

# INTERNATIONAL **PAPER BOARD** INDUSTRY

The monthly publication for the worldwide corrugated industry | **April 2021**

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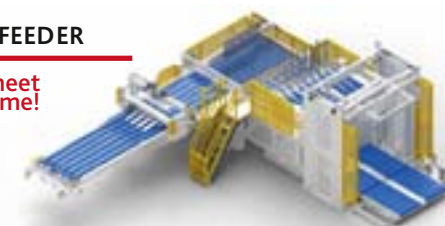
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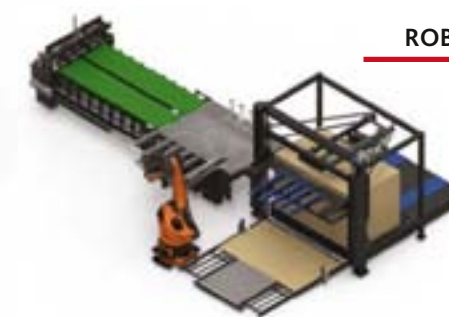


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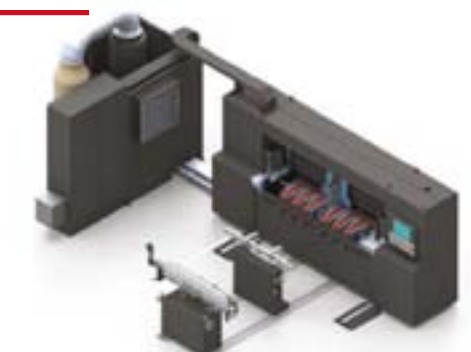
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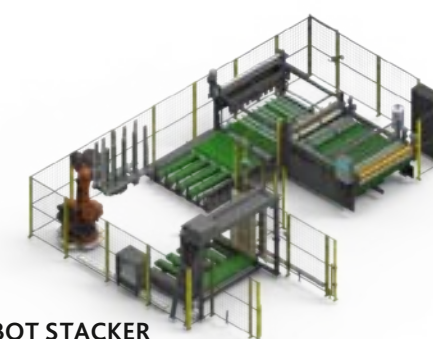
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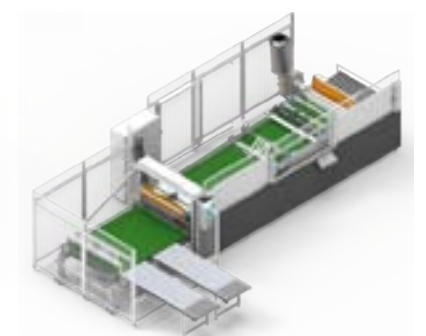
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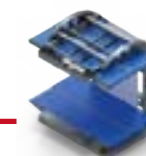
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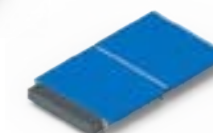


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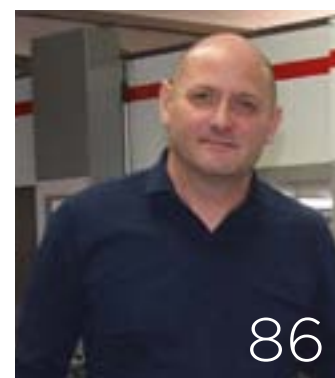
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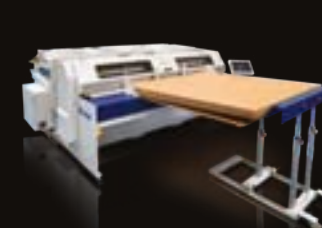
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# MICHAEL DAVID BRUNTON

IT IS WITH THE DEEPEST REGRET THAT WE INFORM OF THE DEATH OF MICHAEL BRUNTON. HE SUFFERED A MASSIVE STROKE AND SADLY NEVER RECOVERED. HE PASSED AWAY ON WEDNESDAY, 3RD MARCH 2021. HE WAS 73 YEARS OLD.



**M**ichael was born in Farnham, Surrey on 21st March, 1947. He was the eldest child of David and Margaret Brunton and was born in the house built by his grandfather. Being born into a military family, Michael's global 'travels' began from an early age. He accompanied the family to Ankara, Turkey, at the age of five, where his father had accepted a military advisor's role for two years. By the age of seven he was fluent in Turkish. The next move came as Michael was about to turn eight, when his father was posted to Osnabrück in Germany.

Michael and his younger brother Tony, were sent to boarding school in England from an early age and were looked after by their grandmother in Farnham during short school breaks. Fortunately for them and their younger sister Chrissie, Major Brunton was posted back

to the UK, where the family were based in Catterick and then Tidworth, giving the family a chance to spend some time in the UK. Schooling was undertaken at Yateley Manor, but Michael's interest was never in the class room, more on the sports field, playing football to a very high level, as well as gymnastics and diving. He was crowned Under 21 High Board Diving Champion for the South of England when he was only 16, training alongside Brian Phelps, the Olympic and Commonwealth champion.

## Military Passion

Army life was in his blood! In 1968, Michael was Commissioned at the Royal Military Academy Sandhurst as an Officer into The 3rd Carabiniers (Prince of Wales Dragoon Guards), following in the footsteps of his father. He had tours of duty in Cyprus, Libya, Germany and the UK, before leaving the army in 1971 at the time of the amalgamation of his regiment, The 3rd Carabiniers with the Royal Scots Greys.

Prior to concluding his Short Service Commission in the Army, Michael was introduced to Fiona Binsted by his sister Chrissie. Their romance was instant, with Michael proposing to Fiona on her 18th birthday and they were married a year later at Binsted church in September 1970. To repay the 'favour', Chrissie went on to meet Tony Heslop, a brother Officer of Michael's in the 3rd Carabiniers and subsequently

Michael on Tour with The 3rd Carabiniers in Libya in 1968.



Maj David and Margaret Brunton, Michael and Fiona, Muriel and Maj Ken Binsted. 26th September 1970.

marrying! And the romance continued, with Fiona's older sister, Sara, being introduced to another of Michael's best friends in the Army, Colin Neville and they went on to marry as well.

Within three years, Michael and Fiona welcomed their first son, Daniel, in 1973, followed in 1977 by Benjamin. Michael and Fiona were married for 50 years, celebrating their Golden Anniversary in September 2020, but due to COVID lockdown, were unable to celebrate in a style befitting them both.

## Publishing Career

Having left the Army in 1971, Michael was encouraged to join Fiona's family publishing business, Binsted Publications. He worked under Major Ken Binsted, learning the art of producing trade magazines in the wine and beverage industry, then cutting his teeth in the packaging industry by selling advertising in 'International Paper Board Industry'. In 1977, Michael asked Major Binsted if he could launch a new title to cover the carton business, which they went on to call 'Folding Carton Industry'.

Michael always loved visiting box plants and carton factories, talking to owners and managers and understanding how the industry ticked. He was never satisfied until he had asked every last question he could possibly think of.



“Mike was one of the great characters of our industry and made an invaluable contribution towards its success, he was highly respected for his forthright views and analysis of the paper and packaging industry and those that were wise always listened to him.”

PETER SANGSTER, FORMER MANAGING DIRECTOR OF SCA AND OWNER OF CRP

Michael worked successfully alongside Fiona's brother Ed and his wife Jan for many years, before setting up Brunton Publications in 1988.

Michael always loved visiting box plants and carton factories, talking to owners and managers and understanding how the industry ticked. He was never satisfied until he had asked every last question he could possibly think of. He was also keen to learn about new developments and the advent of flexo printing on corrugated board gave him the chance to tour the world, talking at conferences for FEFCO, TAPPI and AICC. Although he had never printed one single box in his life, audiences listened and took note! He was an eloquent speaker and was a firm favourite on the speaking circuit during the 1980s and 1990s, including at Congress events held by ECMA. The Torquay Corrugated Conferences, which ran for over 20 years, are still talked about even to this day. Good content, great atmosphere, industry support... and awfully late nights at the bar.

He also broadened the reach of the business, when he formed a publishing alliance in North America with Ted Vilardi in the late 1980s. Michael formed a close bond with Ted, and was delighted when Tom Vilardi joined his father in the business. They became an industry powerhouse in North America, forging strong and life-long friendships with converters and suppliers alike.

He developed the business to become a complete service provider, from written word, through design and repro, then into the printing factory. He applied principles he had seen in the packaging world to his own little publishing empire, growing the Brunton 'family' to 50 people in the heady days. He was never happier than watching people excel in their jobs, encouraging them to be the best they could be. He wasn't the boss; he was just part of a dynamic team. He was very much a man of the people and treated individuals on merit, not rank or title. This was obviously a trait from his formative years, as he was respected equally by soldiers as well as his brother officers. In business, he was just as happy making a cup of tea for the press-minders as being in negotiations in the board room.

Ever the innovator, Michael worked closely with Reed Exhibitions in launching the 'Corrugated' exhibitions, which ran successfully in 1994, 1998 and 2002. It was in 1994 that his eldest son, Daniel, joined the business. Together, they worked in partnership for the next 27 years, with Michael never actually retiring, reading his final page proof the night before he had the stroke.

#### Fond Memories

“He was a great character and so knowledgeable on our industry, I always enjoyed being in his company. A sad day,” said Dermot Smurfit.

“Mike was one of the great

characters of our industry and made an invaluable contribution towards its success, he was highly respected for his forthright views and analysis of the paper and packaging industry and those that were wise always listened to him,” said Peter Sangster, former Managing Director of SCA and owner of CRP. “We will miss his great sense of humour, his outspoken contribution to the industry and his friendship throughout my career.”

“Mike was most helpful in the early days as the then Reed and Smith Group pursued development into the corrugated industry (the precursor to DS Smith). He was known and respected far and wide in this industry for his knowledgeable contribution and commentary,” said Sandy Stratton, former Managing Director of St Regis Paper Co.

#### Other Pursuits

Over the years, Michael's passion for excellence was most evident in other parts of his life outside the packaging world. Whether it was helping arrange a summer Ball to raise money for the local church or his boys' prep school, or hosting people in his own home, Michael was never happier than when he had a glass of wine in one hand... and of course, a Silk Cut in the other! He made people laugh, he made them comfortable and at ease – a rare skill indeed.



Michael with long time friend and 26-time World Champion clay shooter, George Digweed.

With his magazine called 'Clay Shooting', he and his youngest son, Ben, took the sport to the next level, arranging shooting competitions in the UK, Belgium, Russia and the U.S.A., the likes of which have never really been matched since. Crowning glory, though, was when Ben won the World FITASC Championships in 1998. He was so proud of what his son had achieved and took great delight in reporting it.

In the world of horse racing, Michael, with his brother Tony, sister-in-law Sue and eldest son, Dan, owned Clarendon Stud for 14 years, breeding, training and racing Arabian



racehorses. It was touching that the first horse they bred, which went on to win many races, was named Khanspur after the name of the house in which Michael was born. They went on to breed multiple Group winning horses, and sold horses to France and the Middle East, with progeny still racing with Clarendon bloodlines to this day. In his final seasons of breeding horses, Michael was announced leading breeder in the UK, testament to the planning and attention to detail of the team at Clarendon Stud.

Closer to home, his work within the Parishes of Allington and Boscombe, tirelessly fundraising for the development of a wonderful new village hall, saw him awarded the British Empire Medal in the Queen's birthday honours in 2020. His meticulous planning, negotiating skills and pursuit



HM The Queen's Representative presents Michael with the British Empire Medal, 2020.

of excellence saw the community in which he and Fiona lived benefit from many wonderful summer events, band nights, BBQs and Bonfire celebrations, raising so much money for the local community and its play park, its church – and finally the village hall, which sadly, Michael never got to see officially open, as it is still about a month away from being finished.





### My Thoughts

I have been touched by the kind words from Army friends, packaging industry heavyweights, clay shooting 'royalty', Arabian racing enthusiasts and dozens of people from Michael's community – all of whom are shocked and saddened by his sudden passing. The COVID lock-down had not been kind to Mike and there is part of me that feels he was just missing his mates, frustrated by not being able to have a good party and not able to get out and about.



I have grown up for the last 27 years in the packaging industry, at Mike's side, with dear Mum holding us on a steady course. I learned from the best. I strive to uphold his memory. I will miss him eternally. But as one industry friend told me, remember what Mark Twain said; "Good fathers not only tell us how to live, they show us."

Your wife and family are heartbroken. People from all walks of life, from all over the world mourn your departure – you have left a massive, gaping hole. But I will always hold onto this; Mum, Ben and I got to call you our best friend. Rest easy, Dad. ■

# A Leader. A Mentor. Our Friend.



*The JB Machinery family is deeply saddened by the loss of Michael Brunton, an industry leader, a mentor to many and most importantly, our friend.*

*Our thoughts and prayers are with the Brunton family and Michael's many friends and colleagues.*





# Smurfit Kappa Announces €40m Investment in North Wales



Smurfit Kappa has approved transformational investment plans for its Mold plant in North Wales, that will further expand capacity at the facility, make it the company's largest box factory in the UK and allow the company to meet the growing demand for sustainable packaging.

The investment in state-of-the-art equipment will reduce CO<sub>2</sub> per tonne

emissions by 15% at the plant.

Commenting on the announcement, Smurfit Kappa UK and Ireland CEO, Eddie Fellows, said, "This investment in North Wales will increase our capability, flexibility and speed of response to deliver unrivalled, innovative packaging solutions to customers across the UK and Ireland. We are

determined to meet the future needs of our customers in a sustainable way. It is vital that our investment has benefits for the local community and the environment."

The design of the factory extension fits seamlessly into the local landscape. A three-acre nature trail will be constructed. It incorporates a local stream and a new footpath which can be used by both site staff and the local community. Working in partnership with Park in the Past, a local heritage and conservation project, an extra 10,000 trees, shrubs and bushes will be planted. Excess soil to be removed as part of the factory extension will be used by the nearby heritage project.

The on-site Experience Centre offers customers the chance to come into the facility to see the science, creativity and data used to innovate, customise and implement sustainable packaging solutions.

The plant, which employs 194 staff and has been in operation since 1994, is a major regional employer.

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## GWP IS ACQUIRED

Macfarlane Group has confirmed it has completed the acquisition of GWP Holdings Ltd, the owner of GWP Group Ltd, the protective packaging manufacturing and distribution business based in Wiltshire, UK.

The acquisition is in line with Macfarlane's strategy of building its protective packaging business through a combination of organic and acquisitive growth.

Macfarlane's wholly-owned subsidiary, Macfarlane Group UK Ltd, has acquired 100% of GWP for a maximum cash consideration of £15.1m (including an earn-out of £5.1m based on agreed profit growth targets over two years) and a further adjustment for net assets in excess of £1.6m with the expected net assets on completion being £4.3m, including £3.8m of net cash. The consideration will be financed through the Group's recently extended £30m bank facility.

For the year ended 30 September 2020, GWP generated sales of £13.2m, EBITDA of £2.1m and pre-tax profits of £1.6m. GWP supplies customers across the UK but mainly within the South West of England from its manufacturing facilities in Salisbury and Swindon. The business has an experienced team of 107 employees, including its six Directors. Five of the Directors will remain with the company following its acquisition.

Peter Atkinson, Chief Executive of Macfarlane, said, "GWP is a profitable, growing, well invested company with an experienced management team that is fully committed to the business going forward. We look forward to working with the team at GWP to support its continued growth and develop opportunities for us to work together to provide all our customers with a broader portfolio of value-add and sustainable protective packaging solutions."

## First ServoPro for Europe

Following the announcement of the launch of its new ServoPro flexo rotary die-cutter to the global market, BW Papersystems has confirmed the sale of the first machine to a European corrugated packaging producer. Icierre Pack Srl, which is based in Cazzago San Martino near Brescia in northern Italy, has placed an order for a four colour ServoPro 16.28.



"We are delighted to confirm this first sale for Europe," explains Marco Angeli, New Equipment Sales Leader, BW Papersystems. "This is a hugely significant order for several reasons. Luca Lazzaroni, owner of Icierre Pack is a well established customer of ours, as he is currently running three Curioni machines and this is testament to the ongoing relationship we hold together. But the most pleasing thing is that as a sign of the strength of our relationship, Mr Lazzaroni bought the machine without actually seeing it first hand. Due to the ongoing COVID-19 situation, we had to present the machine to the team from Icierre Pack by way of virtual demo and video presentation from our manufacturing facility in Hunt Valley, MD. Icierre Pack was satisfied with what they saw and placed the order with us."

The four colour machine, which can be retrofitted with an additional flexo print unit for inside printing at a later date, is being shipped from the BW Papersystems manufacturing facility in the summer, ready for installation in August.

## LAMINA FOR GROUPE APTAS

Located in Sainte-Marie, Québec, Canada, Groupe Aptas is a non-profit enterprise. More than 60% of its team are people with functional disabilities.

Within Groupe Aptas is Cartonek, a division that specialises in the production of regular and die cut corrugated boxes. In January 2021, Cartonek installed a Lamina 2200 Gluer to be able to respond even faster to customers needs.

Given the current situation related to COVID-19, the installation and training was done remotely by the Lamina team in Sweden.

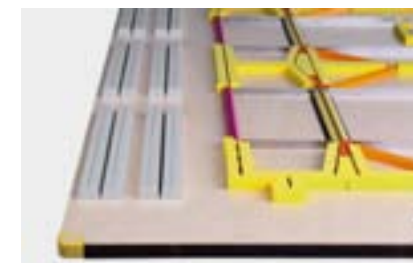


Left to right: Karine Gravel, Operations Manager and Lionel Bisson, General Manager.

"Everyone was available and really helpful to allow us to be operational with the Lamina Gluer," said Lionel Bisson, General Manager at Groupe Aptas Inc. "We would like to thank the Lamina team for their support."

## CITO BALANCE PROFILE IS NEW

The 'CITO Balance Profile' is the latest new product development from CITO System GmbH of Germany.



"The profile has been created in close cooperation between experts in practice and our specialists in applications engineering and R&D," says Oliver Kellermann, Director of Sales and R&D. "The material properties of the 'Cito Balance Profile' correspond exactly to the requirements in the die-cutting process."

The new type of profile prevents the cutting die from tilting over and ensures a uniform cutting result across the entire sheet. The makeready

time is reduced and the machine performance is increased. The company says the advantages include:

- Shorter set-up time by faster makeready;
  - Reduced cutting pressure;
  - Protection of the cutting rules;
  - Improved sheet run and greater machine performance;
  - Longer life of the cutting tool.
- 'Cito Balance Profile' is available in self-adhesive Cito EasyFix technology for efficient adaptation to the machine.

## FOUR BICKERS GLUEJET INSTALLED AT DISPLAY UK

Display UK, which is part of the Smurfit Kappa Group, confirms the installation of four 20.30 Bickers Turbo Gluejet. Two were installed at the site in Corby and two at the Wetherby site. These machines, which were installed during 2020, mean Display UK now has a total of seven Bickers Gluejet across the group in the UK and Ireland.

Despite the challenges of COVID-19, Bickers were able to carry out two installations in June, then two more in December, quickly and safely using Jan Stevens, the company's UK based engineer.

Jonathan Arthur, Display UK General Manager, said, "We purchased the XY glue plotter from Bickers to improve social distancing and increase production on our FSDU and POS work. Safety, speed and consistency are among the features that impressed us."

Neil Thayer of Finishline Machinery, Bicker's UK & Ireland Sales Agent, added, "The Gluejet is proving popular, with 60+ machines installed in the UK and Ireland with many more ordered for 2021."



L to R: Neil Thayer, Jan Stevens and Dave Roberts (Display UK (Corby) Operations Manager).



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## MBO for John Roberts Holdings

Long established Settle, UK-based John Roberts Holdings has completed a Management Buyout for an undisclosed sum, supported by a team of Yorkshire advisers and funders.

With a track record of supplying a wide range of paper-based packaging materials, John Roberts Paper & Packaging is one of only a few UK companies offering the combination of both converted paper products and corrugated. The company has grown to a turnover of over £13m and employs 62 staff at its Settle head office and mill.

Paul Nelson, Chairman of John Roberts Holdings and Jeremy Smith, Financial Director, have sold

their shares in the business to Scott Littlewood, formerly Operations Director who takes on the role of Managing Director and Claire Beresford, Commercial Director.

The Yorkshire advisers to John Roberts included a multi-discipline

**"THE MBO IS ANOTHER IMPORTANT LANDMARK IN THE FUTURE OF JOHN ROBERTS. WE ARE PROUD OF THE BUSINESS WE HAVE BUILT UP, OUR LOYAL CUSTOMER BASE AND HARDWORKING TEAM."**

PAUL NELSON, CHAIRMAN OF JOHN ROBERTS HOLDINGS

team from Leeds law firm Clarion, led by Kaira Clarehugh (corporate) and Andrew Curtis (banking); and Chris Dale, Alex Baskeyfield and Harry Radburn of Mazars. The MBO, which

completed on 26th February 2021, was part funded by HSBC with a team led by Scott Wood, advised by Duncan Firman of Gordons.

Paul Nelson, Chairman of John Roberts Holdings, said, "The MBO is another important landmark in the future of John Roberts. We are proud of the business we have built up, our loyal customer base and hardworking team. Settle born and bred, Scott has progressed from machine operative to operations director over the last nine years, and so he knows the business inside out. Claire also has a twenty-seven year track record in the paper industry and together, they make a strong team.

"Jeremy and I are happy to lend our experience and to provide support for the foreseeable future and we are pleased to be placing the business in such experienced and capable hands. It was important that as we step back, the employment the business provides in the area is secure and that the company continues to put customers at the heart of its operations."

Littlewood adds, "This is an exciting move for Claire and I as we take forward a well-established and successful business to the next stage of its development. While it

will be a story of continuity for our customers and employees, we will also be looking for new opportunities for paper packaging such as supporting the rise of our e-commerce operations."

## STITCHER/GLUER INVESTMENT FOR S H FISKE LTD

Paul Herson, Sales Manager at GTS (Europe) Ltd, has confirmed the company recently installed and commissioned a Gazzella TO 6400 twin headed stitcher/gluer at Bristol, UK-based S H Fiske Ltd.

The machine differs from standard models as it is raised to allow more blanks to be put on the in-feed table. "We supplied this new Gazzella machine with dual wire in-feed for single and doublewall board, as well as a hot-melt glue system," explains Herson. "The machine is therefore capable of gluing and stitching at the same time, which is exactly what S H Fiske needed from the new machine."

