

Palm Products

– presenting the future – replacing the past

Palm Products is a design and technology based company focused on meeting consumers needs. Our focus is different, our products are different our commitment to sustainability is real.

- Beautiful User-friendly designs that give pleasure in use
 - Replacing products that are neither beautiful nor fit-for-purpose
- Innovative new materials that improve performance, food safety and environmental impact
 - Tritan replacing polycarbonate
 - DuPont Sorona replacing Melamine
- 2-material production techniques to improve performance and quality
 - Replacing low-tech single material products
- Automation and lean-production to lower cost of in-house production
 - Replacing out-sourcing to low-tech Asian factories
- Craft-based culture with high levels of passion and technical skills to push the boundaries of possibility
 - Replacing the bureaucracy and technical conservatism of large marketing focused companies

Our success can be measured by the winning of 2 Red Dot awards and our growing international business

Innovative products increase sales and create a point of difference

Become part of our journey

Robert Wilson

Owner and Managing Director



reddot award 2016
winner

reddot award 2014
winner



reddot award 2016
winner



About

About Palm products

Palm Products is an Australian owned and operated designer and manufacturer of unbreakable drink and tableware products and of precision plastic automotive and building parts.

Palm's consumer products are sold in Australia, Asia, Europe, the Middle East and North America. The company is the largest supplier of unbreakable drinkware in Australia.

Palm's precision automotive parts are found in Toyota, General Motors, Ford, Porsche, Hyundai vehicles and Volvo and Iveco trucks. Parts are exported to Thailand, Hungary, Spain, India and South Africa. Palm is a leader in automotive lens manufacture and 2-shot moulding.

Designed to Perform Beautifully

- Fundamental to each of Palm Products' designs is the imperative that it perform its intended function, is appropriate in its environment and is durable. Outdoor drinkware, for example, should be stable and unbreakable.
- This passion for performance sets Palm apart. It has led to many design innovations and to the use of advanced ergonomic design techniques and state of the art 2-shot moulding processes to achieve highly functional ground-breaking products.

Design to be beautiful – to give pleasure in use

- Beautiful design is central to Palm Products' strategic vision. It results in products that are functionally, aesthetically, and commercially more efficient, improving people's lives and leading to the smallest possible impact on the environment.
- The core idea is that our products should give pleasure in use. Pleasure in use is an emotional reaction that is a combination of the sensibilities of the consumer which encompass the aesthetic, the functional, the health and safety and the sustainable. It will be different for each consumer.

Cost of Production

- Fundamental to export success is our cost of production. Automated production and lean production systems gives Asian competitive costs.



reddot award 2016
winner

reddot award 2014
winner



Automotive Quality Standards

- Fundamental to export success is quality. Suppliers to the Automotive industry must deliver zero faulty parts. The disciplines to achieve this quality level are applied to all our products. Palm's manufacturing facility in Melbourne is accredited to automotive quality standard ISO TS16949, to manufacturing and design standard ISO 9001 and to environment standard ISO 14001.
- Palm has been making instrument cluster lenses for Toyota for many years. Best practice skills learnt on how to achieve ripple free, mirror-polished lenses have been further refined and applied to the production of exceptional quality consumer products

Sustainability

- Palm Products is certified to Environment standard ISO14001. This standard mandates that there is an effective on-going improvement plan to reduce environmental inputs and outputs
- Palm Products is committed to using industry best practice and to introduce ever-more sustainable and safer materials and production processes as they become available. We aim to be at the leading edge.
- Sustainability is determined by such factors as whether a product contains renewably source material, the material's energy of manufacture, the economy of material usage in the product, the energy used during processing, the products useful life, and disposal.



