



**PACKMANN** GmbH  
Verpackungen und mehr...

PART OF **MACFARLANE**  
PACKAGING

# INTRODUCTION PACKMANN / MACFARLANE PACKAGING GROUP



**MACFARLANE**  
PACKAGING



Packaging **that protects...**



# Geschichte



- Macfarlane was **founded 70 years ago** and has been listed on the London Stock Exchange since 1973.
- **Headquartered in Glasgow**, annual turnover approx. €400 million, >1,000 employees at 34 locations in the UK, Benelux, Germany, Ireland and Sweden as well as 3 satellite locations in Southern Europe: Spain, Italy and Greece
- **Extensive supplier network:** +1,200 throughout Europe
- **Two main business areas:**
  - the development and production of customised transport packaging
  - the supply of packaging materials
- **Most important customer sectors:** Automotive industry, 3P logistics, life sciences, medical devices, electronics, aftermarket / spare parts, FMCG
- **PackMann** was integrated into the group of companies in 2022 in order to stabilise and further expand the business in Germany and Europe accordingly



# What can we bring to you ?

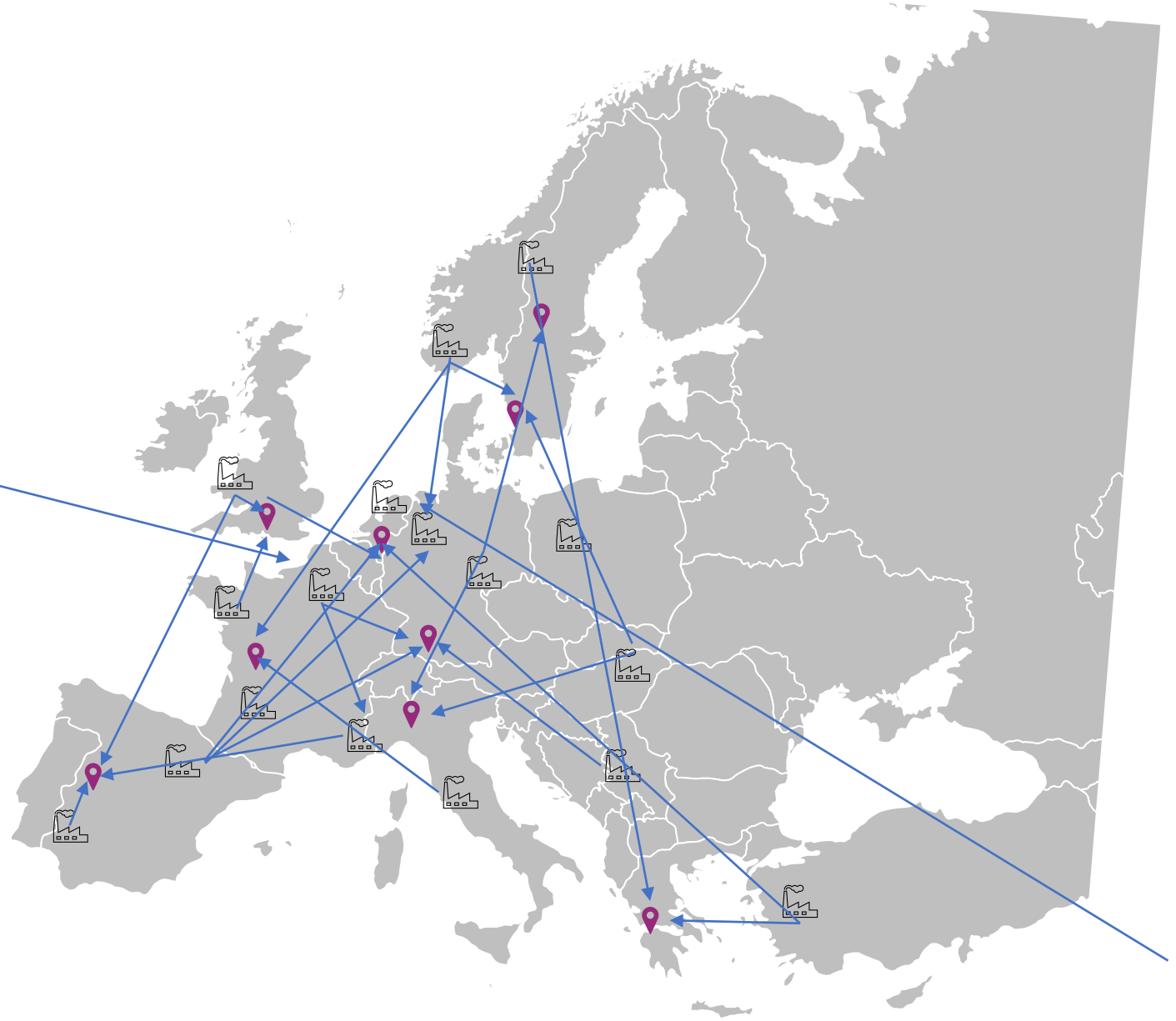
**Products – Logistics and service capabilities – In-House Manufacturing and Innovation – Sourcing Capability**