The Gazzella TO 6400, which was installed in February, was chosen to replace an old stitcher gluer, as the Bristol-based packaging converter needed to increase its output of stitched and glued work for a wide range of box styles. "This is yet another installation for S H Fiske from GTS, concludes Herson. "This new machine was supplied to run alongside the Solarco boxmaker. Together with the Solarco print and die-cut capabilities, it's giving them a complete 'sheet plant' offering with two machines."



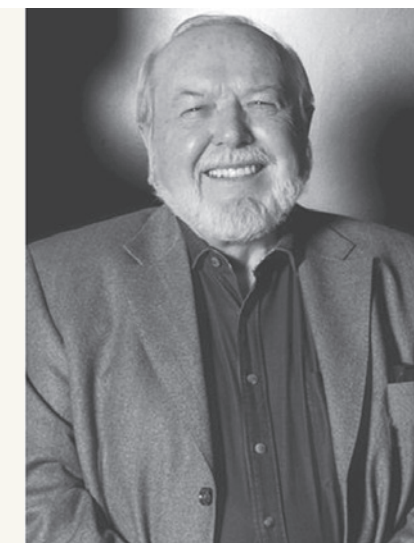
## OBITUARY EDMUND BRADATSCH

We are sad to report that Edmund Bradatsch passed away on 1st February, 2021 at 80 years old. With Paul Engel, Edmund Bradatsch laid the foundation for BHS Corrugated Maschinen- und Anlagenbau GmbH in Weiherhammer, Germany.

Edmund Bradatsch was born on 19th December 1940 in Velenic (Gmünd, Czech Republic). His family moved to Upper Bavaria after the war and finally to Munich in 1956. At Krauss-Maffei AG in Munich, he completed an apprenticeship as an industrial clerk and then went on to study mechanical engineering in Munich. He supplemented his technical knowledge at the Institute for Design Systems at the Technical University in Munich. It was here that he also worked on industrial orders and first came into contact with the former iron and steel works.

Since then, Bradatsch was associated with the BHS company in Weiherhammer, where he worked in development, design, testing and technical sales. In 1972, he moved to the Upper Palatinate. In 1990, he founded his own sales company with Paul Engel and in the middle of 1993, Bradatsch and Engel, together with other shareholders, took over the BHS Weiherhammer company and incorporated it into today's BHS Corrugated Maschinen- und Anlagenbau GmbH.

For seven and a half years Bradatsch headed sales and technology at BHS Corrugated as Managing Director and shareholder. He had already withdrawn from the day to day operations and as a shareholder in 2003, but he continued to act in an advisory capacity for the current shareholders of BHS Corrugated. He has been a



fatherly, reliable advisor to his partner's sons, Christian and Lars Engel, over the years.

In 1999, he established the Edmund-Bradatsch-Foundation. Bradatsch and his wife Helga who had no children of their own, but wanted to give back to students. In doing so, he wanted to personally thank his own sponsors, who gave him the opportunity to study mechanical engineering at the Oskar von Miller Polytechnic as a young man. The purpose of the private foundation was to support students, especially those on the second educational path. It also aims to promote science at the universities in Regensburg, Amberg and Weiden.

In recognition of the forward-looking development of the BHS Weiherhammer plant with its associated entrepreneurial, social and civic commitment in the community, Bradatsch was awarded honorary citizenship at the BHS Corrugated 300th anniversary celebration by the Weiherhammer community in 2017.

In December 2020, he was able to celebrate his 80th birthday in good health at his residence in Weiden and therefore the news of his death was unexpected.

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## SIMCA SUCCESS IN GERMANY

Daniele Corali, CEO of S.I.M.C.A. Srl, in Bergamo, Italy confirms another successful start up of their new 3020 automatic Stitcher Gluer at an independent box plant in Germany.

Corali states that the machine is mainly made from casted steel parts designed for a long service lifetime. It is equipped with the latest servo-drive stitching head, that enables customers

to produce different stitches with wire lengths from 34-48mm.

"Our customer already runs several high-end converting-lines for standard production, but the 3020 allows them to increase the variety of bespoke products," explains Corali.

This deal was implemented by Simca's German agent, Alexander Steinmueller at SCS GmbH.



## AL-MEDAN TO ADD TWO NEW LINES

Martin McTigue, VP of International Customer Service at BW Papersystems, has confirmed that the company has now shipped two new converting lines to Al-Medan Project Factory For Carton, based in Saudi Arabia.

The corrugated packaging producer, which is located just outside of the capital Riyadh, will be taking delivery of a new BW Papersystems 12600 flexo folder gluer and a 15000 GGX rotary die-cutter in May.

"We continue to have great success with the range of our corrugating and converting equipment in the Middle East," confirms McTigue. "In the last 12 months, we have sold numerous machines to corrugated packaging producers in the region and even though COVID-19 has impacted many businesses, we have managed to maintain the level of interest for our equipment. This is testament to the robust build quality and the reliability of our production machinery and we are delighted that Al-Medan has once again bought equipment from BW Papersystems."

## ALTONAER WELLPAPPENFABRIK MAKES FURTHER INVESTMENTS

Following investments in an additional rotary die-cutter at the end of 2020, Altonaer Wellpappenfabrik GmbH & Co. KG based in Tornesch, Germany, is set to invest further in productivity and capacity.

The central palletiser system for finished goods will be replaced in the spring of 2021. Since the WIP storage system was already fully automated in the whole plant in 2019, renewal of the palletising now allows digitalisation of the entire workflow throughout the company.

An additional new high-performance BOBST 8.20 EXPERTLINE will then be installed in the second half of 2021. This will lay the foundation for further growth in the regular slotted box area as well, because the fully-automated four colour machine will further increase the level of productivity. Among other things, it is equipped with a die-cutting unit that can be used to cut handholds for packing cases, for example, an ejection system for non-conforming products and camera monitoring. A pre-feeder and robotic palletiser ensure the feed into and output from this high-performance machine.

With this investment plan in 2020/21, Altonaer Wellpappenfabrik, which is part of the Panther Group, is again investing more than €10m in quality and productivity, to maintain its market position in Northern Germany.



## CUMBERLAND PACKAGING CHOOSE KOLBUS AUTOBOX MULTINOVA

To satisfy increasing demand for short to medium run boxes in a wide variety of styles, UK-based Cumberland Packaging have invested in a Kolbus Autobox MultiNova folder gluer. With its fast make-ready, the MultiNova will free up capacity on their larger volume automatic folder gluers.



The Kolbus Autobox MultiNova MN400 was delivered to their Southend sheet plant in early January. Installation was completed in a day with a further two days for training. Operators were running the machine at 1,200 boxes per hour by close of play on day one.

The Kolbus Autobox MultiNova is a multi-point gluer, ideal for short-medium and large run lengths of straightline and crashlock corrugated boxes. Set-up times are fast; five minutes for straightline and 15 to 20 mins for crashlock. It runs at average speeds of 1,500 to 2,000 boxes per hr with up to 4,000 per hr achievable on smaller boxes.

The MultiNova represents an ideal way to take three-point work in-house at an affordable price. It is a compact machine, the compression section is under the machine as opposed to after, saving considerably on floor space compared to more automatic machines. Although the MultiNova can be run by a single operator, up to three can be deployed depending on production requirements. One operator always collects the 90% closed boxes, finishing them and controlling the quality of finish using the squaring system to avoid fishtailing. This is an essential requirement to limit waste, especially when producing short to medium run lengths.

Mark Bennett, Production Manager, Cumberland Packaging, said, "We invested in the MultiNova to enable us to bring the smaller and awkward panel work in-house and to speed up the manual operation. We wanted to free up capacity on our large volume automatic folder gluers. We can set up the MultiNova for one to 2,000 straightline boxes and in that time will have increased our capacity on a high-volume machine significantly. The installation and training went well, quickly reaching quality and running speeds that we had planned for."

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### ISO 14001 FOR HINOJOSA PACS

Hinojosa Pacs, located in Pacs del Penedés, Barcelona has now received ISO 14001 certification. The plant has a system to recover 100% of the water used during the production process, an aspect that has contributed to the achievement of this environmental quality seal.

In addition, it has reached agreements with its suppliers of raw materials, such as inks, to guarantee the return and reuse of the plastic containers once consumed. In this way, the production of this waste has been considerably decreased.

Within the process to achieve this certification, the plant has included a system of visual instructions and signage to convey to employees which are the most sustainable habits. In addition, several training courses and environmental drills have been carried out among the staff.

Hinojosa Pacs is also a plant that is especially supportive of its environment, which has collaborated for years with non-profit organisations such as the Red Cross with product donations in food or toy collection campaigns, among others.

### FRIESE EXPANDS SALES NETWORK

Friese GmbH is enjoying success internationally, thanks to a solid worldwide network of sales and service specialists, ensuring their corrugating rolls can be distributed everywhere.

“Our partners work with passion and professionalism all over the world and thanks to their knowledge of individual markets and specific local needs, combined with our ability to create flexible tailor-made solutions, they allow us to satisfy any market and need,” says Philipp Heublein, Friese Senior Manager Sales & Service.

The company have recently expanded its sales and service network, with three new companies:

- Ercorr for Turkey;
- NOVA-LA for Latin America;
- Rinco for Mexico.

“I am sure that thanks to the commitment of Ercorr, NOVA-LA and Rinco, without forgetting and thanking the existing partner’s network all over the globe, we will be able to forge even stronger collaborative relationships and offer even more advantageous and innovative products for all our customers,” concludes Heublein.

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## Wrong facts and the problems they cause.



A famous author once said: “A lie will go round the world while truth is pulling its boots on.” It is the same with investments: What seemed to be good value at the beginning will often be considerably more expensive in the long run.

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TESCO PARTNERS WITH MONDI  
TO RECYCLE CORRUGATED WASTE



Mondi and Tesco Central Europe recently launched a new partnership, in which Mondi will purchase the retailer's warehouse corrugated waste to create recycled paper for the retailers' shopping bags. Tesco is working towards a net zero emission goal, in line with its sustainability targets to remove, reduce, reuse and recycle wherever possible and Mondi is able to contribute to this vision with its customer-centric approach, EcoSolutions.

For first time, Tesco has collaborated directly with a paper producer to turn its paper waste

"OUR ECOSOLUTIONS APPROACH MEANS WE COLLABORATE CLOSELY WITH OUR CUSTOMERS TO CREATE THE BEST POSSIBLE PRODUCT FOR THEIR NEEDS."

PAULUS GOESS, SALES DIRECTOR  
SPECIALITY KRAFT PAPER, MONDI

into a renewable resource in line with their circular economy goals. Mondi uses the retailer's corrugated waste to produce the EcoVantage grade, in which recycled and fresh fibres are combined to achieve a recyclable and high performing shopping bag. With the EcoVantage paper produced at Mondi's mill in the Czech Republic, this collaboration shows how suppliers can work with retailers across the value chain to develop circular systems and turn waste back into a valuable resource.

The use of fresh fibre in combination with recycled fibres has multiple benefits. Mondi's EcoVantage paper combines the strength, printability and appearance of a fresh fibre top layer with the sustainability advantages of a recycled fibre bottom layer.

Paulus Goess, Sales Director Speciality Kraft Paper, Mondi comments, "Our EcoSolutions approach means we collaborate closely with our customers to create the best possible product for their needs – using paper where possible and plastic when useful. We have been working on this project with Tesco for over two years, with the aim of reusing their warehouse waste to create a quality product that is strong in terms of performance, based on renewable resources, uses recycled materials and can in turn be fully recycled and ultimately contribute to a circular economy. Our EcoVantage paper allows consumers to re-use the shopping bag multiple times despite the recycled content and Tesco encourages its consumers to do so."

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## CARTRÓ INVESTS IN SECOND CORRUGATOR

Located north of Mexico City, Cartró S.A.P.I. de C.V., a corrugated sheet-feeder, has experienced significant growth. This prompted a capital investment for a second corrugator from BW Papersystems. The 'Performance Corrugator' is a 2.5m (98") wide single wall line and is scheduled to produce 6,000 tons per month. The new corrugator will be delivered and installed in the final quarter of 2021.

Cartró currently is running a BW Papersystems doublewall corrugator installed in 2013 at a greenfield site in Tepotzotlán. The facility was originally designed to accommodate anticipated expansion and the new corrugator will be placed next to the current one in the factory.

"In order to support future

growth, we needed to invest in new equipment, and expand our production," said Juan Javier Gonzalez, CEO. He added that Cartró is known to support their customers with reliable and short lead time delivery of high-quality corrugated sheets in Central Mexico.

The new 'Performance Corrugator' will meet the reliability standards demanded by González and give Cartró increased production. It offers high productivity and will feature BW Papersystems' splicers, Vanguard Singlefacer, RPS Express slitter scorer and the new Fusion Knife Upstacker. This corrugator line will offer automatic tension control, infusion pre-conditioning and the latest dry-end technology for optimal performance.

## HESSE TRADE TO DRIVE GROWTH IN HUNGARY

Miraclon has announced its new partnership with Hesse Trade, a Budapest based technology solutions provider that offers a wide range of solutions for the printing and printed packaging markets. As Miraclon's local distributor, Hesse Trade will be responsible for developing and implementing the sales, marketing and service support for KODAK FLEXCEL NX Solutions from Miraclon in Hungary.

Kris Sentek, Sales Manager for Central-Eastern Europe at Miraclon comments, "Central-Eastern Europe is a key growth market for flexo printing and we're seeing a host of opportunities for Miraclon in this region. So, we're pleased to confirm our partnership with Hesse Trade, a company with broad sector knowledge and strong customer relationships. We're confident that they will enhance our commercial and technical support for both existing and prospective customers in the region."

Zoltan Csarnus, Joint Managing Director at Hesse Trade remarks, "Flexo printing is gathering momentum in Hungary, particularly in areas such as corrugated and is becoming an ever-important technology for the packaging printing industry. We offer our customers only the highest quality solutions available and believe that for flexographic pre-press, Flexcel NX Solutions are



Left to right: Zoltan Csarnus and Andras Markos.

the best. We're certain that, with this technology, our customers will be able to achieve the improved press performance, reduced turnaround times, print quality and ultimately greater return on investment they've been looking for."

Andras Markos, Joint Managing Director at Hesse concludes, "At Hesse Trade, our goal is to support the accelerating transformation of the printing and packaging industries and we have full confidence that working with Miraclon will enable us to drive flexo's expansion in Hungary."

## LAMINA FOLDER GLUER FOR CHALLENGE PACKAGING

Eastbourne, UK-based Challenge Packaging has recently commissioned a crash-lock gluer from Lamina System.

The compact 14.10 gluer is a fully automatic folder gluer that is equipped with a non-stop suction belt feeder and a variety of guides and belts to handle standard one-point boxes or three-point crash-lock boxes. The simple batch separation system prior to banding makes it very operator friendly. The machine has been placed on rails, meaning sections can be easily rolled apart to give full access during set ups. This new Lamina gluer will compliment existing gluers at Challenge, enabling some flexibility and increased production which is much needed due to a huge increase in orders.

In addition, Lamina has retro fitted a feeder and bobbins to a Lamina taping machine that was installed 18 months ago. This will help with the growing need for e-commerce packaging.



Left to right: Martin Coppard, Mirza Kadric and Neil Thayer (Lamina Sales Agent UK & Ireland).

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## C&T INVESTS IN SUSTAINABLE MANUFACTURING

C&T Matrix set an objective to reduce manufacturing waste by up to 40% by 2022 through initiatives such as recycling selected waste streams produced during manufacture. It is doing this by transforming manufacturing processes at its UK production plant and investing in new technology.

To achieve this goal, the company has recently invested in new equipment including extruders, laser measuring devices and routing gear, which will allow the company to increase its output of single piece matrix. Single piece matrix not only reduces the amount of trim and scrap PVC material produced, it also offers end user benefits in terms of the overall accuracy of the

channel and integrity of the matrix shoulders. The new laser equipment measures the single piece matrix during manufacture to ensure uniformity, allowing for adjustments to be made and thus avoiding waste.

C&T has also introduced other sustainable measures such as the recycling and the reuse of its locator component throughout the factory, as well as a move to more environmentally friendly product packaging.

Simon Shenton, Managing Director, C&T Matrix said, "The introduction of single piece matrix production will prevent 60-70 tons of waste per annum. Cultivating sustainable credentials is a long-term strategy for C&T. Ongoing operational improvements, increasing the reuse of internal waste and investing in new



planning and manufacturing technology is part of a wider strategy which we will continue to review and implement."

## NEW BW PAPERSYSTEMS RDC FOR GULF CARTON

Marco Angeli, New Equipment Sales Leader at BW Papersystems, has confirmed that the company recently started up a new four colour GGX RDC at long standing customer, Gulf Carton, in Saudi Arabia.

The new flexo rotary die-cutter was installed in 2020, but due to travel restrictions, BWP engineers had to undertake final commissioning remotely, with the assistance of the operators at Gulf Carton.

"Gulf Carton were already running two lines from our company – an older United rotary die-cutter and a BWP 2.8m flexo folder gluer installed in 2018 – so they have good experience with our equipment," explains Angeli. "The company, which is managed by Engr Meshari Al Jabr, placed their faith in us once more by confirming the order for the new rotary die-cutter. The aim of the investment is for Gulf Carton to increase productivity and quality to grow its market share even further in the Middle East."

## NEW INKJET ENGINE FOR KING TAU

Chinese OEM, King Tau, has launched a new industrial-grade print engine, incorporating Xaar's advanced printhead technologies.

The 'Magic Cube' utilises Xaar's TF Technology and High Laydown Technology to provide users with significant performance improvements for industrial inkjet printing.



"XAAR'S SPECIALIST TECHNOLOGIES DELIVER REAL VALUE FOR OUR CUSTOMERS AND DIFFERENTIATE OUR BRAND FROM COMPETITIVE PRODUCTS."

MR TONG, MANAGING DIRECTOR OF KING TAU



Xaar's TF Technology allows fluids to flow directly past the back of the printhead nozzle at high flow rates. This prevents the nozzle from drying out, increasing its open time and ensuring that the printhead is continuously primed for trouble free start-up, even after periods of non-use.

Guangzhou based King Tau has more than 20 years' experience in the development of solutions for many different industrial inkjet applications. The partnership with Xaar for the launch of the 'Magic Cube' print engine has further enhanced the company's reputation for high quality and performance inkjet printer manufacturing.

"Our trust in the technical reliability and durable performance of Xaar's printhead technology were key to our working together," said Mr Tong, Managing Director of King Tau. "In addition, Xaar's specialist technologies deliver real value for our customers and differentiate our brand from competitive products."



## SÜDWESTKARTON ADDS DIE-CUTTING CAPACITY

Südwestkarton GmbH & Co. KG, based in Illingen, Germany is continuing its investment strategy and has added another flatbed die-cutter to strengthen its machine park. This BOBST MASTERCUT high-end die-cutter is especially suitable for producing high-quality transport and sales packaging and expands the previous die-cutting facilities.

Following the commissioning of a new rotary die-cutter in the Panther plant in Illingen in recent months, this additional flatbed die-cutter has now been installed and successfully brought into operation. In April, the folder-gluer will be upgraded by adding a Silicone Paper Applicator and a Tear Strip Applicator for online retail and e-commerce packaging solutions. The renewal of the central palletiser system for finished goods, which is scheduled for the middle of the year, represents additional measures to optimise productivity and quality.

All the new plants are designed for precision and have a highest level of automation. Total investment for the project is over €12m.



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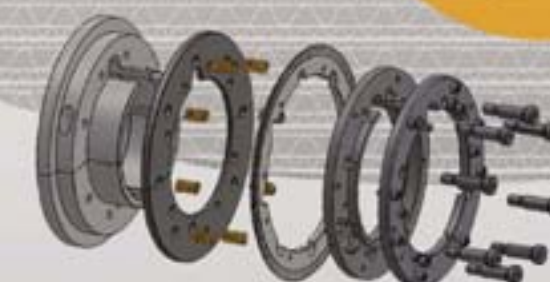


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# KAGAZY RECYCLING CHOOSE BOBST

LEADING KAZAKH CORRUGATED PRODUCER EXPANDS CAPACITY FOLLOWING INSTALLATION OF NEW EXPERTLINE.

AN ARTICLE BY EUGENE GERDEN.



**K**agazy Recycling is part of Kazakhstan Kagazy Group of Companies, one of the largest corrugated producers in Kazakhstan and the Central Asian region. The company is expanding its capacity this year, following the installation of a new BOBST EXPERTLINE 1.6 flexo converting line at its plant in the Abay area of the Almaty region.

The capacity of the new Bobst line is 6,000 sheets per hr, in sheet

sizes up to 1600 x 1100 mm. The line includes an EXPERTCUT 1.6 flat bed die-cutter, a three colour FLEXO 160-VISION and BREAKER blank separator. The line is equipped with an extended sheet-delivery unit, which provides an additional opportunity for drying and allows for the installation of dryers as well.

"This is the already the sixth Bobst line installed at the factory," explains Yelena Kashafutdinova, Corporate

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AT PRESENT THE ANNUAL VOLUME OF WASTE PAPER PROCESSING IN KAZAKHSTAN IS ESTIMATED AT ALMOST 300,000 TONNES, A SIGNIFICANT PART OF WHICH IS ACCOUNTED FOR BY KAGAZY RECYCLING.

Affairs Director, Kazakhstan Kagazy Group of Companies. “It is part of the company’s plans for further modernisation, which will be achieved by the installation of new equipment in the short-term.”

In recent years, the company has completed significant technical modernisation, which resulted in the installation of new equipment, including other Bobst lines and a new corrugator from BHS Corrugated.

**Waste Paper Collectors**

Established in 2001 by the well-known Kazakh entrepreneur, Margulan Seisembayev, Kagazy Recycling is a vertically integrated company, from collection of raw materials (which takes place through its own network of collection points with further processing) to the production of finished corrugated products. The company uses OCC for paper production, which it then uses for corrugated production. The company relies on recycled papers, as there is a lack of timber and other wood materials in Kazakhstan – forests cover less than 4% of the overall area of the country.

