



# LOCALLY MADE COLD CHAIN SOLUTIONS

Established in Australia in 1988, Sancell has been manufacturing protective packaging solutions for 30 years.



In 2017 Sancell supplied more than **5,000,000** gel packs to Australian businesses

**WE USE LOCAL SUPPLIERS**  
The tube we use to make our gel packs is manufactured only 11 kilometres from where the finished product is assembled.

**#KeepingItLocal**

- COOL PRODUCTS** that our cold chain solutions keep **EVEN COOLER!**
- ✓ Artisan Cheese
  - ✓ Gourmet Chocolate
  - ✓ Pre-prepared Meals
  - ✓ Pro-biotic Lifestyle Drinks
  - ✓ Coffin Bay Pacific Oysters
  - ✓ Life Saving Blood Donations
  - ✓ Pathology Samples
  - ✓ Vaccines & Medicines

We proudly export gel packs to our cousins across the Pacific in New Zealand!

Sancell gel pack manufacturing creates 8 full time jobs for Australian workers annually!

**PROUDLY MADE IN AUSTRALIA**

*here and here to be precise*

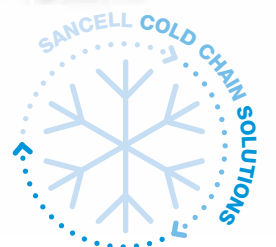
Established in Australia in 1988 (our nation's Bi-Centenary year) Sancell Pty Ltd has proudly manufactured *Protective Packaging Solutions* for three decades. In 2012 Sancell acquired a modest gel pack manufacturing business in Victoria. The acquisition consisted mainly of a single, limited capability machine that supplied gel packs into small to medium; food, seafood, medical, pharmaceutical and transport businesses around Australia. The opportunity for growth in the gel pack market was immediately apparent and in the following 6 years, Sancell has invested in two new state-of-the-art machines ensuring quality product and consistent supply. Sancell have focused heavily on branding, training, R&D as well as a secondary manufacturing site in NSW. Dual manufacturing sites provide production and logistics flexibility as well as mitigating supply risks.

Our flagship Protecta Chill™ gel pack product has grown and evolved to include a complete Cold Chain Solutions product range consisting of; Thermal Carton Liners, Thermal Bags and Wraps and complete, customised solutions tailored specifically to individual businesses. Steady growth, and expansion has seen Sancell become Australia's premier supplier of economical Cold Chain Solutions. We are proud to work with many of Australia's largest and best-known pharmaceutical, transport and food delivery companies.

Our products, though seemingly simple (essentially a bag of gooey gel!) are economical, versatile and suitable for use across a myriad of industries. On any given day, a diverse cross-section of perishable products stay fresh during transit with Sancell Protecta Chill™ gel packs and complimentary Cold Chain products. Artisan Cheeses, Gourmet Oysters, Pro-Biotic Lifestyle Drinks, Blood Donations and Pathology samples are just some of the products that will arrive fresh at their destination with the help of our Cold Chain Solutions.

*"We provide Sancell Gel Packs in our customer parcels as part of our service and they love it! Call it 'cheap insurance', they're a small price to pay to ensure that our quality seafood makes it home at the right temperature".*

**Peter Megas**  
Director - Claringbold's Seafoods Prahran



### HOW DO WE CREATE THE RIGHT PRODUCT?

#### ANALYSIS

What is your product? How is it assembled? Where is it going? How long does it take to get there? Talk us through your requirements. Once we know exactly what you need we can tailor solutions to achieve your Cold Chain delivery goals.



#### PRODUCT DEVELOPMENT

Now for the fun part! Utilising our 30 years of manufacturing and protective packaging experience, let us work towards your perfect Cold Chain solution. In consultation with you we aim to create a customised solution that benefits your product, your business and your customers.



#### VALIDATION & TRIAL

Does your Cold Chain Solution perform to your requirements? Through in-house indicative testing the Sancell R&D team can validate the performance of your product. We can supply sample product to facilitate in-field trials. This gives peace of mind in knowing products perform as required from the outset.



#### MARKETING

Will your company benefit from custom printing? Place your brand or message in the hand of each customer. Ask about our custom printing options.