Automotive
TS 16949
SAI GLOBAL



Quality
ISO 9001
SAI GLOBAL



Environment
ISO 14001
SAI GLOBAL



About

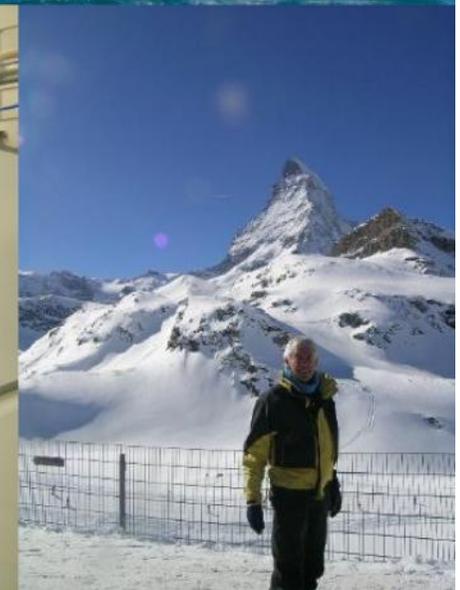
About Robert Wilson

- Robert Wilson is the owner and Managing Director of Palm Products.
- He has a Bachelor of Engineering from The University of Melbourne and an MBA from The Manchester Business School in the UK.
- Prior to purchasing Palm Products over 20 years ago, he had a corporate career spanning Factory Management, Sales, Marketing and General Management with leading fast moving consumer goods companies.
- He is an engineer at heart who enjoys the process of developing leading edge products, "making things" ,and taking them to world markets.
- He has a life-long interest in Human Engineering and employee participation. This has led to break-through designs that work
- The factory in Moorabbin, Australia is a source of enjoyment and pride.
- He strives to maintain a balance in his life between business, family, active sport (running, sailing, skiing) and the performing arts.



reddot award 2016
winner

reddot award 2014
winner





The Marc Newson unbreakable drinkware collection is a genuine new product which uses innovative technology (2-shot moulding and non-slip material) to achieve a breakthrough in design and functionality.

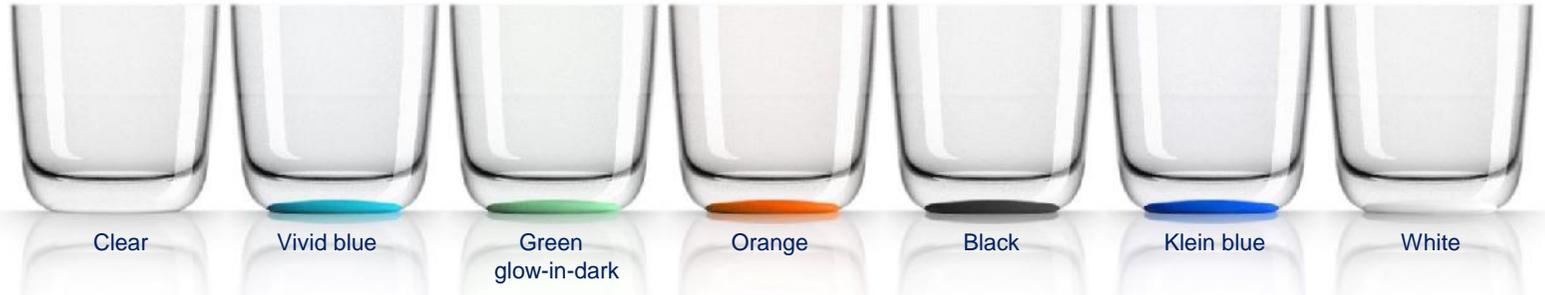
This was recognized in the citation accompanying the Red Dot award. "The drinking glasses of this product line are made from unbreakable material. The dishwasher safe glasses are stackable and feature a non-slip bottom. Their compact design and low centre of gravity ensures good stability. By means of an innovative technology, striking colour effects are created. In the green version they glow-in-the-dark. The curved shape is a pleasure to hold in the hand."





reddot award 2016
winner

reddot award 2014
winner





reddot award 2016
winner

reddot award 2014
winner



This collection is the result of a collaboration between the design skills of Marc Newson, who has been described as the most influential designer of his generation (www.marcnewson.com) and the engineering and production skills of Robert Wilson and his team at Palm Products. (www.palmproducts.com.au)

The objective was to create the world's finest range of unbreakable drinkware.

Marc Newson's sculptured shapes are beautiful, dramatic and unique. Their brilliance comes from their honesty, functionality and timelessness and their understanding of material limitations. They are a pleasure to hold. Their curved shapes sit naturally in the hand and they feel balanced with their glass-like weighed sections. They have a non-confrontational human quality.

Competitors typically use single-shot moulding technology. This collection uses co-moulding technology to enhance visual and functional design. The collections unique co-moulded non-slip coloured base and optional tinted top adds drama, individuality and facilitates customization for the mass market.

