



**PREMIUM PARTNER IN
PACKAGING & HANDLING**

INFOSHEET

INTERNATIONAL SUPPLIER OF PREMIUM
PACKAGING & HANDLING SOLUTIONS

PalletBiz has started out as a modest, family driven company in late 1998.

2019 therefore marked an extraordinary milestone for PalletBiz as we were celebrating our 20th anniversary. In the past two decades we have built up an international network, consisting of outstanding business partners and colleagues throughout EMEA, while developing to become one of the leading cross-border providers within the packaging & handling industry.

Our continued aim is to provide the best handling materials solutions to the industry while keeping the right set of corporate values and beliefs intact. We consider ourselves a Premium Partner where Business, Environment and Values come together – this is the PalletBiz Way.



Jens J. Gents
CEO & Chairman



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PALLETBIZ IN BRIEF

PalletBiz is a packaging & handling network, comprising a growing number of franchise production units and distribution depots linked by global sourcing and sales operations.

We offer a vast range of pallet, packaging & handling products to the industry. But quality handling materials in itself is not enough for most of our clients. In addition to this, we provide full scope handling material solutions, that focus on the optimization of our customers' Total Cost of Ownership.

Over the past 20 years, we have developed our franchise concept across EMEA, but looking ahead, our aim is to further expand our geographical footprint globally, adding to our proven Go-To-Market model. This way, we can deliver disruptive innovation to the current traditional market through greater transparency, convenience, cost efficiency, and increased sustainability for the industry.

 **170**
people

Have optimized packaging spend for **100+** companies

*By combining & leveraging of the increasing **network strength** – we strive to offer **Premium Pallets & Packaging solutions** for **cross-border clients** as a **one-call-for-all**.*

 **20+**
years experience

 **10** countries

 **500+**
satisfied customers

 **17** million € revenue



BUSINESS

A consistent 27% compounded growth rate for the network makes PalletBiz a premium partner choice for clients as well as suppliers across EMEA.

ENVIRONMENT

PalletBiz is taking a leading stand in the industry to protect the environment by considering forest biodiversity as part of our business approach & sustainable processes.

VALUES

We believe in a simple set of core values that guide our approach in doing business across countries and cultures: openness, loyalty, pro-activity and win-win.

Pallets, Packaging Products & Pooling Services

- Euro Pallets
- PalletBiz Pallets
- Used Standard Pallets
- Pallet Pooling Services
- Pallet Collars
- Pallet Collar Accessories
- Crates & Custom Products





A EURO PALLET IS OFTEN OVER-DIMENSIONED, BUT FACILITATES A GREAT RESALE OPPORTUNITY - WHEREAS THE PALLETBIZ PALLET IS A GREAT COST ALTERNATIVE FOR RECYCLING WITHIN CLOSED POOLS.

The 1200 x 800 exchangeable EPAL and UIC certified Euro Pallets are considered premium quality, and are categorized as a standard pallet. They are the most known and recognized pallet types in the world.

The PalletBiz Pallet is made as an attempt to offer a highly durable pallet at lower costs - without compromising on quality. Many companies find that they do not need a 1.500 kg. load bearing capacity of the Euro Pallet, but a 1.000 kg. of the PalletBiz Pallet will do the job.



EURO PALLETS

Euro Pallets conform to the UIC 435-2 standards and are treated in accordance with IPPC ISPM-15. We offer standard 1200 x 800 exchangeable EPAL and UIC certified Euro Pallets in premium quality.

Specifications:

Dimensions:

1200 x 800 x 144 mm

Material:

Soft and hard woods (e.g. pine, spruce, poplar)

Standards:

EPAL, UIC, IPPC ISPM-15, Kiln dried

Services available for product:

All life-cycle services



- 🌟 **Optimal dimensions for truck or rail transportation**
- 🌟 **Easy and efficient handling due to its reliability and standard**
- 🌟 **PalletBiz has more than 15 years of licensed repair and life-cycle service experience**

PALLETBIZ PALLETS

The PalletBiz Pallet is our own pallet construction, designed to be an alternative to Euro Pallets. The pallet is lighter in weight and has a reduced direct as well as transport and handling cost.

Specifications:

Dimensions:

800 x 600, 1200 x 800 or 1200 x 1000 mm

Material:

Soft and hard woods (e.g. pine, spruce, poplar)

Standards:

IPPC ISPM-15, Kiln dried, ISO 8611

Services available for product:

Technical calculation 2D-3D design



- 🌟 **Great cost alternative to other standard pallets: maintaining the same quality & strength**
- 🌟 **Unique design, easily identifiable**
- 🌟 **Fully recyclable**

USED STANDARD PALLETS

Used Pallets constitute a less expensive alternative to new pallets. These pallets can – with the correct handling – be cycled 5-6 times or more.