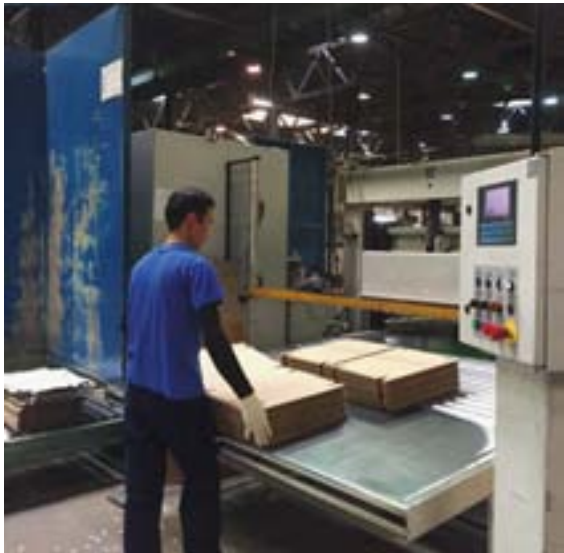
Due to the shortage of wood resources, Kagazy Recycling and other local corrugated producers have considered the use of other raw materials for their needs, but despite these attempts, most producers still believe there is currently no alternative to waste paper for the production of corrugated board in Kazakhstan. At present the annual volume of waste paper processing in Kazakhstan is estimated at almost 300,000 tonnes, a significant part of which is accounted for by Kagazy Recycling.

The company currently remains the largest corrugated board producer



in Kazakhstan, with about 50% share of the local market. At present, the annual output of the company is in the range of 150-170m sqm; its latest investment plans is likely to see this figure increase significantly over the next few years.

Several years ago, the company also launched the production of



mottled whitetop liner, with monthly output of 300 tonnes. As part of its plans, they expect to increase these figures up to 500 tonnes per month. The increase in this paper making capacity was to allow the company to be self-sufficient and no longer have to rely on supplies from Russia.

The Kazakh government, from

LOCAL MARKET ANALYSTS SAY THAT THE DEMAND FOR HIGH-QUALITY CORRUGATED PACKAGING IN THE CENTRAL ASIAN REGION WILL CONTINUE TO GROW IN YEARS TO COME.

its side, provides all the needed assistance to the company during implementation of their projects. For example, in order to ensure regular supplies of waste paper for the needs of the domestic corrugated industry, the government has recently imposed a ban on the exports of waste paper outside of the country.

**Good Market Opportunities**

The company currently produces a wide range of products, which are supplied for the needs of both domestic and foreign customers. The list of major customers of the company includes some

leading food enterprises of Kazakhstan and other Central Asian states, particularly Kyrgyzstan, Tajikistan and Afghanistan.

Local market analysts say that the demand for high-quality corrugated packaging in the Central Asian region will continue to grow in years to come, which will provide good opportunities for growth for both local and foreign corrugated producers, looking for opportunities to expand in the region.

The biggest opportunities are probably within Kazakhstan, although a significant part of the market is currently controlled by Chinese corporations. The presence of Chinese

business in Kazakhstan and other Central Asian states is contributing to a certain amount of a stable demand for corrugated packaging in the Central Asian region. In addition, the investment potential of the Central Asian region for producers of corrugated packaging could be associated with the generally low level of competition and saturation of the local corrugated board market, compared to the markets of Central and Eastern Europe. ■



Eugene Gerden is an international freelance writer who specialises in the corrugated and paper industries in Russia. He has worked for several industry titles and can be reached at [gerden.eug@gmail.com](mailto:gerden.eug@gmail.com)

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# PUTTING PACKAGING BACK ON TOP

WHY ENVIRONMENTALLY FRIENDLY PACKAGING REMAINS A PRIORITY FOR BRANDS AND CONSUMERS ALIKE

BY CHRIS MURRAY, MANAGING DIRECTOR UK & IRELAND  
PACKAGING DIVISION, DS SMITH

Choice has long been a key aspect that drives purchasing habits and consumer focus has increasingly moved towards products that are deemed

sustainable and environmentally friendly. With the 'build back better' narrative firmly in the fore of many of the nation's minds, sustainable packaging that enables more

ethical consumption is a change more people are making now when deciding which products to purchase.

Undeniably, green has gone mainstream and brands have responded to this demand. Previously deemed niche, packaging made from recycled materials is now booming, with brands more than ever looking at how they can innovate to make their packaging more ecologically sustainable.

This motivation not only supports them to build brand capital and meet customer demand; it also helps companies stay on the right side of current and future regulations aimed at reducing waste and environmental damage. To expand on these priorities, we will explore the importance of designing with the circular economy in mind, reducing

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excess packaging and including recycle or reuse as an element of all packaging designs.

### Going Circular

Developing packaging with the circular economy in mind presents a way for brands to work to design out waste and pollution from the onset, keep products and materials in use even at end of life and regenerate natural systems. A circular economy model minimised the total impact on the environment and can drive growth for the packaging industry.

Like many things, the COVID-19 pandemic has affected this as consumers adjust to the new normal with packaging playing an ever-greater role in people's lives. Fears around packaging safety are front of mind, but there's also an awareness of the environmental impact. Brands which remain committed to their goals around circularity and are innovating package design in new and exciting ways based around the concept of 'Reduce, Reuse and Recycle', are the brands which will undeniably succeed in the long-term.

To effectively achieve circularity, brands must think about the full lifecycle of the package – from the materials used in its production to what happens to it once it's in the hands of the customer – and consider ways to make these more circular. Changes don't always need to be drastic, with well-targeted design tweaks and simple alterations to materials creating an outsized contribution to the environment.

### Streamlining Designs

Whether the motivation is to reduce waste and help protect the environment, or simply to have more aesthetically pleasing and sleeker products – for consumers today, less is more. Businesses are responding, stripping back their packaging to its essentials only and were possible

“BRANDS WHICH REMAIN COMMITTED TO THEIR GOALS AROUND CIRCULARITY AND ARE INNOVATING PACKAGE DESIGN IN NEW AND EXCITING WAYS BASED AROUND THE CONCEPT OF 'REDUCE, REUSE AND RECYCLE', ARE THE BRANDS WHICH WILL UNDENIABLY SUCCEED IN THE LONG-TERM.”

CHRIS MURRAY, MANAGING DIRECTOR UK & IRELAND PACKAGING DIVISION, DS SMITH

removing contentious materials, such as single-use plastics.

Sustainability is driving a new breed of lean packaging that fits snugly to products. Designers can cut down on the materials used and the overall weight of the item, by using custom-fit packaging to package up products. This improves the overall efficiency and sustainability of the supply chain as when businesses ship custom fit products that is all they ship, no extra air.

But, design can go further than this and by thinking of the product and package as a whole, designers can come up with new, more sustainable iterations of their goods. This can include packaging that is redesigned to make refills easier, to enable new ways of consuming goods. Or, shelf-ready packing that reduces the amount of excess packaging used, as they are designed with the shelf in mind. The result of this thinking is a better shopping experience for customers, and a much more sustainable approach.

### Recycle or Reuse

Another key element to consider when creating designs for brands is to make it easier for consumers to recycle or reuse packaging – an area which is already riddled with confusion. At a minimum, once consumers have unwrapped goods, packaging should be fully recyclable. But for many brands, the aim now is to design packaging that has a second life beyond its immediate function. Designs are strengthening packaging for reuse purposes or introducing innovative ways for the

package to be given a new lease of life. In some instances, this means reuse, designing shipping boxes and bags for multiple uses. While for others, this means repurposing and designing a package so that it can be put to use in a completely different way. By simply adding instructions on how to transform the packaging into something else, e-commerce boxes can be doubled as toys for children, phone holders, desk extenders and much more!

Whether companies decide to recycle or reuse packaging, users respond well to brands that help them to be greener by giving them the information they need to know about their packaging. Designers can explore messaging or icons to provide clear instructions to customers on the recyclability of their packaging and what, if anything, customers need to do to optimise that recyclability.

### Looking Ahead

Helping to protect the environment is a lofty ambition, but that doesn't always mean you need to make huge changes. Sustainability will continue to be a pivotal design point when brands are creating and distributing packaging to consumers.

Consumers demand more from brands when it comes to being more environmentally friendly and the onus is working with a partner who has designed bespoke and creative solutions that have been tailored to each brand and their business needs. This ensures brands can uniquely and effectively design packaging that is fit for purpose and is as sustainable as possible for the health of our planet. ■

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# LOOKING UPWARDS!

MORE FLEXIBILITY FOR THE CORRUGATED INDUSTRY THROUGH INTRALOGISTICS AUTOMATION.

AN ARTICLE BY STEPHAN BRUNS, SALES DIRECTOR TECHNOLOGIES & SYSTEMS, WESTFALIA.



**A**utomated high-density storage solutions and intralogistics automation along the value chain help manufacturers of corrugated board and packaging to optimise their manufacturing to meet rising demand. Stephan Bruns, Sales Director at Westfalia Logistics Solutions Europe, explains the technologies the intralogistics expert uses to increase his customers' market flexibility.

The increasing product diversity spanning all branches of the industry, an increasing focus on sustainability, as well as the growing role of online trade, are opening significant market potentials for the corrugated industry. The ability to offer more individualised formats in various sizes has usually

meant expanding the footprint of the factory. Storing huge paper rolls or finished goods with a large surface area alongside the production line takes up valuable commercial space. It is still common practice to store paper rolls, sheets and finished goods in manual block warehouses.

## Limitations of Manual Intralogistics

The growing demand for newer and more special sizes of boxes, often also in smaller quantities, poses substantial challenges for the system of manual warehouses and intermediate storage. Additional commercial space is expensive. Ever longer transport routes that have to be covered by forklift or conveyor technology are becoming increasingly uneconomical.

In addition, there are intralogistics bottlenecks. In manual block storage, for example, frequent rearrangements are necessary to enable access to certain sizes. This leads to delays in production processes.

Furthermore, the ever-increasing variety of products causes an accumulation of expensive set-up times at the corrugator. The change of paper rolls required for that purpose costs time and money. Here, the use of intelligent automated warehouses can act as a buffer to exploit a significant potential of on-time delivery while simultaneously enabling more cost-effective production.

## Warehouse Technology

As an intralogistics specialist, we have implemented many successful projects in the corrugated industry.

An automated intermediate storage system allows for the storage of half-finished goods with a high degree of variety.

Westfalia Logistics Solutions Europe offers technologies that efficiently automate the storage of corrugated board and packaging along the entire production process. The corrugator must never stop operating. When dealing with comparatively few sizes, storage was normally a secondary concern. However, today significantly more complex and more automated solutions are required to meet the demand in an ever-increasing number of different sizes.

## Paper Warehouse

Does your warehouse still look like this? Forklifts place paper rolls on a free floor space. For a growing production, this means that this raw

material warehouse must increase its size. The required aisles and routes for the forklifts occupy additional space and must be taken into consideration. The forklifts can generally grip and transport one roll at a time. This multiplies the necessary travel paths for storage, retrieval and provision to the corrugator.

A solution could be the automated paper roll warehouse. The exact point in time when rolls are stored and retrieved is not a critical factor. An automated high-density storage system therefore allows multiple-deep storage of a single type of paper rolls. That means that on every level of the high-bay warehouse, multiple rolls are stacked in a row and accessed by

View into the storage and retrieval machine aisle with handover from the automated conveyor system







View into the SRM aisle with multi-deep storage of different pallet formats.

one storage and retrieval machine. Our patented load handling device Satellite® can handle the most varied

sizes and loads. The rolls are stored in dedicated palletless storage profiles designed by us.

Lesser used aisles and storage and retrieval machines for each storage space reduce construction and operating costs. When additional space is needed, the automated raw materials warehouse can be height-adjusted and therefore requires less surface area.

The vertical multiple-deep layout saves space and yet still increases the capacity. You are able to react more flexibly to the price of paper and build up higher stocks. The Savanna.NET® Warehouse Execution System operates the storage and retrieval machines and takes care of the warehouse management. It supplies the raw materials on a just-in-time basis.

#### The Intermediate Storage

Does your warehouse still look like this? Cut-to-size sheets are temporarily stored in the manual block warehouse or buffer sections throughout the entire production process. That means storage capacity



Conveyor system transfers palletless stacks of corrugated cardboard to the Satellite® load handling device.

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with a high area usage and long material routes.

An automated intermediate storage system allows for the storage of half-finished goods with a high degree of variety. The many variants are already reflected in the finished products. Piles of cut-to-size corrugated board sizes are therefore ideally stored without pallets either as a single unit or multiple units deep so that storage and retrieval machine with telescopic forks or Satellite® system can grip them.

Automated storage and retrieval using machines minimises the susceptibility to errors as well as the accident risks associated with manual operation. The overall system consisting of the mechanics, control device, and software supplies all half-finished products as required within the production process. Storage space is never wasted. Instead, it is always refilled as needed.

Additional capacity requirements on a restricted area can be easily met using a high-bay warehouse. Our self-manufactured storage and retrieval machines can handle small, medium and large sizes as well as varying loads.

Intermediate storage makes the production more flexible. After leaving the corrugator, a significantly larger batch of a certain product type can be manufactured for delayed orders. As a result, expensive set-up times are reduced and production planning is simplified. The automated and scalable intermediate storage makes this possible.

OUR AUTOMATED HIGH-BAY WAREHOUSES BASED ON SATELLITE® AND TELESCOPIC FORK TECHNOLOGY ENABLE US TO STORE GREAT VOLUMES IN A PARTICULARLY COMPACT, SUSTAINABLE AND ENERGY-SAVING WAY.

#### Finished Goods

Does your warehouse still look like this? Storing finished goods and being able to provide them smoothly for an on-time delivery is the most important job. Capacity requirements as well as the complexity of finished goods storage are increasing. More and more frequently, manual storage facilities quickly reach their limits. Retaining the retrieval speed to provide on-time deliveries requires more warehouse personnel and forklifts. A higher level of traffic within the warehouse also increases the risk of accidents and the probability that bottlenecks and delays in retrieval will occur due to errors.

Our automated high-bay warehouses based on Satellite® and telescopic fork technology enable us to store great volumes in a particularly compact, sustainable and energy-saving way – either in existing buildings or in self-supporting silo construction that does not require an additional storage building. The system makes the most use of all types and sizes of properties and warehouses.

Depending on the required accessibility, automated high-bay warehouses can be designed flexibly – everything from single-bay storage with quick access up to the multiple-deep storage of large single-variety batches. Automated high-bay warehouses bundle the logistics in centralised locations and therefore create synergies within the supply chain, if desired including automatic loading and unloading systems for lorries. ■

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# THE FUTURE OF HIGH SPEED FFGS

DAN BRUNTON INTERVIEWS INDUSTRY SUPPLIERS ABOUT MARKET TRENDS, NEW TECHNOLOGY AND THE PATH FORWARD DURING A VIRTUAL WEBINAR WITHIN THE CONNEXION COMMUNITY APP.



**F**lexo folder-glueers have advanced into powerful work horses capable of high speed converting of corrugated sheets. Machinery suppliers discuss how the current market trends of smaller order sizes, more frequent setups and high graphics packaging are impacting their application in a box plant.

**What is the future for high speed case making? Are we seeing a major change in how box plants are producing their packaging?**



**David Arnaud:** For Europe and the U.S. the average order size is still quite long – 13,000 to 15,000 feeds per job. Even

with the trend of reduced order sizes, the number is still high, so it makes sense to use a high speed case maker for those jobs. The COVID crisis is contributing to the rise in e-commerce which requires a high volume of standard boxes. This balance makes us think that high speed case makers have a bright future. Globally the market of our



box plant customers is a high volume market with very low margin on the single box. So even for short orders the speed to produce the box will be a key in the profitability. Of course the setup time for shorter runs will be important, but we cannot afford a slow speed even for these jobs.



**Giovanni Bettini:** I agree with David about needing high speed machines for long e-commerce orders. But you also have customers who are running very short orders, 2,000, 3,000, 4,000. In the case of this customer, 50% of the time is the setup and 50% is real production so because of that you need to produce at high speeds, otherwise you lose productivity.

**Regarding the number of colours, has there been a significant move from single to two, three- and four-colour?**



**David Arnaud:** We have seen a switch from offline processes to inline processes and this is pushing the number of colours on the machine. Still today, 80% of the jobs are two or less colours.

**The application of peripheral units, such as pre-feeders, bundlers and strapping systems, are very important. How do you advise your customers?**



**Enrico Galloni:** A pre-feeder, palletiser and strapper is important to reach high productivity for many factors. Operators can work faster during the order change. Factories are working with less people, especially now with the COVID crisis. But another important factor is the logistics. Without a pre-feeder



you see machines stopping because of lack of board incoming or because they don't have the right pallet. The pre-feeder makes sure the board is continually feeding and pushing the machine, and the palletiser is making sure what is produced at high speed is taken away and does not create a bottleneck at the end of the line.

It is important when designing the process that you see everything as a line – the feeder, case maker, bundler, palletiser. If you don't design it that way you could create much longer setup times.

Another important point is the focus on training. Many times the customer wants to buy a fast machine, but after one year they still don't know how to use it. So the peripheral is the solution but in some cases might also be the problem.







**David Arnaud:** The key word is automation. If you install a full line, automation transforms operator time into machine time. Once

you make it machine time you ensure the performance of the line. Some of the highest performing machines today are able to manage two orders in the line. The machine begins feeding the second order before the first order is finished. This a way to push automation and get the best from the full line concept. I think this is a key for the future of our industry.

**When you're working with customers in the North American market, how do you determine what's the right machine?**



**Paul Aliprando:** Most of the machines in the market today are open/close machines and are the work

horses of the industry, but the newer machines are set while run. We talk to customers about their product mix, the proper size machine and how many orders they run per shift per day. With an open/close machine you're going to have downtime. A lot of the new machines can set up in two or three minutes. If you're running around 10 setups a shift, you might want to consider a set while run machine. Some investments can be millions of dollars and it gets into what is going to be your trouble spot along the way. Most of the time it's not the press.



**Rob Garvey:** We start with trying to understand the work mix. Are customers looking to expand into new markets or

are they at a point where what they are currently doing is at maximum capacity? The first thing customers



tend to do with us is look at their product mix and the pinch points within that mix. And then we home in on whether the complexity of what they're trying to produce fits open/close or fixed architecture. Set while run fixed type machinery is hyper fast but it's important to look at the entire line. If you have a quick set machine it is critical that you have the front and back end sorted to match the speed of that machine. But that's more typical for simpler box types, one or two-colour work. If you are into more complicated box types where you need to spend more time setting up the slotter or involving the die-cutter more regularly, then you're probably losing the advantage of the fixed type because of the time spent setting up those other elements, which you could do on an open/close machine. We tend to find the open/close architecture gives the customers more ability to go after a more varied product mix, be it short or long run.



**David Arnaud:** Regarding the differences between the fixed frame and the open and close machine, I personally

think we are able to produce exactly the same boxes with both



types of machines. The bond is the performance, how good you are in the setups but also in terms of speed. Thinking about graphics, if you have a fixed frame machine you can add larger dryers than an open and close machine giving you more power and speed. When choosing which machine it's really a question of user-friendliness, performance, price and footprint in the plant.

**There's also the opportunity to print the box. David, your company offers high quality post print standalone offline machines. Has Bobst been able to move that technology to its inline processes?**



**David Arnaud:** We don't do anything different between the high graphics quality of an offline post print flexo and an inline post print flexo. It can be a case maker, a rotary die-cutter, an offline



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flexo printer. We guarantee the same quality, but we need all these different segments because the processes are different and customers are not making the same boxes. Today the expectation of the brand owners is the same whichever the process, and the converters make the box the most efficient way.

**Paul, how are you addressing preventative maintenance with your customers? As we move into Industry 4.0 and the Internet of things, connectivity is very important, correct?**



**Paul Aliprando:**

Absolutely and it's the access and data that the machine is giving you. The machine will tell you what the problem is. The maintenance person walking around with a 5-pound mallet to move a slotter head is not what we want anymore. What we're doing with IoT, analysing machine data and getting the anomalies verified is helping reduce some of that preventative maintenance and lowering the total cost of ownership of that machine.



**What does the next five to ten years look like in terms of the process of high speed case making? Will there be hybrid combinations with digital marking systems?**



**Enrico Galloni:**

It has been more than 10 years that digital printer suppliers have been telling us that they are going to kill us in the next year, but flexo is still here. Digital competes more with offset printing and the



advertising sector and covers a tiny segment of the boxes being made on case makers. As the demand starts growing we will need the capability to meet the needs of customers who are producing boxes that are stored in automatic storage systems and have to be individually tracked for the food industry or other sectors so the box must be individually identified. It's not huge at the moment but we see a growing demand of integration between flexo and small and faster digital, one and two-colour maximum. In the near future this will be one plant for sure.



**Rob Garvey:** We've all dreamed of a digital casemaker but the realities are slightly different. Flexo is a winner because it's

well proven, well known and cost-effective. It has taken digital a number of years to develop to where it is now.



The slight concern I would have with digital printing on case makers is you can't get the depth of colour that you can with a flexo. Track and trace ability on a box is a sensible approach, therefore a hybrid is a solution. I'm not sure if or when we will get to a digital case making line.



**Giovanni Bettini:**

I don't see digital printing replacing flexo printing in the next five to ten years. Also because of the COVID situation we have learned that people are buying more through e-commerce and e-commerce doesn't need high graphics printing. But they need the trackability of this box so it can be traced. This is something that

can be useful for high speed case makers because you need to produce high volumes for e-commerce but also to be able to track each box and we can do this with a barcode to determine what was inside the box and to what person it was delivered. This is the future I see with high speed case makers.



**Paul Aliprando:**

I see digital more for security and serialisation in the near term. I don't see it as a full colour option replacing flexo in the next five or ten years. The main thing plants need to look at is the reliability and uptime of the digital printer. When you need to maintain a digital printer a little

bit more than an ink chamber, that's going to create some issues.