#### SUPPLY

Do you require a pallet per month or 20 pallets a week? Work with us to develop a Supply Schedule to optimise your stock turn-over, warehouse space and cash flow.

Throughout 30 years of manufacturing we have mastered our methods to develop a range of flexible, Cold Chain Solutions. Before anything else, we gain an in-depth understanding of your product, processes and customers. This understanding ensures we develop solutions that are economical, fit for purpose and solve the unique issues faced specifically by your business.

**GEL PACK** Choose your weight and size preference. The size and weight of a gel pack may seem incidental, but tailoring a gel pack to your products, carton sizes, packing and delivery requirements can make a significant difference. Design a gel pack to fit precise spaces and ensure your goods arrive not only fresh, but also neat and tidy. Stipulate a weight to ensure you are getting the required amount of freeze time from each pack without paying for excess weight (which can quickly increase postage and delivery charges). See 'Testing & Validation' for more information on how we test your Cold Chain Solution to ensure performance *before* you proceed with a finished product.

**THERMAL BAGS & LINERS** Sancell Thermal Bags and Carton Liners are highly customisable. Depending on your shipping, temperature and packing requirements we can create a solution to fit your exact product(s). Our machinery allows flexibility with sizing, materials and adhesive seals. Create a bag to fit a single box of chocolates or a carton liner to fit a weekly grocery shop. Our machine capabilities allow us to also manufacture long or short runs as required.

We also have a number of **COLD CHAIN SUPPLY** options to choose from (see over page). When carefully combined, these options create custom solutions suited to the precise problems and issues faced by individual businesses.





# COLD CHAIN SUPPLY OPTIONS

Sancell are proud premier suppliers of Gel Packs into Australia's food, medical, veterinary & pharmaceutical industries



## PURCHASE YOUR GEL PACKS PRE-FROZEN\*



\*Conditions & MOQ's may apply

## SMALL, MEDIUM or LARGE?

We have Cold Chain supply solutions to suit any business size



**COOL PRODUCTS** that our cold chain solutions keep **EVEN COOLER!**

- ✓ Artisan Cheese
- ✓ Gourmet Chocolate
- ✓ Pre-prepared Meals
- ✓ Pro-biotic Lifestyle Drinks
- ✓ Coffin Bay Pacific Oysters
- ✓ Life Saving Blood Donations
- ✓ Pathology Samples
- ✓ Vaccines & Medicines



Independent validation shows Sancell Gel Packs can remain below 5°C for up to **33 hours\***

\*Validation Parameters: 2 x 800g gel packs inside a carton with a Sancell thermal liner. Tested at a constant ambient temperature of 30°C.

## REDUCE your carbon FOOTPRINT...

Ask about bulk supplying gel packs in **returnable crates**. Reduce your cardboard carton usage!



PROUDLY MADE IN AUSTRALIA



*here and here to be precise*

At Sancell we continually strive to improve our customer experience. We listen intently to the needs, wants and pain-points of our customers. Once ascertained, we facilitate unique requirements and improve on existing supply arrangements where possible. As such, Sancell have developed a number of unique supply solutions to help customers run their business more efficiently.

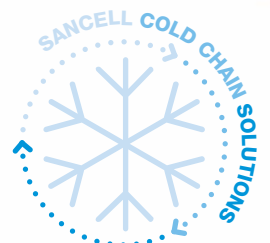
**BULK SUPPLY** In 2017 Sancell manufactured and delivered more than 5 million gel packs and converted more than 800,000M<sup>2</sup> of thermal material into thermal bags, liners, sheets, rolls and other insulating products. Bulk supply of Cold Chain Solutions is what we do and we are industry leaders.

**RE-USABLE / RETURNABLE PACKING CRATES** Large gel pack users now have the option of receiving their gel packs in re-usable / returnable packing crates. Significantly reduce your freezing times as well as your cardboard waste. Speak to the Sancell team to learn more about this innovative and environmentally friendly supply solution.

**SCHEDULED DELIVERIES** Many production facilities pack on set days. Synchronise your Gel Pack and Thermal Bag deliveries with your packing days. Negate the need to hold excess stock and free-up valuable warehouse space. Schedule your deliveries to suit your business needs and optimise production.

