



 **CONCEPT  
DATA DISPLAY & **

## **Packaging Free Brochure**

2022 Edition

  
**NUTS**



# Creating the better shopping experience

The acquisition of Concept Data by HL Display has led to many exciting and innovative developments in our product range. Concept Data's expertise in the convenience channel and the forward-thinking innovation of HL Display has allowed us to expand our offer to provide all your store needs in one place.

Consequently, our new Convenience offer has never been stronger. We have products that meet your everyday requirements, from price label holders to magazine racking, premium display solutions to shelf automation, and Zero Waste concepts to Fresh Produce display units. The collective experience, creative design and practical solutions puts HL Display and Concept Data at the forefront of your retail needs.

We aim to be able to offer solutions to cover every category within your store, to drive efficiencies as well as sales. Our sales advisors can offer advice from initial concept to standard product requirements, aiming to deliver your goods direct to your store within the shortest possible lead times.

We hope you enjoy our new product catalogue, and we look forward to working together with you to improve your store, your sales, and create a better shopping experience for your customers.

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## About HL

HL is an international supplier of store solutions for improved customer experience, profitability and sustainability. HL's offer includes products within store communication and merchandising solutions as well as lighting systems, secondary display and bespoke solutions and services.

Our solutions are installed in 295,000 stores in more than 70 markets around the world and we are proud to be partners of the biggest retailers and brands.

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We are proud to be the preferred supplier to hundreds of independent zero waste stores as well as major retailers across the UK and Europe





# Our promise

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**With a passion for retail development and pride in execution, we partner with our customers to grow sales, inspire shoppers, drive automation and reduce waste.**

To meet the requirements of a rapidly changing retail landscape and help our customers to win in the physical store, we strive to have the best and broadest offering, and to help our customers on their journey towards a more sustainable store.

## **Installations in 295 000 stores**

We continually explore customer need, invest in innovation and product development, to offer unique solutions that will help differentiate your business among the competition.

With installations in 295 000 stores, across more than 70 markets and a dedicated team of over 1000 retail professionals, we pride ourselves on the expertise in both multi-market roll-outs and bespoke customer projects.

## **Customers in center**

We have built customer trust for over six decades, and our ambition is to put our customers in center stage at the marketplace, so that they can deliver superior consumer experiences.





# More choice, less packaging waste

Bulk bins not only help to create visibility and let shoppers choose their exact product mix, they also help to reduce unnecessary packaging waste

With environmental considerations in focus for many shoppers, packaging-free merchandising presents an opportunity to demonstrate commitment to create more sustainable stores – and to differentiate one store from another. It also addresses emerging consumer trends of personalisation and healthy snacking as shoppers can choose the exact product mix they would like to purchase. Finally, displaying and dispensing products in bulk is often perceived to be more affordable by shoppers and can impact value perception positively.

## Customised to fit your needs

HL offers a broad range of scoop and gravity bins that can be combined to create your perfect packaging-free section. Our bins come in different formats and sizes, can be mounted on racks or floor stands and can be combined with a large selection of accessories

Solutions from the 4eBin™ range are partially made from recycled plastic and part of our Sustainable Choice range.



# 5 reasons why packaging-free merchandising is popular

**Packaging-free merchandising** helps to reduce packaging waste. With sustainability top of mind for many, this can positively differentiate one store from another in the eyes of the shopper.

**Packaging-free merchandising** addresses the emerging consumer trend of personalisation. Research shows that 57% of shoppers expect products to be customised to fit their needs. Merchandising products in bulk allows shoppers full control to choose their personal product mix and quantity.

**Packaging-free merchandising** can be used to highlight organic alternatives. Organic food sales have grown rapidly since 2010. Displaying organic products loosely creates a more authentic display

and differentiates them from the balance of the assortment.

**Packaging-free merchandising** drives value perception. According to research, shoppers perceive loose products often to be more affordable than packaged alternatives, but even premium product ranges can be merchandised loosely. No matter which price points shoppers choose, controlling their own products mix allows them to purchase products fitting their budget.

**Packaging-free merchandising** improves the shopping experience. Not only do shoppers enjoy the aspect of an engaging experience, research shows that shoppers who interact with a product are more likely to purchase it.





# Bulk Bins

## MORE CHOICE, LESS PACKAGING WASTE

From speciality stores to grocery chains, the trend towards packaging-free merchandising – displaying and dispensing loose product in solutions such as bulk bins – has gained popularity across multiple markets and categories.

