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**Samuel Grant  
Packaging**

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**Press Pack**



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GEA aseptic filling technology for still and carbonated drinks in plastic PAA and H<sub>2</sub>O, liquid sterilisation technology is GEA's answer in producing premium quality, safe products. When it comes to aseptic filling, GEA solutions provide the maximum flexibility enabling you to fill carbonated/re-carbonated beverages with or without pieces, using the same system.



## IBP Packaging Digest

# Further innovations in Pallet Wrapping

SINCE ITS LAUNCH IN 2013, SAMUEL GRANT PACKAGING'S SAMSON NANO HAS CHANGED THE WAY IN WHICH PALLET WRAPPING IS BOTH UNDERTAKEN AND CHARGED FOR.

Known particularly for its fixed price per wrapped pallet with no capex, servicing and maintenance costs, coupled with its inbuilt internet-linked reporting software, the Samson Nano provides the perfect base for a pallet wrapping solution to suit all businesses.

Having said all that, the team at Grant's are always looking for ways to improve the machines in order to offer the best possible service. The team have a highly proactive approach to new ideas and improvements which coupled with their extensive expertise allows most solutions to already be in place.

For example, since the change in law in February 2016 regarding the weighing of internationally-bound pallets prior to despatch, Samuel Grant can now incorporate a weighing facility into the base of the Samson Nano on request.

Following the lack of space issues raised by one client, an especially reinforced ramp was created to sustain the weight of a forklift driving over it, in fact it can deal with the pressure of up to 10 tonnes. A 3 tonne wrap machine has also been produced, as well as a machine specifically designed to deal with cold stores.

All of the above are part of the ongoing customer service that Samson Nano clients receive, and all solutions are provided with no capex, servicing or maintenance costs, a fixed price per wrapped pallet, and completely risk free to the businesses installing the system.



**I always ask my customers.**

**“IF I GAVE YOU A MAGIC WAND TO CHANGE YOUR CURRENT WRAPPING, WHAT WOULD YOU DO?”**

"This gives me the most honest feedback of what is wrong with their current wrapping, which helps me devise a bespoke solution for them in conjunction with my findings from the site evaluation. Our mission is to listen, advise and deliver optimum solutions," says Julia Allen, Samson Nano Specialist and Managing Director of Samuel Grant Sheffield.

www.samsonnano.co.uk  
0114 257 4470

# Business and Industry today

Tel: 0121 550 7510 • Issue 313

www.businessandindustrytoday.co.uk

## Inside this issue:



**Checkit**  
See them on page.....2



**Marsh Industries**

## A new approach to electronics design working

Newbury Innovation has announced a new approach to the provision of design and development work for electronic prototype design work. Fixed Budget Engineering. For a one-off fee, Newbury Innovation will work with an organisation on their initial design work, preparation and build of a prototype and they will then extend this support for as many iterations of the design as may be required in the following 12 months.



productive relationship between us and our clients."

"Having to fork out for more design work every time a prototype needs amending is a hidden cost that can cut the brakes on the development of a new product and one that doesn't

The new approach has already been well received by a number of Newbury Innovation's clients. Clients are already reaping the rewards in terms of a smoother path to the point of full manufacture and one that doesn't

## Total Clean... Better by association

Total Clean knows that for its business to remain successful, it must maintain compliance with a number of industry standards. This helps it to stay competitive within its sector and also gives its customers peace of mind that it will receive a high quality service.



Total Clean has a number of key registrations and associations that require adherence to strict codes of practice and are subject to external audits in order to maintain its compliance. Total Clean is currently ISO 9001, ISO 14001 and OHSAS 18001 accredited as well as being a proud member of the British Institute of Cleaning (BICIS).

The BICIS is the largest independent, professional and educational body within the cleaning industry with over 5,000 individual and corporate members in the UK and Internationally.

quality management systems within the business.

Total Clean has been assessed by the Contractors Health and Safety Assurance Scheme (CHAS), demonstrating its compliance with the core criteria of health and safety law. This means it is approved to work with all CHAS buyers. Total Clean is also an Approved Partner of Infection Prevention Solutions, ensuring it fully understands the complexities of cleaning in different healthcare settings, and have its work

## Food & Drink Products & Services News

### At-line near-infrared analyzer

NDC Technologies, a leading global provider of precision measurement and control solutions, offers the Infralab analyzer for the accurate measurement of Degree (DDB) or Densities in biscuits, crackers, cookies and snack foods.

Size, texture and appearance are all key quality attributes that determine the success of a food product in the market. Testing of the product during the manufacturing process for moisture and colour is important to ensure final product consistency and 'freshness', but testing typically requires the use of multiple analytical technologies which are often located in a laboratory remote from the production line.

NDC Technologies has integrated its proven DDB or Densities measurement into the Infralab & Line Analyser to provide simultaneous measurements of Moisture, Oil and DDB in five seconds. With no special add-on required to convert, the Infralab offers precise value for beyond that of conventional testing. This provides unprecedented feedback to the process operators, for improved control of Moisture, Oil & DDB which offers financial benefits such as:

- Reduced start-up times and scrap
- Production of more consistent, within specification product (minimize 'checking')
- Improved operating efficiency
- Accurate wastage.

The DDB measurement is designed to closely imitate the response of the human eye to changes in brightness and the readings used as highly reproducible and dependable real-time feedback to the process controller. NDC will launch the Infralab and its DDB capabilities at this year's CMA show in Geneva, France.

www.ndc.com/food

### Samson Nano: Smarter, added value, faster and safer

The rotating arm Samson Nano machine is a prime example of Samson's customer service and innovation at work.

Our client packages blocks of fish meal, which are wrapped into pellets for distribution. Due to the nature of the product, there is always a sprinkling of the meal which slips out of the packaging onto the floor of the factory, which poses a hygiene issue for the client, and means that the factory floor requires constant pressure washing.

Although the client considered the outstanding benefits and cost savings of the Samson Nano system, a standard floor-mounted solution could contribute to a scrape of fish meal build up.

In conjunction with the client, we developed the rotating arm Samson Nano machine, which wraps the pellets from above as opposed to below. The carriage doesn't touch the floor at any point, and can be pushed against the wall out of the way whilst the product wrapping is taking place.

We were able to propose this as a solution to the customer, and having conducted an in-depth audit of their pellet wrapping requirements, were able to offer it to them with

no capital expenditure required, as a fixed price per wrapped pellet.

As with our more conventional offering, this unique solution is a win-win for the client. Their fixed price per wrapped pellet includes the provision, working and maintenance of the machine, as well as all the fix and tear it reporting software for ongoing management by both the client and the experts at Samson Giant.

www.samsongiant.co.uk



### Loma increases focus on convenience food market

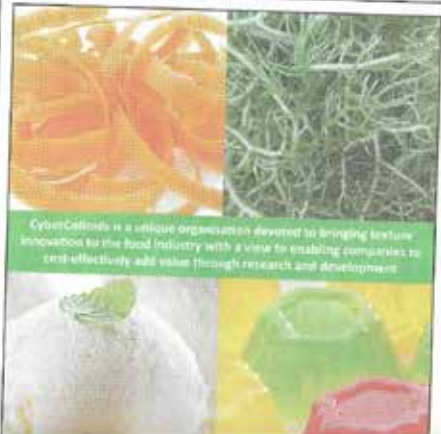
Driven by busy 'time poor' lifestyles and an ageing population, the convenience food market continues to flourish. With growing demand for products that have longer shelf life, can be eaten on the move, are quick and easy to use and boast more innovative packaging formats, Loma Systems is highlighting the suitability of its high performance combination X-ray and Checkweighing unit for inspecting frozen and chilled ready meals and food-to-go options. The two integrated 'detect and weigh' technologies ensure food safety for brand protection, and consistency in weight, size and shape.



As well as ready meals, there is an increasing trend for portable meal options that are normally consumed off premises, with retailers continuously developing new food products that cater for

meats and cereals feature in density which can make it difficult to test foreign bodies. This can create inspection challenges for convenience food manufacturers.

Capable of weighing products while simultaneously inspecting for foreign bodies in one compact and easy to use format, Loma's X-ray combination system has been specially developed with ready meal and food-to-go processors and packers in mind. The



CyberCatalina is a unique organisation devoted to bringing texture innovation to the food industry with a view to enabling companies to cost-effectively add value through research and development

# Business and Industry today

Tel: 0121 550 7510 • November • Issue 333 [www.businessandindustrytoday.co.uk](http://www.businessandindustrytoday.co.uk)

**Inside this issue:**

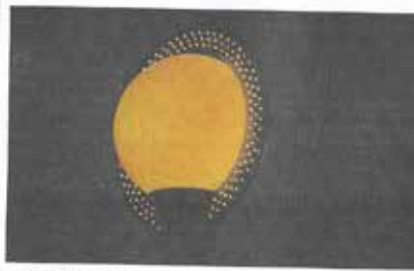


**Loxit Products**  
See them on page 3



**Storacall**  
See them on page 8

## The Charles Endirect PoleStar Bellsha



The Charles Endirect PoleStar Bellsha is designed to enhance road safety. The company was selected as one of our Top Exhibitors at Traffic Safety in Belgium. Charles Endirect's Bellsha products have been established for over 20 years meeting British and European standards. Unlike some others in the market we feel it is important to illuminate the Bellsha globe to those standards of brightness and uniformity.

Improvements in the LED market, it has allowed us to position the light source at the base of the globe to give a brighter more even illumination of the globe to provide 360° visibility. The LED Halo is designed to comply with Traffic Sign Regulations & Guidance.

The new design of our Anti-Vandal Gallery combined with other controls with 08 switch controlled options allows

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T 01302 639561

## Steel Strapping: The right product for the job

With the wrapping of heavy goods playing such a big part in the transportation business, the main question that people tend to ask is - should we use Polypropylene or Steel strapping? Heavy loads being conveyed on

trucks and pallets, such as timber, steel beams, and heavy building materials, all need the correct choice of strapping to ensure they reach their destination in perfect condition.

Clients want peace of mind that goods will be kept in place no matter how far they're travelling, and regardless of the weight of their goods. In this situation, Polypropylene strapping may not prove to be the best option - it has

low retained tensile, potential to split, is susceptible to environmental factors, and a higher rate of failure when used on extremely heavy products.

Steel Strapping comes with multiple positives, including that the tension is maintained for a long period of time. Steel straps are the oldest, strongest, and highest tensile strength strapping available. They are fully recyclable, are available in a variety of widths and thicknesses, as well as variations in the grade of steel.

As one of the UK's largest providers of steel strapping, at Samuel Grant Packaging's strapping experts are trained to be able to provide bespoke strapping solutions to clients, offering compression and dunnage which can have a positive impact on their bottom line, as well as their environmental impact.

The company is able to offer full loading support and maintenance, and nationwide support, allowing Samuel Grant to provide strapping as a service, not just as a product, with clients retaining full operational control.

Samuel Grant's advisors will assess client requirements and use their years of expertise in the field to guide clients to the best products, at the best price, coupled with the confidence of not having to worry about the costs of replacing damaged cargo.