**CUSTOM PRINTING** Place your brand or message in the hand of every customer you deliver to. Our custom printing options are economical and will set you apart from competitors.

**SMALL QUANTITY SUPPLY** Are you a small to medium business and only require small or sporadic deliveries to get you through? There's no need to tie up your cash flow in stock only to have it sit dormant in your warehouse. Ask us about smaller quantity supply. We're always happy to help when it comes to Cold Chain Solutions, no matter what the order size.






# TESTING & VALIDATION

**COOL PRODUCTS**  
that *Cold Chain Solutions* keep  
**EVEN COOLER!**


FRESH & COOKED  
CRAYFISH & SEAFOOD



LIFE SAVING  
BLOOD DONATIONS



Pro-biotic Lifestyle Drinks




ARTISAN CHEESES



VACCINES & MEDICINES



Recipe Boxes & Pre-prepared Meals



PROUDLY MADE IN AUSTRALIA



*here and here to be precise*

At Sancell, we understand that testing and validation are imperative to developing an effective Cold Chain system for use with temperature sensitive products. When working with highly perishable products such as food, pharmaceuticals and pathology there is little margin for error. Ensuring your Cold Chain system performs as required is vital prior to delivering your products in situ.

**Which Cold Chain Solution is right for my particular product(s)?**

To engineer a tailored, fit-for-purpose system, we perform a complete analysis of your individual Cold Chain requirements. Our analysis addresses three main areas:

- TIME** Establish the timeline(s) required for your product to remain at its peak condition.
- PRODUCT** An in-depth analysis of your product and its packing and temperature requirements.
- LOGISTICS & DELIVERY** How are your products delivered? Direct delivery, third-party courier, doorstep drops or wide delivery windows are all factors that need to be considered.

**How do I know my Cold Chain Solution will work?**

Once established, we use your *Time*, *Product* and *Delivery* requirements to engineer a system that economically fulfills each of your requirements.

**INDICATIVE TESTING** Our in-house facilities allow us to trial a system once designed. To gauge the realistic performance of your Cold Chain Solution we use our in-house temperature chambers, data loggers, refrigerators and freezers to recreate in-situ conditions and test accordingly.

**VALIDATION** Once developed and tested, we encourage our customers to independently validate their cold chain systems and solutions. While indicative performance testing can ensure you are as close to the perfectly tailored product as you need to be, independent validation ensures you can proceed with complete confidence in your Cold Chain solution. When it comes time for the final validation we work with the best in the business and can supply any required samples.

*Sapphire Bioscience distributes to the Life Science research sector and thus relies heavily upon high quality packaging for the transport of our temperature sensitive goods. Sancell is the best choice for our needs because of the superior quality of their product range. Their gel packs are very durable and reliable and when frozen hold temperature for a considerable time. Sapphire Bioscience is proud to have its logo printed clearly on Sancell's superior quality products. Congratulations Sancell, keep up the great work.*

**Tomo Hristic**  
Logistics and Procurement Coordinator - Sapphire Bioscience



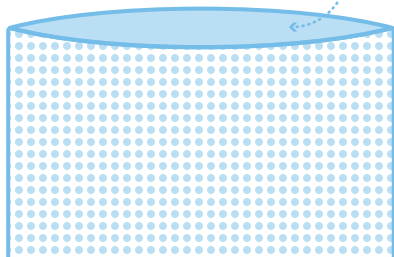
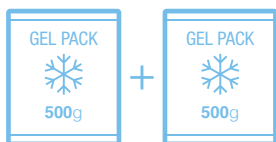


# TEST RESULTS

## 16+ HOURS

Using 2 x 500g Gel Packs inside a Sancell Thermal Liner the temperature remained under 5°C for 16 Hours and 52 minutes

FROM FROZEN to 5°C      16 HOURS & 52 MINS      TESTED AT 30°C ±2°C



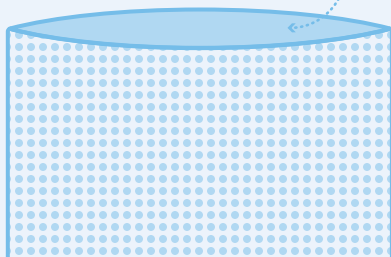
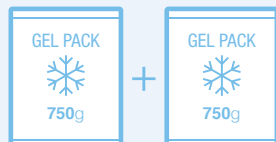
SANCELL THERMAL LINER