Superior functionality for indoor/outdoor use was the starting point for the design. Attention to detail and the use of co-moulding technology has assisted the range fulfil its intended purpose with a completeness that has not been achieved previously.

Top 10 Reasons to purchase

1.Beautiful and functional design by Marc Newson

- Marc Newson is one of the world's most influential designers – he also designs for Apple, Riva and Qantas amongst others.
- The designs have been described as “pure”
- They are beautiful to look-at and to hold.
- See the collection featured on <http://marc-newson.com/>
- Winner of a Red-Dot design Award in 2014 and a Good Design Award in 2013.

2.Made from BPA-free Tritan

- Tritan is made exclusively by Eastman in the USA.
- It is BPA-free (polycarbonate is made from BPA)
- It has superior glass-like clarity to polycarbonate
- It has superior dishwasher safety to polycarbonate
- It has superior stain resistance to polycarbonate
- It has similar toughness
- Longer life gives better value and better sustainability
- Tritan and the non-slip base are recyclable
- Materials are certified as passing the relevant European Commission and the US Food and Drug Administration food standards. The range carries the CE (Conformity European) mark.

3.Coloured base

- Available in 6 colours – customers love the colours and the choice
- The happy colours are Navy Blue, Vivid Blue, Green glow-in-the-dark, Orange and white
- The edgy colours are Black and White
- Consumers like to pick more than one colour
- Colour preference
 - Vivid Blue 26%
 - White 21%
 - Green 20%
 - Klein Blue(Navy) 16%
 - Orange 12%
 - Black 6%





4. Non-slip base

- Aids stability
- Acts as a coaster, protecting surfaces
- Gives a more solid feel

5. Glass-like finish and clarity

- Superior polish to 2 microns – usual polish level is 6 microns – giving a brighter and more reflective surface
- Perfect distortion and ripple free surfaces for glass-like clarity – check by holding up to light – most drinkware is imperfect.

6. Compact Stable designs

- Many competitor's designs are tall and thin – can be easily blown-over or tipped-over
- Compact designs are better for storage and transport, and shelf-space efficiency.
- The tumblers stack

7. Guaranteed unbreakable

- The combination of super-tough Tritan and robust designs and rigid process control enables a life-time unbreakable guarantee to be offered.

8. Guaranteed dishwasher safe

- Tritan is resistant to dishwasher chemical – polycarbonate will craze, crack and dis-colour. Polycarbonate has a limited dishwasher life. Tritan will last indefinitely.
- Tritan is a high temperature material which remains stable at normal dishwashing temperatures (120 degrees C). It will not distort – unlike SAN which distorts at 75 degree C

9. Microwave safe for re-heating

- Water can be safely boiled

10. Made in Australia in Palm Product's factory

- Accredited to quality standard ISO9001, automotive standard TS16949, and Environmental standard ISO14001
- Gives total control over process and material used (no substitution)
- Each item is traceable back to the day of production and material batch
- Automation and lean production systems give Asian competitive factory cost.

Palm Unbreakable Plate & Bowl Collection



reddot award 2016
winner

reddot award 2014
winner



Winner of a 2016 Red Dot award

The idea was to utilize two disruptive technologies to enable significant advances in design, surface finish, functionality and sustainability over existing melamine and plastic crockery.

The first disruptive technology is the use of a new super-tough, high density material called Sorona® from DuPont. Scratch resistance limitations of existing plastic plates are overcome with additives used on mobile phones. The collection is guaranteed unbreakable and dishwasher safe and is microwave safe for re-heating. Products made from Melamine are neither unbreakable nor microwave safe.

The second disruptive technology is the use of 2-shot moulding to economically add an integral coloured non-slip ring and to enable a finish like fine bone china. Neither is possible with Melamine. The Design The sculptured surfaces are both beautiful to look at and to hold. The outside and inside shapes are subtly different. The collection is space efficient and stacks securely. The coloured non-slip ring adds personality and customization. Ecological Soundness Sorona contains 35% renewably sourced material derived from corn waste in Kentucky USA. Materials are 100% recyclable. Melamine is not

Statement by the jury:

"This tableware manages to convince with a combination of recyclable materials and innovative production techniques"



reddot award 2016
winner

Winner of a 2015 Australian Good Design Award

The judges citation read: "An intricate intersection of high-end materials, technology, advanced manufacturing and beautiful design – all executed immaculately. The end product is an elegant, functional and highly desirable range that is underpinned by good design and solid environmental credentials."