You can find out more about Steel Strapping from one of the biggest packaging suppliers in the UK at:

[www.samuelgrant.co.uk/strapping-steel-products/](http://www.samuelgrant.co.uk/strapping-steel-products/)  
T 0153 270 7221  
[sales@samuelgrant.co.uk](mailto:sales@samuelgrant.co.uk)  
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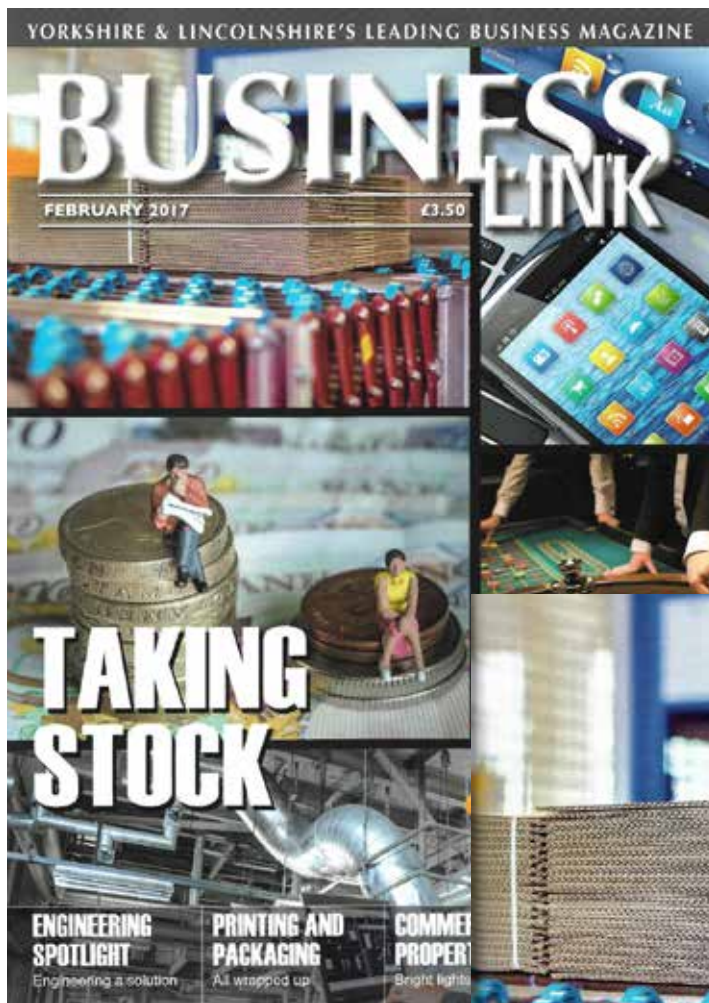
Contact your Packaging Specialist for more information...

Sheffield 0114 257 4470  
Leeds 0115 270 7221  
North East 0191 480 6927

E: [info@samuelgrant.co.uk](mailto:info@samuelgrant.co.uk)  
W: [samuelgrant.co.uk](http://samuelgrant.co.uk)



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of visual stimuli either, with more of the product itself on display, the labelling no longer has to fulfil that function. Why bother designing and printing an image of the food product on the label only to have it alongside a clear window into the product? Labelling can subsequently be smaller, letting the product speak for itself. Graphics and nutritional information are still necessary, both

regulatory and for on shelf appeal, but modern packaging is marked out with a reliance on the product to augment its labelling rather than the other way around.

The global packaging film market makes up a significant portion of the entire packaging market. The main drivers stem from the demand from the food and beverage industry, as while

the applications of films in diversified markets are numerous, it is predominantly for food and beverage products that films are used. Packaging films are used to increase the shelf life of various products such as meat, snacks and biscuits, and even fruits and vegetables, among others. These films

## Samuel Grant Packaging – the North’s biggest packaging distributor

Established in 1991, Samuel Grant Packaging have been at the forefront of the packaging industry for over 25 years, and can now safely say that they are the North’s largest independent packaging distributor.

Run and managed by the fourth generation of Grants, the business thrives thanks to excellent customer service, and a passion for helping customers get their goods delivered in the best possible condition using the least amount of packaging.

Clients can expect the same level of customer service and attention to detail drawn on this passion and experience, whether they want to purchase a kit for packing up and moving house, or are a large enterprise wanting to review their packaging operations. From single rolls of parcel tape, to stretch wrap and strapping machinery and servicing, all clients can benefit from expert advice and ongoing customer support.

The Samuel Grant Packaging trade counter is open to the public at Cross Green, Leeds. For more information, visit [www.samuelgrant.co.uk](http://www.samuelgrant.co.uk).



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**ROYAL APPROVAL FOR SAMUEL GRANT PACKAGING**  
PACKAGING DISTRIBUTOR GIVEN 2018 QUEEN'S AWARD FOR PALLET WRAPPING INNOVATION

Samson Nano

**INSIDE**

- COMPRESSED AIR**  
Tethered protectors reduce costs 40 per cent in one month by reducing lighting stand down 40% with a controlled energy output.
- INDUSTRIAL CLEANING**
- MAINTENANCE**  
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## Samson Nano

### Smarter, Faster, Leaner, Safer.

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Daily timeline reports showing throughput per machine	Superior performance due to machine and film combination	No machine eaves butlay	One touch operation for any program, locked out preventing fiddle factor
Daily wrapping reports delivered to your inbox	Free and go - staff can be organising the next pallet whilst wrapping	No maintenance costs	Superior wrapping means less damaged during transit
Real time information available 24/7 to monitor spend and performance	Auto cut off at the end of the wrapping cycle	No servicing costs	Improved load containment
		Guaranteed wrap on every cycle or no charge	
		Fixed price per successfully wrapped pallet	

**Contact one of our Samson Nano Specialists for...**  
An audit of your current pallet wrapping, an insight into the Samson Nano system technology or to arrange a site visit.

**Samuel Grant Packaging**

Sheffield 0114 257 4470  
Leeds 0113 270 7221  
North East 0191 480 6927  
E: info@samsonnano.co.uk  
W: samsonnano.co.uk

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## Royal approval for Samuel Grant Packaging



Samuel Grant Packaging, the North's largest packaging distributor, has been awarded the Queen's Award for Innovation in 2018 thanks to the Samson Nano, a huge innovation in the pallet industry

Since its launch in 2015, Samuel Grant Packaging's Samson Nano has revolutionised the way in which pallet wrapping is both undertaken and charged for. Known particularly for its fixed price per wrapped pallet with no capex/servicing and maintenance costs, coupled with its intuitive screen-linked reporting software, the Samson Nano provides the perfect wrapping solution for all businesses.

The Samson Nano has positively impacted hundreds of businesses around the UK. The innovative pallet wrapping machine not only reduces

**SERVICE**

As well as the 'standard' Samson Nano machine, the team at Samuel Grant Packaging are always looking for ways to improve their machines to offer the best possible service. The team have a highly proactive approach to new ideas and improvements which, coupled with their extensive expertise, allows solutions to be found for their customers' problems. Samuel Grant Packaging has created machines that are suitable for forklifts to drive over it should there be a lack of space, as well as machines that are specifically designed to be used in cold stores.

All of the above are part of the ongoing customer service that Samuel Nano customers receive, and all solutions are provided with no capex, servicing or maintenance costs, a fixed price per wrapped pallet, and complete day time to the business installing the system.

"I always ask my customers - if I give you a magic wand to change your current wrapping, what would you do?" says Julie Allen, Samson Nano specialist and managing director of Samuel Grant Sheffield. "This gives me the most business feedback of what is wrong with their current wrapping which helps me devise a bespoke solution for them in conjunction with my findings from the site walkation. Our mission is to listen, advise and deliver optimum solutions."

**MARK OF EXCELLENCE**

Due to this innovation and 'can do' approach, this April it was announced that Samuel Grant Packaging was to receive the highest accolade for British companies - a Queen's Award for Enterprise. Although the Queen's Award for Enterprise is available to British businesses only, it is

globally recognised as a mark of excellence. The Queen's Award for Enterprise is given to businesses that excel in innovation, sustainable development or international trade, and it is the highest official UK award for British companies. In winning this award, Samuel Grant Packaging joins a very select branch of elite UK manufacturers.

To qualify and win, the company had to prove how the packaging industry had been impacted by the Samson Nano. The company also had to show the effect that the machine's development had had on the local economy, and on the bottom line of the business overall.

Samuel Grant Packaging has long been known as an expert in the packaging industry. The fourth generation packaging firm has been at the forefront of manufacturing innovation for over 12 years, and with three different locations across the North of England, Samuel Grant Packaging is the largest packaging distributor in the North.

Although Samuel Grant Packaging has been in the industry for years, it has always made innovation a priority. By putting the customer's needs at the heart of all it does, Samuel Grant Packaging has focused on solving unique solutions and by doing so, has successfully advanced the packaging industry in ways that countless have been imagined 125 years ago.

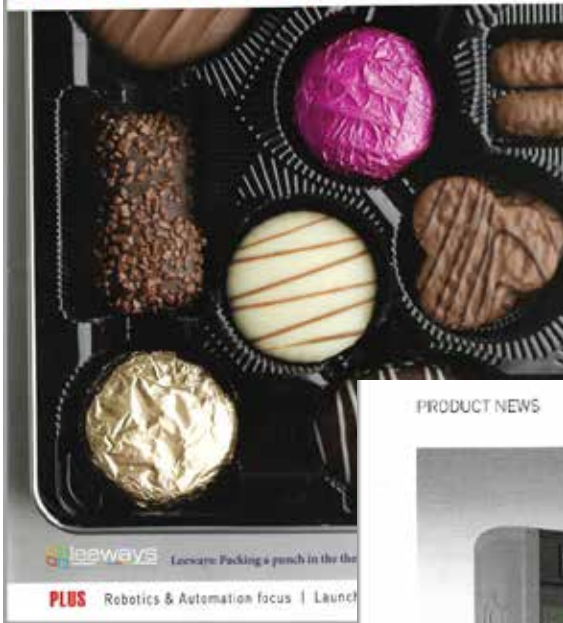


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# FMCG NEWS

**SPECIAL**  
PRO2PAC 2017  
EXCLUSIVE PREVIEW  
**FEATURE**  
FOOD, DRINK & INGREDIENTS  
MARCH 2017  
ISSN 0275-6688 VOL 43/4



leeways *Leeways Packing a punch in the*

**PLUS** Robotics & Automation focus | Launch

## PRODUCT NEWS



### Metal additive manufacturing system launched

DR LASER launched a new, powerful and more accessible metal additive manufacturing system, the ORLAS CREATOR, at the recent Formnext exhibition in Frankfurt. Highlights of the ORLAS CREATOR include: A unique circular build-platform design that enables up to 30% faster production speeds, flexible process capabilities, cloud manufacturing, an additive manufacturing solution that incorporates in-house developed software, innovative hardware and remote process control. The ORLAS CREATOR is a competitively priced, high-end system for additive manufacturing of a wide range of metal products providing a fast route from product concept to market launch. Metal designs can be realised in only a few hours without the investment of tooling. It allows tool free manufacturing of high-quality metal parts directly from CAD data. A 250-watt fibre laser provides exceptional beam quality and power stability.

+49 4071 209 690 | [www.creator.orlasec.com](http://www.creator.orlasec.com)



### New packaging for moisturiser

Astral (owned by DDD Ltd) is a beauty brand that in the ever-changing world of skincare has stayed true to its original formula. Astral moisturiser has been tried and tested for more than 50 years, having been used by all kinds of women since 1953. Astral can be used on the face, body and even as a makeup remover. Astral recently updated its Original Face & Body

Moisturiser range, implementing a new design onto 50ml, 200ml and 300ml jars supplied by RPC Manuplastics. The iconic blue colour was retained, ensuring that the products are still recognisable on shelf. Sean Rimmer, Astral Brand Manager, said: "We wanted to tell our story through our packaging. Manuplastics and M&H have helped us to deliver a new pot that reflects our original pack design whilst modernising the brand for the future." RPC Manuplastics and M&H Plastics is part of the RPC Group of companies.

