plastic pallet, the poor hygiene associated with wooden pallets, the contamination from splinters, nails and dampness, were all immediately eliminated. When empty, the new pallets can be flat-packed and piled on top of each other. They are then stacked in an empty box making the whole system extremely efficient to transport and store.

The pallet satisfies all HACCP regulations as well the criteria for ISPM No.15. Overall, the BiPPBox has successfully replaced wooden pallets for Actimel. Danone now has an effective and efficient packaging solution.

### Financial Success

This high performance packaging system provides improved service levels, reduced levels of rejected deliveries, and a lower return cost. Improved durability also means a longer life span and a reduction in the cost of maintenance and parts.





MEDIUM – EOS® 1210 MR+5R Monobloc

## Case Study – Duvel Moortgat

### Background

Founded in 1871, the Duvel Moortgat group is an independent producer of authentic speciality and premium brand beers. The group is considered to be the world leader in the production of blond, bottle conditioned, high fermentation beers, a position largely owed to the success of its best selling product, Duvel.

Duval Moortgat exports beers to over 40 countries worldwide and has successfully switched from transporting its products on wooden pallets to using plastic pallets provided by Schoeller Arca Systems

### Pallet Requirements

The brief was to find a pallet that met export regulations and conformed to the ISPM No.15 guidelines, which are aimed at regulating wood packaging material used in international trade. The pallets should conform to increased safety standards in order to meet stringent Hazard Analysis and Critical Control Point (HACCP) regulations of the food and beverage industry.

From a logistical point of view, Duvel Moortgat was looking for a system which could provide a rack load of 1000 kg. The environment within the pallet had to be compatible with beverage storage standards i.e. neither too warm nor too damp; it had to be cheaper to produce than the existing wooden pallet system and give improved customer satisfaction.

### The Schoeller Arca Systems Solution

Schoeller Arca Systems suggested the EOS 1210 MR+5R Monobloc medium duty pallet 1200 x 1000 x 160mm system, weighing 14 kg with a flat racking load performance of up to one tonne.

### Logistical Success

The change-over to plastic materials handling immediately meant that ISPM No.15 regulation was no longer an issue. Plastic pallets also meet the increasingly stringent health and safety regulations in the food and beverage industry.

Contamination created by nails or splinters has been eliminated. There has also been a reduction in the number of damaged goods due to the product-friendly environment within the pallet. The customer is extremely satisfied with the new product.

### Financial Success

Production costs are lower for EOS 1210 MR+5R than for the wooden pallet. Time and money spent on blocked export goods due to ISPM No.15 regulations have been eliminated. Customers are delighted with the high quality of the product on arrival and payment disputes have been reduced as a result of the smooth and trouble free deliveries.

“ The benefits of EOS 1210 MR+5R far exceed those of our old wooden pallet system; as far as I’m concerned we would never consider swapping the plastic pallets for anything else so long as we can keep production costs at current levels! ”

*Dirk Waterschoot, Duvel Moortgat’s Logistics Manager*

Safe, stackable and compatible – Schoeller Arca System pallets fit with the automotive standard boxes. Besides this, we also get outstanding services and a great partnership.

*Eric Kieffert, Faurecia's reusable packing commodity manager*



HEAVY - BiPP® 1208 HR 3R 11

## Case Study – Faurecia

### Background

Faurecia is a world leading automotive supplier of six major vehicle modules: seat, cockpit, door, acoustic, module, front end and exhaust. Located in 28 countries with 160 units, Faurecia, like the rest of the automotive business has invested in Returnable Transport Packaging (RTP) to satisfy industry standardisation requirements. Originally Faurecia used large numbers of both plastic and wooden pallets but recognised the need to seek a new packaging solution that satisfied increasingly stringent demands for greater safety and lower cost.

### Pallet Requirements

Faurecia was seeking a pallet with a racking load of 500 to 1000 kg that would work with its existing crate and cover packaging system. The solution also had to be compatible with the company's lift system and existing external storage provision.

Ultimately the pallet had to be safe to handle and meet HACCP standards, be easy to clean and have the durability to satisfy the company's financial objectives.

### The Solution

Schoeller Arca Systems recommended the BiPP 1210 HR 3R II and BiPP 1208 HR 3R II monobloc heavy duty pallet with a flat racking load performance of up to 1000 kg.

