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INDUSTRY

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

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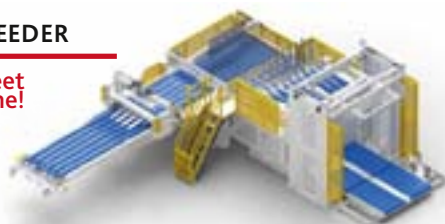
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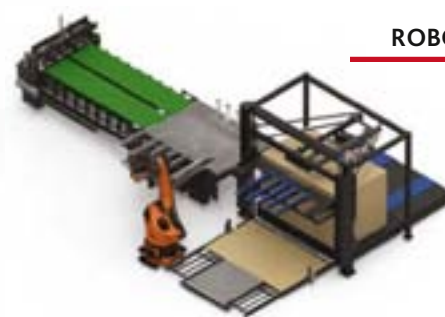


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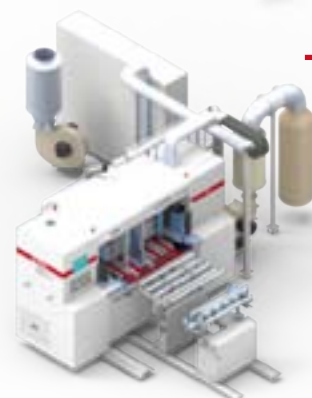
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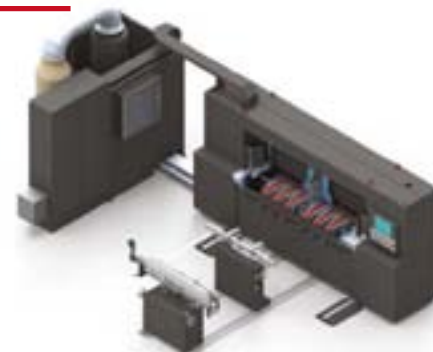
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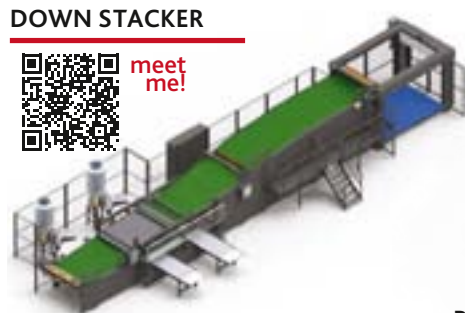


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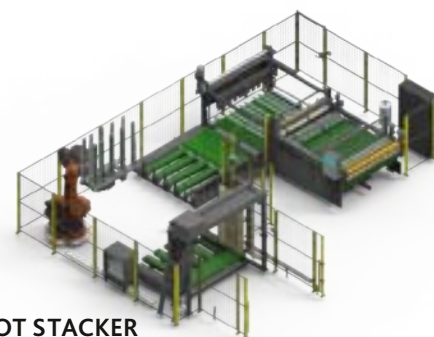
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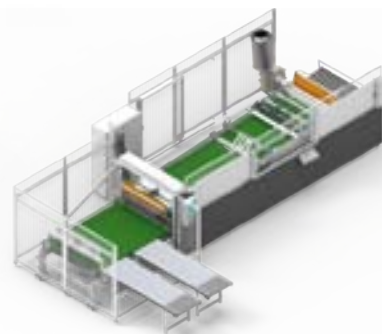
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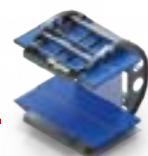
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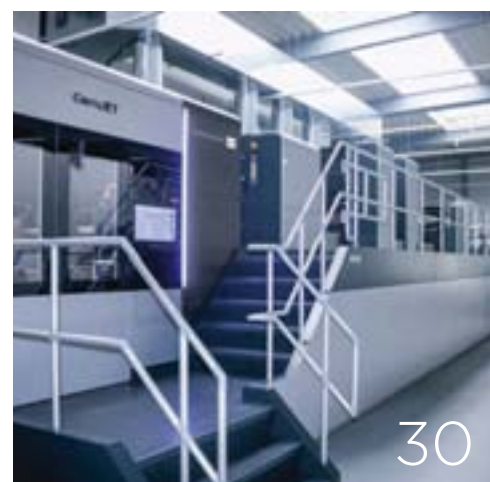
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INTERNATIONAL PAPER BOARD

INDUSTRY
is published monthly by Brunton Business Publications Ltd.