01562 918618 | [www.mhplastics.com](http://www.mhplastics.com)



### Further innovations in pallet wrapping

Since its launch in 2013, Samuel Grant Packaging's Samson Nano has revolutionised the way in which pallet wrapping is undertaken and charged for. Known for its fixed price per wrapped pallet with no capex/servicing and maintenance costs, coupled with its built-in internet-linked reporting software, the Samson Nano provides the perfect base for a pallet wrapping. Since the change in law in February 2016 regarding weighing of internationally-bound pallets prior to despatch, the company can now incorporate a weighing facility into the base of the Samson Nano on request. Following the lack of space issue raised by one client, an especially reinforced ramp was created to sustain the weight of a forklift. A 3 tonne wrap machine has also been produced, as well as a machine specifically designed to deal with cold stores.

0114 257 4470 | [www.samsonnano.co.uk](http://www.samsonnano.co.uk)



### Collaborative project yields 'fantastic' returns

Bottle Decoration Solutions (BDS) has adopted nucleation with Laser Lines. BDS is a provider of glass containers to food and beverage producers, while Laser Lines is a cost-effective method of producing logos and designs with nucleation points on the inside of glasses using a Syrrad CO2 laser. Nucleation, promoting bubbles within drinks, conventionally achieved using pad printing, is time, cost and labour intensive. Laser marking is more efficient and not widely

adopted outside of major glass manufacturers. Colin Walker, MD of BDS, said: "This was a collaborative project from day one. The quality of the response from Laser Lines was excellent. Their extremely knowledgeable exchange of ideas and laser solutions proved a real USP for our business and the ROI we're seeing is fantastic."

01208 672588 | [david@laserlines.co.uk](mailto:david@laserlines.co.uk)  
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Agenda for all

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▶ **HOW CARTON PACKS CAN HELP REDUCE COSTS, LABOUR AND WASTE**

New White Paper: Why foodservice operators should rethink packaging choices for their speciality beverage programmes.

For broad sections of the US foodservice industry, it is no longer just coffee, tea and classic soft drinks that are the cornerstones of their beverage business. Increasingly, it is now hand-crafted and custom-made speciality beverages such as artisanal smoothies, lemonades, speciality coffee and tea drinks, or even hand-crafted soda that are proving to be high-margin menu add-ons. Speciality beverages can increase traffic and boost profits, if the programme is properly executed. In a new White Paper, SIG Combibloc highlights the issues foodservice operators need to consider to successfully implement and manage their speciality beverage programmes. This includes the choice of packaging.



The White Paper is available to download free of charge on SIG Combibloc's homepage at: [www.sig.biz/white-paper](http://www.sig.biz/white-paper)

▶ **SAMUEL GRANT LAUNCH THE SAMSON NANO – A UNIQUE PALLET WRAPPING SOLUTION**

Samuel Grant have announced the launch of the Samson Nano. As a distributor of packaging materials for over a century Samuel Grant Group have extensive experience in pallet wrapping and the Nano's launch is born from their obsession with obtaining the best price per effectively wrapped item. Packed with innovative technology, and boasting the lowest turntable height of any other available pallet wrapper, the Nano offers a complete turnkey solution to businesses. With no cost to install or maintain the machine, it offers a transparent costing model, charging only per pallet wrapped with no hidden costs, and removing all maintenance concerns from the clients. Real-time information is easy to gather, facilitating ongoing evaluation of its service.



**SAMUEL GRANT GROUP**  
0113 270 7221 [www.samsonnano.co.uk](http://www.samsonnano.co.uk)

▶ **SPREADING THE WORD FOR IML-T**

RPC Bebo-Plastik has now commenced manufacture of packs using its pioneering In-Mould Label Thermoforming (IML-T) technology, following the installation of a dedicated line at its factory in Remersvörde, Germany. The company's first customer will be Germany's leading producer of Mozzarella, Goldsteig, for whom RPC Bebo will produce a new custom-moulded container.



Further new orders are currently being finalised. IML-T brings premium quality decoration to the thermoforming sector, enabling food manufacturers to create effective branding and on-shell differentiation in highly competitive markets. With the acknowledged lightweight and barrier benefits of thermoformed packs, companies can now combine a premium decoration quality with these benefits. High capacity output makes the investment in tooling and handling equipment cost-effective.

**RPC Bebo Plastik GmbH**  
[info@rpc-beboplastik.de](mailto:info@rpc-beboplastik.de) [www.rpc-beboplastik.de](http://www.rpc-beboplastik.de)

**Food Focus**

▶ **ABB E-BOOK OUTLINES TOP TIPS TO KEEP YOUR MOTORS TIP-TOP**

ABB introduces an e-book that helps electric motor and users reduce motor downtime by charting the most common causes of failure and offers tips on how to resolve them.

The five common causes of motor failure relate to bearings (51 percent), stator windings (16 percent), external conditions (16 percent), rotor bar and shaft couplings.

The main sources of bearing problems are often insufficient or incompatible greases, overheating, overloading, contamination or high ambient temperatures and humidity.

The e-book guides the reader through each cause using infographics and built-in navigation options to allow users to view the different sections of the e-book according to their specific areas of interest.

The e-book can be ordered by e-mailing [energy@gb.abb.com](mailto:energy@gb.abb.com) with "e-book" as the subject-line.



▶ **KOFTES WELCOME FOR REBECCA**

When Rebecca Wood (second from left) joined the expanding new product development department at Snowbird foods she was just in time to join other members of the team in celebrating the launch of the Enfield (North London) company's new mini koftes.



A 20g, fully cooked and frozen product, the skinless koftes are an attractive, irregular tube shape and contain 92% lamb drawn from Red Tractor approved sources. Other ingredients include lemon juice, salt, mustard seeds, garlic powder, red bell peppers and crushed chillies spiced with black pepper, cardamom, cloves, coriander, cumin, ginger, nutmeg and paprika. Snowbird has added coriander, mint, parsley and thyme.

A qualified nutritionist, Miss Wood joined Snowbird to become its NPQ technologist after a spell as a self-employed nutritional consultant, having qualified with a degree in that subject from Bournemouth University.

**SNOWBIRD FOODS LTD**  
020 8805 9222 [www.snowbirdfoods.co.uk](http://www.snowbirdfoods.co.uk)

▶ **PICKED TO PERFECTION - THE FANUC WAY**

The UK food industry has developed an increased interest in robots. Over the last 12 months FANUC has seen enquiries from food manufacturers looking to automate their food handling and packing operations increase by 35%. Spurring on the food industry, FANUC aims to inspire manufacturers with the development of a food picker cell (combining both articulated arm and delta style food grade robots) which performs typical loading and unloading packing scenarios.



FANUC's latest robots have been designed specifically to work in the harshest of environments, and in addition to being smaller, stronger and faster, they incorporate the latest vision technology to improve the robot's 'sight'.

**FANUC UK**  
+44 (0)2476 518415 [www.fanuc.eu](http://www.fanuc.eu)









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Strapping heavy goods - polypropylene or steel?

With the strapping of heavy goods playing such a big part in the transportation business, the basic question that people tend to ask is: should we use polypropylene or steel strapping?

Heavy loads being carried on flatbeds and pallets such as timber, steel beams, and heavy building materials, all need the correct choice of strapping to ensure they reach their destination in best condition.

**Steel Strap** Grant Packaging offers a range of steel strapping products, which are available in a variety of widths and thicknesses, as well as variations in the grade of steel.

It is one of the UK's largest providers of steel strapping, all National Limited Packaging's strapping experts are trained to be able to provide bespoke strapping solutions to clients, offering continuous and increasing advice on how to have a positive impact on their bottom line, as well as their environmental impact.

The company is able to offer full loading support and maintenance, and nationwide support. National Limited Packaging's advice will cover client requirements and use their years of experience to find the right solution.



Temper resistant & security packaging solutions

Online pack products shop launched for distributors

National Limited Packaging has launched the PackSynergy portal, which is used to offer distributors better purchasing flexibility.

The company has an established network of regional distributors. The online distributor portal allows National Limited Packaging to instantly access account information, check real-time product availability and place orders at any time and from any location, on any device. Personalised distributor login allows access to special commercial prices for all products.

National's next evolution comes from our delivery on the

Self-propelled robot stretch wrapper



The Mirova and E-Porton, available from Gannett Strapping, are self-propelled robots that wrap pallets of any size, weight or shape using stretch film on site.

The Mirova can wrap up to 90 pallets per hour. The E-Porton can wrap up to 6 pallets per hour. Both machines are available with either a manual or automatic following film carriage system. MicroStretch (MS) or MicroStretch Pro (MS2) or MicroStretch Pro (MS3) or MicroStretch Pro (MS4) or MicroStretch Pro (MS5).

Features (Mirova & Mirova) include:

- 170-180 pallets per charge
- Extension spring up to 100m
- Wrapping length (m): pallet

- max. 2.75mm (27.5mm, 30mm or 35mm optional)
- Load height sensor photo-eye
- Microprocessor control panel with programmable digital display
- Push buttons for start, stop, reset & emergency stop
- Film on both sides to full using a built-in track
- Charging time 8-10 hours
- 2 AGV batteries 12 V LiMnO<sub>2</sub> connected in series (lead maintenance free)
- Long-life, high frequency battery charger with LED control and internal plug

Tel: 01242 894-044



Car component manufacturer pivots from metal to plastic containers

Working with car manufacturers, Arday Depo UK is now using LoadRight UN Certified Containers to transport and store car parts and mechanical components in a safe, light, and economically compliant manner, saving 40% in procurement and fuel costs due to a 17%.

In the Arday Depo UK, a qualified and accredited specialist, has transported thousands of bags, drums and cans, using bags and expensive metal containers. With cost saving and safety at the forefront of Arday Depo's operations, LoadRight UN Certified Containers, with the highest UN accreditation, now provide the customer with enhanced security and improved transportation. Moreover, a security film on attached straps on every container further improves the safety of the hazardous materials within.

Both Arday's business and operations manager at Arday Depo UK, said: "After making LoadRight we were eager to get on

board with its products. The UN Containers are applicable to our company on a day-to-day basis, both in the workshop and on the road. The price is low and affordable, and we look forward to working with LoadRight in the future with the latest additions to its UN Certified product range."

These containers are also available in plastic and stainless-steel, with maintenance and repair in 10 and 20ft. Furthermore, they can be stacked without using a forklift and, due to the moulding bits, can be stored easily making the stop time both clean and professional when clients are visiting.

LoadRight has recently awarded the UN Certified Range with the addition of a 100-litre UN Certified Bulk Container, capable of carrying and transporting hazardous materials weighing up to 120kg. Arday Depo UK has already found many applications in which it would like to use the larger product. Tel: 01242 899-000

DISTRIBUTION

www.hsssearch.com

PackSynergy aims to combat Brexit challenges

National Client Packaging has become the UK's one of the largest packaging materials distributors. Having the group will give National Client Packaging the opportunity to mitigate the risk of

supply challenges that could be caused by Brexit, especially for the distribution network further into Europe, and keep their practice with European customers.

The group meet regularly to discuss trends and innovations in



the world of industrial packaging, to share their knowledge and experience in a collaborative way. They are also able to find their logistics in relation to their business management.

"It is a time when the UK is reducing its reliance on the EU. It is essential for our business to help at the forefront of innovation," says Andrew Dixon, managing director. "This network allows us to manage the risk of supply problems from a new Brexit deal, especially for our UK customers with European operations."

Packaging trends

The last focus for current discussions in the present for the industry is to reduce plastic use and move towards sustainable packaging, therefore helping customers to achieve their environmental goals and to run

profit for the entire environment, while maintaining an quality of efficiency of service.