Specifications:

Dimensions:

Any exchangeable pallet

Material:

Soft and hard woods (e.g. pine, spruce, poplar)

Standards:

GS1 Quality Guideline for exchange

Services available for product:

Collection, buy-back, pooling & repair services



- ✳ **Used exchangeable pallets – competitive prices**
- ✳ **Three main categories: A, B, and C as per the GS1 Quality Guideline**
- ✳ **PalletBiz has an extensive network for collecting & repairing used pallets**



Assign PalletBiz to reduce your stock of pallets to a minimum and start **lowering your CAPEX.**



Help the environment



Save money



Develop your business sustainably



Free up warehouse space

PALLET POOLING SERVICES

Many companies are not aware of the potential cost-savings involved in recycling pallets and packaging within a company, a group, or throughout the supply chain. PalletBiz has more than 15 years of experience in pallet pooling, and is constantly in search of innovative and responsible ways of providing such sustainable solutions.

The below chart resembles a standard recycling process provided through a framework agreement, which leaves our clients with a great and greener optimization possibility.

Both standard, as well as specialized pallets & packaging can be recycled in either a closed or an open pool. In the top-right corner of this page the most common types have been listed – so why not contact us to check the pooling possibilities for your company.

As indicated below; Reduce, Reuse & Recycle and Go Green – all while saving money!

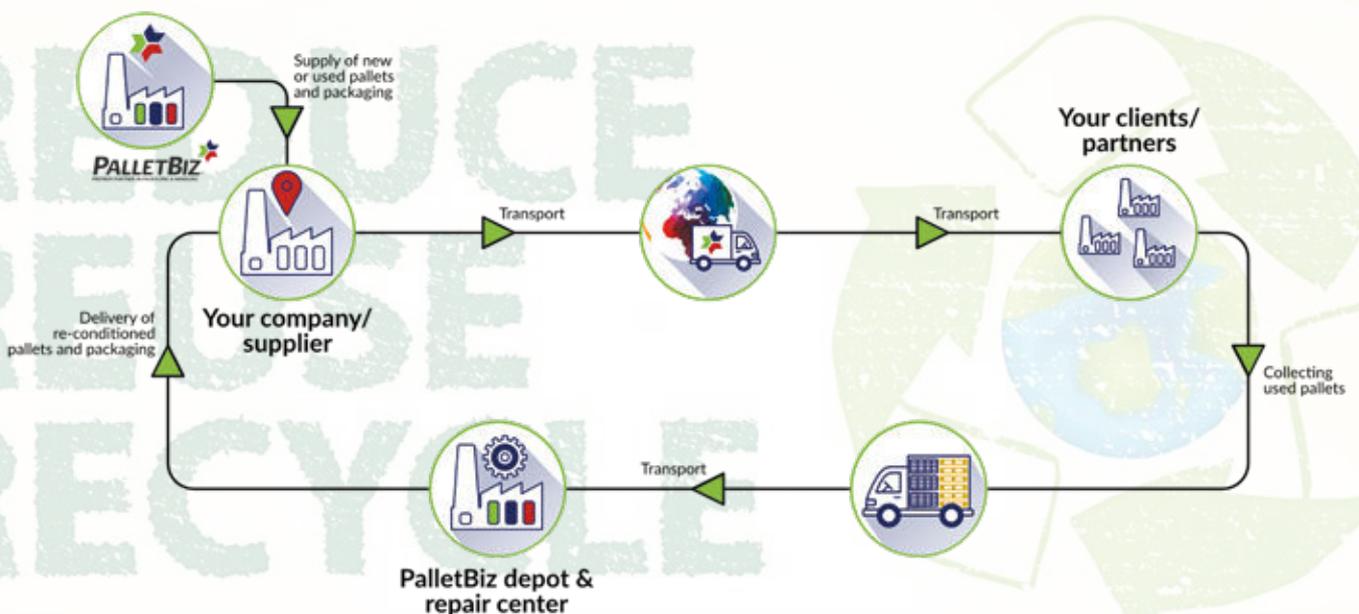
OPEN POOL [STANDARD PALLETS & PACKAGING]

-  EURO PALLETS
-  UIC GITTERBOXES
-  STD. PALLET COLLARS

CLOSED POOL [NON-STANDARD PALLETS & PACKAGING]

-  PALLETBIZ PALLETS
-  LIDS AND OTHER PACKAGING MATERIAL
-  YOUR OWN SPECIAL PALLETS & PACKAGING

BOTH STANDARD, AS WELL AS SPECIALIZED PALLETS & PACKAGING CAN BE RECYCLED IN EITHER A CLOSED OR AN OPEN POOL – SO WHY NOT CONTACT US TO CHECK THE POOLING POSSIBILITIES FOR YOUR COMPANY?



PALLET COLLARS

Pallet collars represent a practical tool for quickly creating a flexible box for the storage of loose goods and parts. The Collars – or Pallet Frames, as they are also called – are easy to mount/dismount from your pallets and can be collapsed and conveniently stored in a smaller area when they are not in use.