**David Arnaud:**

Digital printing will be complementary to flexo printing. It will not replace it. One of the key points will be the total cost of ownership because of the price of the inks. Once we have reliable solutions, even for serialisation and once the ink price decreases, it will push the technology. For the future we will see more inside printing. There are some solutions on the market already for the premium experience and e-commerce. This solution will need to be more developed and the market is asking for it. ■

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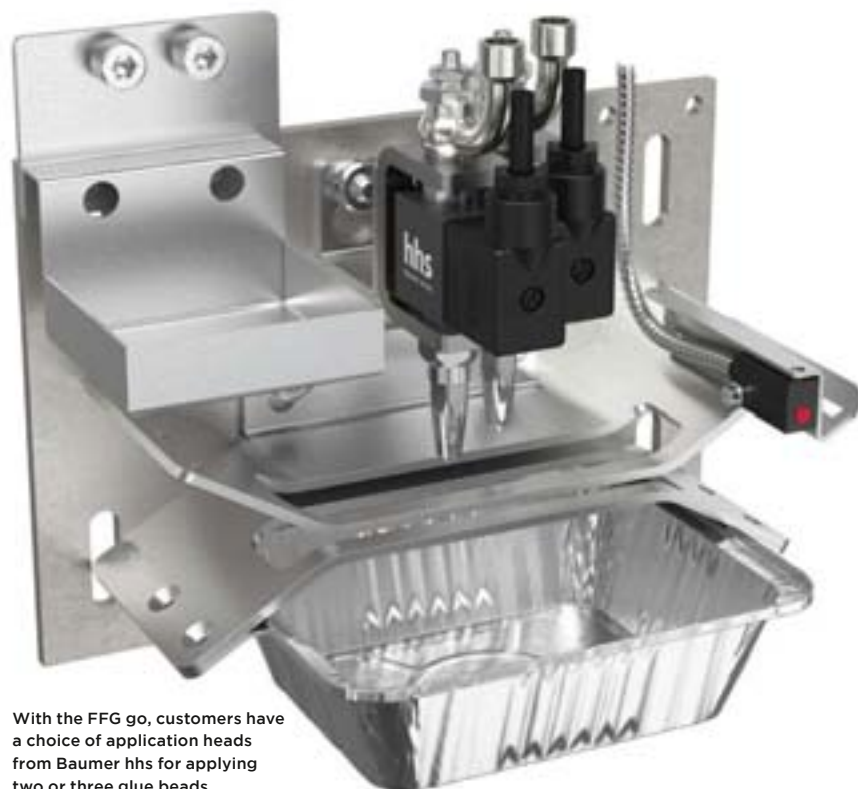
The Xact FFG go controller is the heart of the FFG go solution from Baumer hhs for adhesive application in the corrugated industry.

## FFG GO IS NEW

BAUMER HHS INTRODUCES AN EASY-TO-OPERATE SOLUTION, EXCLUSIVELY FOR ADHESIVE APPLICATION IN FLEXO FOLDER GLUERS.

**B**aumer hhs has launched 'FFG go', the name of a new solution designed for glue application in flexo folder gluers. This latest member of the company's 'go' product line offers simple, intuitive operation, but meets a variety of sophisticated demands on non-contact gluing in the corrugated industry. Developed for applications requiring gluing only, the company says all the 'go' products achieve an excellent price/performance ratio.

The 'FFG go' can operate 2-bead application heads based on DLK go technology for simple applications, or a 3-bead configuration based on P-500 technology for more demanding tasks. These multi-application heads can be flexibly adapted to customer requirements and are currently in use in over 1,500 flexo folder gluers around the world, guaranteeing high productivity and quality in continuous operation.



With the FFG go, customers have a choice of application heads from Baumer hhs for applying two or three glue beads.

The heart of the system is the Xact 'FFG go' controller, backed by the latest software and hardware technology. Its range of functions is geared entirely to the gluing process – giving customers the option of applying dots or lines. Programming the individual glue beads via the intuitive menu-driven interface couldn't be easier for machine operators. All they have to enter on the touchscreen is the top flap dimensions and the flap length. The Xact 'FFG go' also supports gluing on angled or slotted flaps.

With its Glue Save mode, it further ensures high-level sustainability and cost efficiency. This function converts the system from continuous to intermittent gluing, which can reduce adhesive consumption by up to 50%, without compromising the adhesive strength of the glued areas.

In line with the company's global orientation, machine operators can select one of 30 different languages

"WITH THE FFG GO, GLUE IS NEVER DISPENSED FROM THE NOZZLES AT THE WRONG ANGLE, NEVER SOILS THE FLEXO FOLDER GLUER AND NO BLANKS PASS WITHOUT BEING GLUED."

ANDREAS SCHNEIDERS, CORRUGATED BUSINESS DEVELOPMENT MANAGER AT BAUMER HHS

from the Xact 'FFG go' menu. The controller then shows all displays, help texts and error messages in plain text in the chosen language. In addition, the controller's memory can store the settings of up to 99 orders. These functions combined guarantee simple operation—and short setup times.

"With the Xact 'FFG go', machine operators can limit setup to the most essential settings, but they don't necessarily have to, because the new controller gives them the option of entering any additional settings required for a production order in subsequent menu levels," says Andreas Schneiders, Corrugated Business Development Manager at Baumer hhs. "When it comes to programming glue patterns and parameters, the Xact 'FFG go' basically offers all the functions of our higher-end Xtend range."

### Non-Contact

Baumer hhs offers non-contact gluing with electric heads, a method that offers the corrugated industry a variety of technical and economic advantages. The company says that this technology minimises maintenance and cleaning and eliminates the risk of glue smearing on the corrugated products. "Because the nozzles never touch the surface of the corrugated board, they don't suffer any wear and tear and dust doesn't impair their function," adds Schneiders. "Furthermore, the application heads need not be adapted to different material thicknesses. Similarly, the undulating surface structure has no influence on the quality of the application patterns. The beads of glue are applied uniformly every time. Light barriers from Baumer hhs make sure the

position of applied glue beads meets standard quality criteria at all speeds."

He continues, "There's a persistent rumour in the market that non-contact gluing requires a greater investment than contact gluing. With the 'FFG go', Baumer hhs provides evidence to the contrary, which becomes even more convincing when you consider the total cost of operating a contact system, including maintenance, cleaning and wear. The 'FFG go' features an automatic cleaning function. Before gluing resumes after a brief interruption in production, a minimal amount of glue is ejected into a disposable aluminium or cardboard tray to prevent the nozzles from drying out. The application heads can start reliably applying glue to specifications right away, for instance after a job changeover. In other words, with the 'FFG go', glue is never dispensed from the nozzles at the wrong angle, never soils the flexo folder gluer and no blanks pass without being glued. For extended interruptions in production, the application heads can be manually shifted into an optional water bath also from Baumer hhs. It reliably protects the nozzles from drying out for hours."

The 'FFG go' is supplied as a complete package, including a pump with automatic or manual adjustment as an option. The automatically controlled pumps adjust adhesive pressure to the production speed, guaranteeing uniform glue application at all times. The lower-cost, manually set pumps are ideal for production machines with minimal speed variability. The standard package includes a pump with a maximum adhesive pressure of 30 bar. Pumps suitable for a higher adhesive pressure are also available. ■



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# GREAT FOR THE ENVIRONMENT, GREAT FOR BUSINESS

SUSTAINABLE CORRUGATED PACKAGING WITH NO COMPROMISES

BY ADI SHORER, PRODUCT MANAGER, HP INC



Sustainability has become a game-changer for businesses of every type. It is said that 75% of millennials and Gen-Zers prefer to engage environmentally conscious brands that offer sustainable impact. But this is not mere lip service; they are willing to pay more for sustainable products and environmentally friendly packaging. According to a 2020 study, 33% of consumers will avoid plastic packaging if they can, while 86% of consumers believe corrugated boxes are easy to recycle.

The advantages of corrugated packaging go beyond just recycling. It is circular by nature as a paper product; on average, new corrugated

packaging is made from 89% recycled materials and it's 100% recyclable and bio-degradable. It also has a longer lifecycle than other forms of packaging, as often used multiple times. In other words, it's a great example of the circular economy – of a new, more sustainable way to produce and consume – without putting profit ahead of our planet.

## A Circle of Sustainability

HP is recognised as one of the world's most sustainable companies and as such, its sustainable impact spans the entire value chain of HP's PageWide Corrugated business. HP PageWide technology is part of a Circle of Sustainability. From the raw materials, through printing and conversion, to consumption of the products and the reuse or disposal of the corrugated packaging.

The Circle of Sustainability begins with the raw materials that provide worry-free production using HP true water-based inks. HP's water-based inks contain no hazardous air pollutants. They have received the UL ECOLOGO certification for human and environmental safety, benefitting the employees who produce them, the consumers who experience them and converter employees who use

them. Additionally, all of the inks' components comply with the EuPIA exclusion policy and are manufactured under Good Manufacturing Practices.

The next step in the Circle of Sustainability is the digital production of corrugated printed products. It could be argued that digital printing is inherently more sustainable than analog printing. Whether you need a single prototype today or thousands of boxes tomorrow, digitally printed packaging delivers what you need when you need it. This saves on costly and wasteful make-readies and overruns as well as inventory costs. As a process, digital printing is also more sustainable, eliminating the use of printing plates and harsh cleaning chemicals and with HP's presses automatic press cleanup processes that minimise water usage. Finally, HP's non-contact printing method lets you use lighter-weight papers that reduce the consumption of raw materials and CO<sub>2</sub> emissions from transportation and delivery.

Consumer packaging consumption is one of the most important phases of the Circle of Sustainability. With no detectable odour and 100% free of UV reactive chemistries,

WITH NO DETECTABLE ODOUR AND 100% FREE OF UV REACTIVE CHEMISTRIES, CORRUGATED PACKAGING PRODUCED USING HP PAGEWIDE TECHNOLOGY IS IDEAL FOR REPLACING PLASTIC PACKAGING THAT IS FREQUENTLY USED WITH FOOD AND SENSITIVE PRODUCTS.

corrugated packaging produced using HP PageWide technology is ideal for replacing plastic packaging that is frequently used with food and sensitive products. In addition, corrugated boxes are often multi-use, serving as shipping containers, point-of-sale containers and on-shelf containers in retail stores. HP PageWide inks are both sustainable and safe, meeting brands' packaging safety requirements as well as the EU framework for food packaging, Nestlé guidelines and Swiss Ordinance.

The final phase in the Circle of Sustainability is recycling and disposal. Reuse and recycling represent a real change from the traditional, linear economic model that has been based on take-make-consume-throw away. We no longer have large quantities of cheap, easily



accessible materials and energy. The hidden costs of waste are also no longer hidden: we see them in global warming and overflowing landfills.





The world's biggest consumer brands have made a public commitment to make packaging 100% recyclable or reusable by 2025. Collaborating with HP puts packaging converters in a position to be the go-to packaging suppliers for brands vigorously working towards fulfilling their commitment to sustainability. Packages produced with the HP PageWide technology meet both the PTS and DIN CERTCO standards, certifying that they are harmonious to standard recycling and composting processes. Even if they're not reused or adequately recycled, neither will they occupy landfills for dozens of years but naturally disintegrate without contaminating soil or groundwater.

#### Larger Digital Economy

Corrugated packaging produced with the HP PageWide corrugated presses is the right solution for those who care for the environment. While the COVID-19 pandemic caused seismic economic shifts and upended many industries, it accelerated processes that were already changing the way we buy goods. In the USA, e-commerce grew in 2020 by an astonishing 32% to

CORRUGATED PACKAGING PRODUCED WITH THE HP PAGEWIDE CORRUGATED PRESSES IS THE RIGHT SOLUTION FOR THOSE WHO CARE FOR THE ENVIRONMENT. WHILE THE COVID-19 PANDEMIC CAUSED SEISMIC ECONOMIC SHIFTS AND UPENDED MANY INDUSTRIES, IT ACCELERATED PROCESSES THAT WERE ALREADY CHANGING THE WAY WE BUY GOODS.



reach \$791bn with four to six years' growth in just three months.

To meet the growth in e-commerce and the demand for digital packaging, brands are looking to work with packaging manufacturers to create packaging solutions with longer lifecycles, from the factory to the consumer, without compromising their sustainability commitments. In just a few years, HP corrugated packaging with sustainable printing

has proven its ability to deliver high-quality, high-resolution printing that supports brands with no compromises. When used for shipping directly to customers following online purchases, the shipping box can also deliver brand experiences through augmented reality and custom messaging while assuring customers that companies can offer sustainable impact without compromising on the planet or profit. ■



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# SELLING PERSONALISED PACKAGING

## THREE THINGS YOU NEED TO EXECUTE!

**P**ersonalisation is more than adding a name to the print. It can be so much more. Regionalising, localising, and customising based on upcoming holidays, sporting events and other brand-based tie-ins add value beyond the cost of goods sold plus a margin-based mark-up.

Personalisation has developed a challenging persona in the world of print. At one end of the gamut are those who believe that adding names and using customer profiles to drive the selection of images enhances the customer experience. At the other end are those who say that a plain package or display is as effective as one that

is customised to the target audience. The opportunity is somewhere along that continuum, a bit more toward the end that embraces the creation of packaging that intrigues and enhances the customer experience.

Selling packaging as a customer experience and not purely as a primary or secondary container is not the same as taking orders for pallets of corrugated boxes in kraft brown or an upgraded gloss white. Selling this type of packaging takes a new approach, an understanding of the in-house capabilities and a talk track to get the attention of packaging buyers. Like many of the workflow processes that drive optimised production, the sales process should begin with an honest assessment of current methods.

### THE SALES PROCESS MAPPING

Source: Keypoint Intelligence



## Newest member of the bcm storage family

**W**e offer manual, semi-automatic and fully automatic storage systems which are easy to use, safe and flexible, with the option to be customized to fit almost all storage needs within a large range of packaging industries. bcm transtech is supplier of packaging storage solutions for industries that include corrugated, flexible, and folding carton, among others.

The bcm SmartStorage is our new name for our semi-automatic concepts and is the newest storage concept in the bcm family. It consists of a semi-automatic crane that can be used for different storage solutions and rack-types. The first bcm SmartStorages were installed during 2019 in Europe and since then more bcm SmartStorages has been sold and installed successfully. Early 2021 we could also install the first bcm SmartStorage In the USA.

*At bcm we have decided to rename our storage solutions. Our manual solution is now called "bcm PrimeStorage" our semi-automatic solution is called "bcm SmartStorage" and our full-automatic solution is named "bcm AutoStorage"*

It is fair to say that the SmartStorage concept is a merge between our full-automatic "bcm AutoStorage" concept and the bcm bestseller, the more manual crane, which we today call the bcm PrimeStorage. With the bcm SmartStorage you will still get a manual handled crane, moved around in the storage by an operator, but you can have many automatic and smart options of software, sensors and scanners that makes the bcm SmartStorage almost as smart and clever as our bcm AutoStorage – our full-automatic storage concept. The SmartStorage crane is able to handle cassettes, rotary dies and printing plates and come in 15 different combinations depending on what tool the customer needs.

The SmartStorage come with a lot of automations features such as automatic level detection and die positioning in the rack system and much more. However, the bcm SmartStorage is also available with several software- and hardware options that finally can make the bcm SmartStorage almost as automatic and smart as the bcm AutoStorage.

### Benefits

#### Maximum safety and user-friendly

The automation level in the bcm SmartStorage solutions makes it very easy and safe for new operators to use the crane correctly in the storage. The bcm SmartStorage minimize mistakes caused by human errors and lack of product training and correct use of the crane operations. The crane is equipped with a statutory emergency device and is CE-approved. Operators will avoid heavy lifting and other discomforting operation measures.

#### Streamline the workflow for your operators

With a bcm SmartStorage you can organize your storage easily and effectively. One bcm SmartStorage can even handle both flat bed dies, rotary dies and printing plates with one and the same crane. The bcm SmartStorage can be either in a single rack design or double rack design. Easy handling and transportation of your dies and printing plates to and from production with the bcm trolleys.





Selling digitally-printed corrugated packaging with the best margins starts with a careful assessment of the sales team, their capabilities and their understanding of the goals for the products that can be produced by the equipment.

### Assessing Your Sales Process

Sales teams come with a variety of experience, so start by asking some **basic questions**.

1. Who has sold digital print?
2. Who has sold variable text and imaging products?
3. Who has experience selling to brands and other print buyers who think in terms of campaigns?

This simple assessment helps you to rank your sales team members based on their experience with digitally printed products. Those on the team who lack experience with variable digital print may need more coaching than those with previous experience.

The next set of questions focus on what the team knows about the **print and finishing capabilities of the organisation**.

1. Who can detail the current capabilities of the printing technology?
2. Who understands the finishing options?
3. Who understands the requirements of the customer print file?

The answers to these questions can be complicated. How fast the machines can run impacts how fast jobs can be completed and delivered. Print width influences the final size and other design aspects. Finishing options, which might be inhouse or outsourced, can vary from simple fold and glue to more sophisticated requirements that add foiling, gloss and other postprint finishing options to high-value jobs.

Consider how sales teams hunt and farm in their sales roles. Where are potential new customers for digital packaging that features customisation options? What current customers serve local, regional, national or global communities? How would you assess the team's capabilities to create the right stories to intrigue new and existing clients with new products focused on the high-value options for regionalisation and other custom options?

And, finally, what does the competition for personalised packaging look like in your geography? Are you the only innovator or have others added capabilities to their production floors that will provide competition for these types of jobs? Competition isn't necessarily bad because it raises the talk track in the market. However, it is essential to know who else is in the market and what capabilities they bring to the market.



### Using the Learnings

An assessment is only as good as what you do with it. Don't fall into the habit of evaluations that fail to result in changes in process and changes in accountability within the organisation. The assessment should produce a focused list of your next steps.

#### 1. Sales Education:

This is not education about how to sell, but what you have to sell. How does the team rate in their level of understanding when it comes to your capabilities today. How many have kept up-to-date on everything you can offer and what partners you work with to expand your options? Do they understand your cost of

goods sold? This is directly related to the discounts they might ask for on behalf of their prospects.

#### 2. Sales Training:

Does the team understand the expected steps of sale, including everything from prospect identification to getting the deal closed? Tenured sales team members may have created shorthand workarounds that have been accepted. Are they still viable? Is it time to consider some coaching to bring the team into alignment on expectations and accountability?

#### 3. Product Development:

In the digital printing for corrugated

market, the ability to produce personalised and customised products may be new to your clients. The best way to ensure that the sales team sells what you can do and that clients understand what you can do is to create specific products. You might do this in cooperation with a panel of your customers, or by looking at samples at trade exhibitions. You might ask your in-house designers to create boxes and displays that push your limits to show what you can do. Remember to identify the cost of the product so that when it is time to insert each new product into the quoting engine you will be ready.



### Creating the Repeatable Process

To create personalised or customised products requires work in the design process, the print file production and in the final production tracking. Designs that rely on data to trigger the final custom output will require that data in specific formats and testing will be essential. You will need to agree an approval process with your customer, such as delivering a PDF of the final print run if that is practical. And, when you produce this type of work, you need to codify where each piece is going. Items with specific names will have one path, while customised pieces meant for specific stores or regions will have another tracking process. There will be many steps, but documenting them ensures that they are repeatable, which means that the sales team can rely on the right jobs going to the right customers.

The recommended path is to consider a Crawl, Walk, Run approach that begins with simple regional or store-based customisation and grows into adding more customisation and finally full-scale production that permits every item in a job run to be unique. At each step in your evolution, revisit your pricing models and ensure that your cost models are adequately reflected in your quoting and estimating processes. And then, in the words immortalised on many shampoo bottles – lather, rinse and repeat! ■



Pat McGrew is an analyst and industry educator. She has a background in transaction print, data-driven customer communication and production printing with offset, inkjet and



toner. Co-author of eight industry books, Editor of A Guide to the Electronic Document Body of Knowledge, and regular writer in the industry trade press, Pat won the 2014 #GirlsWhoPrint Girlie Award for dedication to education and communication in the industry, and the 2016 Brian Platte Lifetime Achievement Award from Xplor International. Find Pat on Twitter @PatMcGrew and on LinkedIn.

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scale variable ink droplet technology, and the print head can sense three consecutive pulse signals, which makes the image of the printed pattern more delicate and vivid.

Hanway is a producer of industrial single pass printing equipment under the HanGlory Group. It is committed to promoting the development of digital inkjet technology in the corrugated industry, providing advanced equipment R&D, manufacturing and application solutions.

Hanway's Glory1604 is equipped with 56 industrial-grade piezoelectric ceramic print heads. Through four-colour printing, the productivity can reach 150m per min. The Glory2504 can be equipped with up to 80 industrial-grade piezoelectric ceramic print heads, multi-level grayscale printing, up to 20 print heads per colour, with a maximum productivity of



17,773 sqm per hr, achieving higher value large-format application.

In the application of corrugated multi-pass printers, Hanway brings the new Highjet2500B-UV to offer more choices to customers, and 8-10 industrial-grade piezoelectric ceramic print heads achieve 298 sqm per hr.

Like the products of other subsidiaries of the HanGlory Group, the Glory and HighJet series of Hanway mainly use industrial-grade piezoelectric ceramic print heads, helping users bring corrugated digital printing to the next level. ■



# PIEZOELECTRIC CERAMIC PRINT HEADS

HANWAY USES ULTRA-HIGH SPEED INDUSTRIAL-GRADE PRINTHEADS.

A high-quality print head can guarantee the final speed and quality of printing, which is the heart of a digital printer. HanGlory Group independently develops the print head drive technology and has accumulated more than ten years of industrial-grade print head research and usage experience.

Today, every product line of the HanGlory Group is equipped with industrial-grade piezoelectric ceramic print heads and independently developed a drive system for this series of print heads, mastering key technologies such as grayscale

control, waveform adjustment, ink circulation, intelligent negative pressure and ink matching. The multi-level gray-scale inkjet technology lets the resolution of the printed image reach the level of SLR, while ensuring highest printing quality.

Industrial-grade print heads must not only contain thousands of nozzles, but also ensure its sensitive induction to voltage pulses. Additionally, the print head can operate for a long time without interruption. In this field of extreme process, industrial-grade piezoelectric ceramic print heads have attracted much attention and have been praised.

As for most print heads on the market, a single print head can handle around 1500 nozzles, while industrial-grade piezoelectric ceramic print heads enable 2656 nozzles arranged densely in a small space. Compared with the ordinary print head with the firing frequency of 20KHz, the firing frequency of industrial-grade piezoelectric ceramic print heads can reach up to 40KHz, which means that a single print head can jet 40,000 ink drops per second.

In addition, the size of the ink droplets by ordinary print heads is fixed. But the industrial-grade piezoelectric ceramic print head can realise the gray-


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## HELPING UK CONVERTERS ACHIEVE BETTER PRINT

VICTORY GRAPHICS TAKES THE KODAK FLEXCEL NX ROUTE TO GREATER ON-PRESS EFFICIENCY AND HIGHER QUALITY.

If a single image can show what a business is all about, the cat on the gin box is the one that does just that for Victory Graphics. The attention-grabbing combination of dark black tones, a fine image and bright reverse-outs are exceptional enough, but when you consider it was produced on a 20-year-old press using a single KODAK

FLEXCEL NX plate, thus eliminating register issues and reducing cost, it becomes extraordinary.