In order to stay ahead in today's challenging retail environment, more and more grocery retailers choose to display and dispense products such as nuts, grains, candy and cereals in solutions for packaging-free merchandising.

So for a fun shopping experience that is better for you, your family and the environment, try shopping at a bulk food store. Its a great way to save money, whilst purchasing fresher foods and cutting down on household waste.





## Bulk Bins



The 4eBin has a new time saving design for quicker and simpler dismantling for cleaning. With an adjustable flow rate and removable false front, the bin is simple to use and can always give a full appearance. Can be shelf or crossbar mounted, additional accessories required.

### Key Features:

- New time saving design for much quicker and simpler dismantling for cleaning.
- Easier setting of the bins flow rate.
- New design false front means it can be removed if required.
- Bin includes false front to give an always full appearance.
- Food safe, BPA free, UV safe
- Can be shelf or cross bar mounted, additional accessories required.
- Made from 20% recycled material.

CODE	SIZE (MM)	LITRES
560108	W100, H525, D350 (short, narrow)	7.5
559931	W150, H525, D350 (short, wide)	12.5
560109	W100, H675, D350 (tall, narrow)	12.5
559935	W150, H675, D350 (tall, wide)	20

Height is from base of spout to top of dispenser.

## Scoop Bins



Our scoop bins are completely sealed and have hinged dust proof covers to protect merchandise from external contact. Guarantees first in, first out stock rotation. Includes label holder on the lid and front and a scoop. Available in 12.5, 20 and 10 +10 litres.

### Key Features:

- Food safe, BPA free, UV safe
- Price includes scoop

CODE	SIZE (MM)	LITRES
778686	W200, H345, D375	12.5
778687	W300, H345, D375	20
786715	W300, H345, D375	2 x 10 (with divider)

# BUDGENS TACKLE REDUCING PLASTIC WASTE THANKS TO HL DISPLAY



*“Sales within our zero-waste range have been phenomenal.”*

**D**avid Knight’s Budgens in Hassocks, West Sussex has always been a destination store but after nearly a decade without a major refit, the retailer felt it was time for an overhaul.

And thanks to the help of HL Display, the overhaul was completed and it certainly didn’t disappoint.

**Creating a ‘WOW’ factor**

The new-look store has an industrial feel to it, something David wanted to introduce as he felt it fit the area of West

Sussex it’s based in.

However it’s the installation of HL Display gravity and scoop bins which has been the most popular addition to the store, with profit margins up by around 40%.

David’s store purchased an array of gravity and scoop bins from HL Display and the instalment has been an instant success - particularly among shoppers.

“Sales have been phenomenal through our new zero waste area of the store,” admitted David.

“The packaging-free lines have a good profit margin. All 40% plus, but that’s been a revelation because we didn’t know how it would work. We’ve got people queuing to use it most days, which I didn’t anticipate.

“We looked at how it was working at other stores and some of the pitfalls, but the whole scheme has been a huge success.

“Within the first week, we have had to do a whole second order of the loose products.

“We are seeing a reduction





in some of the pre-packed variants that we are doing loose and, essentially, that means that we can hold less packaged grocery range."

**Sustainability**

The success of the zero waste range means David is already planning for the future and is looking to expand in other areas for the business.

David continued: "The immediate future is to expand our range of loose products we can offer our customers.

"Based on what we have seen, we could easily expand our

range to confectionery, flour, custard and other much-loved items.

"The main goal would be to offer liquid-based alternatives We want to expand into cleaning chemicals and possibly more because we feel that there is a demand for this type of service.



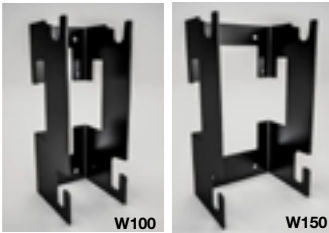
# BULK BIN ACCESSORIES



## Crossbar for gravity and scoop bins

Cross Bar for mounting of our gravity and scoop bins. Will only fit Tego 50mm pitch uprights or other 50mm pitch uprights. Other shelving types are available on request.

CODE	SIZE (MM)
587767	W1000, D23
590547	W1000, D63
587797	W1000, D103
590549	W1000, D199



## Crossbar brackets

Static crossbar mounting bracket for HL Display's 150mm wide gravity bins.