TEST PARAMETERS	
Ambient Temperature	30°C (+/- 2°C)
Specifications	2 x 500g Gel Packs sealed inside a Sancell Thermal Liner
RESULTS	
Start Temperature	-21°C
Finish Temperature	5°C
Lapsed Time	16 Hours & 53 Minutes

## 25+ HOURS

Using 2 x 750g Gel Packs inside a Sancell Thermal Liner the temperature remained under 5°C for 25 Hours and 32 minutes

FROM FROZEN to 5°C      25 HOURS & 32 MINS      TESTED AT 30°C ±2°C



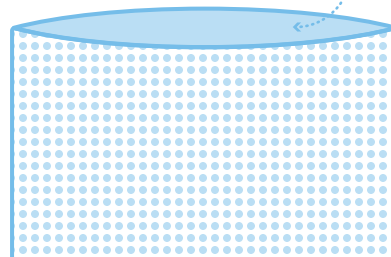
SANCELL THERMAL LINER

TEST PARAMETERS	
Ambient Temperature	30°C (+/- 2°C)
Specifications	2 x 750g Gel Packs sealed inside a Sancell Thermal Liner
RESULTS	
Start Temperature	-23°C
Finish Temperature	5°C
Lapsed Time	25 Hours & 32 Minutes

## 33+ HOURS

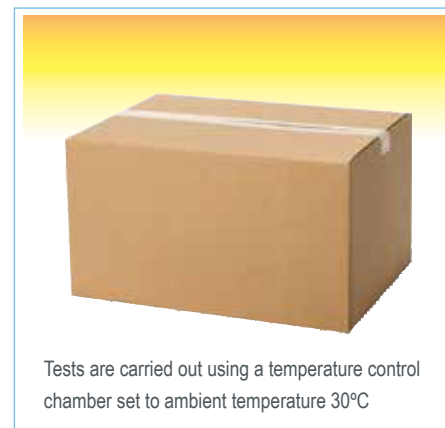
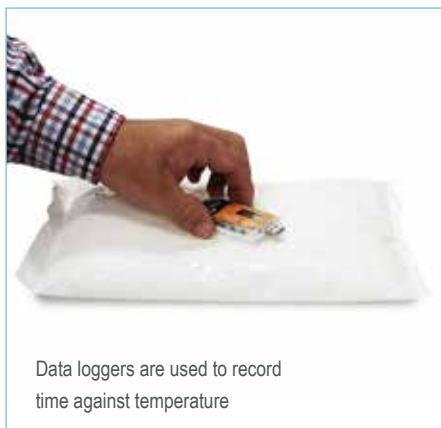
Using 2 x 1KG Gel Packs inside a Sancell Thermal Liner the temperature remained under 5°C for 33 Hours and 25 minutes

FROM FROZEN to 5°C      33 HOURS & 25 MINS      TESTED AT 30°C ±2°C



SANCELL THERMAL LINER

TEST PARAMETERS	
Ambient Temperature	30°C (+/- 2°C)
Specifications	2 x 1KG Gel Packs sealed inside a Sancell Thermal Liner
RESULTS	
Start Temperature	-23°C
Finish Temperature	5°C
Lapsed Time	33 Hours & 25 Minutes





# ANATOMY OF SANCELL GEL PACKS

## HOW CAN I DISPOSE OF GEL PACKS SAFELY?

**1. SNIP**  
1 Tablespoon of salt per kilogram of gel  
Snip the corner from your gel pack pouch

**2. ADD**  
Add salt to the gel inside the pouch

**3. MIX**  
Over the sink, shake pouch for 20 seconds to mix salt and gel into a liquid.

**4. POUR**  
Pour the liquid contents down the drain. Rinse thoroughly.

Recycle the outer pouch with other soft plastics

**OR**  
Add the gel to your garden beds. Sodium Polyacrylate can help soil to retain water...

The gel in Sancell gel packs only contains 0.5% Sodium Polyacrylate. The other 99.5% is water!