"This is an exciting time for National Client Packaging," continues Andrew Dixon. "The part of this network we are adding to is a European step as one of our global competitors. It allows us to meet all of the rights and interests of our customers, while ensuring the best of operation and compliance."

"The UK is a very important market and for National Client Group it is a highlight and a regional market focus within the UK," says Thomas A. Diaz, CEO of PackSynergy. "We are already aligned to reduce plastic use and move towards sustainable packaging, therefore helping customers to achieve their environmental goals and to run profit for the entire environment, while maintaining an quality of efficiency of service."

iPort Rail implements software system

Logistics software from Forge Systems has been selected and implemented by iPort Rail, the new intermodal rail freight facility in the North Yorkshire region.

The rail terminal site within the 200-acre freight park in Doncaster and near Forge CWLAN and YORK stations for its terminal operations.

CWLAN's Forge customer and joint management software system and a real-time ITI interface from TOPI provides visibility of the supply chain and allows for the ability to order and receive appropriate changes. CWLAN also provides a robust managing the shifting operations of containers between the terminal and rail.

Tel: 01924 824 6242

regulation for the access points, providing the flexibility to differentiate US, Europe, Asia and other changes by rail, container customer type, full or empty as well as movement status factors. The job made while CWLAN provides the control of managing and monitoring tasks within the port that are carried out via containers either in the case of iPort Rail, together with the ability to order and receive appropriate changes. CWLAN also provides a robust managing the shifting operations of containers between the terminal and rail.

"After the successful implementation of iPort Rail as a real-time transport management system, iPort Rail has now begun attending iPort Rail to improve its efficiency and reduce its carbon footprint."

"We have developed a unique tool to enable manufacturers and logistics business and that require us to be more and more when it comes to technology. It is the technology that ensure we make a significant advantage," says David Cook, CEO of Forge Systems Group.



Mobile Apps

Orpita has developed a bespoke enterprise resource planning (ERP) system. The range was introduced initially to provide customers. Paul Williams (CEO).

"When we introduced iPort Rail we realized that our technology was not doing anything. What particularly surprised us was the fact that they had an end-to-end solution that would provide seamless integration of our delivery services with our sales, manufacturing and business functions. Previously we suffered from being disconnected from our data and that was frustrating. iPort Rail was also much more affordable than our old system to implement." explains Cook.

Orpita drivers are equipped with iPort Rail's mobile enterprise resource planning (ERP) system. Tel: 0112 270 7223

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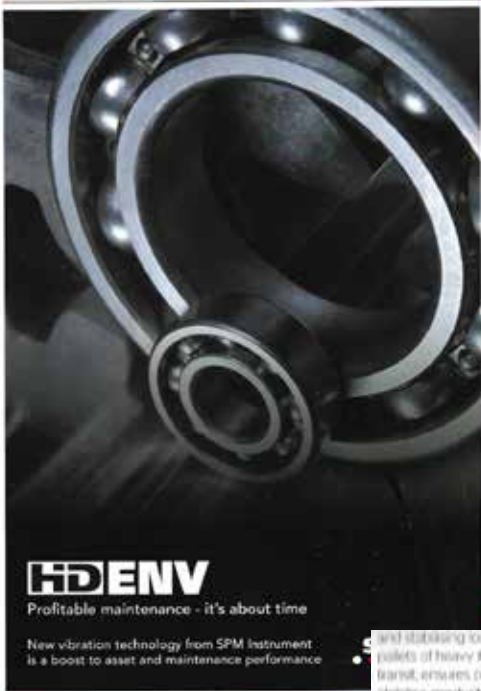
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### Features

#### Turning big bytes into manageable bytes

The fourth industrial revolution is set to transform industries with faster, smarter, and more efficient ways to work and learn. Discover more at [Maintenance 2017 95](#). Special feature on page 90

#### Compressed air efficiency

Arvink Power & Gasline Denver offers a new way in delivering compressed air services

#### Reusable packaging: Wasting money?

The Power of the 1000000 Packaging Attention spans of the work packages is considered in regard to the definition of waste

#### Working at height

Truckee offers a 30-minute course in the construction, operation and safety of towers

#### A route to safe lifting

The latest technology can offer an easier route to safe and efficient lifting in low-rise buildings of the UK's Lifting Equipment Engineers Association

#### Food for thought

When it comes to production, food and drink are a multi-billion dollar market. Discover the latest developments that will help the sector remain compliant

### Products

#### Plant, Process & Control

#### Efficient Maintenance

and stabilising loads. Kite's fully palletised heavy items while in transit, ensures pallets don't destabilise products don't get damaged and health and safety issues are avoided.

Kite stocks two variants of strapping machines, one semi-automatic and one fully automatic. Fast and reliable, Kite's semi-automatic machine is suitable for small and medium sized items and requires the user to manually feed strapping into it. This semi-automatic strapping machine will automatically

stretch and seal the polypropylene strapping around goods and is a cost effective, time saving device.

Kite's fully automatic option is designed to be a time-saving addition to any high volume packaging and strapping station. It is suitable for larger and wider packages and does not require manual strap feeding. Speed and labour costs are a key consideration in businesses and Kite offers this affordable investment that can be integrated into a packaging production line if required. **Tel: 02476 420 065**

## Industrial grade label printer



Primera Technology's latest printer, the LX2000e, represents a new generation of mid-range inkjet label printers with its cost effective separate CMYK pigment inks, which are BS5609 Section 3 certified and can efficiently produce UV, chemicals and water resistant labels. The printed labels fulfil all requirements for GHS compliant

labeling. This durability supports applications such as frozen or refrigerated foods, beverages, but also bath and shower products or containers and drums of chemicals.

LX2000e is suitable for desktop and heavy-duty applications as it prints full colour at up to 152mm/s. It features robust construction and consistent printing output. It prints onto many different inkjet-quality label materials including high, semi-gloss and matte papers, white and clear polyesters and BS5609 Section 2 certified substrates. Wired Ethernet, USB 2.0 and wireless connectivity enables easy integration into existing processes. **Tel: +49-(0) 611 92777 0**

## Innovations in pallet wrapping

With its fixed price per wrapped pallet, with no capex or servicing and maintenance costs, the Samson Nano provides a flexible base for a pallet wrapping solution.

Further to the change in law in 2016 regarding the weighing of internationally bound pallets prior to despatch, Samuel Grant can now incorporate a weighing facility into

the base of the Samson Nano on request.

In addition, following the lack of space issue raised by one client, an especially reinforced ramp was created to sustain the weight of a forklift driving over it - in fact it can deal with the pressure of up to 10 tonnes. A 3 tonne wrap machine has also been produced, as well as a machine specifically designed to deal with cold stores. **Tel: 0114 2574470**



the quality of the boxes it can produce means Jiffibox can meet higher volume requirements and remain at the forefront in the current

Alliance predecessor and the new design Mosca Gatti bundle tying machine. **Tel: 0121 250 2000**

## Straps & wraps palletised loads



the WTR before collection by forklift truck. The steady stack conveyors ensure safe transit of each bundle.

The KCA pallet press machine features a built-in integrated conveyor, turncross and centraliser, allowing pallets to be turned in the machine. It can reach speeds of up to 120 pallets per hour for two straps, and 65 pallets per hour for four straps.

Cumberland, a leading manufacturer of corrugated and solid board, has installed Mosca's KCA and WTR machines to strap and wrap palletised loads of flat packed cardboard cartons.

In the Cumberland production line, pallets are manually pushed over a light sensor, triggering the Mosca supplied driven conveyors to transport them into the KCA to be strapped. They are then wrapped by

the WTR before collection by forklift truck. The steady stack conveyors ensure safe transit of each bundle. In addition, the machine uses Mosca's patented Sonix ultrasonic sealing technology, in which mechanical vibrations are transmitted under pressure onto the ends of the strap to be joined together, allowing for strong and consistent sealing. **Tel: 0115 989 0209**

## Laser coding capabilities extended

Linx Printing Technologies is launching two laser coders that it believes will open up the benefits of the technology to more companies and applications.

Key benefits of the new Linx CSL range are faster printing speeds and greater versatility making the coders suitable for a wider variety of products, along with quicker and easier installation and set-up that help to make laser coding simpler and more accessible.

The Linx CSL 1000 (0.00 w) and CSL 3000 (0.00 w) laser coders feature a more powerful processing board that is able to relay the message from the control unit to the marking head more quickly, delivering higher speeds. Equally important, the coder can handle complex messages and graphics without any loss of quality suitable for the requirements of high speed packing and bottling.

lines. Both models apply crisp codes onto many different packaging materials including coated paper and card, plastic, glass, rubber, coated metal and anodised aluminium. **Tel: 01480 302100**





Leeds 0113 270 7221 Sheffield 0114 257 4470 North East 0191 489 6927



**Samuel Grant  
Packaging**



# Optimum Packaging solutions

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magazine

**Do I need a Stronger Box? No, say Samuel Grant Packaging**



This is a 150kg single wall cardboard box that was damaged in transit.

Does it need to be upgraded? In isolation – that is one way to fix the problem. However, increasing the specification of every box that goes through a factory can be very expensive. It can also increase the weight of packaging waste that a company produces.

A better solution is to look more closely at the packaging life cycle of the product from factory to point of sale.

Samuel Grant Packaging's team of highly trained packaging consultants will help the customer find best practice to get the goods to the end user with the minimum effective packaging required. This in turn reduces their expenditure, as well as their environmental impact.

And what happened in the example above?

We identified that the boxes were regularly getting damaged because the pallets were falling over in transit.

The problem was a badly maintained old stretch wrapping machine that was applying a large weight of stretchfilm but with low tension and no pre-stretch.

We installed one of our Samson Nano stretch wrap machines, continue to apply with low tension but used high power pre stretch and a much improved wrapping pattern.

The result – less stretch film used to wrap the pallet – much better containment of the load, and now the pallets don't fall over. This has allowed the customer to begin trials using a 125kg box to save even more.

Many companies are too busy to research the life cycle of their packaging. Samuel Grant conduct an in depth analysis of all packaging processes, and always find some room for improvement. They listen, advise, and deliver optimum packaging solutions on time every time.

**CONTACT BUSTLES UP SOLUTION FOR SNACKS SUPPLIERZ**

Contact Attachments is marking yet another successful custom design job after being called upon by a leading snack supplier to provide a tailor-made solution for its forklift truck.

Charlton based crisps, nuts and snacks supplier, Tavern Snacks, called upon the team at Contact Attachments to provide it with a specialist Forklift Safety Cage to enable the firm to work safely at height and use should any damage to racking at its warehouse require maintenance and repair.

Dave Manuel, Tech Sales Director at Contact Attachments explained, "Many of our clients use BT Reach Trucks, but the one Tavern Snacks currently uses has 'straddle legs', which essentially are in the way of the forklift forks our standard Forklift Safety Cages would attach to. In order for it to work properly, we needed to custom-design it to raise the platform off the ground and install platform pockets so that the BT Reach Truck could be driven into it and lifted up."

Contact Attachments worked closely with the client to obtain the specification of its existing BT Reach Truck, including the height of its 'straddle legs', and came up with a custom design which allowed the company to use the forklift attachment safely and with ease.

Dave added, "Not only are we able to offer standard units of our products, but we can custom-design them to suit our clients' individual requirements, and which are all designed, planned and manufactured at our site in Mid Wales to the exact same safety standards."



Warren Irons, Transport Coordinator at Tavern Snacks, said, "We asked Contact Attachments to provide us with a platform which we could use for any un planned warehouse work and for use as an emergency maintenance platform should we need to work at height. They were very helpful and they advised us of the need to have a custom-designed product made to suit our forklift truck. It arrived in good time and was a perfect fit."