Top 10 reasons to purchase Palm Sorona Plates and Bowl



1. Beautiful and Functional Design by Robert Wilson
Winner of a 2016 Red Dot Award and a 2015 Good-Design Award.
2. Superior mirror finish, colour density and quality feel
 - Similar finish to fine bone china.
 - By comparison, the surface of melamine is dull and cheap-feeling.
 - Once a Palm Sorona plate or bowl has been used, there is no going back to melamine.
3. Raised edges on plates and high sides on bowl
 - Keep contents from spilling
 - No wasteful rims
 - Shapes are space efficient and stack securely.
4. Non-slip ring on base
 - It is moulded on – and cannot come-off or collect debris.
 - Some melamine plates have a non-slip ring. This is usually glued into an annulus. Washing debris can get caught and is difficult to clean. The glue can weaken over-time eventually coming off.
 - The non-slip ring prevents movement
 - It acts a coaster – protecting the table from heat or scratching
 - It absorbs vibration & noise – giving the plate a more solid feel.it.
 - It prevents rattling during transport or while a boat is in motion.
5. The surface is more stain-resistant than melamine.
 - The surface of Sorona is like a mirror
 - The surface of melamine is slightly porous so can absorb stains



reddot award 2016
winner

reddot award 2014
winner



5. Sorona is made from 37% renewably sourced material
 - Made from corn-waste in Kentucky USA.
 - 100% recyclable. Melamine is 0% recyclable. It is a thermo-set plastic so it cannot be re-melted and hence cannot be recycled. It ends up as landfill.
6. Sorona is BPA-free and Melamine free. It is made by DuPont, a highly ethical company. There are legitimate question over the food safety of melamine, its purity, and the safety of the colours used. Traceability is almost impossible in many cases.
7. The Sorona collection is:
 - Guaranteed Unbreakable. Melamine can break if dropped, usually with sharp unsafe pieces.
 - Guaranteed dishwasher safe – it is a high-temperature material stable to 150 degrees C and dishwasher chemical resistant
8. Microwave
 - Water can be safely boiled
 - Foods with high oil content can be re-heated as long as oil does not boil (1-2 minutes)
 - Melamine is not recommended for microwave. It porous surface can absorb moisture which can turn to steam when microwaved – causing cracking
9. Made in Australia in Palm Product's factory
 - Accredited to quality standard ISO9001, automotive standard TS16949, and Environmental standard ISO14001
 - Gives total control over process and material used (no substitution)
 - Product is traceable back to day of production and material batch



Alfresco Tritan



reddot award 2016
winner

reddot award 2014
winner



- Classic designs
- BPA-free Tritan
- Ripple free surfaces,
- Superior glass-like polish and sparkle
- One-piece construction
- Well weighed to hold
- Wide bases
- Fine drinking rims on wine and flutes
- Full sized flute
- Stacking tumblers
- Shelf ready packs without bags
- Can be coloured

Low-ball 450ml

High-ball 500ml

Wine 350ml

Flute 200ml

Tumblers stack securely onto ledge

Alfresco Drinkware – Australia's highest selling unbreakable drinkware range



Tritan Jug & Lid – 1.3l in Tritan



reddot award 2016
winner

reddot award 2014
winner



Clear lid

Black Lid

White Lid

Blue Lid

- Fits refrigerator door and top shelf
- Innovative lid is easy to fit and to rotate to close off
- Large child-friendly handle
- No die join-line



Tritan Salad Bowl & Lid

Salad Bowl and Lid

- Lid is a close fit and is virtually air-tight
- Lid can be easily removed with one hand
- Lid and bowl can be reversed to form a serving plate and dome
- Increases the utility of the salad bowl
- Increases the sales of the salad bowl
- Perfect for outdoor and indoor serving
- Perfect for storage in the refrigerator
- A favourite

Also available - Salad Bowl without lid



reddot award 2016
winner

reddot award 2014
winner



