

**Fact file:****Presona LP 100 CH2 prepress baler**

The Presona LP 100 CH2 S prepress baler produces 1,100 x 1,100mm bales with a weight range of 450kg/m³ to 600kg/m³. It can handle up to 34 tonnes of material an hour and has a main press force of 100 tonnes. Its main drive has two 45kW motors.

Key features include adjustable friction channel pressure control, a Siemens photocell control panel for quick and easy operation when switching between materials with differing densities, and a five-needle strapping system delivering strong, reliable straps.

Options include an additional PET strapping unit.

LP Series balers feature the Presona prepress technology. Unlike shear balers which cut off excess material, LP Series balers incorporate an initial pre-compression step to achieve optimum bale density and material throughput. Because the baler relies on compression alone to achieve the optimum bale, using 100% of power for compaction, it is up to 60% more energy-efficient than comparable shear balers.

Ideal for high-material throughput applications, the LP 100 CH2 S baler has a 50-tonne prepress and 100-tonne main press force and delivers consistent bales which are easy to handle and are stackable up to six or more high for reduced transport costs.

No job is too big for Presona's LP 100 CH2

XPO Logistics, formerly Norbert Dentressangle, is putting Presona balers – including the LP 100 CH2 – through their paces on behalf of clients such as supermarket Tesco and drinks brand Carlsberg. **Geraldine Faulkner** visits its recycling service unit in Dagenham

You know you are onto a good thing when your biggest customer is bought by a huge American company. You know you are on an even better wicket when the purchase pushes your aforementioned client into being one of the top 10 global providers of transportation and logistics services – which, hopefully, will mean supplying them with even more of your machines.

This is the case with baler manufacturer Presona and XPO Logistics, formerly known as Norbert Dentressangle and which was bought by the US logistics giant in June 2015 for the eye-watering sum of €3.24 billion (£2.27 billion).

We are sitting in XPO Logistics' Dagenham recycling service unit (RSU), which is Tesco's busiest distribution centre.

Tesco lorries trundle backwards and forwards past the window as we discuss the logistics operation and the role Presona's balers play in keeping the supermarket giant's cardboard recycling process running smoothly.

"We've worked with Tesco for around 20 years," says Darren Boyce, XPO Logistics' regional support business development manager. "They wanted to get a third party in

who could support their business and become an integrated part of their reverse logistics operation."

XPO Logistics is responsible for the management of Tesco's 12 RSUs throughout the UK and Ireland along with the maintenance of its loose equipment fleet.

Materials processing

This includes the disposal of packaging waste, mostly cardboard and plastics, from more than 2,700 Tesco stores in the UK and Ireland.

Assets are backhauled by Tesco's and suppliers' store delivery vehicles to the RSUs where the operation currently handles around 17,500 returning vehicles each week.

In total, XPO Logistics is responsible for the servicing and maintenance of more than a million roll cages, as well as trays and dollies in

which Tesco products are transported. Figures which Boyce and his colleague, Steve Cook, are justifiably proud about.

"We have a vast array of blue-chip clients on our books," says Cook. "This includes Marks & Spencer, Sainsbury's, B&Q, Carlsberg and Argos."

Each Tesco Fresh distribution centre has an RSU attached to it.

"The Tesco stores send us their empty green fresh produce trays in which produce is delivered along with their beverage trays for cans, pallets and other bits and pieces. Essentially they are extra equipment that supports the Tesco network," explains Boyce. "At the operation's peak, Dagenham can be washing around 600,000 trays per week."

Consulting his laptop, he rattles off more figures to give an idea of the quantities his team deals with on a regular basis.

"Last week, across the 12 RSUs we washed four million trays for Tesco along with 400,000 for a third party. Since one of our main disciplines is baling, we deal with nearly 6,000 tonnes of card and 400 tonnes of plastic on a weekly basis. These are transported in 22 tonne

loads on an average trailer. We also deal with Tesco's waste which consists of general waste and food waste, of which there is about six thousand cages in a week and which goes to our anaerobic digestion specialist, Biogen," says Boyce.