Daniel Brunton Publisher
Rebecca Rendon Editor
Fiona Brunton Subscription Manager
Anna Howell Advertising Administration

1 Salisbury Office Park, London Road, Salisbury,
Wiltshire SP1 3HP, England Tel: +44 (0) 1722 337038
publications@brunton.co.uk www.thepackagingportal.com

Michael D. Brunton Editor in Chief

NORTH AMERICA

Len Prazych Features Editor
Robyn Smith Sales Manager US

NV Business Publishers Corp., PO Box 802,
Manasquan, NJ 08736, USA
Tel: 631-838-4408

ASIA

Frank Wu Sales Manager
M.Success Media Group, Shanghai Mediaprint Advertising
Co., Ltd <Corrugated World> 3F, Tower B, No 8 Wenshui
Road, Shanghai 200072, P.R. China
Tel: +86 21 61077561 Fax: +86 21 61077526
frankwu@msuccessgroup.com

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SUBSCRIPTION RATES

U.K. - £45 per year
Airmail - Europe / Rest of World £79 / €125
Single Copy - £5.00
Back copies - £10.00 each

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International Paper Board Industry is published by Brunton Business Publications Ltd
(ISSN:0020 8191X) and distributed in the USA by: Mail Right International, 1637 Stelton Road,
B-4, Piscataway, NJ 08854
Periodicals Postage Paid at: New Brunswick, NJ
POSTMASTER: send address changes to: International Paper Board Industry, c/o 1637 Stelton Road,
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OBITUARY

KLAUS THIMM

UNTIMELY DEATH OF SENIOR PARTNER AT THIMM GROUP

We regret to announce the death of Klaus Thimm, Senior Partner of the Thimm Group. The son of the company founder Walter Felix Thimm and long-standing Chairman of the Management Board died suddenly and unexpectedly on 9th December 2020 at the age of 83. He leaves his wife, four children and eight grandchildren.

Klaus Thimm took over his father's company in 1983 as the second generation. Under his leadership, the company experienced considerable growth. In addition to the Northeim headquarters, three new plants were built step by step in Germany (Castrop-Rauxel, Alzey and Eberswalde) along with a fourth in Všetaty, Czech Republic. He also laid the foundations for today's Thimm Group with its five independent divisions of Thimm pack'n'display, Thimm Packaging Systems, Christiansen Print, Cartonara and corrugAid at 20 locations. In 1999, he handed over operational management to Mathias Schliep.

"Today's Thimm Group would not have been possible without Klaus Thimm. The company was his life," says Mathias Schliep, Chairman of the Thimm Group Management Board. "With his entrepreneurial vision, Klaus played a decisive role in the company's development and always kept the values orientation of our family business in mind".

Of particular concern to him was to lead Thimm as a family-owned company into the third generation, which he successfully advanced and implemented. Until recently, he was a member of the Administrative Board which he joined in 1999. At the same time, he was managing partner of Thimm Holding GmbH + Co. KG and Conprinta Printing Technology, which he acquired in Switzerland in 1993.