For further information on the range and service available, contact the sales team on 01688 238019, email sales@forklift-attachments.co.uk or visit www.forklift-attachments.co.uk

**Why use Joloda automatic loading systems?**



In the ultra-competitive logistics environment, Joloda International provide world class solutions for truck loading. Joloda design, manufacture and install automatic truck-loading systems from factories in Liverpool, Angelsey, Holland and USA.

Joloda have been in the industry for over 30 years... Today, Joloda International is a market leader in the air-cargo industry, newspaper industry, fast moving consumer goods distribution such as Unilever, Procter & Gamble, Kmart/Key Clerk as well as automotive just in time deliveries and the drink industry. Our materials handling solutions are based on ISO9001 Quality Assurance systems and include fully integrated electronic controls. And when it comes to technical expertise, Joloda can handle every task and sort of contract right up to full turnkey projects. Joloda now have around 50 sites in the UK that use automatic loading with another 30 sites across Europe. Investment in automatic loading systems creates many benefits to the

user with significant cost reductions and ROI. Companies such as Coca Cola, Brink, Nestle, Heinz, all produce high volume goods that are distributed daily to their NDC's and use Joloda automatic loading in their logistics supply chain.

There are many reasons why customers have chosen to use automatic loading, most being cost driven. Using automatic loading dock eradicates the need for forklifts and drivers where the highest cost saving comes from. The system is also a 1 man operation. With less forklifts and people in the loading bay area, it also creates a safer working environment.

Conventional truck loading with forklifts takes around 30 minutes, whereas using a Joloda automatic system reduces the process to approx. 2 minutes so the loading process is greatly speeded up. Faster loading means quick turnaround so this results in fewer vehicles needed in the supply chain.

As the system is totally controlled and loaded in 1 go, there is little or no damage to the product as often happens when loading by forklift. Reduction in forklifts and vehicles also contributes to the underlying issue all companies are working towards, of reducing their carbon footprint.

Overall, ROI can be as little as 10 months. The reduction in costs also leads to better streamlining of transport costs to the customer. To discuss how automatic loading can optimize your logistics, call Joloda now on 0151 427 8954.

# Samuel Grant Packaging

## They've got it all wrapped up

The company newsletter tells you all you need to know about Samuel Grant Packaging.

Take issue no.3 for example. Of course, the headline news focuses on results – and what results they are.

Last year's performance was confirmed as the best ever with sales records tumbling in all branches. Leeds topped £12 million, the north east hit the £4 million mark, Sheffield £6 million and the furniture and play equipment arm of the business, Marmax, is about to break through £3 million.

With a certain amount of understatement, chairman and joint managing director Andrew Grant described the record-breaking year as 'very successful indeed'.

But that's only part of the story recorded in the newsletter, most of which illustrates the emphasis the company places on having a long-serving and committed staff.



The business is a real family affair and there is no doubt among the people who have followed Samuel Grant that this is the open secret of the company's success. Samuel Grant would surely have approved of the company's ethos as it approaches its 125th anniversary.

He could have had little idea, though, just how the business would grow since he first set up The Samuel Grant Company in 1891, describing himself as a school furnisher. He set up premises in White Horse Street near to Leeds city centre and almost straight away had a stroke of fortune.

Samuel's former employer, the Northern Industrial Trading Company, closed down and he was able to snap up all its stock at a knockdown price.

Goods of all kinds were shipped into the city via Leeds-Liverpool canal and railways and delivered to Samuel's warehouse by horse-drawn vehicles.

Within just a few years the business was expanding steadily and Samuel decided to relocate to Aire Street in 1898 bringing it closer to railway stations, the canal and the developing road network.

Samuel recorded a major coup two years later when tailor Montague Burton approached him and asked if he could supply him with brown wrapping paper in which he could pack his suits.

Samuel could – and this was the start of a relationship that saw Grant's supplying paper for 70 years. He also provided high quality rigid paper typical

The product became a 'Grantcut' which continues to be the British textile industry's

Another unexpected corner of the rhabarb wrappings! You of which is cultivated in and Rothwell. From the the rhabarb industry export about 30 square miles.

West Yorkshire produced 90 per cent of the world's winter forced rhabarb – claimed to ease constipation – from the forcing sheds that were common across the fields there and it had to be wrapped in something suitable.

Enter Samuel Grant's which signed a lucrative deal to supply purple tissue paper – and millions of rubber bands – to wrap it for distribution.

By 1914 paper merchandising had overtaken the school furnishings side of the business and in 1923 Samuel Grant was incorporated and became known as Samuel Grant Ltd.

Samuel's son, Gordon, joined the business in 1923 taking charge of the packaging side of the business and he was followed four years later by Samuel's second son, Alan, who looked after educational supplies, providing school books and stationery.

Their father, the business's founder, died in 1939. By then he had sown the seeds of a diverse and hugely successful company with the potential to go on to even greater things.



The list of contents reveals new starters, long service awards, good news stories and claims to fame such as the efforts of the team in Sheffield which raised £200 for St Luke's Hospice by preparing lunch for their fellow employees.

The company matches all employees' endeavours pound for pound and, as a result, has given thousands to charity in the last year alone.

Top: Founder Samuel Grant. Left: The business relocated to Aire Street in 1898.



Above: David Grant at the wheel with (from left) Matthew Grant, Sheryl Grant and Andrew Grant in 2006.

In 1950 premises at Garnet Road, Leeds, were bought to allow for further expansion and a van and lorry were purchased to provide an even better service to customers.

Gordon set about extending the packaging range to include chipboard, boxboard, corrugated paper, waxed kraft papers and waterproof papers. Meanwhile, the educational supplies side of the business showed signs of shrinking in favour of other areas of the company.

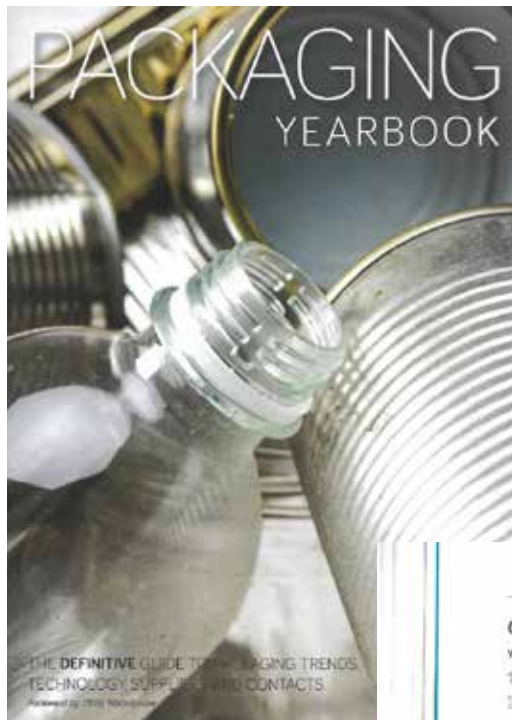
In 1959 David Grant – Alan's son and Samuel's grandson – joined the business at the start of a career which saw him rise to the role of chairman.



Above: Garnet Road in 1988. Left: A delivery van in the 1950s.







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 Web: www.samsonnano.co.uk  
 Since its launch in 2013, Samuel Grant Packaging's Samson Nano has revolutionised the way in which pallet wrapping is both undertaken and charged for. Known particularly for its fixed price per wrapped pallet with no capex/serVICing and maintenance costs, coupled with its in-built internet-linked reporting software, the Samson Nano provides the perfect base for a pallet wrapping solution to suit all businesses.

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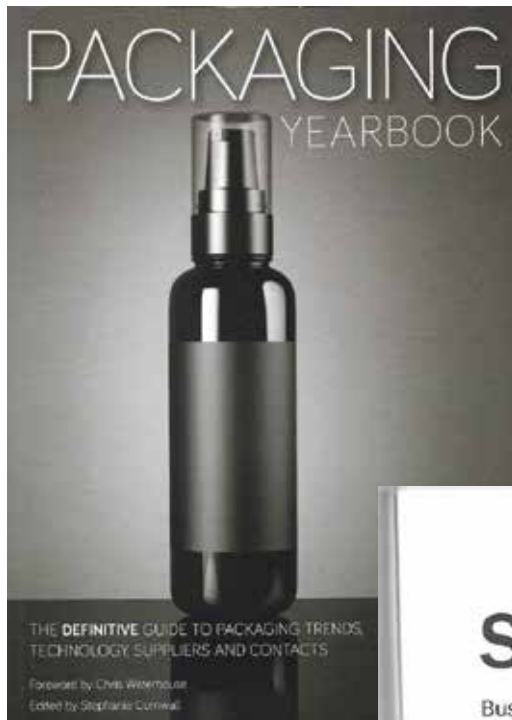
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COMPANY PROFILES

# Samuel Grant Packaging

Busy 12 months for optimum packaging solutions provider, which has plenty of reasons to celebrate

The last 12 months have seen Samuel Grant go from strength to strength, and 2018 promises to be their biggest year yet.

Notably, Samuel Grant Packaging announced the launch of Samson Nano Ferret, an extension of its pallet wrapping range. Having celebrated huge success with the Samson Nano pallet wrapping system, with its unique 'price per pallet' charging system and bespoke in-built reporting software, the company launched the Ferret as a solution to big or awkward pallets that are unable to fit onto a standard turntable. The Ferret will be available on the same 'price per wrapped pallet' basis as the existing Samson Nano, meaning that the machine, as well as its maintenance and upkeep are capex free, as is the film. Clients simply pay a fixed price per wrapped pallet. As with the Samson Nano, the machine is optimised to make the most of Samson's Nano 33 layer stretch film, ensuring the best possible stability, and making sure that clients' goods reach their destination in perfect condition. The machine is fitted with inbuilt reporting software like its big brother, which means that clients can see how the machine is operating from wherever they may be. The company also announced the launch of AIR|SHIELD®, an innovative protective packaging solution challenging the dominance of polystyrene and other traditional packaging materials eg bubble wrap, foam and film. AIR|SHIELD® offers improved protection benefits with significantly better commercial and environmental credentials. The AIR|SHIELD® range can deliver either a fully automated or manual solution providing the option of immediate performance improvements on packaging lines.



This, combined with reduced volumetric size, simplified handling, improved protection and reduced storage space, and significantly reducing waste in the domestic supply chain makes AIR|SHIELD® the next evolution for protective packaging solutions. Made from 100% recyclable film, AIR|SHIELD® is set to revolutionise the packaging industry, and reduce its impact on the environment. Traditional protective packaging material such as polystyrene is not only bulky and challenging to transport, it also creates immense amounts of waste, significant amounts of which end up in landfill. Polystyrene and foam packaging

cause much concern amongst environmentalists owing to the length of time it takes to biodegrade (if at all). AIR|SHIELD® is set to challenge this impact, and is recognised as the next generation in protective packaging for those customers wishing to benefit from competitive price points whilst mitigating their carbon footprint and reducing waste within the domestic supply chain.



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*Magazine*

## Samuel Grant (Sheffield) Ltd

Packaging specialists, **SAMUEL GRANT PACKAGING**, were delighted to receive the Queen's Award for Innovation for their highly innovative pallet wrapping solution, the **Samson Nano**.

Launched in 2013, the Samson Nano is the first pallet wrapper to have an inbuilt internet-linked reporting software, which allows clients to analyse their usage and plan for seasonal peaks.