### For Gravity Bins

CODE	SIZE (MM)
563856	W100
563336	W150



### For Scoop Bins (per set)

CODE	SIZE (MM)
707418	Fits all scoop bins



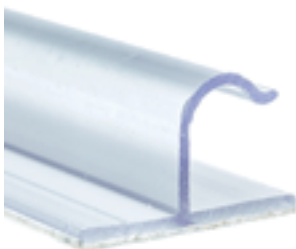
## Gravity bin foot for on-shelf

Used for shelf mounting both our tall and short wide gravity bins. Must be used in conjunction with gravity bin back rail.

CODE	SIZE (MM)
709583	W100, D280
709582	W150, D280

## Rear fixing strip for on-shelf.

For use with HL gravity bin feet. Minimum shelf depth to fit foot and rail must be 310mm. Designed for use on metal shelving



CODE	SIZE (MM)
878231	W1000
873600	W1330





## Gravity bin label holder

Spare label holder for 100mm or 150mm wide HL gravity bin. Each 4e gravity dispenser includes one standard label holder.

### CODE

566852  
564191  
164426  
468153

### SIZE (MM)

(standard) 100mm wide. Print Size - W90 x H58  
(standard) 150mm wide. Print Size - W140 x H58  
(XL) 150mm wide. Print Size - W140 x H101  
(XL) 100mm wide. Print Size - W90 x H101



## Refill funnel for gravity bin

For filling up the bins easier. Compatible with HL gravity bin ranges.

### CODE

586559

### SIZE (MM)

Fits all bins



## Tongs for scoop bins

Tongs for use with our for our scoop bins when a product is unsuitable for scoops.

### CODE

714902

### SIZE (MM)

Fits all scoop bins



# Free standing units for zero waste

## UNITS & ACCESSORIES



### Mobile refill station large - six bins

Takes up to six crossbar brackets. Supplied with castors two braked.

**CODE** **SIZE (MM)**  
179144 W 730 x D 515 x H 975



### Mobile refill station small

Takes up to three crossbar brackets. Supplied with castors two braked.

**CODE** **SIZE (MM)**  
179893 W 430 x D 515 x H 975



### Transition wooden display unit

Made from PSE soft wood. Colour oak (other finishes available on request). Made to order, lead time on request.

**CODE** **SIZE (MM)**  
182121 W 1155 x D 610 x H 2200  
(Other sizes available on request.)



### Floor stand bag holder

Supplied with printed header panel. Suitable for 185mm wide bag.

**CODE** **SIZE (MM)**  
182427 400 x 400 base plate  
1357mm high incl header



### Free standing display unit.

Made from Metal frame and 18mm thick MFC back panel & base (Colour Gladstone Oak)  
Other finishes available on request. Can be supplied with scales cupboard or scales metal shelf (See page 15 scales shelf code 165344)

**CODE** **SIZE (MM)**  
168762 W 1032 x D 600 x H 2225





### Refill scoop dispenser

White plastic scoop.

**CODE**                      **SIZE (MM)**  
171733                      W 165 x H 168



### Food storage bin

Supplied with air tight lid. Made from food safe plastic. Colour white

**CODE**                      **SIZE**  
171730                      16L



### Crossbar bag holder

Adjustable depth. To suit 185mm wide bags.

**CODE**                      **SIZE (MM)**  
173802                      185mm wide bags



### Catch tray

Suitable for Tego shelving (Other available on request). Supplied with metal catch tray inserts.

**CODE**                      **SIZE (MM)**  
168282                      W 1000 x D 400  
(Other sizes available on request)



### How to use instruction panel

Size made to order. Material 3mm Foamex board. Made to order, lead time on request.

**CODE**                      **SIZE**  
Made to order              W 500 x H 900



### Printed Instruction & allergy barker with magnetic back

**CODE**                      **SIZE (MM)**  
179819                      W 300 x H 200mm



### Bespoke printed graphic panel

Material 3mm Foamex board. Made to order, lead time on request.

**CODE**                      **SIZE (MM)**  
Made to order              W 1000 x D 300  
(Other sizes available on request)



### Graphic header panel

Suitable for Tego shelving (Other available on request).

**CODE**                      **SIZE**  
182129                      W 1000 x D 300  
(Other sizes available on request)



### Printed magnetic sheet

Suitable for metal shelving. Size as required. Different finishes available. Made to order, lead time on request.

