



raklapspecialista.hu

**10 aspects that cannot be omitted,  
without knowing them  
DO NOT BUY A PALLET!**



**Golden Pallet Kft.**

H-5525 Füzesgyarmat, Vásártér 3.

Telephone: +36 (66) 491-571

Fax: +36 (66) 490-878

[www.raklapspecialista.hu](http://www.raklapspecialista.hu)

## Does only a problem come to your mind about pallets as well?

Do you know how you could avoid the inconveniencies?

## 10 unommitable considerations, without knowing which DO NOT PURCHASE A PALLET!



**I am greeting you, I am Csaba Pikó, the managing director of Golden Pallet Kft., a pallet specialist.**

I have already been working with pallets for more than a decade, I know it exactly what problems emerge for each company upon ordering pallets. I would like to share this experience with you so that you do not commit others' possible faults through no faults of yours. I studied **10 considerations** on close inspection in the paper, all of which may spare you and your company unnecessary inconveniencies.

### **The most important considerations of the purchase of pallets**

Pallets are still needed for. For those companies, enterprises, which sell, where a product comes forward, the issue of storage, transportation becomes necessary sooner or later. These are those issues, for which the issue of pallets certainly and unavoidable occurs. But where can a pallet be purchased from? What pallets are existing at all? For example, do you know that alteration of the pallets may build on not only one scheme?

### **But let's start at the beginning.**

The pallets may usually be purchased in two ways. If you are the supplier and would like to take your product to any large company, in most cases that certain company will determine the specification of the

pallets. In the other case you may decide on the type, shape, etc. of the pallet.

These possibilities, definitions are presented in our document.

## 1. The pallet specification: what is it good for?

### ***What does a company usually specify for me if I supply a product to it?***

In most cases a larger company specifically determines the type of the requested pallet, and in many cases it makes a pallet specification available for us. In such cases we have to supply our product - practically - in such a form as it is requested, specified by the customer. At that time the ideal pallet production company has to be found, which supplies the necessary pallets in the best possible quality and at the best possible price.

### ***But what is this specification?***

The pallet specification is actually the technical documentation of a pallet. In this documentation it is determined what the dimensions of the pallet are, what design it has, what the sizes of the units from which it is assembled are, what type and number of pieces of bonding units have to be applied during the manufacture. Furthermore, it contains a diagrammatic drawing, a supplementary description, in which the other quality requirements (tree species, moisture content, bearing capacity, weight, description of the applicable signs).

### ***But why are standards determined?***

### ***Wouldn't it be all the same for them if we could provide a better solution?***

The main point of the standard pallets is, on the one hand, that they should be interchangeable anywhere in the world, so the possibility of the immediate further use is resolved. On the other hand, a term of the faultless operation of the automatic packaging machines is the dimensional accuracy, compliance with the standards within the specified tolerance. Thus the international standards determine all these many times.

## 2. The exchange pallet: with or without it?

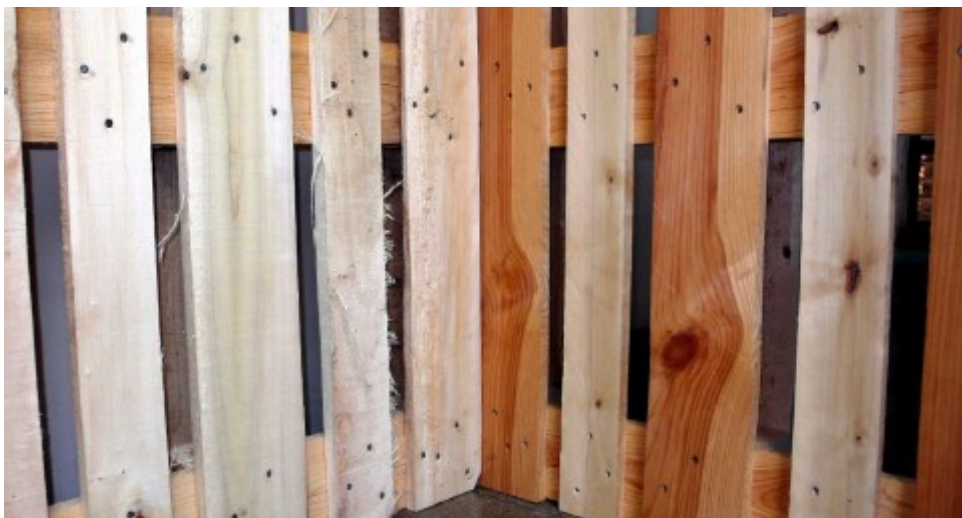
In case of application of the standard pallet the pallet must be / is worth being repurchased usually for commercial reasons, since it is not basically a part of the purchased product. However, in most cases the exchange pallet may be a source of very many problems, since in case of our customers, suppliers there is a sense of themselves...