### Logistical Success

These all met HACCP standard requirements and packing regulations. They were easy to adapt to global units and existing handling systems. The level of complaints from users, subcontractors and car makers about damaged goods dropped dramatically. The pallets were easy to clean and had efficient storage benefits.

### Financial Success

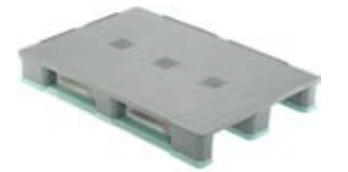
Financially the BiPP heavy-open deck solutions have performed outstandingly. Goods have been more secure within the pallet leading to a decrease in the number of damaged goods in transport and a reduction in rejected deliveries. The durable nature of the pallets has resulted in a longer product life span with reduced need for product replacement.

Overall, Faurecia has seen a reduction in its total pallet expenditure due to an increase in quality and decrease in overall cost.

Eric Kieffert, Faurecia's reusable packing commodity manager comments: "Safe, stackable and compatible – Schoeller Arca System pallets fit with the automotive standard boxes. Besides this, we also get outstanding services and a great partnership."



Belgosuc's subcontractor can clean the pallets in 15 seconds using a specially developed machine.



CLEANROOM – Trans BiPP® 0833 C

## Case Study – Belgosuc

### Background

Belgosuc produces partly processed goods using raw sugar and these are bulk sold in one tonne containers as well as smaller units. With a focus on independent food producers and the industrial food industry throughout Europe, Belgosuc is constantly looking for the most technologically up-to-date and efficient transportation systems both for its own range and bought-in products.

### Pallet Requirements

In order to meet company packaging regulations, Belgosuc required a cleanroom pallet conforming to HACCP and food packaging standards. The system needed a racking load of 1250 kg without requiring a central support, should be easy to clean, and compatible with the Schoeller Arca Systems crates currently in use. Belgosuc requested a long term guarantee on welded parts to ensure durability and minimise contamination. In addition, they wished to reduce production costs and use a more environmentally friendly material that could be re-used many times.

### The Schoeller Arca Systems Solution

Schoeller Arca Systems recommended the Trans BiPP0833 C, 1200 x 800mm, a cleanroom pallet with a racking load of 1250 kg.

### Logistical Success

The new product was a hundred percent successful in meeting the HACCP standard requirements and stringent food packing regulations. It also fulfilled the requirements for 1250 kg racking load with no central support. Its durable material meant that after seven years of use, Belgosuc has only needed to replace two percent of pallets per annum, which compares very favourably with the far higher replacement rate of its old wooden pallets.

Belgosuc's subcontractor can clean the pallets in 15 seconds using a specially developed machine, ensuring that hygiene standards are kept to a maximum.

### Financial Success

The financial benefits of the Trans BiPP model have been outstanding. There have been no rejected deliveries due to damage in transportation, nor any complaints of contamination – previously caused by nails and splinters in wooden pallets.

Belgosuc is now the leading company in its sector having doubled its revenue in the last few years.

## We support your business

We at Schoeller Arca Systems may not know all the intricacies of your business, but we certainly know ours. So why not let us take over your pallet problems so that you can concentrate on your core business?

We'll propose a solution that covers everything from pallet to top deck and all that lies between. Or, if you have special considerations due to a sensitive product or a problematic supply chain, just describe the unique challenges you face and we'll come up with a unique solution to meet them. Schoeller Arca Systems has excellent know-how in design, development and technology of materials handling products.

A worldwide network of manufacturing, sales and distribution locations enables us to satisfy our customers' global sourcing needs. So we can support you wherever you are now, and wherever you're heading in the future.



## BiPP® Pallets

Long-life multi-trip pallets produced with high quality virgin or regrind polypropylene for outstanding efficiency in transport and storage. BiPP pallets are stable and therefore safe, easily stackable and can handle high loading capacities.



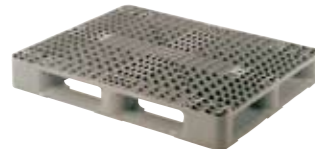
### BiPP® Display

With a strength load of 500 kg and dynamic loads up to 750 kg, these pallets are compatible with almost all standardized materials handling systems. It is suitable for distributing and displaying a wide variety of products and, being light and stackable or leads to efficient transport and storage.