The machines are pre-set to avoid human error, but also ensure that they use as little film as possible. This can dramatically reduce the environmental impact of the pallet wrapping operation. Taylors of Harrogate showed an immense reduction in its CO<sub>2</sub> emissions from using the machine in the first year alone. Taylors continued to wrap the same number of pallets but reduced the film requirement from over four tonnes to less than one, equating to a CO<sub>2</sub> emission saving of nearly 10 tonnes.

As well as the 'standard' Samson Nano machine, the team looks for ways to constantly improve machines to offer the best possible service. Samuel Grant Packaging have created machines which incorporate weighing devices, those which wrap with a rotating arm from above, as well as machines that are specifically designed to be used in cold stores.



Andrew (left) and Matthew Grant, joint Managing Directors.

All of the above are part of the ongoing customer service that clients receive, and all solutions are provided with no capex, servicing or maintenance costs; a fixed price per wrapped pallet, and completely risk-free to the businesses installing the system.

Andrew Grant, Managing Director and great grandson of founder Samuel Grant, said: "We're honoured to have been recognised for this prestigious award. Innovation is central to our

Samson Nano pallet wrapping systems.

ambition to be the best people in packaging, providing the best packaging experience for customers in the UK."

Samuel Grant Packaging is a fourth generation packaging firm and has been at the forefront of manufacturing innovation for over 125 years. With three branches across the north of England, they're now the biggest packaging distributor in the area.

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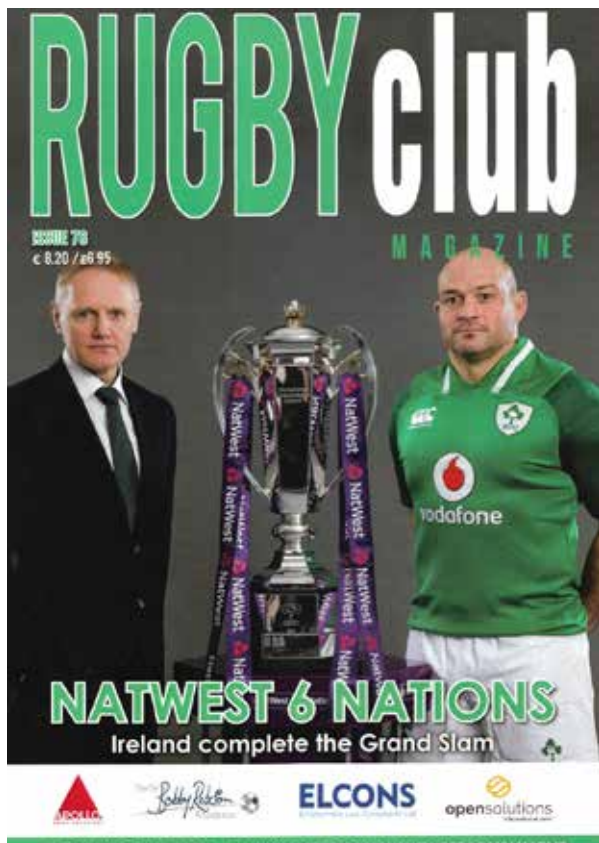


## SkyDemon

**SKYDEMON** is a lean, privately owned company, producing world-class flight planning and navigation software for light aviation. We are extremely proud to have won Queen's Awards in the categories of Innovation and International Trade.

Our remarkable success is based on relentless innovation and continuous development in response to feedback from our customers. We seek not to merely add new features to our products, but to understand the problems





near the top of the table with ninety eight points on the board.

This should provide them with a superb platform from which to build as they look ahead to their 2018/19 campaign. As long as they are able to retain their current group of players and perhaps make one or two quality additions they should be in with a good chance of pushing on next time around.

One of the highlights of their performances this season has been their attacking brand of rugby that they

have been able to produce. This has been reflected by the fact that they have racked up 697 points at a rate of more than 25 per game.

This will certainly have meant that any supporters attending their matches will have been well entertained and should encourage more of the local community to get behind the side in the future. This in turn has the potential to provide them with a valuable source of additional revenue.

Harrogate RUFC is a club building for a successful future by investing in developing young talent and this approach should pay dividends over the coming years. With the future looking bright it is a great time to be involved with the club and everyone at *Rugby Club Magazine* wishes them the best of luck.



**Samuel Grant  
Packaging**

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# PACKAGING

## SAMUEL GRANT PACKAGING

### OPTIMUM PACKAGING SOLUTIONS, ON TIME EVERY TIME

"We are packaging specialists, offering optimum packaging solutions for our clients, big and small."



*Matthew Grant, Managing Director*

Samuel Grant Packaging was established in 1891 by Samuel Grant, the Great Grandfather of the current Managing Directors. In 2015 the company moved into bespoke new warehousing headquarters in Leeds. Samuel Grant Packaging has stayed at the forefront of their business over the last 125 years by constantly innovating both their products and their approaches to providing packaging solutions. The Samuel Grant team operate on a consultative basis: they listen, advise and deliver. The vision is to optimise packaging for British business. Andrew and Matthew Grant, Joint Managing Directors, spoke to Warehouse & Logistics News.

**WLN:** As a leading supplier in the Packaging category, what has the last year been like for your business? How about for the rest of your sector?

In the last year we are pleased to continue to see growth for our company in all the sectors in which we operate. Our new warehousing facility, which was opened in October 2015, has streamlined our operations and logistics. With more space we are now able to provide more storage for clients' products, as well as continue to improve and increase our product range. The sector continues to be competitive, but we relish competition and constantly research our products and services to ensure that we are offering the best solutions at the best possible prices.

**WLN:** What are your best-known products and services?

In general we are known for our excellent customer service, reliability, delivery, stockholding and huge packaging ranges, as well as the multi award-winning Marmax Recycled products. Over the last few years we have become especially well known for our Samuel Nano pallet wrapping system. This offers a highly innovative complete

pallet wrapping solution to clients with no capital expenditure and maintenance costs, just a clear price per wrapped pallet. We were the first in our industry to do this, and continue to be the best and most forward thinking.

**WLN:** What makes you the first choice supplier in your field?

We are passionate about what we do. Packaging is in our blood. We employ enthusiastic packaging specialists who are always on hand for their customers and experienced in providing expert solutions for all packaging needs. We have experience in all areas which is second to none.

**WLN:** What changes have you made to your core offering in the last year?

We create new solutions all the time. If a client has a requirement that we don't yet provide, we research and innovate until we can provide a solution. We are constantly tweaking and improving our offerings across the board. The Samuel Nano continues to be positioned in both large and small companies around the country, and that side of the business continues to be increasingly popular.

**WLN:** What new products and services have you introduced?

Our biggest increase in business has been in our strapping provision. We bought out a specialist strapping company and have incorporated their products into our range, as well as trained up our sales team on the best possible strapping solutions for businesses. We are now one of the largest strapping suppliers in the country.



**WLN - What industries are your customers in?**

Our customers vary massively, from start-up enterprises, to multi-sited blue-chip companies with enormous operations to whom we provide a huge range of products and services. The Samson Nano has been positioned in numerous companies around the country, and that side of the business continues to be increasingly popular.

**WLN - How do your products and services help customers become more efficient, greener or work safer?**

Using the example of the Samson Nano again, the system uses less film than any other pallet wrapping machine, meaning that customers save a huge amount on their CO2 emissions. Taylors of Harrogate for example, saved over ten tonnes of CO2 in their first year of having the Samson Nano in position. Many clients have swapped hand-wrapping for the Samson Nano system, which has freed up the time of their warehouse operatives, as it's a press button and go operation, requiring very little operative input. Because the pallets that are wrapped are tested constantly to ensure that they can withstand all elements of the transportation process without damage or spillages, we are confident that the system has improved work safety as well - on top of there being less damage to goods in transit.

**WLN - Can you tell us about some of your customers and the work you do for them?**

Bagel Nash is a big local customer of ours. We provide much of their packaging, as well as pallet wrapping machines. Following ongoing consultations with Bagel Nash, we have helped improve their overall operation enormously. Their growth meant that they were outgrowing their warehouse, and were needing to rent additional premises for storage. We took this problem away from them, and we store all their packaging for them until the point it is needed. They still benefit from the quantity of packaging that they buy, but they don't have to have it on site until they are absolutely ready, at which point we can do quick deliveries for them to ensure no gaps in their production processes.

**WLN - Is there a recent or current project that stands out as a showcase for your company? Can you tell us about it?**

The Samson Nano is our current favourite. We are particularly proud of it as it demonstrates our ability to design and manage a complete packaging solution and is born out of our continuous consultative approach.



**WLN - What were your company's biggest achievements in the last 12 months?**

We won a couple of industry awards, from



UKWA and Intralogistex, which was a fabulous boost for us. Along with seeing our warehouse complete, it's been a very satisfying year.

**WLN - Are you currently investing in the business, taking on staff or going into new markets or countries? If so, how's it going?**

We have invested a huge amount in the last year in the building of our bespoke new warehouse, which has 10m high racking, and very narrow aisles, serviced by specially programmed forklifts. Using this new technology has enabled us to optimise the space available for storage and products. We therefore have scope to increase our product ranges as needed, as well as store products for our clients. The new site will create new positions, as well as allowing us to continue to expand and grow our offering and customer base. The business continues to go from strength to strength - our Leeds site alone has seen a 9% growth year on year from last year.

**WLN - What are you doing to bring on new talent and raise skills levels in your company?**

We invest in our staff. Many of our senior managers within the company started at the very bottom. Some have never worked anywhere other than Grant's. This means that they have packaging obsession in their blood as much as the owners do. The working atmosphere and environment at Grant's is often commented upon. Our staff are so happy - they are well paid, well trained, and extremely passionate about what they do, and we like to promote from within the company, providing a clear career path for new starters, at whatever level they may join.

**WLN - What are the major issues facing the Packaging category as we go forward? How is your company addressing them?**

Rules and regulations are always changing, usually for good reason. We keep track of any changes and ensure that we alter our operations as soon as required to keep on top of our game.

Our responsibility to the environment is at the forefront, as is the Corporate Social Responsibility of our customer. Our multi award-winning company Marmax Recycled Products allows our clients to purchase maintenance-free, high quality furniture made from recycled plastic bottles. At Samuel Grant Packaging, one of the best features of our consultative approach is that we help our customers to design out materials and reduce the amount of packaging they use. We are fully aware of the impact of our products and services on the environment, and address this in two ways. Continual design improvements remove weight out of packaging and reduce the amount of raw materials that are used in production. This in turn reduces their environmental impact. We also look at ways in which clients' packaging can be reused and recycled.

**WLN - Will you be exhibiting at any major trade shows in the coming year?**

We will be at FoodEx, PPMA and IMHX next year. We are always interested to hear about other events and exhibitions that we can get involved with.

**WLN - What other big news from Samuel Grant can our readers look forward to reading in Warehouse & Logistics News in 2016?**

We are looking forward to our 125 year anniversary celebrations. We plan to hold a Country Fair for staff and guests, which should be great fun.

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## PACKAGING

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### Samuel Grant Packaging THE COMPLETE PACKAGING SOLUTION

Andrew and Matthew Grant  
Joint Managing Directors

**With three sites across Yorkshire and the North East, Samuel Grant Packaging was established in 1961 by the Great Grandfather of the current Managing Directors. The company offers packaging as a service, with a team of expert consultants whose experience in the industry helps them to deliver cost-effective packaging solutions for businesses of all sizes.**

**Andrew and Matthew Grant, Joint Managing Director of Samuel Grant Packaging, speak to Warehouse and Logistics News.**

**What are your best-known products and services?**

Samuel Grant have recently become best known for the invention of the Award-Winning Samson Naps pallet-wrapping solution. The Samson Naps was invented specifically to offer pallet wrapping as a service, providing a unique price per-wrapped pallet costing system, and built around linked wrapping software. The machine, service, and maintenance and all consumables are included in a fixed price per-wrapped pallet.