Helping printers produce flexo packaging that combines such high quality and remarkable on-press efficiency is all in a day's work for specialist flexo pre-press business Victory Graphics, based

in Portsmouth, UK. In the case of the cat image, the impressive print was produced by Newmarket-based Caps Cases, where print manager Wayne Booker, supported by Victory Graphics, is continuously driving print quality on such challenging jobs using Flexcel NX plates.

### Diversification

In 2016 Victory installed a Kodak Flexcel NX System, featuring a large-format 50" x 80" imaging unit capable of producing any size of plate. Looking back, Karl Pampus, Managing Director, credits the Flexcel NX System from Miraclon with setting the company on the path to the reputation it now enjoys in the corrugated market. "With Flexcel NX we can provide customers with a plate technology that's superior – one that delivers not only consistently high quality, but also really significant production efficiencies and cost savings."



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KARL PAMPUS MANAGING DIRECTOR AT VICTORY GRAPHICS

Pampus goes on to describe the majority of Victory’s customers as independent corrugated plants that are striving for quality despite often having older, lower-specification presses. He says, “With Flexcel NX plates, the press can produce work that combines excellent coverage in solid areas with crisp reverse-outs and fine tones. In turn, this means we can reproduce both line and tone using just the one plate, instead of one plate for each. Essentially, we lift the quality these plants produce from standard to premium, giving them the ability to compete for work they previously thought was beyond their capabilities.”

The system’s combination of flat-top dot technology and advanced plate surface patterning makes this possible. Flat-top dots deliver true print consistency through true 1-to-1 reproduction between the digital file and the physical plate structure, while Kodak Digicap NX Patterning enables surface structuring to be applied to all print areas on the plate, including very small dots, aiding precise metering of ink for each print element. The plate surface can therefore be tailored to specific print requirements and press specifications.

Pampus continues, “Avoiding pinholes and areas where there’s too much ink not only produces brighter colours with reduced ink usage, it also allows the press to run faster. The even spread of ink on the plate gives homogeneous coverage, while the lower pressure results in consistently good transfer. In addition, lower-volume aniloxes can be used with associated savings on ink.”

There are significant operational benefits for the printers, adds Dean Darby, Operations Director. “Customers



Karl Pampus, Managing Director at Victory Graphics.

regularly tell us how much faster they get to colour, which reduces make-ready waste. And with Flexcel NX plates

they don’t have to clean as frequently on long runs; we’ve had customers reduce cleaning by over 50%.”



Karl Pampus, Managing Director and Dean Darby, Operations Director.

### Conversions

In common with many Flexcel NX plate users, Victory sees considerable scope to transition litho-laminated jobs to flexo post-print and gravure jobs to flexo. One such opportunity currently under discussion with a leading brewery – the outer case for a premium-label beer – could yield five-figure cost savings with a switch to flexo. Pampus says, “What helps us in these discussions is Flexcel NX’s consistent ability to match proofs and samples produced by the incumbent technology – that consistency in delivering print results makes the difference. Sure, with other plate technologies it’s possible to get good results by tweaking parameters on the press, but with Flexcel NX it’s the certainty

of getting results so quickly that makes press passes a routine task.”

Looking to the future for corrugated, Pampus expects the visual appearance of outer packaging to become even more important to brands, influenced in part by the acceleration in e-commerce in the wake of COVID-19 and the growing ‘unboxing’ phenomenon, whereby social media users share videos of product unpacking. “These developments will in turn put pressure on corrugated to achieve higher quality,” he says.

He acknowledges that there are pressures on printers too – the perennial ones on prices and margin. “These trickle down to suppliers like us, of course, and our response is to become more efficient, more productive. We’ve invested just over

£500,000 in the last year on measures to achieve this, including the recent installation of a new MIS.” Darby adds that last year the company also more than doubled the production area with the addition of a mezzanine floor – a sure sign of confidence in the future.

Victory is also responding by continuing to do what it has done so successfully to date: exploiting all the advanced features that set Flexcel NX plates apart from the competition, constantly seeking further improvement. Pampus concludes, “At the heart of the business are innovation and continuous improvement across our complete offering, all with the ultimate aim of giving printers the print quality improvement and cost reductions that will help them succeed as well.” ■

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Angelika Christ	Workshop	industry and			
	23 February 2021	social media			
		channels			



## Editorial



**Angelika Christ**  
Former FEFCO  
Secretary General

Dear Reader,  
What a metamorphosis FEFCO has gone through in the last 25 years – the same time I have spent in the Corrugated industry! During the late nineties, FEFCO was still

a congress organisation, with occasional studies to be presented there. The lack of sufficient communication work led to the founding of a competing institution called ProBox – a move not really strengthening the industry.

In early 2000, FEFCO moved from Paris to Brussels, after intense discussions on whether political work should be on the agenda or not (!). Unbelievable today. Fortunately, the federation decided that Corrugated needs to be near EU policy makers, so Brussels was the logical choice. As a follow up, FEFCO and ProBox merged, chapter closed.

By mid-2000, FEFCO started to become more professional in two new areas: the political work at EU level by hiring a policy advisor, and the work with retail, in order to outweigh the growth of RPCs in major markets of our industry. For many years following, FEFCO developed standards for F&V trays (CF, CFQ) to have a better standing with the big retail chains. At the same time, FEFCO focused on communication and reached a level that today is outstanding.

Since the late 2000s, FEFCO became more efficient in these new areas, by strengthening at the same time the traditional work for congresses. The Technical Seminar today is a unique and successful event again, serving both corrugated members and the suppliers. The last Summit in Stockholm was an unforgettable meeting under the beautiful Scandinavian sun.

Yes, I am proud on what FEFCO stands for today: credibility with policy makers, efficiency in organising events and congresses and creativity in communication. All of that could only be reached with the support of members and the FEFCO team, whom I would like to thank for their dedication.

The coming years will also bring changes; FEFCO needs to react more to the increasing complexity of EU regulation lately and needs to focus more than ever on policy issues. I wish Eleni Despotou success and all the luck in the world as well as your continuing support! Auf Wiedersehen.

## FEFCO Workshop 23 February 2021

### Monitoring & Quality Control in a corrugated plant



FEFCO successfully streamed its first online technical workshop, exchanging state-of-the art developments on process technology in the Corrugated Industry.

**The technical workshop entitled: 'Sophisticated fortune telling – monitoring and controlling our production processes', attracted over 280 participants and presented up to 20 speakers, with a live audience Q&A.**

Eleni Despotou, FEFCO Secretary General opened the event and thanked the FEFCO Production Committee, chaired by Marc Van Damme, for its input for the programme, the speakers, and EFI and Valmet for their support.

The morning session focused on the optimisation of processes in monitoring and quality control of the corrugator, new developments, practical applications regarding paper and board temperature and moisture control, closed loop quality control, innovations in process monitoring, microwave techniques and the latest developments in moisture sensitivity of paper.

EFI Escada believes the future of corrugator process control lies in the use of data.

Aki Leiniäinen, Valmet and Ola Lindberg, Stora Enso delivered a presentation on Closed-loop quality control through online measurements sharing Valmet's decades long expertise in moisture measurement and management from paper and board, available to corrugated manufacturers with a local presence throughout Europe.

Valmet's IQ - Automated Quality control system with online moisture, temperature and warp measurement works together with fast actuators and current process controls to reduce waste and increase productivity," said Leiniäinen.

“

**The work we have done and continue to do with our data analysis tools is to help adapt the use of Profile as a proven process control solution for the corrugator," said Ben Young, senior product specialist, EFI/Escada, who presented the topic 'Corrugator Process Control - The Use of Data'.**

Ben Young EFI/ESCADA

"Heat is only for bonding the glue and not controlling the warp," added Lindberg. "Making corrugated board is not simple work, it is a life mission that never ends. Corrugator is not an evaporator."

Klaus Lüke, Klingele, gave the point of view of a corrugated producer, and his presentation discussed how putting process and quality control on your machine can make the corrugator run

faster. His presentation also disclosed some of the obstacles.

Thomas Murr explained how BHS has developed a number of products for controlling and checking the Corrugated process to improve production.

He stressed that: "Each process monitoring system needs to help you improve your OEE. If not, forget the system". He suggested improving the performance of the corrugator by analysing unused performance potentials, and avoiding paper jams due to unbonded board".

According to him, "Zero Defect System 2.0 makes this possible, monitor the process of slitting and scoring through Board Dimension Control (BDC) and digital print will offer opportunities which were once unthinkable".

Klaus Lücke added: "You need to put systems on your machine to make your corrugator run faster and this in turn makes things easier for your operator," he then went on to talk about how to implement the systems and the main challenges.

Andre Tews, Juergen Bäuml (TEWS) & Łukasz Nęcki (VPK) talked about microwave techniques for moisture and density measurement. This was followed by the latest research on moisture sensitivity of paper by Astrid Odeberg Glasenapp, Johan Alftan, Sofia Sandin and Carl-Magnus Everitt from RISE.

“

**Moisture measurements for example with microwave technique gives the unique possibility to measure moisture, not just on the surface, but through the whole corrugated board.**

Andre Tews, CEO & technical director, TEWS

According to Tews, with microwave technology the total moisture content of the whole corrugated board can be measured during corrugated board production and the device can measure, not just on the surface, but through the whole corrugated board.

"Research is contributing to a deeper understanding of the behaviour of paper and corrugated board related to moisture. As our understanding increases, more effective countermeasures for example, on warp can be taken," added Glasenapp.



During corrugated board production, failures can happen where the board is becoming warped. RISE is developing ways to prevent this and to understand what the underlying causes are. One way RISE is doing this, is working on the digitalization of the corrugated board value cycle, and calling for more collaboration between paper, corrugated board and machine suppliers, which in turn can lead to better quality products.

“

**Digitalisation of the corrugated board value chain is leading to better products and a stronger market position of the corrugated board industry.**

Carl-Magnus Everitt, senior research associate, RISE

The biggest challenge for corrugated board boxes is that they lose a lot of strength when moist and under compression. This

FEFCO would like to thank the main Sponsor of the event for its contribution and support.



EFI Productivity software is a class-leading portfolio of sustainable manufacturing solutions purpose-built to enhance productivity, reduce waste and optimize all configurations of Corrugated manufacturing and converting plants. Our integrated portfolio features full MIS / ERP, Escada Closed-loop control systems, Roll stock management, Corrugator trimming, machine data collection, shipment planning + much more.

<https://go.efi.com/escada-corrugator-control-systems.html>



property can now be measured quickly, whereas before, it took weeks or months, now it can take minutes.

The afternoon workshop highlighted developments in monitoring and quality control for converting machines. Print inspections and print control on the converting machines, inline inspection on folding quality and gap control and the loss of compression during the converting process.

According to ISRA VISION, print defects have different causes and consequences.

In the case of some defects, the faulty material must be rejected as quickly as possible, others are terminated by minor corrections in the production process, and still others may even be acceptable and still be a saleable product.



**Many thanks to all of you, the companies and speakers who shared their innovations and technical expertise and to the FEFCO Secretariat, you all made this event possible. This was a successful but challenging new concept!**

Marc Van Damme, VPK Packaging - Chair of the Production Committee

FEFCO would like to thank Valmet for sponsoring this event and for its contribution.

Amir Dekel said "CartonSTAR offers tools for extensive defect classification, to take the right steps in quality inspection."

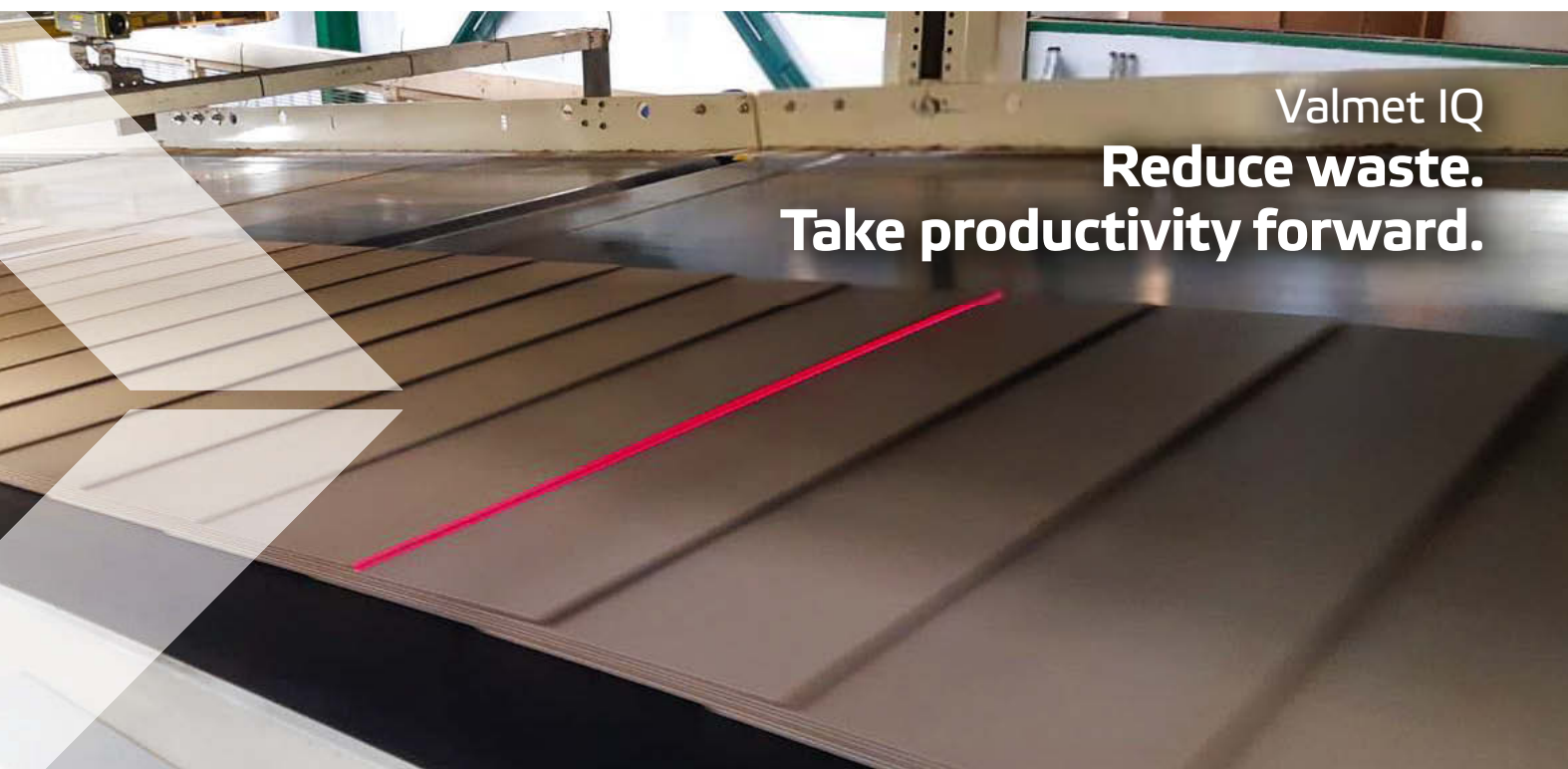
Mirko Klepsch gave an insight into print monitoring with Klingele Paper and Packaging Group where it explored the root causes for defects found on converting machines.

Tomasz Garbowski, FEMAT, went on to discuss how to control the crushing of corrugated board during the converting process. "Crushing of corrugated board occurs during converting processes such as die-cutting, stamping, printing, and lamination," he said. "Crushing is hard to avoid, but it can be understood, controlled and precisely measured. A rapid assessment of the amount of crush is possible, e.g. by using SST (shear stiffness test) and a deep insight into corrugated board crushing is possible by employing our BSE System."

Finally, Dave Swedes and Mat Garner, Valco Melton talked about the gap control of FFG (flexo printer & folder gluers). "Maintaining consistent and correct manufacturer's gaps on corrugated cases is increasingly critical to large consumer goods customers with automatic case erectors," said Melton. "ClearVisions GapChek camera system offers the opportunity to inspect all gaps in a stack and remove out of specification boxes. GapChek also monitors whether the machine is producing gaps that are statistically in control and provides feedback that operators need to centerline machine folding to produce gaps to the target value."

A big thank you to the FEFCO Production Committee members who worked hard to make this event happen.

- Klaus Lücke - Klingele
- Łukasz Nęcki - VPK AQUILA
- Astrid Glasenapp - RISE
- Marc Van Damme, VPK Packaging  
Chair of the Production Committee



Extend from traditional process controls to online quality management. Temperature, moisture & warp measurements, together with the machine- and cross-directional multivariable control enable you to reach your quality targets instantly.

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## Connect, Like & Share!

**FEFCO is delighted to see that an increasing number of national corrugated associations, and members are already active on social media. This gives the industry a fantastic communication platform and allows our sector to enhance its visibility and to share some excellent content to a variety of target audiences.**

### So, what could we all do?

First, follow each other on all channels, then we could even go a step further by motivating all actors, employees within our sector, suppliers, customers, and relevant stakeholders to join the club! National European corrugated associations have together more than 40,000 followers, but this number increases to more than one million for companies and large groups in the corrugated sector.

The corrugated board industries presence online could even be boosted by the active sharing and disseminating of one another's activities and now is a time to engage more than ever before. Only then can we operate as one big voice together.

To facilitate your experience online, FEFCO has created some lists on Twitter that you can monitor. You can click on the FEFCO Twitter profile, and search for pre-set lists in the menu on your left (or from your phone click on the three dots on the top right). Access to these lists is accessible to all, you can follow them or occasionally look at the content, here are some examples of useful lists: EU Press, EU institutions, Circular Economy stakeholders, Corrugated manufacturers and its suppliers, trade press and much more. If you click on them, you will immediately see a selection of highly relevant tweets.

Did you know that the following associations have an account on the

following channels? We call on you to follow them today! You will be able to engage with industry campaigns, find useful information about the industry, download new surveys and reports, see trends in packaging and the latest news from your sector.

### Here are some recent examples of what's happening within the sector

AFCO highlighted a survey by Europa Press showing that 30% of consumers would be willing to pay more for sustainable 'packaging' in their online purchases, according to data by Aecoc Shopperview, which shows 7 out of 10 consumers want packaging to have a minimum impact on the environment, including interior protectors.

GIFCO posted on FaceBook the results of a survey conducted by AstraRicerche for Comieco, the National Consortium for the Recovery and Recycling of cellulose-based packaging, claiming cardboard wins the challenge of e-commerce and sustainability.

CPI UK, is reminding its followers about the benefits of recycling Pizza boxes!

VDW is sharing its "machsflach" campaign

getting into the habit of flattening old corrugated boxes before putting them into the recycling bin and Carton Ondulé de France is also promoting this campaign on its Twitter account.

On 8 March OMÜD wished its members a happy International Women's Day and thanked them for their hard work, patience and effort in an eye-catching animation showing women from the industry at work.

CBA Golfkarton recently highlighted the benefits of recyclable corrugated fruit and vegetable punnets that can be a perfect sustainable packaging option.

SPPPiapiernicy shared an article showing how packaging companies have taken steps to find solutions to the challenges posed by the growing demand for e-commerce!

Many of the associations are also actively sharing the content of FEFCOs campaigns, which is highly appreciated and FEFCO would like to thank its members for this.

As you can see, each of these channels and accounts have their own specific agenda and there will always be news for you to engage in!

**Twitter:** @AFCOes, @CartonOnduleFR, @CBAGolfkarton, @Confedofpaper, FEFCO, @omudorg, @propak\_at, @SPP\_Papiernicy, @VDW\_eV

**LinkedIn:** AFCO-es, Corrugated Benelux Association (CBA), Confederation-of-paper-industries, GIFCO gruppo-italiano-fabbricanti-cartone-ondulato, FEFCO, OMÜD, Propak-austria

**Facebook:** aaltopahvi (Finland), Corrugated Benelux Association (CBA), Confedofpaper (CPI UK), ForumWellpappe Austria, FEFCO, GIFCO (gruppo-italiano-fabbricanti-cartone-ondulato), Omudorg (Turkey), SPPPiapiernicy (Poland)

**Instagram:** cartonondulefr, circular\_corrugated\_cardboard (FEFCO), die\_wellpappenindustrie (Germany), wellpappe\_austria, gifco\_it, omudorg, spp\_stowarzyszenie (Poland)



# EU Affairs Update

The Circular Economy Action Plan, and in particular the review of the Packaging and Packaging Waste Directive, remain a major priority for the corrugated industry. As the work continues, FEFCO is actively engaged to defend the interests of its members. E-commerce continues to be a key theme and is a major growth segment for corrugated.

## Chemical Strategy for Sustainability

As part of the Green Deal, published on 14 October 2020, the European Commission set out a long-term vision for the EU Chemicals Strategy for Sustainability - towards a toxic-free environment. The Commission aims to innovate safe and sustainable EU chemicals; Achieve safe products and non-toxic materials cycles; follow Zero tolerance for non-compliance and set an example for global management of chemicals. The strategy is certainly environmentally friendly in terms of the outlook for the future but will impact all aspects of life and business.

In order to achieve the objectives, the Commission is planning to regulate substances of concern in consumer products; ban hazardous substance or group of substances, and only allow essential uses. The essential use concept is still to be defined and is a major issue for the entire industry as it will introduce a totally new approach towards chemicals and mixtures, as well as intermediate and final products. A new 'one substance, one assessment' approach will be suggested, which will stimulate more exchange and coordination between the agencies and ensure there is one assessment per substance. The issue comes from the approach targeting hazard assessment, which will bring a major change for food contact materials. This could mean that consumer products might be banned from the market due to the presence of a hazardous substance. The food contact materials currently apply a risk-based assessment approach, which is more complex and incorporates a hazard assessment. FEFCO together with other

industries are advocating to defend this approach.

## Product Safety

The Commission has finally started the review of the Framework Regulation on food contact materials and articles. FEFCO participated in the consultation on the Inception Impact Assessment and will provide a response to the public consultation expected in the spring. The review will have a major impact on corrugated, as corrugated packaging is widely used in food contact applications. The EU legislation on food contact applies to both direct and indirect contact and the introduction of the new approach for "one substance one assessment" is expected to have a major impact on the whole supply chain. The proposal is expected to be adopted by the Commission in Q4/2022. FEFCO is actively engaged and working together with the value chain to defend the interests of the paper & board industry.