The customers, suppliers most often transport back not the new pallets of good quality, but also standard, but much more worn-out, contaminated pallets, since the “wooden storage product” is designated usually as “only” a standard pallet, its condition, quality, level of use are not denominated. It can be made use of by all those – thus not only the supplier and the buyer – who are a participant in the transaction either tangentially. Over years the carriers were commissioned to transport such pallets, which were manifestly of good quality, were exchanged for pallets of much poorer quality (at an adequate extra charge).

This depreciated pallet may result in significant costs to our company.

***But how can this returning and exchange be prevented?***

Unfortunately, only in a very complicated way. The exchange has usually commercial reasons, i.e. we are forced to agree to it. Many companies try to prevent it in such a way that it takes photos of the delivered pallets, so proves their quality. Others keep separate inspection personnel to preserve the quality of the pallets.



***But what can be done with it?***

It is a tough proposition, since it is quite difficult to prove about an average pallet (particularly if it is of poor quality) that it does not originate from us. Except for the case if the pallet contains any individual identifier referring to us. How? Different marks can usually be found on each pallet, which may indicate its type, different procedures. Of course, these marks are subject to a standard, but – in case of application of individual pallets – we can provide our own

pallets either with own notices, logos. So practically the source of a pallet can be exactly identified, and the customer “is forced” to bring back the pallets released by us.

***It is a good idea, but is such one expensive?***

The individual labelling, individual identification basically does not increase the costs significantly in case of a pallet. Indeed, in many cases the individual pallet is even cheaper than the standard one.

**3. What shall we do with the worn, bad pallets?**

Many times the handling of the worn pallets or the pallets of poor quality getting to the company through the exchanges causes a problem for the companies, since we come off badly not only financially in this way, but their storage is also an issue to be resolved. But is it possible to repair the faulty pallets?

***What faults are still practical to be repaired in case of the pallets?***

The repairs of pallets represent a separate branch of business. (As a manufacturer we may not deal with repairs.). But I would mention it that it is worth repairing the simple damages affecting maximum 3 units or having them repaired at all. Just for this it is often not worth having the pallets repaired, but new ones have to be purchased.

***When does a damaged pallet have to be replaced (to a new one) in any case?***

In case of the smallest damage the pallet is to be repaired or replaced to a new one. But since it carries costs, everybody keeps putting off it. They do so entirely until the pallet is unusable or the inspection body – MÁV-REC Kft. in Hungary – calls upon the user to withdraw the pallet from the circulation.

Moreover, the repairs of the faults may be carried out only by authorised person, which also increases the costs. The list of those authorized to repair standard pallets may be obtained from the Hungarian inspection body.

Thus it is important that the pallets getting to our place should be of good quality for a long time, and they should not be exchanged for second-hand pallets meanwhile.

## 4. How can a pallet be better, of higher quality?

The quality of the pallets greatly depends on the production process. But is there a way that the pallet to be manufactured be rather “upmarket”? The answer is yes.

In case of higher quality requirements, either during the manufacture of the standard, exchange pallets there is a possibility that “pressed logs” are built into the pallets. These logs – due to their production technology – are more resistant to the pathogens and have lower moisture content than those made of traditional, classical wooden base materials. Furthermore, it is not a negligible consideration that their application is beneficial from the point of view of environment management.

### ***After all, who is it worth ordering such a pallet to?***

It is primarily recommended to the users raising higher quality requirements. (For example: food industry, pharmaceutical industry)

## 5. Dictionary of the definitions of the pallet: F as disparagement

Upon stipulating for the pallet standards, specifications of pallets the issue of disparagement often emerges. But what does this magic word mean?

### ***What is disparagement?***

Disparagement is a kind of heat treatment, which aims to kill the pathogens, fungi hidden in the packing materials made of wooden base materials (sterilisation), thereby preventing carrying the pathogens across the country borders with the pallets. Disparagement is specified by the so-called FAO ISPM 15 standard, which allows several kinds of disparagement methods. The most wide-spread one is the disparagement with heat treatment, which is also applied by us.

### ***Why is disparagement necessary?***

Certain countries – in case of transportation outside the EU almost all countries – specify the disparagement of the packing materials made of wooden base materials determined by FAP.

*Hint: Make sure before the transportations all the times if the target country specifies the execution of disparagement.*

Disparagement can be carried out only by an accredited manufacturer - including Golden Pallet Kft. -; the list of these manufacturers can be obtained from the Hungarian Soil Protection and Plant Health Service.

It is important to mention that disparagement is not the same as drying, since the two procedures serve different goals. Thus the disparaged pallet does not mean the dried pallet at the same time.

***How can it be inspected if a pallet is disparaged?***

The fact of disparagement is practically verified by the marks burnt in.



