

Your UPN magazine

DESPATCH

Issue 12

Volume 3



FIRST CLASS SINCE 2001



TWENTY YEARS OF SUCCESS AND GROWTH

It's a year of celebration as UPN continues on a clear path to further success and growth. UPN is now highly established and well respected. Over ninety high quality members nationwide collaborate to provide - Real "IQ" - Unique IT Support - and - Service Quality Excellence.

During its twenty year growth trajectory, UPN has introduced many Sector firsts, particularly in the area of IT, including SmartPOD - live signature capture, SmartDOC - paperless paperwork, and SmartHUB IT - unique cross network contactless systemisation.

Furthermore to cap two decades of development, in 2020 UPN established SmartHUB a £3,000,000+ investment in a purpose developed central support facility

with the capacity to cater for long term growth plans.

UPN Operations began in June 2001 with just eighteen members. UPN was founded by entrepreneur Martyn Chapman whose clear vision was to create and develop a unique, highly efficient, safe, secure palletised freight network. A network designed to make shipment of palletised freight simpler, more flexible, and more reliable - **First Class Travel for Palletised Freight.**

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SECTOR SPOTLIGHT



Brexit: New rules now apply with Northern Ireland and Europe

Now that the United Kingdom has formally left the EU, new rules now apply to doing business with Europe, new rules on exports, imports, tariffs, data and hiring. New rules also now apply for movements both ways between Great Britain and Northern Ireland across the Irish Sea.

The UK Government website – GOV.UK – is an excellent resource to businesses operating in this challenging new environment with extensive detail to guide businesses through complex new processes and requirements.

A Brexit Checker Tool and Explanation Video help businesses to identify the specific actions that need to be taken in a range of situations.

www.gov.uk/transition-check/questions



The Association of Pallet Networks

“Helping the UK to “Stay at Home”!

As the nation stays at home UK Pallet Networks are keeping homes supplied with the most popular products during pandemic lockdown periods. Recent research highlights that Garden and DIY products were amongst the most popular items being delivered.

“Pallet networks have traditionally been seen as providing B2B services although in recent years we have seen a gradual increase in residential deliveries”, said Paul Sanders Chairman of the Association of Pallet Networks,

“BUT - the national lockdown has seen home deliveries rise to unprecedented levels. Our members were instrumental in quickly creating safe secure contactless delivery systems and are proving that they have the resilience and the operational protocols to effectively manage the pandemic challenges. The Pallet network sector has the capability, capacity, and skill to deliver safely, securely, and efficiently.”

www.theapn.co.uk



NETWORK MEMBER NEWS

UPN ANNOUNCES SIX SOLID NEW MEMBERS TO FURTHER IMPROVE ITS HIGH QUALITY NETWORK

Now heading into its twentieth year, as the only privately owned UK Network, United Pallet Network (UPN), has always focused on growth through member success.

As the company’s success story continues UPN has recently announced further improvements to its high-quality network across the UK with the introduction of six solid new members.



Kent based JDE Logistics operate from Paddock Wood and now cover BN and TN postcodes for UPN. With over 100 staff and a solid local infrastructure JDE Logistics provide excellent service to a portfolio of major clients including one significant and exponentially growing online retailer.



Pallet Delivery Services (PDS) specialise safe secure palletised freight logistics for same day, next day, and economy delivery. PDS also offer a fulfilment and storage service from its extensive warehousing facilities at Hoddesdon in Hertfordshire. PDS will be serving CM and EN postcodes for UPN.



Established in Chester Le Street County Durham, Logistics North East employs a dedicated team serving customers from all over the world, exporting Geordie charm globally and ensuring the highest service 24/7. Over 170 staff covers a wide range of services including road, air, sea, warehouse, parcels, and customs clearance. Logistics North East is family owned and operates with customer service at the core of its business.



Based in Guildford – Surrey, and Sunbury – Middlesex, Express transport (UK) provide logistics and distribution services throughout the UK including Same day, Next day, Groupage, ADR-XL, Tail lift, and Moffett Services. Express Transport (UK) will be serving GU postcodes for UPN.



Based in Maidenhead, Berkshire, 737 Logistics offer Same day, Next Day, and Storage Services. They are handling HP postcodes for UPN.



WS Transportation - Runcorn have recently acquired ETS Distribution, a Loughborough based Logistics Company offering a diverse range of logistics services including - flatbed transport, general ambient transport, high & heavy machinery and building transport, mechanical offload and also warehousing & contract logistics.

“I’m really pleased to be welcoming these important new members to Team UPN in our anniversary year”, said UPN Managing Director – David Brown, “It is an exciting time to be joining UPN. These highly established new members will provide valuable additional support to our whole network as we build our business over the next few years.”



First Class Travel for Palletised Freight

VOLTA TRUCKS – F&G TRANSPORT – UPN - AN ELECTRIC PARTNERSHIP

With pandemic vaccines appearing all across the world it's a good time to be looking forward rather than back. That's just what UPN are doing working together with valued member, F&G Transport who have joined the Volta Trucks' Pioneer Programme - voltatrucks.com - to become the first pallet freight distribution operator to evaluate the ground breaking fully electric Volta Zero.

"It's really exciting news for UPN that our member F&G Transport is leading the way with this important initiative," said UPN Managing Director - David Brown, "As a company we are widely known for our high-quality service and cutting-edge IT support, so I am really pleased to be working with F&G Transport on this ground-breaking evaluation."

F&G Transport is a privately-owned and sustainability-focused logistics operator, with an ambition to transition its entire fleet of vehicles to electrification as a means of reducing the air pollution in the smaller cities, rural towns, and villages it operates in.