**CODE**                      **SIZE**  
Made to order



### Scales shelf

For use with standard HL crossbars (see page 12), this allow for scales to be mounted within the main display.

**CODE**                      **SIZE**  
165344                      400 x 400 x 400

# HL GRAVITY DISPENSERS HELP KICK OUT PLASTIC FOR GROCERY STORE



*“Since the launch of our business in 2019, we have estimated to have saved approximately 300,000 pieces of plastic.”*

Scottish-based grocery store The Refillery are leading the way in tackling reducing plastic waste with a little help from HL Display.

Described as Edinburgh’s largest plastic-free and ethical grocery store, The Refillery welcomes approximately 1000 customers per week, stocking hundreds of products plastic-free.

Launched in 2019, The Refillery remain keen in ‘taking back the high street’ with its concept of supporting the local economy, bringing communities together and

sourcing local products.

For founder Kelly Wright (pictured right), her background working for a large retailer opened her eyes to the amount of plastic wastage in retailers and set about trying to make a difference.

“The ethos of The Refillery is about trying to reduce that plastic waste,” admitted Kelly. “I have been guilty myself about throwing plastic straight in the bin, but we want to try and make a difference.

“Since the launch of our business in 2019, we have

estimated to have saved approximately 300,000 pieces of plastic. But we want to do more and hopefully our franchise-business model allows us to do that.”

#### **4e gravity bins from HL Display**

To help with The Refillery’s vision, HL Display supplied their 4eBin™ and scoop bins which are used for items such as rice, pasta, coffee and wheat.

With environmental considerations in focus for many shoppers in the UK, packaging-free merchandising presents an opportunity to





demonstrate commitment to create more sustainable stores.

It also addresses emerging consumer trends of personalisation and healthy snacking as shoppers can choose the exact product mix they would like to purchase.

HL's range of gravity and scoop bins have continued to grow in popularity among UK retailers, with our 4eBin range made partially from recycled plastic, forming part of our Sustainable Choice range.

"We originally spoke to a different organisation about some bulk bins," Kelly continued. "But after being

frustrated with their customer service, HL were on-hand and have been exceptional from start to finish.

"They assisted us right from the start, and they have helped make this project completely stress-free. The units are brilliant, but what made it for us was the customer service – it couldn't be faulted.

"We now have over 150 product lines sold through our gravity and scoop bins and this has continued to evolve as we have move forward."





# Interested in other ways to create a more sustainable store?

At HL we are dedicated to deliver **innovative and sustainable solutions**. That is why we launched HL Sustainable Choice, a range of **sustainable merchandising solutions** made of renewable or recycled materials. Now the range is growing with more alternatives for both retailers and brand suppliers, so we can **support you on your journey** to a more sustainable store.



Please contact us for a list of other suppliers to help meet your Packaging Free needs



**GARY KEMP**  
**ZERO WASTE RETAIL SOLUTIONS CONSULTANT.**

Gary is a Retail Consultant with over 48 years of expertise in Convenience, Forecourt and FMCG retailing.

Gary's company: The Zero Waste Refill Hub [www.zerowasterefllhub.co.uk](http://www.zerowasterefllhub.co.uk) helps retailers to introduce, improve or expand their plastic free shopping experience by providing a 'one stop shop' instore solution, supporting everything from space planning, design, range selection, margin management, compliant processes and specialist installation through to staff training. For more information contact Gary on 07488 278611 or email [Gary@zerowasterefllhub.co.uk](mailto:Gary@zerowasterefllhub.co.uk)



**ZERO**  
 BY Queenswood

**CHOOSE REFILL NOT LANDFILL**

Zero by Queenswood is designed to actively encourage your customers to think about their purchasing habits. By working with food outlets of all types, we are offering our knowledge, advice, and extensive product range to incorporate a Zero Waste section suitable for your store.

A range of natural products built with convenience in mind. Our mid bulk 3kg packs are easy to handle and come with a huge choice of products from snacking to cupboard essentials. We buy direct where we can so our pricing is always competitive and quality is consistent.

**IF YOU'D LIKE TO KNOW MORE, OUR EXPERT TEAM ARE HERE TO HELP. DROP US AN EMAIL AT [SALES@QUEENSWOODFOODS.CO.UK](mailto:SALES@QUEENSWOODFOODS.CO.UK)**





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