Cook takes up the story: "We also take care of bakery waste, which comes to around 6,000 cages a week."

Presona LP 100 CH2 baler

With such an impressive throughput, it is essential that the RSUs operate robust and reliable balers. Enter the Presona LP 100 CH2 prepress baler. At the Dagenham site, there are two machines which, on average and depending on the density of the materials, handle 12 tonnes of material an hour.

The relationship between Presona and what used to be Norbert Dentressangle goes back at least a decade.

"I joined the company in 2004 and Presona was already there," recalls Boyce. "The volumes of packaging were increasing and it was a case of

looking at the potential to enhance our production. At the time, a lot of sites were using balers from another manufacture which were pretty sound, but the capabilities were around three to four tonnes, which for our purposes is quite slow.

Also, there were not enough sensors in the machines. The RSUs were taking in bigger volumes, the initial balers were being refurbished and we needed to build up volumes to eight tonnes an hour so we started putting in extra machines to replace the original ones."

Matt Hawkes, Presona's sales manager, confirms that Tesco/XPO Logistics is the baler manufacturer's biggest client. "We have other balers in Tesco distribution centres in places like Southampton, Didcot and Widnes. With all the card and plastic there is to bale, they are also one of our favourite customers," he says with a grin.

According to the sales manager, there are 120 fully automatic Presona machines in the UK, with some from the mid-1970s that are still working. Speaking of which, what is the deal when it comes to servicing the balers?

"We have on-site maintenance engineers who deal with low-level maintenance and we get three services a year as part of the contract with Presona along with any breakdown," says Cook.

Guaranteed performance

Each Presona baler comes with a warranty which covers them for 26,000 hours or five years, whichever comes first.

"The balers are used and abused," says Boyce cheerfully. "We push them to the limits, but they are really good machines."

"The RSUs operate 364 days a year with balers running around 22 hours a day."

Has Hawkes seen a lot of changes in balers since he started working for Presona?

"There is more volume and better technology. When the first baler was sold, there was not a lot of understanding about cardboard density. Also, reverse logistics didn't exist. It's a different world that we are now operating in," says the sales manager.

Fortunately for the operation at the Dagenham depot, the team has a good idea of

how much volume to expect thanks to retail's peaks and troughs. "The numbers grow every year," comments Cook. "Since I joined two years ago, vehicle volumes have doubled and we are seeing an extra 100 vehicles a day."

Does this mean XPO Logistics will be buying more Presona balers to deal with the increasing demand?

"Potentially we have two more balers going in this year," replies Boyce. "We believe the average site should always have two decent tonnage machines, because if one goes down the other can cope with the demand. With peaks and troughs, there will be more volume that the baler can cope with, and for us the biggest issue is that if we can't process the packaging materials, we can't meet our key performance indicators, and that's a definite 'no go'."

Cook has the final word: "Our objective is to turn vehicles around. Normally it takes between seven and a half minutes to nine minutes per vehicle, and Tesco meets that objective. It's our job to manage the queue for the least amount of nuisance." **RWW**

XPO Logistics

XPO Logistics is a top 10 global provider of cutting-edge supply chain solutions to the most successful companies in the world. XPO Logistics has 197 locations in the UK, including approximately 3.5 million square metres of warehousing, and over 15,000 employees.

The company offers comprehensive solutions for transport, global forwarding and logistics, including e-fulfilment, reverse and temperature controlled logistics, VAS, bonded and COMAH warehousing, and the UK's largest owned ADR pallet network.

XPO Logistics serves customers in multiple verticals, including food and beverage, retail, aerospace, automotive, chemicals, hi tech, pharmaceuticals, textiles and publishing. uk.xpo.com



[L-R] Darren Boyce, XPO Logistics' regional support business development manager and Presona's Matt Hawkes

“Volumes of used paper continue to decline at a rate of 3% each year...so it's important that the machine can cope with other materials”