We also have their own range of customised tapes, bubble wrap, strapping, pallet wrap and stretch film, which go alongside the extensive range of boxes and all things packaging.

Being at the forefront of customer service is what makes Samuel Grant stand out from the crowd. Our passionate staff are knowledgeable and helpful, and advice clients on the best possible solution to get their goods to their customers in pristine condition, whilst using as little packaging as possible.

**Which market sectors and countries are your customers in? Which ones are growing fastest?**

Samuel Grant service the whole of the UK mainland. We operate in all market sectors, but have recently seen a notable increase in business in the food and food processing sector, which continues to be the fastest growing market. We also service customers in pharmaceuticals, hardware, textiles, and automotive, as well as large retailers.

**How do your products benefit your customers' businesses?**

Our mission is to help our clients get their products to their customers in the best condition, using as little packaging as possible, and creating as little packaging waste as possible. Our advice team is on hand to suggest ways in which change can be implemented, with a constant focus on reducing costs and consumables. This benefits the client's bottom line in many ways, not only the consumable's cost, but also the cost of storage and transportation of packaging materials. In addition, we often find that the cost of reworking goods damaged in transit can be more than the cost of the goods themselves - effective packaging avoids this, and helps our clients service their customers in the best possible way. The additional benefits in all of our packaging is a service to a reduced impact on the environment from the packaging process.

**Why should customers choose you as their main supplier in your area?**

We provide not only all the packaging that our customers could need, but we also store their packaging until they need it, and it can then be shown down on request. This reduces the need for their own storage, and saves the client money - all our items are treated to achieve either the best possible solution, and they're always on the end of the phone to help.

**What's the business been like in the past year? How have needs changed over this period and how have you reacted?**

Despite numerous uncertainties in the markets at the moment, business at Samuel Grant Packaging is good, and growing. We are coping for any impact of Brexit by keeping high levels of stock to negate any impact on the exchange rate, and subsequent fluctuations in import taxes. Keeping our stock levels high also means that we're prepared for any transportation delays due to unknown customs controls. We are in a fortunate position to have both the space and cash flow that allows us to do this.

**What were the business highlights for you in the last 12 months?**

Our highlight in the past year was winning the Queen's Award for Innovation. In honour of the Samson Naps pallet-wrapping system. We were delighted to welcome the Rt. Hon.

**What's been your most outstanding recent project?**

A variety of new projects in our operations started out in recent times. We moved to a new warehouse management system which has allowed our operations significantly. We've recently expanded our new offices to incorporate a brand new showroom with some of the art generation equipment and new office accommodations, and we've also introduced a new innovation trading centre to our needs also.

**How have you fine-tuned your offering in the last 12 months and why?**

We are always looking at ways in which we can improve what we offer our customers. We do this by listening to their requirements and doing our utmost to solve their packaging dilemmas. This is most true the case with the Samson Naps. We are constantly updating the ways we can offer pallet wrapping as a fixed price per wrapped pallet service. We need to ask clients to pose us their biggest problems, and see it as our personal mission to solve them. Over the last few years we've done this by creating reinforced straps, regluing sides within the machine, creating new machines for wrapping from above, and solutions for automated wrapping, to name but a few. We've also launched KinkShield, a revolutionary packaging solution to reducing the performance of polyethylene in the packaging of large and bulky goods - this continues to be a developing market, as the environmental impact of polyethylene becomes more of a concern for our customers and their end user.

**What recent enhancements have you made to customer service?**

We've invested in increasing our workforce in the North West, which allows us to service clients in that area much more effectively. Business in that area continues to grow as a part, and we are fortunate to have secured some large clients in the region thanks to having an improved presence.

**What factors do you see affecting your business in the coming year? How will you face these latest opportunities?**

There is no way anyone can know what impact Brexit is going to have, but to have mitigated against any uncertainty by accepting the invitation to join Trucking Europe, Europe's most successful packaging awards, comprising 21 European packaging companies. This helps us to keep our practice in a collaborative way, and also expands our distribution network regardless of border crossings that Brexit may cause us. We are committed to be PackEurope's only UK member.

### Award-winning Samuel Grant Packaging are the North's biggest packaging distributor.

Andrew Christie, David Kinnear and Scott Yorkston, to a presentation event at our Sheffield branch on the 15th October, and earlier in the year our representatives from the company were invited to a reception at Buckingham Palace with HRH Prince Charles. A great accolade for the company, and a tribute to be recognised in such a way. From a client perspective, we were also delighted to secure one of our largest new accounts by changing the tender approach - we saw in our specialist to enter what was being reviewed for, and actually reduced the amount of packaging needed, thereby winning the tender and reducing the packaging consumption of the company in question dramatically.

**What's been your most outstanding recent project?**

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▲ Samuel Grant Packaging winning the Queen's Award for Innovation in honour of the Samson Naps pallet-wrapping system.

**Are you planning to branch into any new areas, target new customers and take on more people?**

We continue to grow the business, and are always on the lookout for great talent. We invest heavily in staff development and training, and consider the loyalty of our staff as vital to our investment in their careers and our family atmosphere. This year saw two of our staff celebrate forty years with the company - that's not something that happens often these days. We've also taken on new operations, and enjoy seeing our team develop and grow within the business.

**Are you involved in any major trade shows or other industry events over the next year?**

In the next year we will be attending some local events, as well as IFMA Total and Innovations.

**And finally, if you had to sum up your company in a never would it be?**

Samuel Grant Packaging. Digital packaging. 24/7 customer care, advice and direct specialist packaging solutions, on time, every time. #packaging #warehouse #logistics

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Since its launch in 2014, Samuel Grant Packaging's Samson Nano has revolutionised the way in which pallet wrapping is both undertaken and charged for. It is known particularly for its fixed price per wrapped pallet with no capex/servicing and maintenance costs, coupled with its inbuilt internet-linked reporting software, and provides a pallet wrapping solution to suit all businesses.

The innovative pallet wrapping machine not only reduces maintenance costs, but it also helps to reduce unnecessary waste and

Harrigan, aimed a 10% CO<sub>2</sub> emission reduction from using the machine in their first year alone. They continued to wrap the same number of pallets but reduced the film requirement from over four tonnes a year to less than one.

As well as the 'standard' Samson Nano machine, the team at Samuel Grant Packaging are always looking for ways to improve their machines to offer the best possible service. The team have a highly proactive approach to new ideas and improvements which, coupled with their

inbuilt fix habits to drive over should there be a lack of space, as well as machines that are specifically designed to be used in cold stores.

All new innovations are part of the ongoing customer service that Samson Nano clients receive, and all solutions are provided with no capex, servicing or maintenance costs; a fixed price per wrapped pallet, and completely risk-free to the businesses installing the system.

Although the Queen's Award is an award available to only British businesses, it is globally recognised as a mark of excellence and is the highest official UK award for British companies. In winning this award, Samuel Grant Packaging joins a very select band of elite UK manufacturers.

To qualify and win, the company had to prove how the packaging industry had been impacted by the Samson Nano. The company also had to show the effect that the machine's development had had on the local economy, and on the bottom line of the business income.

Samuel Grant Packaging have long been known as experts in packaging industry. The 4th generation packaging firm has been at the forefront of manufacturing innovation for over 125 years, and with three different branches across the North of England, Samuel Grant Packaging are the largest packaging distributor in the North.

"So, what does the future hold? "We will continue to innovate," says Andrew Grant, great grandson of the founder and current Managing Director. "We can't stand still. More than ever it is important for companies to push forward and move with the times. Whilst being able to display the Queen's Award for Innovation outside the building is a huge accolade for the business, we like to think it displays our commitment to future innovation as much as our success in the past."

**Samson Nano**

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**7th December.** SEMA Rack Safety Awareness. Call Phil on 0121 601 6715 to confirm availability

**SEMA**

**7th December.** SEMA Managing Rack Maintenance. Please call Paula on 0121 601 6718 to confirm

## Samuel Grant Packaging



Samuel Grant Packaging were delighted to receive the Queen's Award for Innovation, officially presented to them on Monday 15th October at their Sheffield Branch.

Having heard in April that they were to receive the award, two of the team were previously invited to Buckingham Palace to a reception hosted by HRH Prince Charles, back in June. It was however on Monday 15th October that they had the opportunity to celebrate with their entire team.

Hosted by Managing Directors Andrew and Matthew Grant and Julia Allen, the Rt Hon Andrew Coombe, Lord Lieutenant of South Yorkshire, was welcomed to an event which was also attended by local MP, Angela Smith, as well as by representatives from the UK Warehousing Association, The Packaging and Processing Machinery Association, and the Sheffield Chamber of Commerce.

Packaging's Sheffield Branch, as well as a select few from their North East and Leeds branches, were also in attendance.

The company were awarded the Queen's Award for Innovation in honour of their revolutionary pallet wrapping system, the Samson Nano, which shook up the pallet wrapping industry with its fixed price-per-wrapped-pallet costing and inbuilt internet-linked reporting software.

Speaking about the award Julia Allen, Managing Director of Samuel Grant Sheffield, said, "It was a huge honour for two of us to go to London earlier in the year, but to celebrate the award with all those who contributed to make it happen is way more special. We are a strong family-led team at Samuel Grant Packaging, and this accolade is a source of extreme pride for everyone involved."

**SAMUEL GRANT PACKAGING**

## storage facility i



Shurgard opens a new self-storage facility in Berlin. The construction project is part of the company's ongoing effort to expand in the German capital.

Berlin has become a magnet for families, students as well as businesses. But working or living in this densely populated city means space can be hard to come by. With the need to satisfy local storage needs, Shurgard has now opened its third facility in Berlin.

Shurgard Berlin Neukölln is located in the Gradestrasse, offering more than 1,200 storage units spread over four floors. With a wide range of storage units from 1 to 27 square metres, Shurgard is serving both individuals and businesses in Berlin.

This brand-new facility offers many benefits for Berliners, including excellent access from the motorway, a large customer parking

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**Stephen Farrell**  
Digital Staff Writer



## PACKAGING COMPANY TAKES ON NEW STAFF

7 Feb 2019 Yorkshire Business



A historic Leeds packaging company has taken on 15 new staff, meeting the criteria of its employment grant from Leeds City Region Enterprise Partnership (LEP).

Samuel Grant Group was established in 1891 by Samuel Grant and is now run by his great grandsons, Andrew and Matthew Grant.

In September 2015 the company moved into new headquarters with support from an employment grant from the LEP. The grant was subject to the company employing a further 15 staff on top of the existing workforce.

It has now met the conditions of the grant and employed 15 new staff in jobs ranging from external sales team to warehouse operator. The hours of operation of the company have also increased, improving service levels and delivery times to customers, as well as creating more positions.

Roger Marsh OBE, chair of the LEP, said: "I'm delighted that Samuel Grant Packaging is fulfilling its growth potential by investing in fit-for-purpose facilities on the Leeds City Region Enterprise Zone. It's great to see the Enterprise Zone deliver for local businesses, creating jobs and significantly boosting the local and regional economy."



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Samuel Grant Group / Leeds City Region Enterprise Partnership



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## PACKAGING – Samuel Grant Packaging: The complete packaging solution

Dec 19, 2018

With three sites across Yorkshire and the North East, Samuel Grant Packaging was established in 1891 by the Great Grandfather of the current Managing Directors. The company offers packaging as a service, with a team of expert consultants whose experience in the industry helps them to deliver cost-effective packaging solutions for businesses of all sizes.