## Food Contact Guidelines for Paper & Board

These Guidelines are developed by the industry for the industry to support the efforts of the companies to ensure compliance with the legal requirements and bring safe products into the market in the absence of an EU specific measure for paper and board. The document was published in 2019, a corrigendum is now available on the FEFCO website reflecting the latest changes.

## Circular Economy Action Plan

The Commission continues to work on the actions, and we expect to see a proposal soon for the Sustainable Products policy and Green claims. The Green claims legislation will regulate the basic information on which sustainability claims can be made. The expectations are that it will be largely based on PEF (Product Environmental Footprint). FEFCO is one of the pioneers performing LCA and reporting on the Carbon footprint for corrugated

packaging. The next update of the FEFCO/CCB LCA database is underway with results expected at the end of 2021. This new legislative development will significantly impact the data we collect and the reporting of carbon emissions.

The EU work on the review of Packaging and Packaging Waste continues. FEFCO is actively involved in the workshops organised by the Commission and defending the interest of corrugated. One focus is e-commerce which is key for us, as this is a major growth segment for corrugated. Another focus is transport packaging, again this has an impact as corrugated is mostly used as transport packaging. Overpackaging is a big concern and several proposals are being discussed on how to regulate and reduce overpackaging. FEFCO and the value chain advocate for "fit for purpose packaging" and proposed a new definition to the Commission.

The preventive measures expected to be proposed by the Commission are also a key issue for packaging in general, as they may result in restrictions for some single use packaging applications. FEFCO closely follows the developments at EU level and is building up its advocacy strategy.

The European Parliament has just published a report on the Circular Economy Action Plan where it urges the Commission to: establish binding 2030 targets for material use and consumption footprint; propose product-specific and/or sector-specific binding targets for recycled content; broaden the scope of the Ecodesign Directive to include non-energy-related products; introduce measures against greenwashing and false environmental claims; champion the EU Ecolabel as a benchmark for environmental sustainability; and strengthen the requirements on packaging and single use. FEFCO is proactively safeguarding the interests of all corrugated industries and working with members to reinforce the position of the industry at EU level.



# AFCO campaign in Spain: much more than you imagine

**AFCO launches a campaign with leading FMCG companies that recognise cardboard as an essential ally for their businesses.**

The Spanish Association of Corrugated Cardboard Packaging Manufacturers (AFCO) has launched a campaign to raise awareness of the role of cardboard as a strategic material for industry and distribution, thanks to video testimonials from FMCG managers who choose cardboard in their companies' packaging.

Under the slogan "[much more than you imagine](#)", the initiative has managed to bring together the voices of five executives from leading companies such as **Lidl, Leroy Merlin, UPS, LG and Iskaypet** who explain the solutions that the cardboard box brings to each of their businesses with real examples of success in the areas of logistics, marketing, operations or sustainability.

## A 100% digital campaign

In addition to the campaign's own website ([afco.es/muchomasdeloqueimaginas](#)), AFCO has published content on its social media profiles: **Twitter (@AFCOes)**, **LinkedIn (AFCO)** and **Youtube (AFCO)** as a platform for its dissemination, and has accompanied the initiative with an ambitious media plan that has achieved a high impact and high number of views.

This result has been enhanced by the collaboration of the companies involved in the campaign themselves, promoting the information in their internal and external communication tools, amplifying

the impact and demonstrating their firm commitment to cardboard in their business strategies.

## Cardboard values for companies

With a seemingly unobtrusive profile, **cardboard presents itself as the most modern and sustainable packaging alternative**. Five executives from different departments of leading companies explain why they choose it:

### It is a guarantee of safety

Jesús López, director of packaging and branding at Lidl, comments on how important it is for his company to maintain the freshness and guarantee the safety of all Spanish fruit and vegetables exported to more than 30 countries. "For Lidl, the agricultural cardboard box guarantees an optimal solution for distribution and marketing."

### It is a marketing tool that influences the shopping experience

For Miguel Ángel Fernández, LG's general marketing manager, "every detail is important to generate bonds and transmit emotions. Our customers demand products and packaging that are aligned with our brand values. It is the first physical contact with the brand, and the carton contributes to our communication and becomes an important part of the shopping experience."

### It is logistical value

Pedro Reinaldos, Iskaypet's logistics director, assures that "in cardboard we have found an ally of high logistical value,

as well as a tool to convey emotions to owners and pets".

### It is commitment and sustainability

Rodrigo Salas, director of Communication, Identity and Responsible Business at Leroy Merlin points out that "choosing a renewable, recyclable and biodegradable product such as cardboard for the containers and packaging of the products we distribute at Leroy is an example of our commitment to sustainability and the environment".

### It is versatility and reliability

Good cardboard packaging allows a multitude of sectors and industries to export with total peace of mind, ensuring that their goods arrive at their destination in perfect condition.

Alfredo Echevarría, UPS Customer Marketing Manager for Spain and Portugal points out that "in the UPS network we move 3% of the world's GDP and help our customers export to more than 220 countries and territories, and we do it with cardboard packaging because it offers versatility and reliability".

Cardboard has inherent characteristics that provide differential value and favour strategies based on efficiency, sustainability and communication. As the campaign claim says, a **cardboard box is much more than you imagine**.

If you are interested to know more, please contact Patricia Vallejo-Nágera at: [pvallejo@afco.es](mailto:pvallejo@afco.es).



# FEFCO activities

## Eleni Despotou becomes FEFCO new Secretary General



FEFCO is pleased to announce the appointment of Eleni Despotou as the new Secretary General by the Board of Directors.

Eleni started on February 2021, replacing Angelika Christ, FEFCO Secretary General since 2007, who retired.

Eleni has an in-depth knowledge of the European Union Institutions and Industry Associations with a long-standing experience of more than 20 years in association management and public affairs. Before joining FEFCO, she held a number of positions of responsibility in various industries including energy-intensive, renewables and minerals.

Over the years, Eleni has gained extensive expertise on Climate Change, Energy, the Circular Economy, Sustainability, Innovation, Industrial Policy issues and the Green Deal. She has participated in many expert and high-level groups of the European Institutions and holds a BSc in Mechanical Engineering, a Bachelor and Master's degree in Political Sciences and is currently pursuing a MSc in Global Energy and Climate Policy.

The FEFCO board will support Eleni to strengthen FEFCO's position on the

Brussels scene and to continue raising awareness about the importance of the Corrugated Board industry among its key stakeholders.

She has already started to assess FEFCO's work and missions, and to work on a vision for the Secretariat and the sector. This consists of a revision of the missions, objectives, and by putting together an action plan aiming to effectively defend corrugated industry interests.

## Retirement of Angelika Christ

On 31 January 2021, Angelika Christ, FEFCO Secretary General since 2007, retired. The FEFCO board is grateful for the many years of dedication in serving our industry with the utmost professionalism and for her contagious passion, motivating the team and its members thanks to her solid strength in supporting the corrugated cardboard industry and its positive contribution to society.

In a world full of rapid changes, she was a trusted, and esteemed head of the association and she will leave an undeniable presence on FEFCO.

We thank Angelika for her outstanding achievements over the years and wish her a well-deserved and serene retirement.

## FEFCO Events

### Sophisticated fortune telling – monitoring and controlling our production processes'

The Workshop Replay and presentation are accessible to all FEFCO members following this procedure:

1. Connect to the event platform at <https://registration.fefco.org> and use your usual credentials to sign in.
2. Click on the "Workshop banner" at the top.
3. Click on "Workshop presentations" to see these in PDF format.
4. Click on the "Open Replay" link in the "Event Replay" box.

### FEFCO Technical Seminar 2021

20 - 22 October 2021 at Bella Centre in Copenhagen. **Please save the date and join us in Copenhagen!**

## Other Events

### Drupa – Virtual Event

20 - 23 Apr 2021  
Dusseldorf, Germany  
[www.drupa.com](http://www.drupa.com)

### Fruit Logistica - Special edition

Meet on site connect online  
18-20 May 2021  
Berlin, Germany & online  
[www.fruitlogistica.de/en](http://www.fruitlogistica.de/en)

### Deliver

The European Rendez-vous for e-logistics  
Digital 8-9 June 2021  
Amsterdam 6-7 October 2021  
[www.deliver.events](http://www.deliver.events)

### FEFCO

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FEFCO Instagram  
[circular\\_corrugated\\_cardboard](https://www.instagram.com/circular_corrugated_cardboard)



Bella Centre Copenhagen  
20-22 October 2021

FEFCO is pleased to announce that the Technical Seminar will take place on 20-22 October 2021 at Bella Centre in Copenhagen.

As mentioned in January, it will be a physical event. Nevertheless, if the situation does not allow for this, it could be converted into a hybrid event, meaning "live" in-person but on a smaller scale and with a virtual component.

The FEFCO Production Committee has confirmed the title of the conference: **"Towards intelligent manufacturing – the digitalisation of the corrugated industry"**.



## SAVE THE DATE

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# Introducing Helios

**THE NEW CORRUGATED AI/MACHINE LEARNING PLATFORM.  
THE OEM-AGNOSTIC INDUSTRIAL INTERNET OF THINGS (IIOT)  
SOLUTION FROM SUN AUTOMATION GROUP MAXIMISES  
PROFITABILITY FOR CORRUGATED MANUFACTURERS THROUGH  
ACTIONABLE DATA AND INSIGHT.**



Helios, the new AI and Machine Learning platform tailored specifically to the corrugated converting industry, launched on 1st March. The platform is OEM-agnostic and engineered to provide corrugated manufacturers access to robust, actionable insights into the performance of their machines – enabling minimised downtime, optimised maintenance schedules and maximised profit. Helios is a product of SUN Automation Group.

“IIoT makes every bit of data actionable,” says Matthew Miller, Director of Technology, Helios. “So many corrugated plants rely on human intuition and experience to drive their decisions. With Helios, anomalies that are imperceptible to even the most well-trained operators can be detected in real time and acted upon. Additionally, the machine learning capabilities

will mean that the platform only gets smarter the more data and user reactions that it is able to process.”

The new platform is designed to minimise downtime, maximise profitability and decrease the opportunity cost associated with only taking machines offline for preventative maintenance (as opposed to for major malfunctions). These high-level benefits manifest themselves in specific cost and resource-optimising operational benefits and actionable insights.

Some of the most beneficial insights are preventative/proactive parts

ordering, knowledge about the exact time and cost of parts replacements, the ability for operators to pinpoint the source of slowdowns and other issues and operator-efficiency training to help machine operators learn and adapt to best practices.

“We understand that data is only as powerful as the actionable insights it can provide,” says Chris Kyger, President, SUN Automation Group. “That’s why we are so excited to bring Helios to the corrugated industry. This incredible technology will help box plants increase productivity and efficiency while reducing costs and downtime.”

Helios provides core insights from an accessible, user-friendly dashboard enabling three key benefits: remote monitoring, predictive maintenance, and anomaly detection.

Remote monitoring provides deep insights into current and historical machine operation and performance that can be seen and accessed in real time from any device. Predictive maintenance optimises machine maintenance intervals using artificial intelligence that adapts based on the machine operation and usage. Anomaly detection notifies users about abnormal machine states that allow operators to react to a potential issue before the failure occurs. More robust predictive analytics will be phased into the platform over time.

Corrugated manufacturers will have access to a free Helios demo, allowing them to experience the platform. The site also provides a ROI calculator that can showcase the benefits that Helios can offer to operations of all sizes and scales. ■



FOR MORE INFORMATION  
[www.gohelios.us](http://www.gohelios.us)

# Helios



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Web site: <http://www.flexoprinter.net>





# NEW MARKET OPPORTUNITIES FOR KRAFT SACKS

## E-COMMERCE AND SUSTAINABILITY TO HELP REDEFINE FUTURE OF SACK AND KRAFT PACKAGING

**A**s for all packaging industry, COVID-19 has generated a shock for sack and kraft producers, giving a harsh start to 2020s after a decade of steady growth through the 2010s. As the market recovers opportunities will shift, with consumer segments growing their market share relative to industrial products.

### COVID-19 in Context

In 2019 global demand amounted to 17.4m tonnes of material with a value \$34bn. Smithers most recent scenario projection for the impact

of COVID – available in The Future of Sack and Kraft Paper Packaging to 2025, shows demand for sack and kraft in 2020 declined by around 1.6m tonnes, equivalent to a worldwide loss of over \$3bn.

The US and China have seen the biggest volume declines for 2020, together with the rest of the Asia-Pacific region and most of Western Europe. The short-term regional outlooks are now diverging, as China and other South East Asian economies experience a return to normal operations; Europe and the US continue to fight the infection,

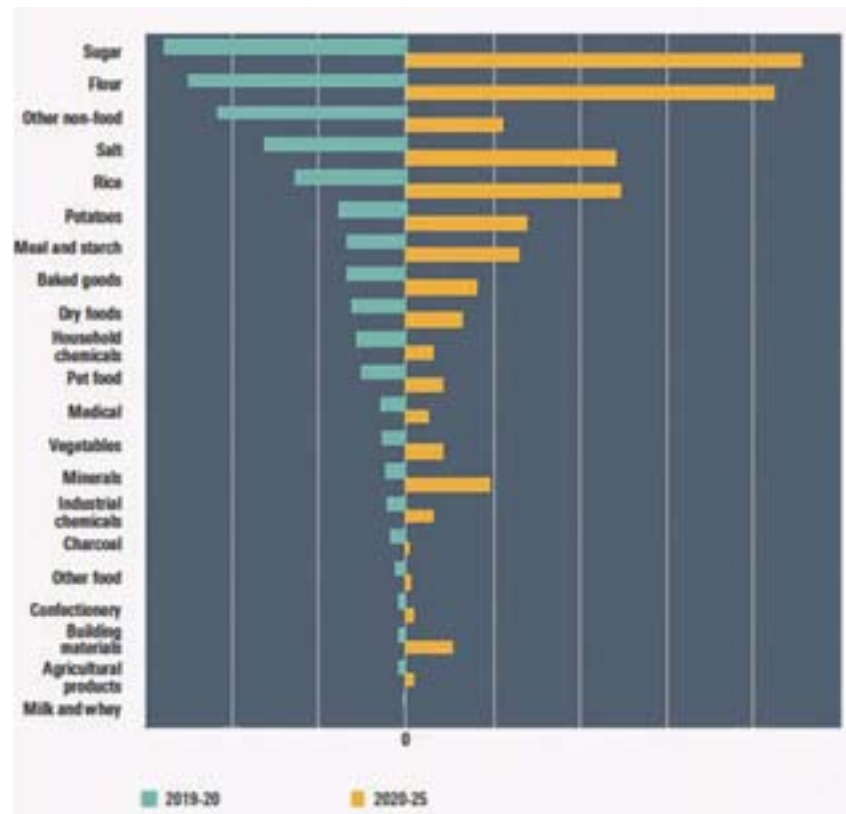


N.E. Engineering is the Italian company leader in designing and manufacturing material handling system for corrugated board plants and paper mills. The great success collected worldwide comes out from the innovative design and the professional skills of designers and technicians. The experience combined with brilliant ideas makes the good mix to achieve successful results. Our equipment can be easily integrated into existing or green field plants, offering immediate results like productivity growth, better production quality, more flexibility and the faster service.



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advanced technological solutions





Incremental demand for sack and kraft paper packaging, 2019-25, by end-use sector, '000 tonnes, sorted by 2019-20 change  
Source: Smithers

awaiting the deployment of effective vaccination programmes before a full recovery gains traction. As the market looks to embrace a new normal of post-COVID trade, there is an imperative to investigate new market opportunities to enable a return to growth. For sack and kraft producers, the leading changes will come from the rapid acceleration of e-commerce selling linked to COVID-19 lockdown orders and the re-emergence of the sustainability agenda in packaging once the pandemic is brought under a degree of control.

#### Industrial and Consumers Users

In industrial markets, sack grades are facing increased competition from flexible intermediate bulk containers (IBCs). Over 2020, the decline in sack demand was highest in bulk formats for staple foods, such as flour and

sugar. Post-COVID, however, there is a new imperative to re-shore or localise supply chains to minimise the threat of disruption from any repeat outbreak of the disease. This includes the recent \$400bn 'Buy American Procurement Investment' programme announced by US President Joe Biden, which may help stimulate demand for domestic converters. The market will also potentially benefit from government infrastructure programmes, increasing purchases of cement and other building materials.

In consumer segments, COVID has generated an elevated consumer interest in the hygiene of packaging – which has seen some consumers move away from kraft formats to polymer packs. Overall packaging volumes have held up relatively well in food, beverages, tobacco, household and pharma. There has

been a greater fall off in demand for luxury goods, cosmetics and discretionary consumer items.

#### Sustainability Returns

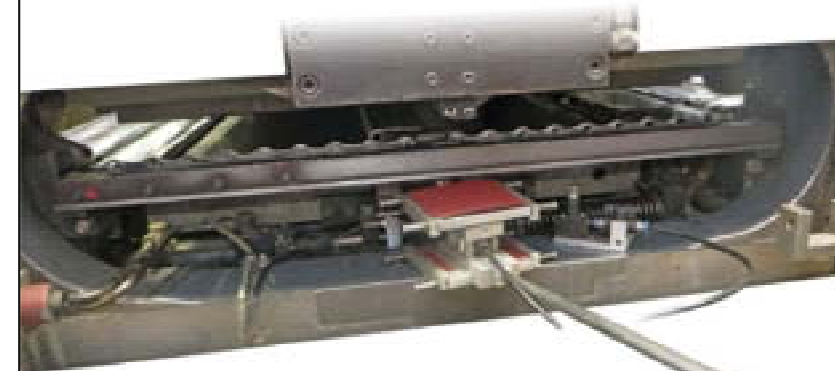
Overall the environmental credentials of kraft paper will give it a competitive advantage in the longer term. Consumer perceptions of the environmental impact of packaging, while always a key consideration for converters, brands owners and retailers, is now merging with core corporate sustainability strategies. This is most evident for direct-to-consumer applications as the 'natural' appearance of brown kraft lends itself to brand messaging that appeals to environmentally aware consumers. Furthermore these materials are widely understood to be easily recyclable in existing waste streams. This has immediate applications in, for example, sales of organic produce or artisanal baked goods; but faces more of a challenge in segments like pet food where plastic converters are developing mono-material plastic sacks to close the environmental gap.

The demonstrably green profile of these materials is also evident in the shopping bag sector, where responsible brand identity is extremely important, particularly for bags that are also viewed as 'statement items' that are carried to be seen. This has been understandably suppressed for much of 2020, due to shuttering of fashion and other non-essential shops, but is liable to return as COVID-19 lockdown orders are rescinded in Q2 2021.

#### An Online Future

COVID is seeing converters pivot to respond to more demand for e-commerce packs and faster turnaround, leading them to embrace multiple digital technologies that are becoming a 'new normal' for online order fulfilment. As print-on-demand consumer packs become a

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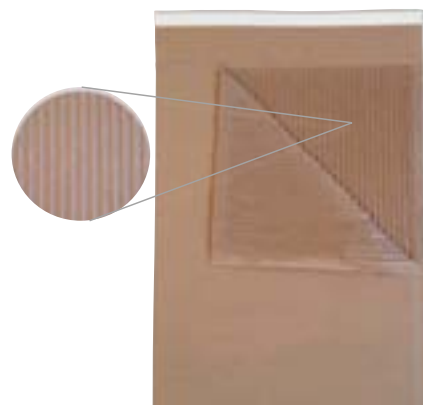
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more standard requirements, it will grow the footprint of inkjet printers and web-to-print services. Specific demands for sack and kraft papers are the optimisation of printing surfaces and improving brightness for direct customer facing pack designs.

From a design perspective, there has been new interest in bespoke e-commerce concepts, such as Mondi's

MailerBAG single-ply, high-performance kraft mailer. This features a double adhesive strip with a release liner on the flap facilitating easy product returns if required. It also has potential to speed up packing lines in e-commerce distribution centres. Another solution from Italy's Botta Packaging is a corrugated paper-lined envelope (pictured right). This is designed to



eliminate the need for plastic bubble wrap, or other harder to recycle protective components, for direct-to-consumer shipments of fragile goods, such as eggs or glass bottles.

Lightweighting is a perpetual pressure in sack and kraft packaging, but one where technology can help overcome the current impasse between optimised grades and the need for durability and protection of goods. New technologies to improve mechanical strength, such as integrating microfibrillated cellulose (MFC) fibres into packaging papers, are one option. This is receiving greater impetus from the wider use of kraft paper in e-commerce packs, when product protection is at a premium.

The evolving commercial landscape for these paper packaging materials is examined in depth in the 'Future of Sack and Kraft Paper to 2025'. This is available to purchase now; with exclusive data in over 250 data tables and figures, including three distinct data forecasts for the impact of the COVID-19 pandemic; it provides a vital business strategy guide for sack and kraft paper packaging converters, mill operators, pulp suppliers and equipment manufacturers.

[www.smithers.com/en-gb/services/market-reports/packaging/future-of-sack-and-kraft-paper-packaging-to-2025](http://www.smithers.com/en-gb/services/market-reports/packaging/future-of-sack-and-kraft-paper-packaging-to-2025)

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Arkadiusz Nitkowski, co-founder of Armapak.

# ARMAPAK KEEPS INVESTING

**BOBST EQUIPMENT HELPS MAKES THE DIFFERENCE  
FOR POLISH INDEPENDENT SHEET PLANT.**

**A**rmapak has a rather short, but eventful history. It was founded in 2009 in Łomża, a town in north-eastern Poland approximately 150 km from the capital Warsaw, inhabited by less than 60,000 people. From the beginning, it has been focused on the production of corrugated packaging, making use of simple machines, partly with manual production and cooperating with external print service providers. However, when Armapak started collaboration with BOBST in 2015, it rose to a new level of capability, efficiency and quality.

Today, the equipment running at Armapak meets the needs of even the most demanding customers from the dairy, electronics, food and automotive industries. Advanced machinery allows the company to complete all orders in a timely manner – an average of 40 million small and medium-sized boxes per year, with per average order volumes of 5,000-25,000 boxes.

## **Dairy Eldorado**

Podlaskie province, where Łomża is located, is a real 'Dairy Eldorado' – three large dairy co-operatives,

namely Mlekovita, Mlekpól and Piątnica, have their headquarters within a radius of 50km of the town, supplying their products to groceries all over the country. There could not be a better locations as a manufacturer of corrugated packaging. This is especially true as one of Armapak's co-founders, Marcin Truszkowski, previously worked as a commercial director in the dairy industry. "That opened a lot of doors for us," admits his business partner, Arkadiusz Nitkowski.