# Suppliers

- We source from +1200 A/B/C-brand packaging manufacturers
- We provide consistent materials and global solutions to our regional customers
- The strategic relationships that we have with our suppliers give you the very best value for money and the highest quality standards
- Dealing with multiple European packaging suppliers, always give us back-up solutions to ensure robust supply chains for our end-users.





own logistics for local transport / forwarding partner for long-distance transport

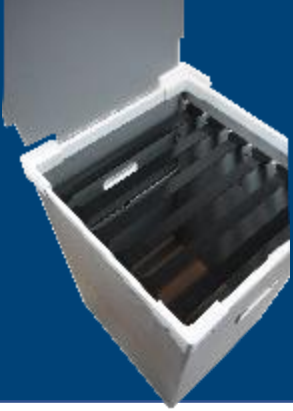


Packaging that protects...



# Multi Trip Packaging and line-side delivery

Euro Containers



Pallet Boxes



[Play video](#)

Correx® Totes / Q Grip



HD polyethylene fibre lined with Airsac

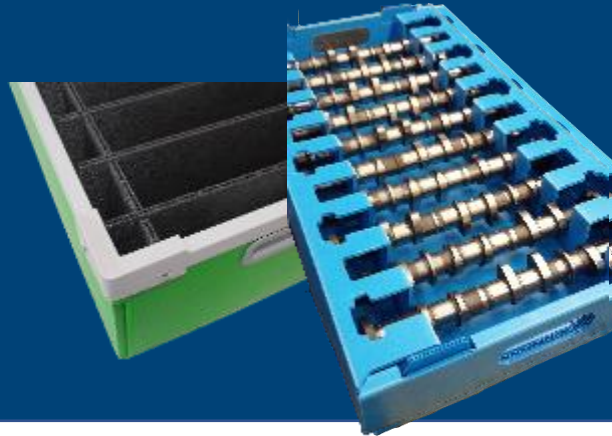


CKD



[Play video](#)