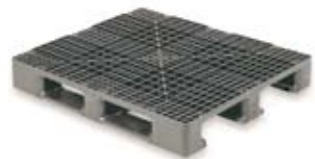
### BiPP® Light

Providing a good balance of weight, volume and loading capacity, these pallets weigh between 5 kg and 10 kg and can handle static loads of 2500 kg and flat dynamic 1000 kg with ease. The nestable pallets come with runners and a rim making them easy to stack and efficient in transport and storage.



### BiPP® Medium

Belonging to the latest generation of plastic pallets, these multi-trip medium duty pallets are made with monobloc design. They combine light weight with high strength and a racking load of 750 kg so you get both high performance and lower costs.



### BiPP® Heavy

BiPP heavy-duty pallets are particularly strong, easily handling static loads of 7500 kg and dynamic loads up to 1500 kg. These attractive streamlined pallets are also available in closed deck versions.



### BiPP® Cleanroom

BiPP cleanroom pallets come with smooth top decks, sides, under decks and runners to keep fluids, dusts and granulates materials at bay. These rimmed pallets can handle static loads of 7500 kg, dynamic loads up to 1500 kg and racking loads of up to 1250 kg.

## EOS® Pallets

A family of lighter, limited-trip pallets suitable for e.g. export business. Generally described as one-way solutions - although sufficiently robust to be used more than once – EOS pallets give you the benefits of plastic at a price that's competitive with wood.



### EOS® Display

Light, nestable pallets suitable both for the distribution of numerous products and for in-store display. They measure 600 x 800 or 600 x 400 and have excellent strength, handling loads of up to 500 kg with ease.



### EOS® Light

Ideal for air-freight shipment, these up to 8.5 kg pallets provide an optimal balance of weight, volume and loading capacity. They can handle static loads of 2500 kg and dynamic 1000 kg with ease.



### EOS® Medium

Latest in a new generation of plastic pallets. Medium duty limited-trip pallets combine light weight with strength. Racking load of up to 500 kg and a dynamic load up to 1250 kg, making it suitable for export and airfreight shipments.



### EOS® Heavy

These heavy-duty pallets have an attractive, clean-cut design and excellent strength. They can comfortably handle static loads of 7500 kg, racking load of 1250 kg and dynamic loads of up to 1500 kg. Perfect for heavy-duty export shipments.