"Together with Marcin, we kicked-off with smoked fish packaging sold in Poland and Europe – with that company remaining as a customer today. We used a primitive rollstock machine back then," explains Nitkowski. "We soon began offering our products to dairy companies, which soon became the main customers of our packaging. We bought a single-colour flexo printing machine, but this was a drop in the bucket for our needs. That's why in 2014 we decided to start applying for EU funds."

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ARKADIUSZ NITKOWSKI

In 2015, the company obtained the first EU subsidy that allowed them to purchase a Visioncut 1.6 die-cutter and three machines from other suppliers: a folder-gluer, a cutting plotter and a digital printing plotter.

Top Quality

For a company that had just celebrated its fifth anniversary in 2013, choosing top-of-the-range solutions might have seemed risky. But for Armapak’s owners, the decision to pursue a costly investment seemed an obvious conclusion to drive their ambitious growth plans. “Since the beginning, we reinvested every penny back into this business. In a competitive market you need to stand out in order to survive. These state-of-the-art machines have become the hallmark of our company,” adds Nitkowski.

The Visioncut 1.6 arrived at the plant in May 2016. “Our production capacity has increased exponentially, similarly to the quality and repeatability of the packaging,” says Nitkowski. “Just two months after purchasing the machine, we had to make room for another Bobst, this time a DRO 1628 – a 4-colour rotary die-cutter with stacker and four drying sections, also bought with the support of an EU subsidy.”

He continues, “It was important that the manufacturer had a local branch in Łódź, which provides service and support with Polish technicians available. Bobst is fully flexible and adapts to customer’s needs, delivering training programs at times that is convenient for them.”

Before deciding to buy the DRO, he visited several converters in Switzerland, Italy and Poland with Bobst. He had to make sure that the

machine could cope with printing on coated board. “We decided to buy it because we were satisfied with the capabilities presented by it and, additionally, we concluded that the maintenance of several machines supplied by one manufacturer would be more convenient,” explains Nitkowski. Operating the machine itself is also easier: the company’s largest machine requires only two operators.

Invest or Die

It was lack of space, not machinery, which was the biggest obstacle to Armapak’s growth from the outset. The company, which employs 50 people, occupies three halls close to each other, with a total area of 4,500sqm production space, storage and office facilities; the production machines are also separated, which sometimes makes it difficult to complete the production cycle.



“TODAY CUSTOMERS EXPECT NOT ONLY ACCURACY, BUT ALSO QUICK TURNAROUND. THANKS TO BOBST MACHINES WE ARE ABLE, IF NECESSARY, TO COMPLETE THE ENTIRE PRODUCTION PROCESS IN AS LITTLE AS FOUR DAYS.”

ARKADIUSZ NITKOWSKI

However this is about to change, since Armapak is preparing to start the construction works of a new 4,000sqm hall in May 2021. It will house the vast majority of the machines apart from DRO, which will remain in the old hall since the company does not want to deprive itself of printing capabilities for the duration of the move. Also, pre-press studio, an ink kitchen and a high-storage warehouse will be located there.

The new hall will be equipped with two Visioncut 1.6 die-cutters and most probably a FFG 924 – another Bobst

machine for which the company is applying to be financed with an EU subsidy. “In the short term, we plan to buy two additional printing units for the DRO 1628 which should enable us to print more colours and apply varnish in one pass,” adds Nitkowski.

He continues, “Today customers expect not only accuracy, but also quick turnaround. Thanks to Bobst machines, we are able, if necessary, to complete the entire production process in as little as four days. And that’s despite the fact that we have had reduced our working hours to two shifts five days a week. On

top of that, we have retained full flexibility with deliveries, which we make day in and day out.” Nitkowski admits that the company will soon face another challenge. Due to the instability of board supply, it could be wise to gain independence from external board suppliers. “We’re thinking about buying several hectares of land near the town, where a hall with our own corrugator could be erected. When a company uses several million square meters of board every month, it doesn’t want to risk its source suddenly drying up!” ■



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AN UPDATE  
REPORTSPECIALTY  
GLUERS

As shelf ready packaging becomes increasingly important, the need to provide the perfect packaging solution to differentiate the customer's product becomes the more significant.

In addition to clever box design, high quality printing and accurate die-cutting, the specialty gluer is key to the boxmakers success in this sector of the value added market. The size and configuration of the gluer and the equipment or special devices available to mount on it will determine the size and styles of box that can be converted.

Beyond improving the function of packaging by gluing, labour savings for the customer by using pre-glued products is essential. So, in considering an investment in a new gluer what are the key factors to consider?

- **Ease of set up:** This is a prime consideration – the minimum number of tools should be required to make a set up. Accessibility to all parts of the machine is also a major priority and space should be available between shafts to attach additional special attachments. It is also beneficial if peripheral equipment and attachments can remain on the machine when not in use, rather than be required to be removed and re-installed when needed.
- **Glue tank capacity:** Should be large enough to supply additional heads.
- **Feed section:** Should be adjustable for other than straight forms.
- **Run speed:** The line speed of the machine will be affected by procedures being performed on the blank in the folding and gluing section. Speed is also determined by the speed of off bearing. The line must produce square bundles going into the strapper and there should be adequate space around the take-off to discard rejects and handle their removal.

The technological development of specialty gluers has been significant. In the pages that follow, we highlight developments that are sure to be of interest to those considering investment in such specialist equipment.

**New Automated Packer**

BOBST is set to launch its latest breakthrough innovation for its range of folder-gluers at the end of the summer. The SPEEDPACK packer will take automation to a new level on folder-gluers, enabling corrugated packaging manufacturers to optimise their asset's full performance potential, while preserving box quality.

"With the upcoming unveiling of Speedpack, Bobst continues to demonstrate its commitment to innovation in order to make its vision for the future of packaging production a reality," said Pierre Binggeli, Product Line Director Folder-gluers. "Automation as one of four crucial pillars, alongside, digitalisation, connectivity and sustainability, to future-proof the industry and enable progress for continued success. Our

vision is anchored in providing greater control across the entire workflow to support packaging manufacturers and converters to become more flexible, agile and efficient."

Speedpack brings a multitude of benefits to operators and enhances the return on investment for manufacturers and converters. Providing the highest possible number of batches per hour, it increases the folder-gluer's productivity, while allowing for short set-up times.

Folded and glued boxes are automatically counted, stacked and banded, and perfectly formed bundles are delivered, ready for palletisation. The automated process eliminates the need for machine operators to bundle batches together and carry heavy loads to offline bundle-strapping machines; workload is reduced and

the risk of injury, including repetitive strain injury, during the packaging and strapping process is removed.

The Speedpack can handle all types of boxes, whether corrugated or litho-laminated, from straight-line, four-corner, to crash-lock bottom. This means shapes and/or surfaces with various slip factors are not an issue for this versatile peripheral.

The packer will be available on Bobst folder-gluers for corrugated board and litho-laminated, including the EXPERTFOLD 145/165 and 170-350, to the MASTERFOLD 170-350.

Binggeli continues, "The Expertfold 145/165, in combination with Speedpack, puts the operator firmly in control of the folding and gluing process, while improving productivity and quality, and at the same time reducing errors and waste."

Designed as a modular machine, the Expertfold 145/165 can handle a wide range of corrugated or litho-laminated boxes and can be equipped with a variety of peripherals and devices to offer packaging converters versatility and enhanced performance. It delivers advanced feeding, accurate pre-breaking and a smooth, accurate folding process that minimises fishtailing and gap variation, ensuring high throughput and exceptional finished product quality. Following a series new efficiency-boosting features in 2020, the Expertfold 145/165 offers up to 20% setup time reduction and even greater flexibility and accuracy with corrugated board.

Additional command panels were incorporated at each stage of operation, enabling excellent control along the full line and reducing changeover times by up to 15%. The ACCUFEED was also upgraded last year, with the introduction of a new pneumatic locking feature for feeding ramps. In addition, the integrated blank aligner was innovated to have wider conveyors for perfect quality folding on heavy flutes. On the folding





section, customers can choose larger folding belts and a heavy-duty central conveyor, and a dedicated pressing device, specially developed for double wall board, is available.

These changes have generated setting time reduction and a perfect handling of larger or heavier range of blanks or material.

Binggeli concludes, "Speedpack brings together a large range of innovations and patented features to help create a superb, high performance folder-gluer line. Working in conjunction with Expertfold 145/165, customers will be investing in a robust, solid solution that delivers first-time right, high quality finished products and brings a new level of automation to their operations, while at the same time creating greater flexibility, accuracy, ease of use and waste reduction."

[www.bobst.com](http://www.bobst.com)

#### An 'Essential Column'

BAHMÜLLER's TURBOX gluers, which are 'Made in Germany', are well known in the market and many plants consider them as an 'essential column' of packaging converting when it comes to e-commerce and shelf ready packaging.

The recent months have forced all converters to boost productivity and put some extensions in the regular machines. Almost all Turbox can be retrofitted with applicators for silicone liners and rip-off tape, for example.

Bahmüller works with well-known suppliers from Europe and overseas to ensure best performance

and versatility. For instance, the integration of Baumer hhs hotmelt and silicone liner applicators from Enpro in Dynamic Fold I module are simple and highly productive additions and can be integrated without any problems. The small applicators ensure best use of space inside the machine, without hampering the folding process.



The main controls and magazine are outside the light guards and easy to remove if not required.

For some cases the same box must be fed two times through the machine – not the preferred solution, though possible to do a low volume job properly and still economically.

Some customers opt for a dedicated solution – just e-commerce products. In the past, you had to go for a full suite machine with the use of just a third of its possibilities. Bahmüller engineers made it possible to reduce the machine to an absolute minimum. The modular concept offers a short and dedicated machine, with the ability to retrofit all components to gain a fully equipped Turbox.

Bahmüller introduced the Diagonal Fold Supervision (DFS) for Turbox in 2019. A set of small sensors, directly attached to the folding bridges in Dynamic Fold I, ensures proper control of each box, independent from product colour and machine speed. The open box is checked during production and even the smallest misfold in the diagonal fold can be detected. Tracked throughout the process, non-conformed boxes will be ejected by 'UNIQUE EJECT'. The patented 'Unique Eject' and DFS are key features for a higher grade of automation.

The company also offers POWERPACKER – more than 50% of the recently sold lines are now equipped with the automatic packaging solutions. Now with more than 60 units installed all over the world, the fourth generation is now raised to a new level.



The two versions of Powerpacker – Basic and Performance – boost the possibilities and lower the ROI threshold. Both versions will boost productivity and can enable users to keep pace with the huge demand of e-commerce packaging.

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**Robust Design**

Designed and manufactured with the well-known features of high technology, user friendliness and high quality, Koenig & Bauer Duran's specialty corrugated gluer, Omega Magnus, responds to all standard and special production requirements with Duran's well-known commitment to special projects.

The Omega Magnus has a maximum belt speed of 300m per min. It processes E, B, C flute and doublewall up to 7mm in height and 1500 gsm weight, utilising a servo back folding system with a single finger for 4 & 6 corner styles and a new design servo front fold system for auto bottom boxes.

It is a sturdy gluer constructed with 3cm solid steel frames. The feeder has an extendable rack gear for oversized blanks and vacuum transfer system. Equipped with belt adjustment on 10 feeder belts, the Magnus has dual feed gates with extra pile supports, ensuring accurate feeding. Pre-fold and final fold



sections incorporate pneumatically controlled and independently driven upper carriers, long final fold unit, motorised adjusting folder belts, a pneumatic squaring device at the final fold for squaring auto bottom boxes, delivery and stacker sections with heavy duty trombone unit and a down stacker which is a rear box squaring device with front edge control gauges on the stacker. All carriers on the Magnus are motorised.

This user-friendly machine utilises carrier motor control buttons on both sides of the machine, a colour monitor at the feeder for surveying delivery and an additional control board at the end of delivery and remote control.

Like all Omega folder gluers, the Magnus has a standard job set-up record page on the machine screen which enables the operators to repeat the perfect set-up with 100% accuracy. The Omega Magnus is also available in a 'memory' version on which the repeat job set-up can be made with automatic moving carriers.

All Omega folder gluers are designed to meet the complete production requirements of corrugated boxmakers. In addition to the extensive range of machines offered, Koenig & Bauer Duran also manufactures custom made machines for individual production requirements.

[www.duranmachinery.com](http://www.duranmachinery.com)

**New 'JD e-com' Unit**

The Tanabe JD BoxR Speciality folder gluer is now available with the new 'JD e-com' unit. It is a machine with high output and accuracy and at the same time, more functionality through improved servo controls from JD, combined with the well known sturdy mechanical design of Tanabe.

Recognising the need for an integrated gluing, tear taping, and dispensing of silicone paper, the engineering team at Netherlands-based JD Engineers BV created the 'JD e-com', a modular dispensing unit. The unit consolidates and organises all the tape, labelling and dispensing functions into one module, shortening setup times. It integrates with the JD BoxR control and is designed so its presence won't interfere when running boxes that do not require these features. The 'JD e-com' module was originally developed for the JD BoxR multipoint gluer, but it can be integrated into almost any multipoint gluer.

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# OMEGA Magnus 170-210-230

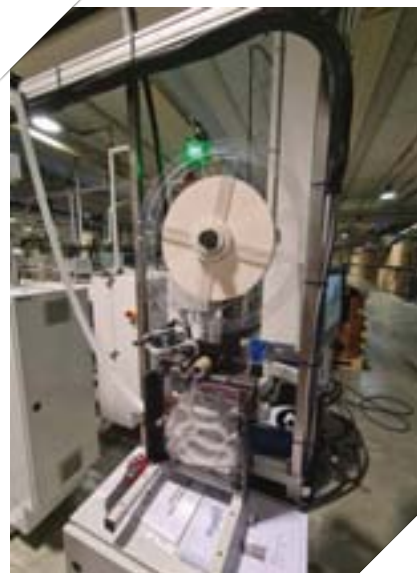


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with speciality folder gluers, JD engineers offers solutions for

technical problems encountered on almost a daily basis with older equipment. Having developed these retrofit solutions, it became clear that they could market these products as complete units as opposed to just offering them as a quick fix. These retrofit solutions can be included with the JD e-com unit.

[www.jdengineers.nl](http://www.jdengineers.nl)

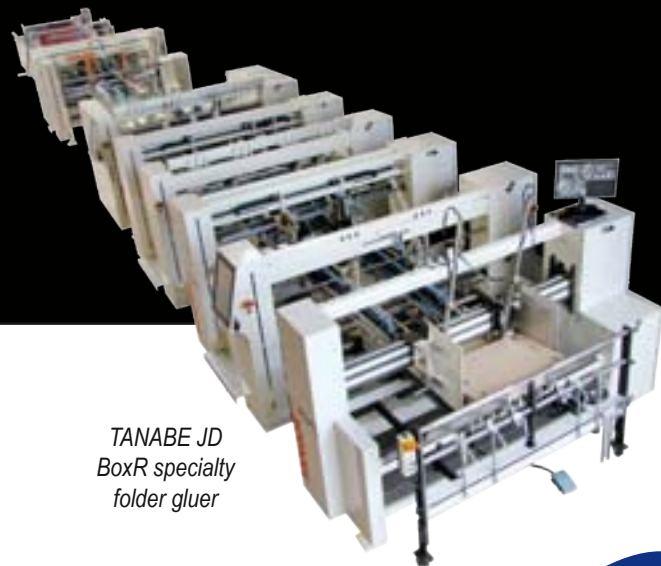
#### Big Boxes And Small Boxes

Alliance offers two multipoint folder gluer product lines to serve the Eurozone corrugated market. The Tanabe JD BoxR serves the

mainstream European market, while the Alliance jumbo J&L Mark5 XT accommodates large format boxes. Both lines include modular designs for maximum flexibility, able to handle a wide range of box styles and sizes.



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T +31 (0)513 552125 M +31 620 397 021 W [JDENGINEERS.NL](http://JDENGINEERS.NL)





The Tanabe JD BoxR folder gluer sizes range from 1250 to 2800mm and it features state-of-the-art controls and interfaces by JD Engineers. Elements that allow the machine to accommodate challenging box designs include a double feeder, straightener, inlet feeder, control systems, special application widths, factory network communications, and accessible gluing channels. Recent additions enable the BoxR to make double-fold and leak-proof boxes. The ejection unit can handle speeds up to 60,000 pieces per hour.

For multi-piece joining, JD has developed an integrated tri-feeder. The split design allows for faster setup and increased safety.

For larger boxes, the Alliance J&L Mark5 XT can accommodate jumbo boxes up to 5300mm. The Mark5 XT is a fully modular, shaftless, servo-driven folder gluer that offers sectional jam detection, electronic variable speed folding belts, fast setup, small box tooling, and now additional tamping capacity, integrated machine status lights, and increased diagnostics tools.

Alliance product lines are based on a foundation of robust designs built to last years. In some cases, retrofits and upgrades can add many years to a product's life. Alliance offers a wide range of upgrade options, from minor mechanical and control modifications to complete machine rebuilds.

To optimise productivity, plant specific performance audits and ReadyRESERVE spare part kits are available. Alliance products are backed by a dedicated global service team that is available 24 hours a day. [www.alliancellc.com](http://www.alliancellc.com)

#### Automation Assistance

Vega S.r.l. is leading the way in complete machine automation with a folder gluer that has reached the highest level of automation, to limit the setup time and increase the quality of the folding process.

The latest solutions are collecting units capable of semi-automatic or automatic box collection, which can speed up the process and improve work quality.

The first product is the EasyPack Collector; this unit comes from Revicart know-how, recently acquired by Vega. Claudio Pini, former owner of Revicart, has been collaborating with Vega to develop new technologies and advanced products and provide assistance on Revicart machines. This synergy has resulted in the mass production of this new, special machine.

The Easypack Collector counts and separates the shingled boxes right from the pressure belt of the gluer to create parcels of boxes. Through a careful and accurate analysis of the customer's box types, it offers a wide choice of collecting solutions for parcels, starting from semi-automatic collection with single or fully automatic strapping with counting, package formation and package ejection with automatic strapping in line by means of two heads.



EASYPACK COLLECTOR



## VEGA, collecting boxes is a child's play.



### ROTOPACK

automatic counter, separator, batch inverter, stacker and strapper of shingled boxes.



VEGA S.r.l.

Viale dell'Industria, 6 - 20037 Paderno Dugnano - Milano - Italy

T. +39 02 990 46212 / F. +39 02 990 46202

[www.vegagroup.it](http://www.vegagroup.it) / [comm@vegagroup.it](mailto:comm@vegagroup.it)



This solution will increase the performance of the customer's multipoint folder gluer and will spare operators the burden of collecting and manually separating the piles of boxes to be strapped, a demanding operation that often causes delays in processing. More than 80 units are already operating in box factories across the globe, helping operators with their daily collecting.



ROTOPACK

If you are looking for a way to completely avoid the exhausting collecting operations, the new Rotopack could be the right solution. This module rotates, flips or overlaps each single bundle and prepares it for the best palletisation process. Rotopack can palletise up to six semi-bundles in one pack of boxes, before the automatic strapping operation. This solution is 'state-of-

the-art' in automatic box collection; it is fully automated, it can be connected to any strapping unit on the market and used in line with any Vega folder gluer. If the boxes to be collected are smaller than 200mm or larger than 1200mm, the units can be set aside and the standard collection can be easily set up.

Easypack and Rotopack collect any kind of boxes that can be made, be they straight line, crash lock, 4 & 6 corners in the above folded box dimensions. [www.vegagroup.it](http://www.vegagroup.it)

#### Quality Assurance

ClearVision, the quality inspection systems brand of Valco Melton, has developed a range of technologies for quality assurance systems

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SPECIALITY GLUERS

AN UPDATE  
REPORT

Dave Swedes, VP of Engineering, says, "Our customers are already amazed at how easily operators can arm CartonChek and figure out the software without any assistance. CartonChek is not only new camera technology that is special to Valco Melton, but it is truly a system that operators want to use because they know it helps them."

CartonChek is a custom solution for any machine size or type. Cameras are easily moved around during make-ready and new tracking distances are learned when running the first boxes. Guaranteeing zero-defect boxes is now easier for companies in first term and operators in their day-to-day. [www.valcomelton.com](http://www.valcomelton.com)

#### Diverse Portfolio

Lamina System of Borås, Sweden, offers a wide range of gluing equipment for corrugated packaging and also POS displays.

controlled from one single screen. CartonChek controls up to six features of every single box achieving:

- GlueChek system verifies glue placement, volume and presence to validate that every pattern has been properly applied. GlueChek camera can additionally check proper fold or double fold of the flaps such as crash-lock bottom boxes;
- CodeChek system reads any barcode or 2D code including QR codes, Data Matrix as well 1 2 of 5, EAN, UPC and Code 123 printed on any portion of the package;
- WindowChek verifies the correct height, width and position of the film on the window, but also the glue pattern and presence of contaminants;
- LaserChek ensures perfect edges and finds errors in relation to folds, flaps, cutouts and height changes;
- FoldChek analyses gap and skew of every box and ensures that only perfectly folded boxes arrive to the customer;
- PrintChek measures print variation

in relation to the desired value set at the beginning of the order run.

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'Folder Gluer' is an excellent choice for a multitude of folding/ gluing operations and applications. It is a high speed, high capacity, fully automatic Non-Stop machine for the production of standard one or two-part boxes and even customisation for three-part boxes, one-point glued boxes, three-point crash-lock boxes and four-corner boxes. The compact and modular design allows for easy access and quick set-up times. The different sections can be separated easily by sliding the units on tracks for full access inside the line. The hot melt system can be combined with a PVA cold glue application which contributes to additional cost efficiency measures.

The 'Gluer' is a compact multifunctional manual fed in-line folding and gluing production line providing flexible solutions for a variety of applications such as gift boxes, rigid boxes, corrugated boxes and much more. The user-friendly touch screen display coupled with simple manual adjustments allows for quick set up times. The Gluer's modular design accompanied with pre-installed hardware & software, allows for additional units and a selection of options to complement a production line by simple 'plug & play'.