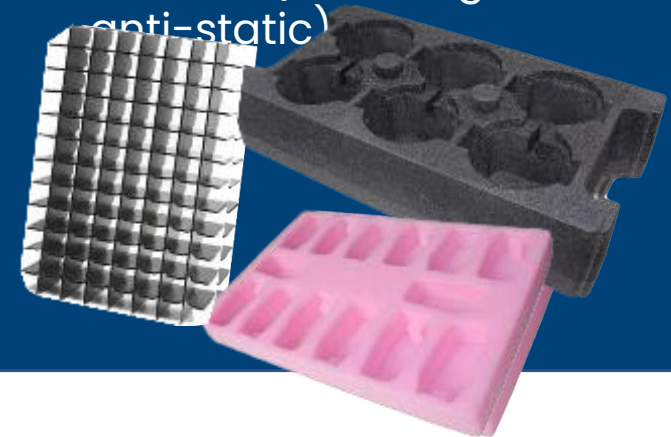
Correx® Dividers



Vac Formed Trays

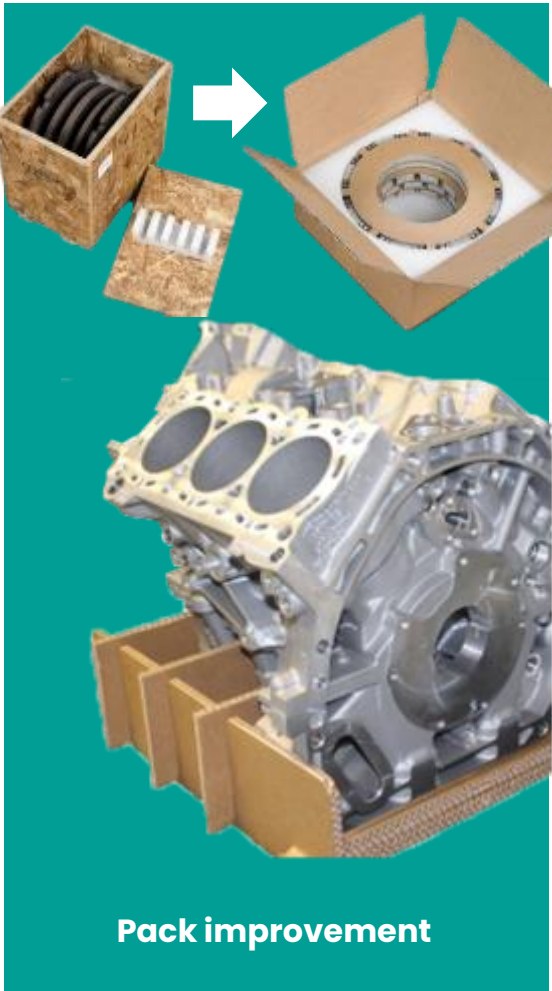


Foam Inserts / Dividers (including anti-static)





# Product movement – aftersales and distribution









# Our portfolio of packaging products



- Working with over 650 suppliers worldwide
- Over 3,000 stocked products available for 24-48 hour delivery
- More than 20,000 product lines available
- Design, testing and production of bespoke packaging solutions





# After sales automation

## Auto bagging - Paper



## Case erectors



## Auto boxing

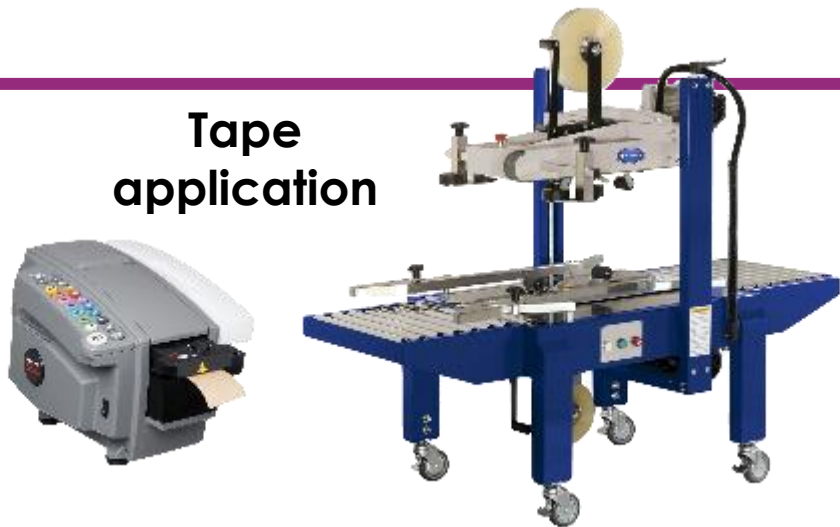


[Play case study](#)



# Ancillary packaging automation

**Tape application**



**Strapping application**



**Stretch wrap application**



**Protective application**





# Innovators In Protective Packaging.



# Case Study: Siemens

## High performance foam / cases

International manufacturer of jet engines (power generation)

Previously shipped specialist tools / equipment in wooden crates

Switched to roto moulded / waterproof Peli cases with foam

Reduced damage, loss of tools, easier to manage





# Correx®

## Experts in “multi trip” packaging.

Leading independent converter of Correx® reusable packaging products

Market leading design expertise

Material stock holding for fast lead times / low volumes

Materials handling applications; in-plant and supply chain  
(inc. Automotive, Medical, Pharmaceutical)





# Correx® / Returnable

## Reusable handling & storage



Picking Bins



Divisions



Correx® Totes  
(inc. Q Grip)



Trays



Medical &  
Vial Trays



POS



Returnable  
Boxes







# linio verda®

## THE GREEN PACKAGING LINE



THE FIRST CERTIFIED CLIMATE-POSITIVE PACKAGING LINE



climate-conscious



carbon negative



sustainable



linio verda®





Up to 50% of the material consists of fresh, sundried fibres, which are obtained from local meadows. The main priority here is to keep the environmental impact as low as possible.