### NON-TOXIC

Sancell Protecta Chill™ gel packs are safe for use with food, seafood, pathology samples and temperature sensitive pharmaceuticals. Each pack contains a completely non-toxic sodium polyacrylate gel inside. Should the unexpected happen and the gel contents come into contact with skin or food, the gel will cause no harm. We do advise to immediately wash gel from skin or food. The contents should not to be ingested.

### RECYCLABLE

The outer tubing of each gel pack is made from Low Density Polyethylene (LDPE4) and is 100% Recyclable. Safely dispose of the gel contents as per our guidelines (left). The outer tubing can then be deposited into soft plastic recycling bins located at most major supermarkets around Australia.

Once processed and recycled, soft plastics can become a plant pot, park bench or even another form of packaging one day!

### NO PUNCTURES or TEARS

Made from Australian Made quality virgin material, our outer tubing is engineered not to spilt tear or puncture.

### ROBUST SEALS

High strength seals provide superior durability ensuring no leaking or breaking open



### ISO

All Sancell products are Manufactured under ISO accredited systems in OH&S, Environment and Quality.

### RECYCLABLE

LDPE4 outer. Suitable for recycling with soft plastics

### YOUR NAME HERE!

Place your brand in the hand of every customer you deliver to. Ask about our custom print options.



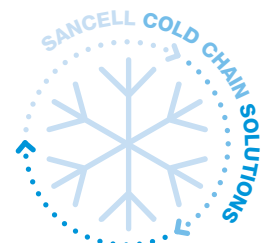
### MADE IN AUSTRALIA

All Protecta Chill™ gel packs are proudly made at our manufacturing facilities in Melbourne and Sydney. Dual manufacturing sites gives us the versatility to move our gel packs around the country quickly and efficiently as well as giving us flexibility with supply.

Locally made gel packs means we are always in control of quality and production. We also use *only* quality, Australian made outer tubing, cartons and labels.

### SUITABLE FOR REUSE

Protecta Chill™ gel packs are suitable for reuse. Each pack is made using robust, Australian-manufactured tubing designed to resist splitting and puncturing. Packs should be cleaned and sanitised thoroughly before being re-used. If a gel pack does begin to leak, it should be disposed of immediately and thoughtfully as per our guidelines (left).





# A (VERY) COOL ALTERNATIVE

PROUDLY MADE IN AUSTRALIA

15% RECYCLED CONTENT in Every Bag & Liner

LIGHT WEIGHT

100% RECYCLABLE!

Deposit @ 1700+ sites across Australia visit [redcycle.net.au](http://redcycle.net.au)

There are so many one-way Cold Chain products on the market, it can be difficult to know what is the best product for your business. Sancell thermal bags and carton liners are a 100% recyclable, economical, light weight alternative to traditional one-way thermal solutions.

### REFLECTIVE OUTER LAYER

Reflects radiant heat flow

### BUBBLE INNER LAYER

Acts as an air barrier which reduces heat transfer and conductivity

### LIGHTWEIGHT

Reduces overall parcel weight for more economical shipping

### 100% RECYCLABLE

Suitable for recycling at RedCycle bins located at supermarkets across Australia. Visit [www.redcycle.net.au](http://www.redcycle.net.au) for locations



DEPOSIT FOR RECYCLING at 1700+ SUPERMARKETS AROUND AUSTRALIA!

## CONSIDER A SANCELL THERMAL SOLUTION IN PLACE OF...

### PLA (Polylactic Acids)

Derived from Corn Starch and Sugar Cane, PLA and other Bioplastic products are increasingly finding their way into the Australian packaging landscape. While claims are often made that these products are biodegradable and compostable, they **require commercial processing sites** which are either not available or not easily accessible to every-day Australian consumers. These products are produced offshore and imported, diverting manufacturing jobs away from hard-working Australians.



### Polystyrene (EPS)

Polystyrene is widely known as a very effective insulator. While it's cooling credentials might be hot, it's environmental credentials certainly are not! Polystyrene is an extremely **bulky and rigid** product which is **not easily recycled** taking up significant volume within landfill sites. This product has become such a problem that **Polystyrene food containers are banned** in some of the world's largest cities including; New York City, Washington D.C, Seattle, San Francisco, Paris and Toronto.



