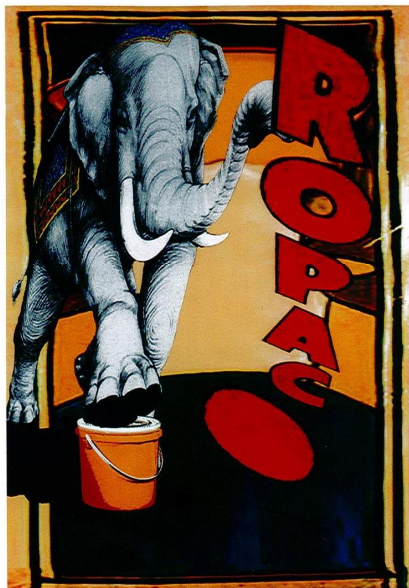


Less waste, more efficiency



Schoeller Allibert

Used many times, returnable transport packaging systems minimize waste, protect the environment and enhance supply chain management. A global leader in this resources-saving market is the Dutch Schoeller Allibert Group. The Swiss subsidiary in Romont is the company's competence center for ROPAC® branded, UN-certified plastic containers which are used for chemicals, paints and other hazardous materials around the world.



ROPAC® stands for highly durable packaging solutions

Schoeller Allibert is Europe's leading provider of returnable transport packaging solutions. Headquartered in Hoofddorp in the Netherlands, the group employs approximately 2,000 people at over 50 operations all over the world and has a turnover of 530 million EUR. The company supplies seven key markets – agriculture, automotive, beverages, food, industrial manufacturing, pooling through its

customers and retail – with a wide range of high-quality, standard and custom-designed reusable packaging systems, including foldable containers, rigid pallet containers, beverage crates and trays, stackable boxes, foldable IBCs, pallets and dollies. Schoeller Allibert takes a 360°-approach to returnable plastic packaging solutions, with more than 60 years of experience and the largest research and de-

velopment facilities in the sector and the commitment to provide its customers with the full range of products and services.

The Swiss plant, which has been operating since 1968, is specialized in UN-certified plastic packaging. The UN rating means that the containers are suitable for the packaging of specific regulated and hazardous materials. "We produce plastic buckets for high added-value solids and liquids, such as adhesives, chemicals, inks, lubricants or paints," explains Sales Manager Frédéric Pavesi, who is responsible for ROPAC® worldwide. "50% of our products are used for transporting hazardous substances." In 2014, Schoeller Allibert Switzerland produced more than 3.3 million ROPAC® plastic containers and turned over 18.8 million EUR. The company has sales representatives in France, Germany, the Benelux countries, Switzerland, Ireland and the UK and employs 45 people.

The ROPAC® product portfolio comprises highly durable, easy-

to-handle UN liquid-rated pails in sizes from 5 to 20 l, UN solid-rated pails in sizes from 3 to 32 l and a wide choice of ROPAC® Original containers. All products are made from high-density polyethylene (HDPE) for easy recycling. The comprehensive product range is rounded off by material handling solutions provided in cooperation with the parent company. With its ROPAC® plastic containers, Schoeller Allibert is operating in a profitable niche market with limited competition and high entry barriers. In this environment, the company is pursuing a dual strategy targeted at developing new products and new markets. "Our goal is to introduce new packaging solutions for existing customers and, at the same time, to develop new application markets such as food and pharmaceuticals," concludes Mr. Pavesi. █

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