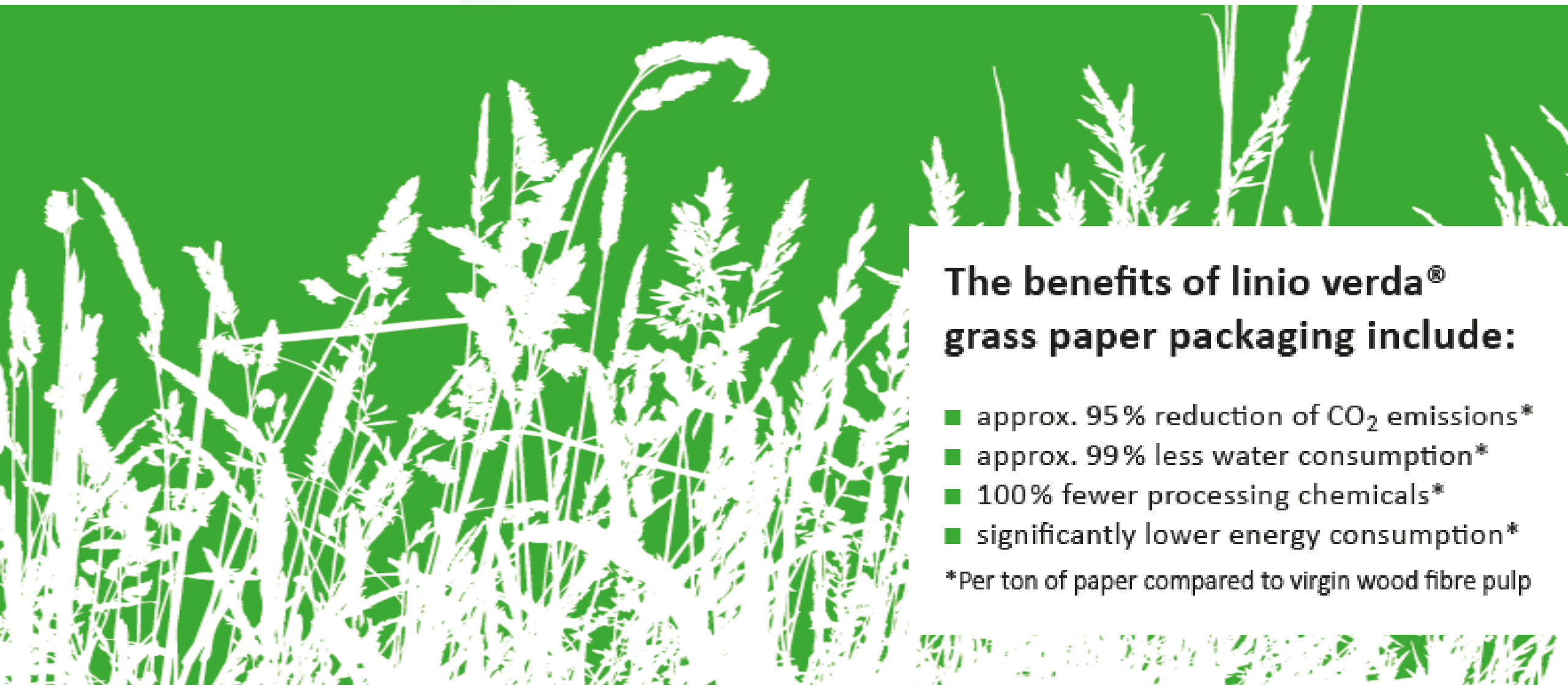


The meadows themselves are ecological compensation areas unused by agriculture that are nevertheless mowed 2 – 3 times a year. The lignified material from the unfertilised areas is unsuitable for animal feed.



Grass fibre is therefore a rapidly renewable raw material. In combination with recycled paper pulp, we obtain a completely sustainable raw material. All grass papers used are FSC<sup>®</sup> certified. Furthermore, we take care to minimise production pathways wherever possible.





**The benefits of linio verda®  
grass paper packaging include:**

- approx. 95 % reduction of CO<sub>2</sub> emissions\*
- approx. 99 % less water consumption\*
- 100 % fewer processing chemicals\*
- significantly lower energy consumption\*

\*Per ton of paper compared to virgin wood fibre pulp





### Recyclability:

All grass paper packaging is fully recyclable and can simply be disposed of as such. All the products listed herein are part of a single material solution that can be disposed of as waste paper. This also creates fewer worries for the consumer.

### Positive side effect:

linio verda® grass paper packaging has a slight green hue along with a beautifully tactile surface and a pleasant hay scent.