### Natural Fibre Carton Liners

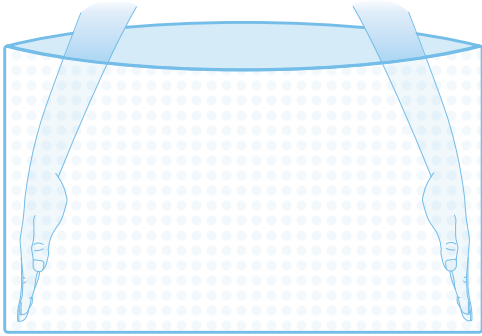
A '100% natural' product to keep perishable products cool that is compostable *seems* ideal. However, these bulky liners are **not as easily recycled or sustainably disposed** of as one might believe. It is widely claimed natural fibre liners can be 'easily composted' but **customers are increasingly confused as to where and how**. With many natural fibre insulating products ending up in homes and apartments around Australia, the average consumer is not set up to compost 375g (approximate amount used to line a medium sized carton) of the insulating natural fibre liners that arrive with regular deliveries. As a result, large numbers are likely to end up in general waste and ultimately landfill.



# HOW DO I USE A SANCELL THERMAL CARTON LINER?

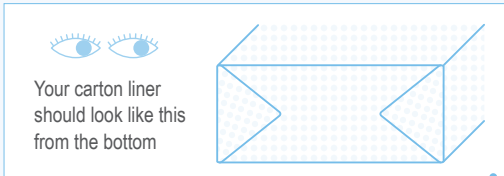
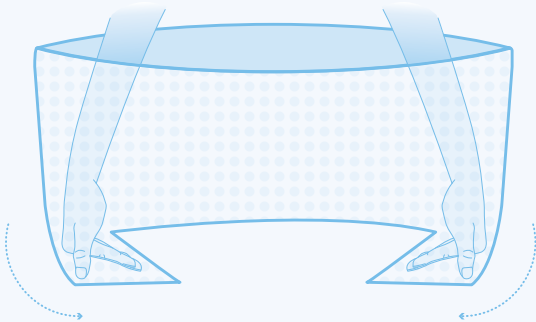
## 1. OPEN LINER

Place hands into carton liner. Gently push out to the sides and into the corners of the carton liner as shown



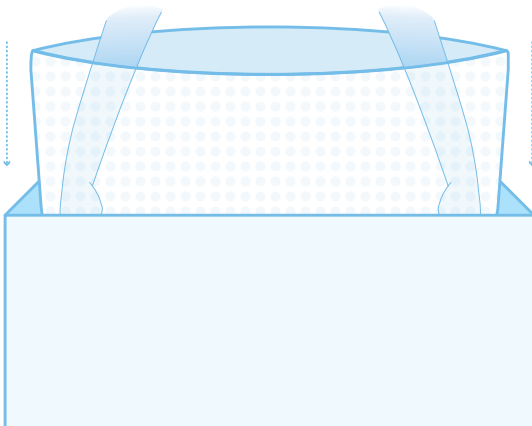
## 2. FOLD CORNERS

Fold the bottom corners up and towards each other. This will give your carton liner a flat bottom ensuring it fits snug into its carton



## 3. PLACE INTO CARTON

Place liner into carton. Pushing liner into carton corners will ensure maximum packing room and no wasted space



Sancell  
Carton Liners are  
**100% RECYCLABLE**  
Suitable for recycling at  
RedCycle bins located at  
supermarkets across Australia.  
Visit [www.redcycle.net.au](http://www.redcycle.net.au) for  
locations

## 5. SEAL & SEND

Seal your carton liner to create an enclosed cold space. Once you have sealed your carton, your goods are ready to send on their way



## 4. PACK & ADD GEL PACKS

You are now ready to pack your carton! Use Sancell gel packs to achieve the time and temperatures required. See our 'Test Results' and 'Testing & Validation' flyers for information on how to calculate your Cold Chain requirements