"We found the Volta Pioneer Programme ideally suited to our needs for our pallet distribution network specifically for safety, distance, and weight capacities", said Emma Lindsley, Managing Director of F&G Transport, announcing the trial,

"We are excited for the trials to start and our hope is that the shared vision of Volta Trucks and FGT Logistics will be highly successful and lead to a partnership that will see us achieve our target of



replacing the entire fleet as quickly as possible."

F&G Transport has already taken significant steps to decarbonise their operations with 80% of the forklift trucks already battery powered, and a 100% renewable energy supply.

"With the announcement of F&G Transport joining the Volta Trucks Pioneer Programme, we are adding yet another valuable use case to our understanding of how a full-electric commercial vehicle integrates into the many different types of logistics operations", continued Chief Executive

Officer of Volta Trucks, Rob Fowler,

"Given F&G Transport's focus on sustainability and the electrification of their fleet, I was delighted that they chose Volta Trucks as their partner for this significant step."

The Volta Zero is the world's first purpose-built full-electric 16-tonne vehicle designed for inner-city freight deliveries, reducing the environmental impact of freight deliveries in city centres.

NEW FRANCE PARTNER

UPN has recently improved its services with France with a new partnership agreement with Euro Channel Logistics.

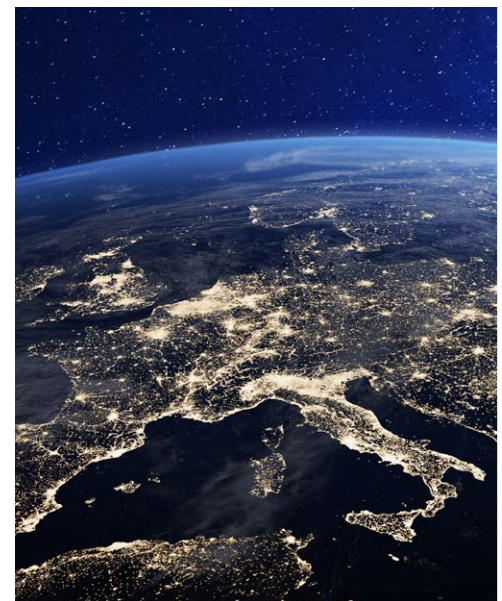


Based in Dieppe in Northern France, Euro Channel Logistics have a UK Sales office, in Newhaven Sussex and provide full and part load services throughout Europe. In conjunction with UPN, Euro Channel Logistics link all French mainland locations to all UK postcode areas.

Daily pallet freight services are operated between the UK and France. All UK postcode areas are linked with France with services direct to the Orleans Hub. Onward delivery to all France mainland locations is handled by POLE, the second largest operator in France.

"Post Brexit, it is very important that UPN continue to provide a comprehensive and reliable range of services across Europe", said UPN Regional Director - Mark Drobka.

"This partnership agreement with this highly established European operator is very important for UPN to ensure that we provide the best possible European services to both UPN members and UPN service users."



WORLD DARTS' PERFORMANCE OF THE YEAR

More fantastic brand exposure for our first class service as UPN sponsored Dave "Chizzy" Chisnall rounded off 2020 with a stunning world class performance that won "Televised Performance of the Year" in the PDC Annual Awards held in January.

Dave beat Michael Van Gerwen 5-0 at the World Championship after averaging 107 and hitting fourteen 180's. "Chizzys" outstanding performance sent the seven time world number one - Michael Van Gerwen crashing out of the PDC World Championship at the Quarter Final Stage at iconic Darts Venue - Alexandra Palace.

"I'm really pleased to have won The Televised Performance of the Year", Said "Chizzy", "Thank you to those who voted, thanks to the PDC and all involved. This means a lot!"

Chizzy is currently in a rich vein of form showing the darting world that he is a real force and 2021 could be really big year for him.



BRAND BOOSTING BOURNEMOUTH



UPN are gaining excellent nationwide and indeed global exposure through its major sponsorship of SKY BET Championship Football Club - AFC Bournemouth.

In the running for a rapid return to the Premier League, the club is performing superbly, also having a fantastic run in the FA Cup, going further in the competition this season than ever before.

With extensive exposure across a variety of media, UPN are certainly boosting brand awareness. Shorts logo sponsorship and full pitch perimeter advertising has achieved huge visibility across several nationally televised live matches.

Exposure has been further enhanced by high profile pre-match and post-match interview board visibility and post-match online and print media coverage.

The recent high profile appointment of new First Team Coach - Jonathan Woodgate - also helped boost UPN brand profile. His energy and will to succeed will hopefully ensure our brand building boost continues!



CONGRATULATIONS MALCOLM!



Big congratulations to Malcolm Shovelton - General Manager of Cambridgeshire based UPN member - Williams Transport - who is deservedly retiring from the business this spring.

Malcolm's diligent hard work in driving the development the Williams Transport business has cascaded into a parallel growth of UPN palletised freight business within CB, PE, and SG postcodes where our business reputation is commendably strong.

Malcolm is going to be really missed by everyone in UPN both centrally and across our nationwide membership. Highly regarded by all he has been a significant asset to Team UPN.

We wish him well in his future endeavors in what we trust will be a happy, healthy retirement.

"Best wishes, Malcolm! From all your UPN friends, stay close, stay safe!"



First Class Travel for Palletised Freight

United Pallet Network, SmartHUB, Common Lane, Fradley Park, Lichfield, Staffordshire, WS13 8NQ

T: 0844 833 0300 F: 0844 833 0301 W: upn.co.uk