## Creating solutions for Eaton packaging challenges – in one place

The lab offers a fully immersive experience, giving John Deere the opportunity to focus on your product's journey through the supply chain, testing and trialling to achieve finished solutions & total cost savings on the day

On Site Design Team



Augmented Reality Design Technology



CAD Table



Flatbed Printer



Take the  
Virtual Tour



Testing Equipment



Interactive Touchscreen Technology



Packaging Automation Equipment



In-fill Delivery Systems





## Key Benefits



### The ability to solve problems from start to finish in one location

- Work collaboratively with customers
- Understand their challenges
- Convert those challenges into ideas
- Progress ideas through to products and value
- Review solutions and sign off product prototypes

## Material Testing

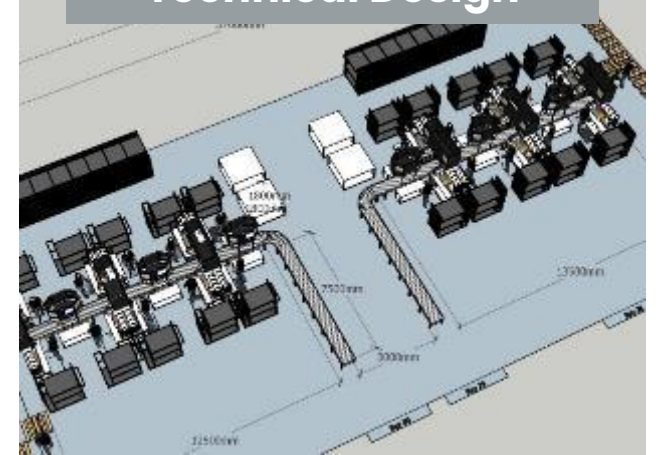


On-site testing equipment validates material performance and overall box compression strength.

Tests are conducted to ISO standards:

- **Burst strength** ISO2759
- **Edgewise Crush** ISO3037
- **Box Compression** ISO12048

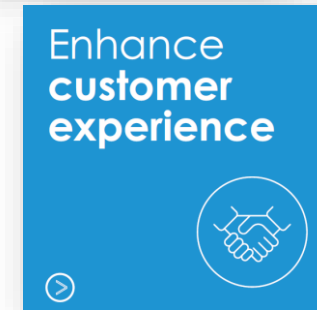
## Technical Design



Our technical design services are engaged at every touchpoint, understanding operational complexities, reducing waste, optimising packaging and maximising productivity.



# The Macfarlane Packaging Optimiser- targeting the hidden costs of packaging.





# Savings Tool to track packaging projects



The Significant Six Packaging Review

PACKAGING OPTIMISER

Reduce storage costs

Reduce transport costs

Reduce damages & returns

Reduce admin costs

Increase productivity

Enhance customer experience

Material impact

SIGNIFICANT SIX OPERATIONAL COSTS

Reducing material usage is key to reducing environmental impact as well as cost. Reducing the Significant Six operational costs can produce really big savings, while making your operation more agile and resilient.

A comprehensive approach to demonstrating cost and environmental savings

Packaging cost reduction	£280
Courier cost reduction	£3,000
TOTAL COST REDUCTION	£3,280
THE POTENTIAL COURIER SPACE IMPROVEMENTS	
Total space reduction	64 cubic metres
Total space improvement	21.33%
Packaging weight reduction	46.00 Kg
Reduction equivalent in vehicles	5.33
Average CO <sub>2</sub> e reduction calculation	0.37 CO <sub>2</sub> e tonnes
Litres of fuel saved	139.88 litres

CO<sub>2</sub>e REDUCTION EQUIVALENT TO:

46,917 SMARTPHONES CHARGED

913 MILES DRIVEN BY AN AVERAGE PASSENGER VEHICLE

Delivering a clear illustration of the impact our goods and services can have

Storage

REDUCE PALLET HANDLING ON SITE

START OPTIMISING

FIND NEW SPACE FOR GROWTH

START OPTIMISING

THE POTENTIAL IMPACT ON YOUR GOODS-IN

START OPTIMISING

Transport

INCREASE PRODUCTS PER PALLET

START OPTIMISING

INCREASE PARCELS PER VEHICLE

START OPTIMISING

Damages

REDUCE COST OF DAMAGES AND RETURNS

START OPTIMISING

Administration

FIND TIME AND COST SAVINGS

START OPTIMISING

Productivity

INCREASE PRODUCTIVITY MANUAL VS MANUAL

START OPTIMISING

INCREASE PRODUCTIVITY MANUAL VS AUTOMATION

START OPTIMISING

Material

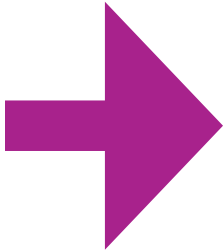
REDUCE MATERIAL AND CO<sub>2</sub> IMPACT

START OPTIMISING

Packaging that protects...

