

Your UPN magazine

DESPATCH

Issue 11

Volume 3



OUR NEW ERA DAWNS



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NEW CHALLENGES – NEW OPPORTUNITIES

When the bells tolled and the fireworks exploded to signal the dawn of the new decade, little did we know that the whole world would change quite dramatically in just a few months!

Covid 19 had a huge impact everywhere, not least in UK logistics and the pallet network sector where the APN reported an initial dip in volumes.

UPN saw some short-term pandemic effects with a drop in volumes at one point. Thankfully, volumes rose quickly, and UPN are now operating at record volumes.

It was a great lesson though for the logistics sector in general. It highlighted to the sector the importance of the excellent flexibility of pallet networks and our ability to manage big swings in volume in a highly efficient and professional manner.

This is something service users can draw from in the future as UPN continue to offer that flexibility to provide high quality upscale and downscale solutions for the market.

Despite unprecedented challenges UPN successfully moved to our new home at UPN SmartHUB. This extensive purpose-built facility takes the UPN operation to the next level and has the capacity to handle our growth projections for the next ten years.

See inside for a major feature on UPN SmartHUB and its exciting new IT support infrastructure!

INSIDE – POSTER PROFILE - OUR NEW SMARTHUB ERA BEGINS



SECTOR SPOTLIGHT



The Association of
Pallet Networks

"Pallet volumes resilient"

The Association of Pallet Networks said new figures for the first six months of 2020 show the UK pallet network sector was "far less affected in terms of volume than the early experience of European counterparts indicated".

The first two quarters of 2020 saw pressure on pallet volumes, with a 10% drop in next day deliveries compared to the same period the previous year. This reduction began early in the year, possibly caused by the uncertainty of the Brexit situation, but was then exacerbated by lockdown.

However, as businesses across Europe and the UK started to reopen, the sector rallied with June being the fourth ranked month ever in terms of total pallets. The UK pallet network sector moved a record 2.46 million pallets during the month.

<https://motortransport.co.uk/blog/2020/08/21/pallet-volumes-resilient-during-pandemic-says-apn-amid-cautious-optimism/>

LOGISTICS UK
THE NEW NAME FOR FTA

FTA becomes Logistics UK

The long-established Freight Trade Association (FTA) has rebranded as Logistics UK.

It is one of the biggest business groups in the UK, supporting, shaping, and standing up for, efficient logistics. At this unique and changing time – two excellence advice and resource hubs are available from Logistics UK online – Covid 19

<https://logistics.org.uk/coronavirus>
- Brexit - <https://logistics.org.uk/fta-brexit-advice>

<https://logistics.org.uk/>



NETWORK MEMBER NEWS

LHT LOGISTICS GAIN FORS SILVER

Valued UPN London member - LHT Logistics Ltd has achieved Silver Accreditation from FORS – the Fleet Operator Recognition Scheme.



This industry recognition requires all vehicles within a fleet to be equipped with audible side sensors, nearside warning alerts and cameras on both front and rear. It is aimed at minimising blind spots, all vitally important when operating on London's busy streets.

"To remain at the forefront of delivering our client's goods within the M25 and other UK major cities we had to intensify our focus on both the safety and awareness of vulnerable road users and pedestrians," said LHT Managing Director, Ben Ruby,

"Along with the installation of the 'Brigade' safety equipment we have also heavily invested in compliance and extra driver training for safe urban driving."

"To broaden our appeal to both new and existing customers this enhanced status is critical as more and more businesses, especially construction sites, stipulate that only 'FORS Silver' compliant vehicles are allowed to deliver onto their sites." Highlighted Ben.

FORS is governed by the Transport for London (TfL) and ensures that its members promote best practice as commercial vehicle operators.

LEADING 3PL KAMMAC JOIN

Leading North West Based 3PL – Kammac - have signed a full membership agreement with UPN.



very close to the M6, Kammac will be handling PR and FY postcodes.

"We are really pleased that a 3PL with the calibre and reputation that Kammac has, is joining UPN," commented UPN Managing Director - David Brown, *"It's a real endorsement of UPN's standing in the pallet network sector and our ongoing commitment to service quality improvement"*

Formed in the 1980's by Managing Director Paul Kamel, Kammac is a flexible, reliable third-party logistics provider with strong family values. Kammac operates from six UK locations to provide nationwide supply chain management services.

"We were impressed by UPN, its IT support, its commitment to service excellence, and its highly approachable management team," said Ged Carabini – Commercial Director - Kammac.

"We offer a professional and personal service, Kammac operate with integrity and transparency to serve our customers to the highest standards. We're excited to be joining "Team UPN", a company that clearly holds the same values."