We produce pallet collars for standard as well as custom pallets – all planed and heat-treated.

Product packaging and storage are important areas of business and product development, in which companies are expected to be sustainable and environmentally friendly. Pallet collars allow for flexibility, effectiveness and integration within the packaging and handling processes.

Specifications:

Dimensions:

1200 x 800; 800 x 600; 1200 x 1000 mm & special

Material:

Soft woods and galvanized metal hinges

Standards:

IPPC ISPM-15, Kiln dried

Services available for product:

Custom branding/logo, buy-back as well as a selection of accessories upon request



-  **Quick and easy assembly handling**
-  **Space optimization (up to 80% space savings)**
-  **Bundling with collar accessories ensures safe transport and handling.**



PALLET COLLAR ACCESSORIES

To fully utilize the pallet collar functions, we provide an assortment of pallet collar accessories as well. Our collection includes, corners, dividers, distancers, label holders and lids/covers. Each of those serve a different purpose and is designed to add durability and convenience to your pallets. They allow for having the right protection, space optimization and palletization efficiency at a minimal cost.

Making use of pallet collar accessories will not only save your business time, but will also increase workers efficiency, reduce the risks of damage to your goods and contribute to a safer working environment.



PalletBiz is here to demonstrate the versatility of packaging & handling products



Optimize your storage



Save money



Secure your cargo



Access load easily

Pallet Collars & Accessories will utilize your transport handling and storage.

Let our experts guide you!



CRATES AND CUSTOM PRODUCTS

In addition to standard pallets, PalletBiz provides a great number of standard and custom wooden packaging products such as boxes, crates, cradles, pallet collars and more.

Our custom products are designed according to your specific needs and requirements. Some of our packaging products can be manufactured in all sizes and are heat treated according to ISPM-15 norms. Just like all our custom products, our wooden crates and boxes come in both standard sizes but also in special dimensions according to customer specifications.

Take advantage of our 20+ years of experience in the Network - learn more about the custom product possibilities and have an analysis of your packaging requirements based on the products you need to transport.



-  **Flexibility in size and design**
-  **Tilt/Shock impact labels**
-  **Container packing montage & lashing**

Specifications:

Dimensions:

As per customer request

Material:

Soft and hard woods

Standards:

IPPC ISPM-15, Kiln dried, Impact Shock Labels



PALLETBIZ FRANCHISING

We, at PalletBiz, believe that our strengths stem from the partnerships we undertake with local experts, being clients as well as partners. We have developed our Franchising concept over the years and are now confident in the possibilities and opportunities, which such a network structure can offer to our clients across borders.

Our aim is to be close to our customers, serving them locally, supported by global operations. This makes us an increasingly powerful network that provides security and benefits to all members as well as maximizing the quality of our products and services to our valued clients.

NETWORK ACHIEVEMENTS

The PalletBiz Group aspires to be the network of the “best” on as many fronts as possible – and while we are constantly developing, we do take pride in our achievements so far!

The global brand of PalletBiz is known for:



“The “PalletBiz Way” has provided us with bases and guidelines regarding our SOP’s – from sales & marketing to more complex administrative and HR matters.

We have consequently improved our turnover by 130% in the period since joining – expanding to 3 locations. PalletBiz Romania looks forward to expanding its position within the SEE region, and to keep the leading position within Pallets & Packaging that has been obtained in past years since joining the network.”



– **Bogdan Manole** (Partner and Managing Director, PalletBiz Romania)

HOW IT WORKS?

Over the years we have perfected and standardized our Franchise Accession Process, which generally follows the below steps – usually within an average timeframe of 6-18 months.



Establishing initial dialogue upon receiving franchise application.



Evaluating the potentials of the acceding Partner via (technical) due diligence.



Business case preparations and financial planning.



Preparing for franchise set-up and signing binding commitments.



Initiating operational kick-off and gaining critical mass.



- Central Europe North
- Central Europe South
- South East Europe
- Middle East
- Africa

PalletBiz Franchising Network
ACROSS 5 REGIONS THROUGHOUT EMEA!

MEET PALLETBIZ

WE ARE PROUD TO PRESENT OUR TEAM ACROSS EMEA –
REPRESENTING A MULTI-CULTURAL ENVIRONMENT WHICH
INSPIRES US EVERYDAY THROUGHOUT THE COMPANY



CONTACT INFORMATION

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*For more locations within the respective regions, please visit our website or contact us using the above details.



ISPM-15
HEAT TREATMENT
LICENSED

ISO 14001
CERTIFIED

ISO 9001
CERTIFIED

** Not all PalletBiz entities hold all certifications.
For an overview of which certification each company holds, please visit our website.*

- WE LOOK FORWARD TO HEARING FROM YOU

YOUR LOCAL PARTNER