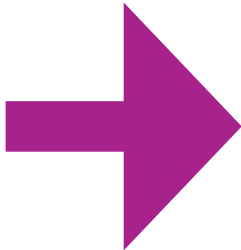


	EXISTING			OPTIMISED			VALUE
Design Job Number	ILAB-004324			ILAB-004325			
Reference	109X79X118			109X79X118 OPTIMISED			
Internal L x W x D (mm)	109	79	118	109	79	118	
Capacity (Litres)	1.016			1.016			0.00%
Corrugated Flute	B			B			
Material Weight (kg/m2)	0.359			0.359			0.00%
Material Area (sqm)	0.213			0.153			-28.17%
Waste Area (sqm)	0.074			0.033			-55.41%
Used Area (sqm)	0.139			0.120			
<div><div><div><div>Used Area (sqm) 0.139 65%</div><div>Waste Area (sqm) 0.074 35%</div></div><div><div>Used Area (sqm) 0.120 78%</div><div>Waste Area (sqm) 0.033 22%</div></div></div></div>							
Box Weight (kg)	0.050			0.043			-13.67%
1200 x 1000 Pallet QTY	1500			2250			50.00%
Gross Pallet Weight (kg)	87			109			



- Internal dimensions: 250 x 164 x 82mm
- Material: 150K/E/150WK

	0427	0427 Optimised	
Strength (BCT)	101.1 kg*	114.7 kg*	+14%
Material	0.356 sqm	0.310 sqm	-13%
Waste	0.102 sqm	0.066 sqm	-35%
Inbound Palletisation	1500/pallet	3000/pallet	+100%



FEFCO 0201	0427 Optimised
265 x 146 x 120mm B Flute	245 x 106 x 80mm E Flute
Assembly time: 25 sec	Assembly time: 13 sec
Inbound pallet qty: 1280	Inbound pallet qty: 3000
Outbound pallet qty: 175	Outbound pallet qty: 408

**Annual qty:** 700,000 cartons  
**Vehicle:** 40ft artic  
**Load:** 52 pallets per delivery  
**0201:** 78 deliveries  
**0427 optimised:** 34 deliveries



**-44** deliveries  
**-5.8** tonnes of CO2  
(based on a 100 mile round trip)



# Case Studies of Actual Savings...



**FTSE 100 DCC PLC**....Our analysis of stretch wrap and pallet top sheets revealed opportunities to **reduce material costs by 24%** whilst ensuring load containment. This **removed 17.6 tonnes of plastic**, equating to **45.4 tonnes of CO2e** emission in plastic manufacturing based on UK Government material manufacturing averages.



**Acer PLC**...Using Macfarlane Airsac UltraMail has given Acer a **cost saving of 70%** across their tablet packaging **while improving their packing time from 2 minutes to 30 seconds per pack**. The company also eliminated their product returns damage, and reduced their packaging waste.



Macfarlane helped **Peak Scientific** **reduce their pack weight by 50%**, leading to significant **cost savings of 30%**. The company has also benefited from enhanced brand experience and improved product protection on their way to customers.



Macfarlane helped **Lakeland** **reduce their pack area by 50%**, leading to significant **cost savings of 20%**. The company has also benefited from improved outbound logistics and customer satisfaction.

**Our experience of vendor consolidation projects across Europe on average find savings in excess of 10%, with soft savings from reduced Invoice handling and vendor management time generally in €10,000's...**



Packaging **that protects...**



# Our European Service capabilities

## Account Management



Dedicated Account Manager



Weekly project meetings with key stakeholders



Weekly stock management call



Quarterly review meeting



Onsite best packaging practice training

## Inventory Control



Full inventory management



Bespoke online tool "Simpliciti.e" sales ordering and reporting portal



Live stock visibility for multiple device platforms.



Weekly report available for products and quantities delivered

## Stockholding and delivery



Daily deliveries



Visibility of route planning

## Innovation



Impartial design & innovation



Access to Innovation Lab for design support, testing & training



Environmental and sustainability focus



# Here to help



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