## GEL PACKS

WEIGHT	PRODUCT DESCRIPTION	SIZE (MM)	G/PACKS PER CTN	CTNS PER PALLET	MOQ (PALLET)	ITEM CODE
300G	GP PROCHILL 300G	150 X 150	44	60	1	FGG0300GNBS001
500G	GP PROCHILL 500G	150 X 220	28	60	1	FGG0500GNBS003
750G	GP PROCHILL 750G	200 X 320	16	60	1	FGG0750GNBS001
1 KG	GP PROCHILL 1KG	200 X 320	14	60	1	FGG1000GNBS001
1.25KG	GP PROCHILL 1.25KG	200 X 320	12	60	1	FGG1250GNBS001

WEIGHT TOLERANCE +/- 1.5% LENGTH TOLERANCE +/- 1.5%

## GEL PACKS with BUBBLE BARRIER

WEIGHT	PRODUCT DESCRIPTION	SIZE (MM)	G/PACKS PER CTN	CTNS PER PALLET	MOQ (PALLET)	ITEM CODE
300G	GP PROCHILL BUBBLE 300G	150 X 150	32	60	1	FGG0300GBUS001
500G	GP PROCHILL BUBBLE 500G	150 X 220	20	60	1	FGG0500GBUS001
750G	GP PROCHILL BUBBLE 750G	200 X 320	14	60	1	FGG0750GBUS001
1 KG	GP PROCHILL BUBBLE 1KG	200 X 320	12	60	1	FGG1000GBUS001
1.25KG	GP PROCHILL 1.25KG	200 X 320	12	60	1	FGG1250GNBS001

WEIGHT TOLERANCE +/- 1.5% LENGTH TOLERANCE +/- 1.5%

## THERMAL BAGS with FLAP AND TAPE - LOOSE IN CARTON

SIZE (MM)	BAGS PER CTN	ITEM CODE
480mm (OP) X 280mm + 90mm FLAP + TAPE	85	FGLB10MM3BS050

## THERMAL CARTON LINERS - PERFORATED ON A ROLL

SIZE (MM)	LINERS PER ROLL	ITEM CODE
650mm (OP) X 615mm (suits approx. carton size 385mm x 290mm x 260mm)	150	FGPB10MM3BS035
750mm (OP) X 585mm + 100mm FLAP + TAPE (suits approx. carton size 440mm x 320mm x 200mm)	150	FGPB10MM3BS080

Thermal Bag with Flap and Tape



Carton with Thermal Liner



# SANCELL A (BRIEF) HISTORY



**1988**

**Sancell Australia is Established**  
Our humble beginning manufacturing bubble wraps, sheets and bags.

**1991**

**Padded Mailers**  
Sancell begins making padded mailers under the *Protecta Bag* brand



**1997**

**Ghioldhi Line**  
Sancell procures a second extrusion machine named *Ghioldi*



**1996**

**ISO 9001**  
Sancell obtains 'Quality Accreditation'



**2007**

**Pool Covers**  
Sancell acquires *OzBubble*, rebrands to *Sancell Pool Covers* and supplies solar pool blankets all around Australia

**1998**

**Air-Cell**  
Sancell develops and manufactures bubble core building insulation products for *Air-Cell*

**2008**

**Sancell Moves!**  
Plant Relocation to Purpose Built Facility in Carrum Downs



**2009**

**ISO 14001 Accreditation Attained**

**2005**

**Enviro Bubble**  
Launch World 1st EPI Degradable Bubble Product



**2000**

**Protecta Wrap**  
Sancell begins manufacturing 100% Recyclable Furniture Wrap



**2013**

**In-House Recycling**  
Sancell purchases a recycling machine allowing Sancell to recycle up to 80% of internal production waste



**2012**

**Gel Pack Production**  
Sancell acquires Tim Scott Trading & begins Gel Pack production



**2016**

**Gel Pack Second Site**  
Sancell purchases second Gel Pack machine, begins manufacturing in NSW

**2014**

**PE Extrusion Line**  
A PE foam line is purchased & commissioned. Sancell now produces Australian Made foam!



**2015**

**Lamination Line**  
The Laminator is purchased & commissioned. Sancell now produces foam core building insulation