Andrew and Matthew Grant  
Joint Managing Directors

Andrew and Matthew Grant, Joint Managing Directors of Samuel Grant Packaging, speak to Warehouse and Logistics News.

### What are your best-known products and services?

Samuel Grant have recently become best known for the invention of the Award-Winning Samson Nano pallet wrapping solution. The Samson Nano was invented specifically to offer pallet wrapping as a service, providing a unique price-perwrapped-pallet costing system, and inbuilt internet-linked reporting software. The machine, servicing and maintenance and all consumables are included in a fixed price per wrapped pallet.

We also have their own range of Samson branded tapes, bubble wrap, strapping, pallet wrap and stretch film, which go alongside the extensive range of boxes and all things packaging.

Being at the forefront of customer service is what makes Samuel Grant stand out from the crowd. Our passionate staff are knowledgeable and helpful, and advise clients on the best possible solutions to get their goods to their customers in pristine condition, whilst using as little packaging as possible.

### Which market sectors and countries are your customers in? Which ones are growing fastest?

Samuel Grant service the whole of the UK mainland. We operate in all market sectors, but have recently seen a notable increase in business in the food and food processing sector, which continues to be the fastest growing market. We also service customers in pharmaceuticals, furniture, textiles, and automotive, as well as large retailers.

### How do your products benefit your customers' businesses?

Our mission is to help our clients get their products to their customers in the best condition, using as little packaging as possible, and creating as little packaging waste as possible. Our advisers look at the whole packaging process from start to finish, and suggest ways in which things can be improved, with a constant focus on reducing costs and consumption. This benefits the clients' bottom line in many ways, not only the consumables costs, but also the cost of storage and transportation of packaging materials. In addition, we often find that the cost of reworking goods damaged in transit can be more than the cost of the goods themselves – effective packaging avoids this pitfall, and helps our clients service their customers in the best possible way. The additional benefit to all of our packaging as a service is a reduced impact on the environment from the packaging process.

### Why should customers choose you as their main supplier in your area?

We provide not only all the packaging that our customers could need, but we can also store their packaging until they need it, and it can then be drawn down on request. This reduces the need for their own storage, with same-day delivery available. Our customer service is second to none – all our team are trained to advise clients on the best possible solutions, and they're always on the end of the phone to help.

### What's business been like in the past year?

How have conditions changed over this period and how have you reacted? Despite numerous uncertainties in the markets at the moment, business at Samuel Grant Packaging is good, and growing. We are catering for any impact of Brexit by keeping high levels of stock to negate any impact on the exchange rate, and subsequent fluctuations in import taxes.

Keeping our stock levels high also means that we're prepared for any importation delays due to unknown customs controls. We are in a fortunate position to have both the space and cash flow that allows us to do this.

## What were the business highlights for you in the last 12 months?

Our highlight in the past year was winning the Queen's Award for Innovation in honour of the Samson Nano pallet-wrapping system. We were delighted to welcome the Rt. Hon.

Andrew Coombe, Lord Lieutenant of South Yorkshire, to a presentation event at our Sheffield branch on the 15th October, and earlier in the year two representatives from the company were invited to a reception at Buckingham Palace with HRH Prince Charles. A great accolade for the company, and fantastic to be recognized in such a way. From a client perspective, we were also delighted to secure one of our largest ever accounts by changing the tender approach – we sent in our specialist to review what was being tendered for, and actually reduced the amount of packaging needed, therefore winning the tender and reducing the packaging consumption of the company in question dramatically.



## What's been your most outstanding recent project?

A variety of new projects in our operation stand out in recent times. We've moved to a new warehouse management system which has streamlined our operation significantly. We've recently expanded our new offices to incorporate a brand new boardroom with state of the art presentation equipment and new office accommodation, and we've also introduced a new innovation testing centre at our Leeds site.

## How have you fine-tuned your offering in the last 12 months and why?

We are always looking at ways in which we can improve what we offer our customers. We do this by listening to their requirements and doing our utmost to solve their packaging dilemmas. This is never more the case than with the Samson Nano. We are constantly updating the ways we can offer pallet wrapping as a fixed price per wrapped pallet service. We tend to ask clients to pose us their biggest problems, and see it as our personal mission to solve them. Over the last few years we've done this by creating reinforced ramps, weighing tables within the machines, rotating arm machines for wrapping from above, and solutions for automated wrapping, to name but a few. We've also launched AirShield, a revolutionary packaging solution to challenge the predominance of polystyrene in the packaging of large and bulky goods – this continues to be a developing market, as the environmental impact of polystyrene becomes more of a concern for our customers and their end user.

## What recent enhancements have you made in customer service?

We've invested in increasing our workforce in the North West, which allows us to service clients in that area much more effectively. Business in this area continues to grow at pace, and we are fortunate to have secured some large clients in the region thanks to having an improved presence.

## What factors do you see affecting your business in the coming year? How will you turn these into opportunities?

There is no way anyone can know what impact Brexit is going to have, but we have mitigated against any uncertainty by accepting the invitation to join PackSynergy, Europe's most successful packaging network, comprising 15 counterpart packaging companies. This helps us to swap best practice in a collaborative way, and also expands our distribution network regardless of border challenges that Brexit may throw our way. We are excited to be PackSynergy's only UK member.

## Are you planning to branch into any new areas, target new customers and take on more people?

We continue to grow the business, and are always on the lookout for great talent. We invest heavily in staff development and training, and consider the loyalty of our staff as testament to our investment in their careers and our family atmosphere. This year saw two of our staff celebrate forty years with the company – that's not something that happens often these days. We've also taken on new apprentices, and enjoy seeing our team develop and grow within the business.

## Are you involved in any major trade shows or other industry events over the next year?

In the next year we will be attending some local events, as well as PPMA Total and Intralogistex.

And finally, if you had to sum up your company in a tweet what would it be? Samuel Grant Packaging @grantspackaging @samsonnano listen, advise and deliver optimum packaging solutions, on time, every time. #packaging #warehouse #logistics

SAMUEL GRANT

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Home / Yorkshire / News / Packaging services firm hits growth targets

## Packaging services firm hits growth targets



News  
February 06 2019  
Nick Hill

Write a comment

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Packaging service provider Samuel Grant Packaging has met the criteria of its employment grant from Leeds City Region Enterprise Partnership (LEP) after expanding its workforce and hitting £20m in sales.

In September 2015, the company moved into new a purpose-built 50,000 sq ft warehouse on a Leeds City Region Enterprise Zone with support from an employment grant from the LEP. The grant was subject to the company employing a further 15 staff on top of the existing workforce.

The company has now met the conditions of the grant. The hours of operation of the company has also increased, improving service levels and delivery times to customers, as well as creating more positions.

This milestone goes alongside increasing the amount of sales per employee and hitting £20m in annual sales.

Andrew Grant, the firm's joint managing director, said: "This is excellent news for Leeds' Samuel Grant Packaging and is testament to the hard work by all our people including our new team members."

The firm is located on one of the Leeds City Region Enterprise Zones which is supported by Leeds City Region Enterprise Partnership (LEP), West Yorkshire Combined Authority, Leeds City Council and the Ministry of Housing, Communities and Local Government.

Roger Marsh OBE, chair of the LEP, said: "I'm delighted that Samuel Grant Packaging are fulfilling their growth potential by investing in fit-for-purpose facilities on the Leeds City Region Enterprise Zone. It's great to see the Enterprise Zone deliver for local businesses, creating jobs and significantly boosting the local and regional economy."

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Add to Book

By Waqas Qureshi 27 October 2015

## Samuel Grant Group relocates to new £5m site

Flexible packaging firm Samuel Grant Group has relocated to a new £5m warehouse and operations centre.



The Leeds-based firm's new premises is a 6.75 acre site at Thornes Farm, within the Leeds City Region Enterprise Zone.

A grant of £150,000 was received from the Leeds City Region Enterprise Partnership (LEP) towards the cost of the new premises,

Facilitated through accountancy firm Garbutt + Elliott, which has expanded the company's warehousing capacity by 50%.

The move has led to an increase in turnover by 9% and a reduction in overheads.

Andrew Grant, managing director at Samuel Grant Group, said: "Our new premises will allow our business to grow as we come into our 125th year of trading and are

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### Strapping heavy goods - polypropylene or steel?

10 October 2018

With the strapping of heavy goods playing such a big part in the transportation business, the main question that people tend to ask is - should we use polypropylene or steel strapping?

## Strapping heavy goods - polypropylene or steel?

10 October 2018

With the strapping of heavy goods playing such a big part in the transportation business, the main question that people tend to ask is - should we use polypropylene or steel strapping?



Heavy loads being conveyed on flatbeds and pallets, such as timber, steel I-beams, and heavy building materials, all need the correct choice of strapping to ensure they reach their destination in best condition, says Samuel Grant Packaging.

Clients want peace of mind that goods will be kept in place no matter how far they're travelling, and regardless of the weight of their goods. In this situation, polypropylene strapping may not prove to be the best option, says the firm, as it has low retained tension, potential to split, is susceptible to environmental factors, and a higher rate of failure when used on extremely heavy products.

Samuel Grant adds steel strapping comes with multiple positives. Including that the tension is maintained for a long period of time. Steel straps are the oldest, strongest, and highest tensile strength strapping available. They are fully recyclable, and available in a variety of widths and thicknesses, as well as variations in the grade of steel.

As one of the UK's largest providers of steel strapping, all Samuel Grant Packaging's strapping experts are trained to be able to provide bespoke strapping solutions to clients, offering conversions and downsizing which can have a positive impact on their bottom line, as well as their environmental impact. The company are able to offer full tooling support and maintenance, and nationwide support.

Samuel Grant's advisors will assess client requirements and use their years of expertise to find the right solution.



# Growth success for Samuel Grant Packaging

February 8, 2019

## Packaging Solutions

Samuel Grant Packaging has announced that it has met the criteria of its employment grant from Leeds City Region Enterprise Partnership (LEP) due to a period of sustained growth.

In September 2015, Samuel Grant Packaging moved into its new headquarters with support from an employment grant from the LEP. The grant was subject to the company employing a further 15 staff on top of the existing workforce.



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This was a daunting target. The reason behind the move was due to the company's previous location being inefficiently laid out for significant growth, and the Samuel Grant team could see how much labour time would be reduced thanks to a more streamlined operation. The new purpose built 50,000 square foot warehouse was constructed using the latest space and time saving technology. They knew that the move would result in a drop in labour required per item delivered.

The company has now met the conditions of the grant and employed 15 new staff in good quality jobs ranging from external sales team to warehouse operator. The hours of operation of the company have also increased, improving service levels and delivery times to customers, as well as creating more positions.

This achievement goes alongside increasing the amount of sales per employee and for the first time achieving £20 million in annual sales.

'This is excellent news for Leeds' Samuel Grant Packaging and is testament to the hard work by all our people including our new team members,' said Andrew Grant joint managing director. 'It also shows that our offer of good quality products at competitive prices backed by the best knowledge and advice in the industry is a recipe for continued success. We aim to continue our reputations as the best people in packaging providing the best packaging experience for our customers in the UK.'

Samuel Grant Packaging is located on one of the Leeds City Region Enterprise Zones which is supported by Leeds City Region Enterprise Partnership (LEP), West Yorkshire Combined Authority, Leeds City Council and the Ministry of Housing, Communities and Local Government.

Roger Marsh OBE, chair of the LEP, said: 'I am delighted that Samuel Grant Packaging are fulfilling their growth potential by investing in fit for purpose facilities on the Leeds City Region Enterprise Zone. It is great to see the Enterprise Zone deliver for local businesses, creating jobs and significantly boosting the local and regional economy.'

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