



# important questions to ask your stretch film supplier

## **Do you have a wide portfolio of stretch film products to suit our wrapping methods and to protect our goods in transit?**

Load stability and cargo containment are the buzz words currently. It is important to choose a supplier that can offer both hand & machine stretch film / pallet wrap. Also, as pre-stretch is the fastest growing area of this packaging sector, it is vital that this film type is considered in either hand or machine formats. A comprehensive but clear portfolio will help you select the correct pallet wrap film for your business and products.

## **Are you a manufacturer?**

This is an important question especially if you are seeking to achieve product consistency, continuous innovation and improved and more efficient supply chains. UK manufacturers with 24/7 production facilities are more likely to provide the product you want, when you want it.

## **Will the film in use comply with EN12195-1?**

Firstly, is your supplier aware of this European directive for best practice on cargo securing? And secondly, do they have the film range and tools to ensure your pallets meet the criteria?

## **Do you have experience working with similar companies in our industry?**

It makes total sense to work with a company which has a vast experience working in a wide-range of sectors. Pallets come in all shapes and sizes and vary massively in weight. It's vital to choose the correct specification to wrap your pallets. Safety and security for your goods in transit is paramount.

## **Can you optimise our film in use?**

Many companies are just order takers and will just churn out standard specifications. Working with a company that can provide site audits and produce financial models will reap rewards in cost savings. Time and time again we see incorrectly optimised film in use, especially on machine stretch film. The latest technologically advanced film polymer blends allows fresh thinking and better optimisation.

## **Do you have mono or coex films?**

Not everyone will know the answer, but this question will sort out the serious players from the not so serious ones. Multi layer films can offer many benefits, as the blend compositions can be more complex and offer great down gauging opportunities.

## **Can you offer fixed term pricing or index linked solutions?**

The pricing for stretch film can be fairly volatile and unstable. If you wish to "put to bed" this product category and come away from the weekly or monthly rounds of spot discussions, it's good to be able to negotiate medium term or even index linked pricing to ensure more stability.

## **Do you offer CAST or BLOWN film?**

Some companies will normally offer one or the other. The manufacturing process for the two types is quite different and depending on the application, the characteristics and properties of each film type may be more ideal in certain environments or circumstances. It is definitely worth asking the question. BLOWN & CAST films are available in both hand and machine formats.

## **We don't want to know your price per tonne or hand reel price. Simply, we want to know, how much does it cost to wrap my pallet?**

A simple question but actually seldom asked. Buyers should focus on the price it costs to wrap the pallet. With much more advanced thinner & stronger films coming to the market, it is important to focus on the true cost rather than vague headline costs which are less meaningful. A simple audit will demonstrate the savings. A small investment in time could save your business a lot in the future."

If you would like a company to answer all of the above questions, please feel free to call our friendly UK customer service team on 01952 60 66 33 or email [sales@eurofilms.com](mailto:sales@eurofilms.com) They are ready and willing to help.

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