

# Contract Packing

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## Steller Packing under new management

Kent-based Contract packer Steller Packing is under new ownership.

The firm, which won the Contract Packer of the Year award at this year's UK Packaging Awards, will operate under a new management structure. The new team consists of new owner Harem Kamishi, new site director Julian Williams-Dalson and Ian Bagnall who will oversee the company's accounts and finance.

As part of its recruitment umbrella, 24-7 Employment Solutions, the company is registered as 24-7 General Contracting Limited. However, *Packaging News* understands that the firm will continue to trade as Steller Packing.

The firm said that the change in its management structure will allow it to expand in 2019 and increase its customer portfolio.

# APS eyes growth in 2019 having secured new deals

by Waqas Qureshi

Assembly and Packaging Services (APS) is forecasting significant growth in 2019 after securing a string of contracts in the secondary food packaging market.

Two years ago, the Blyth-based co-packing firm embarked on a diversification strategy to generate more work from the food and drink sector, resulting in revenue increase of around 200%.

APS's expertise in preparing products for the retail environment has led to continuous work with global brands such as Tetley, Coca Cola and The Body Shop.

This year APS has packed food hampers and other luxury gifts on behalf of iconic teamaker



APS' operations director David Howes looks forward to a busy 2019

Ringtons. The two organisations have worked together on other projects for more than five years and their partnership has gone from strength to strength.

The company also won substantial work from Beanies, which sells coffee in a variety of

flavours to customers across the globe, including product packs, advent calendars and 'stick packs' containing taste-bud-tin-gling shots of flavoured coffee.

David Howes, operations director at APS, said: "We already pack around three million cos-

metic gifts each year and we're steadily increasing our share of both food and alcohol gifts market, including packing sets containing beer, gin and whiskey."

The company is seeking to appoint two business development specialists to capitalise on new opportunities and increase the firm's share – specifically in healthcare and the wider secondary packaging market.

"These appointments will be crucial as we look to fast-track our growth plans," said Howes. "Our experienced development team sources and procures materials through a wide network of trusted suppliers so we can offer a full-service package for clients, including design, procurement, storage and distribution."

## Yusen awarded contract with animal pharma firm

by Waqas Qureshi

Yusen Logistics UK has been awarded national warehousing and final mile distribution for animal healthcare specialist Jurox.

In a strategic move to appoint one global logistics partner, Yusen Logistics now handles the prominent Australian animal pharmaceutical manufacturer's international cross border air freight, together with complete outbound and inbound flows from Australia to worldwide destinations.

The contract provides final mile delivery to Jurox's customers across the UK and Ireland.

Temperature monitored storage and transportation to over 40 destinations is handled through a dedicated healthcare facility, whilst strict KPIs ensure Jurox's high quality service levels are always maintained.



Yusen Logistics is handling final mile delivery to Jurox customers

David Hunter, global supply chain manager for Jurox, said he strongly believed that Yusen was the right logistics partner to support our ambitious growth plans for these markets.

"They have implemented a

support structure that has vastly improved our global shipping operations with great effect as we now look to further strengthen our position within the international animal healthcare industry."

## Never underestimate the value of exhibitions

A new year is always a prospect I relish and 2019 is set to be as exciting as ever, writes Rodney Steel.

It's the season for fresh ideas and new initiatives but one promotional opportunity that should never be underestimated is the value of taking part in exhibitions.

Like many people I love exhibiting and I love visiting them.

That face-to-face contact just cannot be replaced and it's often the only effective way one can build and consolidate relationships, which after all is what business is all about.

We have recently refreshed our exhibitions and events page to June 2019 and we already have in excess of 30 members committed to participating in over 10 shows



across the UK and Europe, so I'm not the only one that thinks exhibiting is a good idea.

And of course it's not just the exhibiting part, there is the value of seminar content which draws visitors in.

As regards the BCMPA involvement, we are hosting the Contract Pack zone at Packaging innovations (more on that next month) and we will also have stands at Making Pharmaceuticals and at the exciting new and much needed show CHEMUK which takes place in Harrogate at the beginning of May.

We look forward to meeting you face-to-face.

Rodney Steel is chief executive of the BCMPA  
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