The 'Working Station' is an option to complement the 'Gluer'. Ideal for the production of two-part displays and boxes, or any other product that requires a 'mounting' phase within the production line. On completion of the glue application phase, the product is automatically delivered through to the connected Working Station using a series of vacuum belts. The product is then automatically aligned and positioned by a side guide and a pneumatic pusher system. Once the product is in position, the mounting phase is completed manually.

'Glueline' is a high speed, high capacity, fully automatic non-stop machine for the production of

standard one-part and two-part boxes and perfect for POS displays. The very compact and modular design allows for easy access and quick set-up times. The alignment and folding sequence system delivers consistent high precision registration, thus producing a top quality product.

'Packline' is a fully automatic high speed and high capacity non-stop box closing machine for FEFCO 410 corrugated boxes. This line incorporates pin-point precision gluing, folding/flap-folding and accurate closure of the completely packed & labelled box, producing a high quality product in 'one-pass' ready for direct distribution to the customer.

The company also offers the new 'Popupline' for displays and 'Displayline' for more complex POS displays.

[www.laminasystem.com](http://www.laminasystem.com)

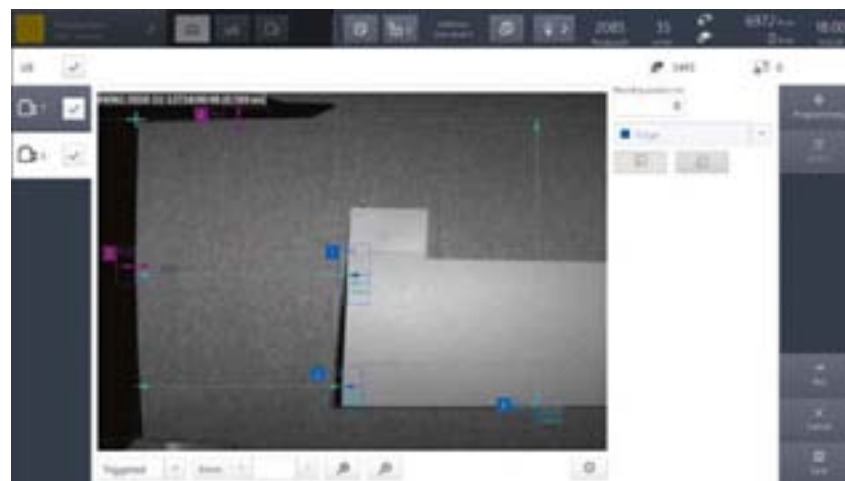
#### Quality Assurance with Camera Systems

Monitoring complex glue patterns and folded flaps, inspecting diagonal creases and codes, pattern matching and position verification – these are the requirements of brand owners when it comes to packaging quality and functionality. This means a steady stream of new challenges for folding carton manufacturers. Complex

monitoring tasks are the domain of high-performance, camera-based quality assurance systems. Baumer hhs is an innovator in this field and is now launching the latest version of its Xtend<sup>3</sup> controller to the market, with a new range of functions.

"In developing version 4.0 of our Xtend<sup>3</sup> controller, we focussed on monitoring complex folding carton applications with our Xcam line scan and matrix cameras. The new functions support a multitude of complex quality assurance tasks, but the system still offers the same intuitive and user-friendly operation for which our controllers are so well-known on the market," says Ralf Scharf, Folding Carton Business Development Manager at Baumer hhs.

The company has a tradition of partnering closely with customers in the development of its innovations. The driving force behind the version 4.0 Xtend<sup>3</sup> controller was the specific needs of the carton industry. "In the production of packaging for coffee capsules, for instance, the flaps have to be accurately folded, parallel to the outside edges of the folding cartons. The flaps have to be folded flat and straight to prevent the capsules from falling out of the box, while still making it easy for consumers to remove them. Our version 4.0 Xtend<sup>3</sup> controller gives customers all



## GLUELINE

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**TWO PART**  
Made for running two part boxes and displays

**POS-DISPLAY**  
Perfect for gluing pos-displays



**AUTOMATIC FEEDER**  
Non-stop belt feeder

## GLUELINE

The Lamina Glueline is a fully automatic non-stop gluing and folding machine for one piece or two piece boxes. The machine works with two heavy duty vacuum controlled belt feeders which feed in the one or two pieces. By using Lamina's registration system and non-stop feeder, the machine is extremely effective for two piece boxes. The Glueline can work with hot-melt, cold glue or a combination of both. The machine feeds in one or two pieces into the two piece registration unit after applying glue and then continues to the next station for folding, gluing and final finishing. The Glueline is built in modules that can be separated for full access during set-up and offers a choice of units depending on requirements.



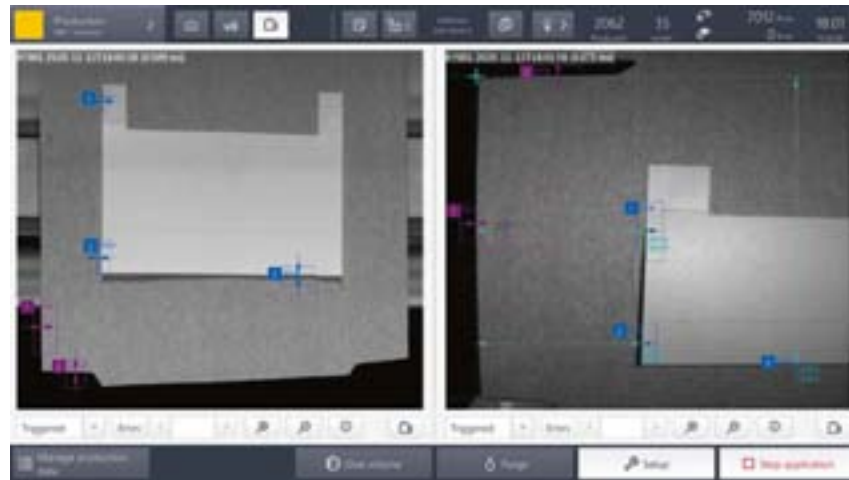
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the options they need to ensure the flaps are folded perfectly during the folding-gluing process,” says Scharf about one of the new functions.

Another example is inspection of diagonal creases. They have to be executed with precision on crash-lock bottom, four- and six-corner boxes, in order for the boxes to function smoothly on the brand owner’s filling lines, for example, and keep the lines running at maximum availability. The new version 4.0 Xtend³ controller offers customers all the options they need to reliably check even the smallest flaps at maximum machine speeds with Baumer hhs camera systems.

With the Xcam camera systems, customers can also monitor the glue flaps on straight-line boxes to check if objects, such as 1D or 2D codes, are present and correctly positioned. And here, too, the

combination of Baumer hhs camera systems and the version 4.0 Xtend³ controller gives customers maximum flexibility for this ‘pattern matching’ method of object recognition. The same is true for position control of other objects, such as cards, that are glued onto packaging. Both the presence of the objects and their position can be verified.

On the Xtend³ controller’s main 21.5-inch HD multi-touch display, machine operators can follow production on live images, identify errors as they emerge and visualise the root causes. With this information, they can intervene in a production process before it starts turning out defective products. The intuitive interface of the Xtend³ is as easy to use as a tablet or smartphone. Even when setting up the most sophisticated quality assurance applications involving line scan

and matrix cameras, the interface reliably guides machine operators to the targeted setup. To access individual functions or switch between different views, machine operators only need to swipe the screen or select one of the symbols shown. The intelligent software always offers them the appropriate options for a given situation.

As a modular and scalable system, the flexible Xtend³ controller can be configured with line scan and matrix cameras to perform monitoring tasks in the folding-gluing process and meet individual customer requirements. “The question as to whether customers are better off using line scan or matrix cameras depends on their specific quality control needs,” Scharf says. “We leave all options open for them.”

The Baumer hhs portfolio encompasses solutions for virtually all quality assurance tasks in carton production and is continually being expanded. Just recently, the company introduced a new linear lighting system with high-power LEDs for quality assurance in carton applications. It guarantees uniform, ultra-bright illumination over distances of up to 250mm and significantly reduces setup times.

The new version 4.0 Xtend³ controller is available now. It can be installed on existing gluing lines, either integrated in comprehensive glue application and quality assurance systems or as a standalone solution.

[www.baumerhhs.com](http://www.baumerhhs.com)

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#### Sheet Plant Focus

The MultiNOVA MN400 is a perfect box gluing solution suited to all sheet plants regardless of size. The MultiNOVA provides many advantages including quick set-time; for example, 3 point gluing/ crashlock can be carried out in 15 mins and straight-line work in 5 mins.

Speeds of up to 3,000 boxes are achievable, with higher production speeds on smaller format boxes. The machine runs BC, EB doublewall and more, covering a vast array of jobs producing 500-5000+ boxes with ease. Many sheet plants have freed up larger volume machines, with the economical MultiNOVA producing multiple jobs, as a result of the fast set times, versatility of panel sizes and run speed.

The machine has a special finished product compression system as standard, allowing the operator to feed the completed box into the system, which provides neatly pressed boxes for stacking on to a pallet. Speed adjustment enables complete control, the pressurised electric PVA glue application can be adjusted to produce various glue results,

including dots and lines, this reduces over-application and waste.

The robust, but compact MultiNOVA (4m x 2.5m footprint) is manufactured to a high quality standard at Kolbus AutoBox in Houghton Regis in the UK, also home to Kolbus UK, a division of the global Kolbus group that produces a variety of packaging machinery, from rotary die-cutters, luxury packaging, to solid case making. Kolbus UK are able to offer maintenance support, spare parts sales and training for UK customers, along with the Kolbus Group based in Germany offering global support.

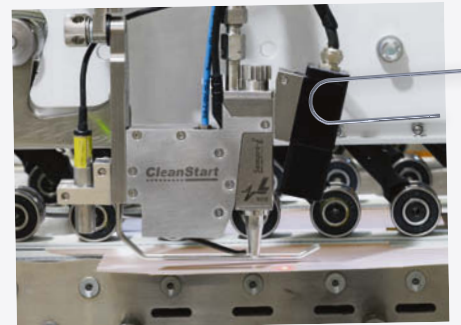
The MultiNOVA joins other gluing machines in the range, such as the Pro Melt PM 100 for smaller boxes and the larger format Pro Gluer PG 100. These machines provide gluing solutions to the portfolio of box making equipment from Kolbus AutoBox, including the AB 300 and Boxer box making machines.

#### Maximising E-Commerce

Box manufacturers that are rising to the demands of e-commerce packaging can deliver high-graphic

products with surety of 100% quality, increased production and decreased downtime – with new Leary solutions.

Guarantee 31 mm gluing accuracy combined with the widest available glue viscosity range with Leary’s new high-speed Sempre-i glue valve.



Add automatic valve tip cover with CleanStart technology to reduce glue consumption and boxes at machine start up – as the first box through the gluer at start up is sellable. Add quality improvement to your production including detection for glue presence, placement and volume with ease. Monitor mix prevention and verify customer code readability at 2,000 scans/second, reading each code multiple times to ensure reliability. Multiple code symbology options are available including 1D and 2D codes.



Finally, improve productivity with missing or dropped flap detection. This solution monitors absence





and presence of flaps, inspects for hanging scrap and correct cut outs as well as detecting dropped 45° crash lock or 4/6 corner flaps.

Combine these technologies with Leary's Monet, simple-to-use controller interface software to deliver box-improving solutions for existing and new speciality folder gluers.

[www.whleary.com](http://www.whleary.com)

#### Compact Footprint

It is now a few years since Manfred Mau upgraded his after-sales company based on servicing equipment in the corrugated industry. He had been maintaining box-making machines and strapping equipment, when it was decided to embark upon an ambitious programme to supply his own portfolio of machinery.

Today, Maschinenmau offers a range of semi-automatic and automatic corrugated gluers, including the Multi Gluer, which has now been installed in many European countries, as well as further afield.

The Multi Gluer is a high output, yet compact folder gluer able to close RSCs with straight line cold PVA gluing, or crash-lock boxes with 3-point gluing. The benefits of the machine include an on-board touch screen operating

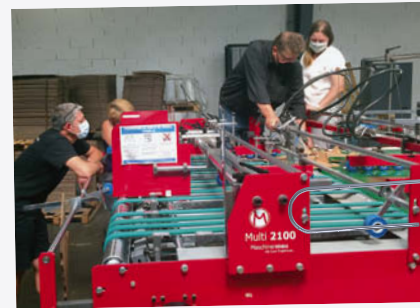


Beckhoff electronics to ensure that all adhesive application is made easy, whether it is for a long bead, dots or spray, while accuracy is maintained by the use of laser control.

Using a Baumer hhs adhesive system further enhances

the efficient application of adhesive and helps make the operation that much easier with a simple operating system, while less daily maintenance is required due to self-cleaning nozzles and an easy to fill pressurised storage container for the PVA adhesive.

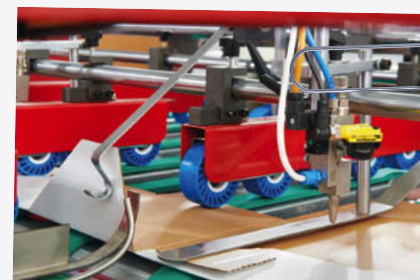
The usage of rapid change parts allows the operator to become proficient in the use of the machine quickly and easily, which in turn can assist multi-tasking as the widest choice of personnel can be used to operate the machine.



Another feature is that most types of board can be passed through the machine, including sheets cut up to 2100 x 1050mm and doublewall board, while more specialised products with print or particular finish can be processed without marking their surfaces.

For particularly difficult coatings a hot-melt applicator can be fitted which uses the same control system.

The easy-load board feeding holder has a pneumatic jogger to lift the stack gently and release one sheet at a time onto high grip drive belts. This feature is to guarantee that there are no jams or off-centre feeding at the beginning of the process.



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After gluing and folding, the closed case is passed through a compression tunnel under the machine ready for strapping onto the pallet. This design feature allows the Multi Gluer to be less than 5m in length, and only 2550mm in width; to provide a really compact machine for an output of over 2,500 cases an hour.

Some useful options are available which include a SICK safety curtain, a high-pressure high output addition to the Baumer hhs gluing system, and now the Maschinenmau 170-SGM. This last piece of equipment is an applicator for double-sided tape which fits directly onto the machine and is designed for e-commerce boxes.

[www.maschinenmau.com](http://www.maschinenmau.com)

#### Multiple Solutions

ERO modular gluing stations can

be installed as a pair or in blocks to cover the bigger box flaps sizes.



Each group of gluing stations is supplied by only one glue hose, saving space and providing a clean and neat-looking gluing area. Likewise, independent single applicators can be installed if required, as well as bottom-up gluing stations fitted with one, two or three glue nozzles.

Gun blocks and distance between glue applications can

be adjusted to each user specific requirements, offering a broad range of customisation options to adapt the glue pattern to specific products.

The control software is extremely intuitive and has been designed to make the operator's work much simple as well as faster. Each gun block can be configured as a single unit in order to streamline the set-up and adjustments.

ERO offers additional optional and smart solutions for speciality folder gluers, such as special sliders that clean the distributor nozzles preventing blockage, and also quality inspection systems. ERO inspection cameras provide live images of every box and can inspect more than one glue line at a time.

[www.ero-gluers.com](http://www.ero-gluers.com)

#### ERO GLUING SOLUTIONS FOR MULTIPOINT FOLDER-GLUERS

A special gluing station equipped to apply 1,2, or 3 glue lines can be installed to work bottom-up.



Each block of valves can be considered as a single gun in order to set the pattern dimensions only once.



ERO modular glue applicators can be installed as a pair or in blocks in order to cover bigger box flap sizes.

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- 9218 Kirby mercury, 1600x600mm, suction kicker feed, 1 flexo print unit
- 8530 KIRBY MERCURY 1800 x 600mm, one colour
- 8519 KIRBY 2000 x 600mm, one colour, 2001
- 9200 Simon 350 2 colour, 2100 x 890mm, deritend feeder, 2 bottom flexo, motorised slot/crease
- 9401 TYMI 2500 x 1200, two colour, rotary diecut
- 8797 PIEMONTE 2700x1300mm. Prime feed, three flexo, slot, diecut
- 9341 TCY 6PA 2750x1200mm, lead edge feeder, 3 top print units, double slotting and creasing
- 9312 Kirby MPS 2800mm suction kicker feed, one colour, motorised slotting.
- 8989 SIMON 470, 2800 x 1200, vacuum feed, four flexo, motorised slot, diecut
- 9106 TCY 6PS 3000 x 1200mm. 1991 suction kicker-feed, two flexo print units, preset slotter
- 9161 PIEMONTE 3300 x 1300mm, sun lead edge feeder, two flexo print units, motorised slotter

## GLUING / STITCHING

- 9346 Klett Arm Stitcher, 1050mm
- 9061 ITON Semi Automatic Stitcher. Size 2000mm
- 9099 PLANET Fully Automatic Gluer. 2000 x 1000. Built 1998
- 8721 KIRBY AFG Autogluer 2050 x 1100 electronic glue, 3 available
- 9345 Kirby Fully Automatic Folder Gluer, 2050x1050mm, Quma glue system
- 8804 MARZI 2400 x 1050mm, Fully auto gluer, Quma glue, 1984

- 8784 ANDAPACK 2400mm Folder/Gluer top loading counter ejector

- 9334 Sodeme Two Piece Stitcher. 2800 x 2, rising feed table, Norsden hot melt glue, take off

- 9219 Klett fully automatic folder gluer, 2800 x 1200mm, quma glue system, squaring section, batch counter ejector

- 9951 KLETT Fully Automatic Folder Gluer – Size 2800x1200

- 8785 EMBA UVZ/RTZ size 2940 x 1250mm, full width squaring, c/ejector, electronic glue

- 9340 Kirby Semi Auto gluer size 3000mm, rebuilt 2019

- 9299 FORDS UNIGLUER, 3000mm, built 2005, rising feed table, min 300 x 500, PVA spray glue, squaring section, floor space 2 x 5m, 1500 x 2000 SPH, 3-5 min set up

- 9315 Sodeme. 3100mm semi automatic stitcher. Rising feed table, hot melt glue.

- 9333 Godswill Semi Automatic Stitcher Gluer 3500 x 1500mm. Built 2006, rising feed table, moveable stitching head, Quma glue system, squaring unit, batch counter ejector

## CASEMAKERS

- 9400 Lian Tiee 1900X600MM. Built 2015 Sun feed, two colour, vacuum transfer, slot, diecut, electronic glue system, folder gluer, single stage counter ejector

## SLITTING/SLOTTING/CREASING

- 8992 RITESIZE Boxmaker – Size 1350mm. Computer set
- 9331 Kirby Slitter Creaser, size 2500mm
- 9347 Kirby Slitter Creaser, size 2500mm

- 9291 Gandossi and Fossati slitter creaser, size 2500mm, fully loaded and guarded

- 9275 Midas automatic slitter creaser, 2800mm, built: new, lead edge feeder, motorised set, 4 pairs of razor slit

- 9334 Kirby Slitter Creaser 3000mm

## DIECUTTING

- 9195 CROSLAND, 1200 x 850mm, single cycle, dwell, continuous run

- 9294 Avocet, 1300 x 960mm, hand fed platen, electromagnetic clutch, front edge security system, built 1980

- 9241 Strumber Roller Press, 1500mm

- 9336 WOOLKIL Fully Auto Diecutter, 1500 x 1100mm, Feed Unit, Diecutting Unit, Stripping Unit, Delivery Unit, Lowering Pile Delivery, Built 2005

- 9343 Bobst SPO 1575 EEG, vacuum feed, 350 tonne diecut station, 100% stripping

- 9342 Rabolini Model F, 1600x1200mm, hand fed platen, fully guarded

- 9314 Kirby Roller Press 1600mm

- 9331 Bobst 1600 autoplaten, size 1600 x 1100mm, built 1982, 100% stripping

- 9344 Midas Hand Platen, 1800x1200mm, fully guarded

- 9097 MITSUBISHI Esprit Rotary Diecutter 2000 x 1676 lead edge feeder, three flexo

## MISCELLANEOUS

- 9276 Simon Prefeeder, 2800mm

- 8838 PIEMONTE 3300 hydraulic stacker 1987

- 9095 CASTALDINI Prefeeder

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abm.exportsales@abmacustica.com  
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**Omnicom**  
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**Suba Solutions Private Ltd**  
Tel: +91-72 00 211 211 Ex. 14  
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**C&C.Equipment – Israel**  
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**Yuukosha Cito Trading Co., Ltd.**  
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**CWL Co., Ltd.**  
Tel: +82-2-881-5881  
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Tel: +7 495 753 1720  
bestforgofra@mail.ru  
**www.bfg.ru**

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**Trocarsa**  
Tel: +34 986 467010  
jva@trocarsa.com  
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Mob: +44 7831 857 027  
stan.kiernan@gmail.com

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info@bahmueller.de  
**www.bahmueller.de**

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info@bizzozzeromica.it  
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Tel: +33 4 72 14 74 74  
**www.bobst.com**  
RCS Lyon B 301 165 841  
No. TVA: FRA 56301165841

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info@emba.com  
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Tel: +39 039 2457 847  
sales.converting@engico.com  
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itc@jspackmach.com  
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## ■ TÜNKERS

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info@tuenkers.de  
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sales@idmachinery.com  
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■ **JKSP SERVICES LTD**  
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sales@jkspservices.com  
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■ **TECHNICARTON**  
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info@technicarton.com  
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■ **NETHERLANDS AND BELGIUM AGENT:**  
Ondulam n.v.  
Tel: 0032 2 253 61 16  
info@ondulam.be  
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■ **SPAIN**  
SIIE  
Tel: 0034 93 594 62 17  
info@siie.com  
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■ **VOKORE MASCHINENMESSER FABRIK GMBH**  
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info@vokore.de  
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comm@ne-engineering.com  
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■ **MUK ROBOTICS**  
Minda/MUK Robotics  
Tel: +49 571 3997 0  
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■ **SIMON CORRUGATING MACHINERY**  
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Mob: +49 1714 535 326  
simon@simon-container.de  
www.simoncorrugating.com

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info@bizzozzeromica.it  
www.bizzozzeromica.it

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info@goeppfert.de  
www.goeppfert.de  
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sales@lmc.com.tw  
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mwcoltd@ms15.hinet.net  
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CorruSystems  
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ask@valcomelton.com  
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info@valcomelton.es  
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rob.dal.lago@sunautomation.co.uk

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Tel: +1 513-563-6500  
info@goettsch.com

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info@abaca.co.uk  
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■ **OMP**  
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