### EOS® Cleanroom

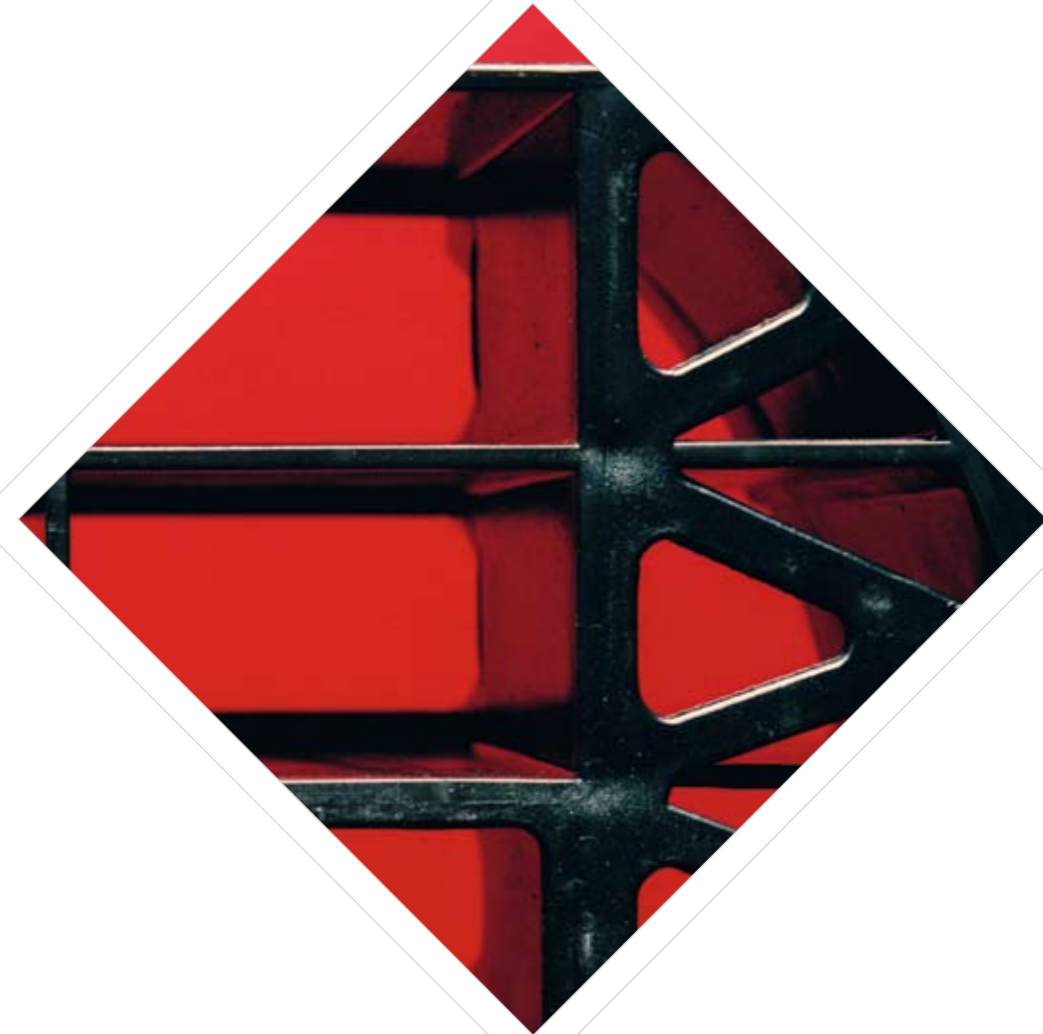
With smooth top decks, sides, under decks and runners, these pallets work to prevent fluids, dust and granulated materials to build up in visible corners. They can handle static loads of up to 7500 kg, dynamic loads of up to 1500 kg and racking loads of up to 1250 kg.

## Your next step?

Call Schoeller Arca Systems and describe your pallet needs in as much details as possible. We'll take it from there.

Here's a checklist of things to consider:

- The pallet's purpose
- The type of load it will carry
- Type of top- and under-deck
- Required dynamic load
- Required racking load
- Choose your pallet
- Delivery within 48 hours





## Putting Schoeller Arca Systems on the map

Schoeller Arca Systems is **the global market leader** in the field of returnable plastic packaging systems for materials handling. Here are some of the reasons why:

### We've got the products you need

Schoeller Arca Systems offers a very broad range of plastic materials handling products, including; foldable large containers, intermediate bulk containers, big boxes, pallets, crates and trays for beverages and UN certified pails. If our existing products don't match your needs, we will co-operate with you to design a tailor-made solution.

### Suitable for most applications

Given our extensive range and the adaptability of our products, Schoeller Arca Systems solutions can be used for distribution, storage and even retail display in areas as diverse as the beverage and automotive industries; food processing and postal services; pool providers and pharmaceuticals.

### We focus on your concerns

Two key principles govern all our product development: achieving smooth logistics and reducing our customers' total costs. Additionally, some products are designed to help strengthen your brand. The good news is: the economic use of raw materials and increased distribution efficiency that characterise our solutions *also* lead to a good environmental performance!

### We innovate for your success

Our success depends on yours. That's why we always start from the customers' standpoint and ask ourselves how a new design or technique might serve your purposes better. This way of thinking is reflected in every aspect of our product design, product development, mould design, injection moulding, decoration and recycling.

### We can support you no matter where you are

A worldwide network of manufacturing, sales and distribution locations enables us to satisfy our customers' global sourcing needs. So we can support you wherever you are now, and wherever you're heading in the future.

Operating in over 50 countries, Schoeller Arca Systems provides reliable, high quality plastic packaging systems and services. As an innovative and experienced development partner, we are committed to helping our customers reduce their overall logistics costs and enhancing product branding.

Our systems are used in a broad variety of industry segments including, beverage, automotive, agriculture, retail distribution, postal services and pool providers. Through our own production facilities and selected licensee partners, we are able to combine a global presence with fruitful local partnerships.

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**Schoeller Arca Systems**

Creative solutions for better returns