Located at Skelmersdale right next to the M58 and



First Class Travel for Palletised Freight

OUR NEW PARTNER FOR SPAIN AND PORTUGAL

Trafertir Group is now UPN's New Iberia partner providing a full range of palletised freight distribution services to Spain and Portugal.



"Trafertir Group is extremely excited to be consolidating our partnership with UPN in this way,"

Said Stuart Bowden - Managing Director at Trafertir, "Both our organisations pride ourselves on high quality service and a philosophy of on-going adaptation to both client and market needs."

Established in 1999, The Trafertir Group started with an emphasis on European Road Freight, operating direct Road Freight services throughout Europe, where today they are one of the market leaders.

"Both Spain and Portugal have strong trading links with the UK and this new partnership with Trafertir brings increased route capacity, competitive pricing and excellent services," said David Brown UPN MD.

As we enter into a new era with the European Union, Trafertir's in house customs department will provide expert support and ensure a seamless service for all UPN members and their customers. It's a win-win partnership for both companies.



SAMEDAY SPECIALISTS MSC EXPRESS JOIN

Although Same Day Delivery Specialist MSC Express is new to pallet networking, they have already forged a really strong reputation in the courier sector.

"MSC Express offer excellence in service as standard. Whatever you're delivering, small or large, we will get it there on time. We've built our business on service," said MD - Michael Ackers,

"I'm really excited to be joining the UPN network and becoming a part of such a high-quality pallet network,"

Established in 2008 and based in Liverpool, MSC Express specialise in parcel and freight logistics, offering a diverse range of services.

"MSC Express is an important signing for UPN" commented UPN Managing Director - David Brown,

"With the obvious energy and commitment that MSC Express are showing to succeed in a sector as competitive and challenging as same day courier they are going to be a real asset to our business"



DOWNES TRANSPORT GO FULL TIME

Downes Transport is a family owned and managed business based in Amesbury, Wiltshire. The business was established in 1995 by its owner Douglas Downes.

"We are really pleased to be committing to this relationship with UPN", said Craig Downes - Downes Transport MD, "They are a flexible and friendly network with a very professional approach. Every pallet counts, and with UPN, we are really feeling valued as a network member. UPN Membership is going to help our business grow".

Downes Transport will be handling SP, and several RG Postcodes.

"Downes Transport have an excellent reputation and

solid experience in Pallet Networking," commented UPN Managing Director - David Brown, "I am really pleased that this established family business is committing itself to UPN. They are going to be a real asset to our network."

Located at the Boscombe Down Business Park right on the A303 linking the south west and London Downes Transport serves a wide customer base with an extensive range of UK and international services.

UNITED PALLET NETWORK SPONSOR AFC BOURNEMOUTH

UPN have announced a major sponsorship deal with leading Sky Bet Championship Football Club – AFC Bournemouth.

"UPN is really proud to sponsor AFC Bournemouth," said David Brown UPN Managing Director, "We are a fast-growing and successful company so it's a great fit working with AFC Bournemouth a club that has itself grown significantly in just a few short years"

The deal will see the UPN logo feature on the teams shorts at all games for the 2020-21 season.

"We are delighted to be partnering with UPN in the Sky Bet Championship," said AFC Bournemouth Commercial Director – Rob Mitchell, "The league is one of the most watched and supported football divisions in the world and offers great exposure and opportunities for companies to harness the powerful brands of both AFC Bournemouth and the Sky Bet Championship. We are looking forward to working with UPN!"



UPN SPONSORED LISA ASHTON CREATES DARTS HISTORY!

UPN sponsored Lisa Ashton, four-time BDO women's world champion, created darts history in 2020 by becoming the first woman to win a PDC Tour card place.

In doing so Lisa became the first woman to play full time on the men's PDC tour, playing men for the same prize money in the same tournaments on a regular basis.

Lisa came through a challenging Q School to earn a two-year tour card.

"I don't want any special treatment; I don't want to be thought of as Lisa Ashton, the first woman to play on the men's tour." She said though,

Ashton will be a full-time professional on the PDC for at least the next two years. There is more than £14,000,000 prize money each year on the PDC tour, a far cry from the BDO World Championship, where Lisa earned just £4,500 as runner-up!

MARK DROBKA JOINS UPN AS REGIONAL DIRECTOR



Pallet networking specialist Mark Drobka has joined UPN as Regional Director - Eastern. Mark brings with him tremendous experience with thirty years in the Logistics Sector and over seventeen years specifically in Pallet Networking.

Mark joins UPN from PalletTrack where he worked for eleven years as Network Development Manager. This followed a six year spell with Palletforce where Mark was Sales and Business Development Manager.

In his new role Mark is helping to grow and develop the already strong UPN membership in London and the South East.



First Class Travel for Palletised Freight

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