

Title

The Danish company, Palcut, seeks distributors for their eco-friendly anti-slip paper and automated sheet dispensers, designed to optimize pallet stability, streamline workflows, and enhance operational efficiency for the customers.

Summary:

Palcut A/S is one of Europe's leading manufacturers of sheet solutions for palletizing. Palcut has over 800 installed systems in Europe and are experts in ensuring stable and efficient palletizing. To expand their market presence they seek more distributors all over the world.

Full description

Palcut is an innovative Danish company dedicated to delivering unique and tailored solutions for the packaging and palletizing industry. Palcut specializes in eco-friendly anti-slip paper and fully automated sheet dispensers, designed to optimize pallet stability, streamline workflows, and enhance operational efficiency for the customers.

Palcut has distributors across the world to provide solutions that meet the needs of businesses worldwide. Palcut's products enhance sustainability, as the products help companies reduce paper consumption by up to 40%, lower stretch film usage by up to 30%, minimize waste, improve pallet safety, and achieve smoother automation in their production lines.

The interaction between the sheet dispenser and reels of anti-slip paper ensures that customers can increase efficiency and reduce downtime, collapsed pallets and transportation damage. Palcut offers 100% recyclable, FSC®-certified anti-slip paper, carrying the PAP-22 environmental label.

Partner sought:

Palcut sells through distributors which typically supply cardboard, paper, foil, or wrapping machines to industrial companies. A distributor may also sell packaging machines or equipment to industrial companies.

Typically, Palcut's distributors supply the food industry. This includes beverages, soft drinks, meat, dairy, or similar. Palcut has the most references in this segment. Palcut's distributors are typically located in the country to which they also deliver, therefore a national distributor or large regional distributor is preferred.

Preferred distributor size:

Turnover between 50-200 million DKK, typically 15-25 employees, including 3-5 sales representatives.

The distributor's industrial customers:

The preferred distributor typically operates within industrial companies that produces goods to more than 300 pallets daily and has high requirements for the quality of palletizing and transportation to stores and logistics centers.

The industrial companies typically produce beverages, biscuits, snacks, chips, meat, poultry, milk, cheese, flour, sugar, furniture, materials for the construction industry.

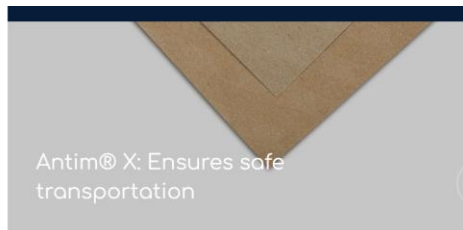
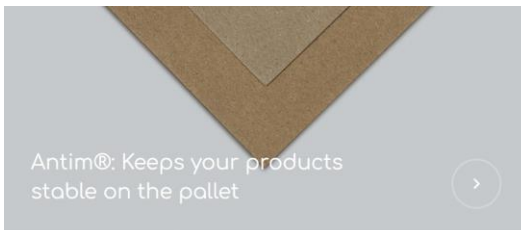
Advantages and Innovations:

Palcut:

- The products support sustainability and minimizes waste
- The anti-slip paper is 100% recyclable, FSC®-certified anti-slip paper, carrying the PAP-22 environmental label.
- Cooperates with distributors and industrial companies about new innovative solutions
- The products help to increase productivity at the customers (industrial companies), as the products ensure stability and fast production during a fast palletizing process

Pictures:

Anti-slip paper



Sheet dispensers