## 6. What marks shall be placed on a pallet?

In case of a standard pallet there are such marks, which is mandatory to place on its surface. It is compulsory to place the marks specified in accordance with the Hungarian Standard (MSZ 9710:1996) in case of the European, flat, exchange pallets (EUR pallet). The mark verifying the disparagement shall also be indicated on the disparaged pallets.

During the manufacture of the individual pallets practically any mark, logo may be placed on the pallets, which facilitates the identification during the use.



## 7. The individual pallet: do I need it?

I have already mentioned that it is also possible in case of pallets to apply an individual shape, size, material, etc. So such a pallet may be constructed exactly, which fulfils the storage conditions the most perfectly, i.e. is the most efficient, with regard to either the price, available place or just the quality issue.

### ***What considerations are worth being taken into consideration upon construction of the individual pallets?***

The most important consideration: the goods, and not the available storage devices should determine the storage. Thus the following is the most important: the weight, size of the goods to be packaged, its sensitivity to moisture content should be the decisive factor upon selection, designing of the pallet. The possibilities of the construction of the individual pallets are unlimited. Their construction - which is an

important factor from the point of view of the price – is determined by the parameters of the goods to be packed, among others.

## 8. The considerations of the construction of the individual pallet

The construction of the individual pallet practically does not depend on any limit, the possibilities of its construction are unlimited. But what considerations should we take into consideration, which options determine, influence the prices?

In case of the individual pallets – as I have mentioned it – we have to start from the product, know the features of the product exactly so that the pallet can be made.

Let us see which questions have to be answered for the construction of the individual pallets:

### ***How and how many times are the goods wanted to be moved?***

If the pallets are designed for short service life (2-3x material handling), we can achieve our objectives by building in units of poorer quality and applying much simpler bonds.

The issue of movement influences the issue of the size. Since the goods are moved manually or mechanically, it is not all the same what size fits the given machine. Therefore, it is important that we should always select the simplest design, avoid the overdimensioning.

### ***Are the products packed manually or in automatic lines during the use?***

If the pallets are used in an automatic production line, it is important to know the parameters of the packing equipment. In case of manual packaging the possibilities have to be surveyed, many things from the available place through our workers' situation.

### ***Do the individual pallets have size limits?***

No. Practically pallets of any size can be constructed, of course, within the reasonable limits.

### ***Who may execute the designing of the individual pallet?***

Anyone. It is not linked to any term. Obviously, it is worth checking the requirements with the company manufacturing the individual pallets

and establishing the perfect form jointly, which fully complies with the wanted function.

### ***How much time do I have to wait for the completion of the individual pallets?***

The production time is greatly influenced by the construction, number of pieces of the pallet. In case of a small-series order (below 500 pcs) the average production time is 2-3 days. In case of a larger number of ordered pieces and a first order it is maximum 1 week. Thus the production of the individual pallets basically does not take much time, however, they obviously overtake their traditional fellows in efficiency.

## 9. Is the individual pallet worth its price?

### ***Why is it worth deviating from the standard pallets?***

It cannot be stated completely clearly that it is always better to use individual pallets, since there are such products, which can be packed exclusively on standard pallets due to their nature, use. But the practice shows that those special pallets can be applied much more cost-effectively, which are usually not reused, since upon their application the demands determine the construction, and not in the other way round.

## 10. The pallet is ready, how does it get to my place?

After finishing the pallets we get to an important point. We have already known what, how many pallets we ordered, but what problems can emerge during the transportation? Of course, most production companies also undertake delivery, however, it is important that the delivery should work at least such efficiently as the manufacture of the pallet itself. Here is some considerations for the smooth operation of supply:



***What is delivered?***

We should make it more exact with the bidders what the smallest delivery quantity is. I.e. if we needed for only some pallets, we should make the possibilities of delivery more exact.

***The delivery deadlines should be exact!***

Upon determining the delivery deadline we should take the schedule of our packaging tasks into consideration. We ask the delivery of the pallets by the time, when we actually need it, since in most cases the pallets themselves require large space, and their separate storage cannot be resolved in any case.

We can reduce our stocks by well-coordinated deliveries, which may result in further cost decreases.

## To sum up...

To sum up, here is a checklist, which collects the information required for ordering the pallets. Answering the questions of this list, you can make the procurement of pallets more exact.

- 1. Do you have a pallet specification?*
- 2. What number of pieces is necessary from the given type of pallets?*
- 3. Is special treatment (disparagement and/or kiln-drying) necessary for the pallet?*
- 4. In case of an individual pallet, is the size, function, etc. of the pallet specified?*
- 5. What schedule do you ask the delivery with?*

We hope that we have managed to word such considerations in our document, which will help your work with the purchase, selection of the pallets.

Best regards,

*Pikó Csaba*

pallet specialist  
Golden Pallet Kft.

*If you did not receive this document as a newsletter subscriber and you are interested in further possibilities, information, visit our homepage in the following address:  
[www.raklapspecialista.hu](http://www.raklapspecialista.hu)*