Klaus Thimm was also involved in social and cultural projects and worked as an advisor or member of the supervisory board of other companies. He also held several roles in national and international corrugated industry associations. ■

"TODAY'S THIMM GROUP WOULD NOT HAVE BEEN POSSIBLE WITHOUT KLAUS THIMM. THE COMPANY WAS HIS LIFE. WITH HIS ENTREPRENEURIAL VISION, KLAUS PLAYED A DECISIVE ROLE IN THE COMPANY'S DEVELOPMENT AND ALWAYS KEPT THE VALUES ORIENTATION OF OUR FAMILY BUSINESS IN MIND"

MATHIAS SCHLIEP, CHAIRMAN OF THE THIMM GROUP MANAGEMENT BOARD

I met this gentleman many times during my 25 years in the industry. He was the definition of a true professional; quiet, unassuming, hugely generous and driven by his passion for expanding his knowledge.

I remember the first time I had the honour of interviewing him – I was probably 25 and he was in his early 60s – he put me at ease quickly, and was more interested in hearing about what plants I had visited in the previous months than talking about the latest developments at THIMM!

The dinner conversation was always fascinating and his views on the industry he loved were current and pioneering.

Reading the notification of his passing on a Saturday morning, so close to Christmas, made me feel very sad. We have lost one of the visionary leaders of our industry. My thoughts and condolences to his family at this terribly tough time.

Rest in peace, Klaus. A gentle man, a kind soul, a loving father and grandfather. A corrugated man, through and through.

DANIEL BRUNTON





Hinojosa Enters France, Acquires Allard Emb

Hinojosa, a leading packaging manufacturer in the Iberian Peninsula, has completed the acquisition of the French company Allard Emballages. With its entry into the French corrugated market, Hinojosa continues its international expansion that began with the addition of Portuguese company Graphicsleader in 2020.

Hinojosa says it is looking to improve its customers' experience by providing them with a comprehensive packaging service, with the most sustainable and highest quality product range. From now on, this portfolio will also be available to Allard Emballages; packaging with high quality printing, packaging solutions for fresh food, or value added cases for the cosmetic, pharmaceutical, wine and spirits sectors, among others.

Founded in 1928, Allard is a family group specialised in the manufacture of paper and corrugated packaging. The company has four plants (three packaging factories and a paper mill) and is well established in the main French agro-food markets. The company, which in 2019 had a turnover of €83m, will keep the entire workforce of more than 400 employees led by

the current management team.

Hinojosa and Allard share similar values. They are both family companies that are committed to continuous innovation, the most advanced technology and proximity to the customer in order to become long-term partners in packaging solutions. This integration will allow both companies to enhance their best practices and develop synergies in order to strengthen their common operational excellence, especially in sectors such as agriculture or food. Allard Emballages is an integrated company, with 100% recycled paper production for its own consumption.

The entry into the French market is in line with Hinojosa's international growth strategy, which gives priority to its expansion into the nearest markets. After its arrival in Portugal at the beginning of 2020 through the acquisition of Graphicsleader, this operation strengthens Hinojosa's presence in the countries of south-western Europe in order to provide a multi-product offer in these territories. As a result of this latest acquisition, Hinojosa now has 20 factories and more than 2,300 employees.

RENGO ACQUIRES SHARES IN BIEN HOA PACKAGING

Rengo Co Ltd has confirmed that its joint venture in Thailand, Thai Containers Group Co., Ltd., (TCG) has acquired 94.11% of the shares in Bien Hoa Packaging Joint Stock Company, a corrugated packaging and folding carton manufacturer located near Ho Chi Minh, Vietnam, through TCG Solutions Pte. Ltd, TCG's subsidiary.

Bien Hoa Packaging is a leading manufacturer listed in the Ho Chi Minh Stock Exchange, with two corrugated plants and one folding carton plant located near Ho Chi Minh City.

The Rengo Group has been continuing to expand its base in Vietnam since it acquired the corrugated packaging manufacturer, New Asia Industries Co., Ltd., in February 2010 through TCG. Through the acquisition, the expanded Group will now have six corrugated packaging plants and two folding carton plants in Vietnam.

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RENEWED FOCUS FOR DÜCKER IN FRENCH SPEAKING TERRITORIES

BHS France and the Dücker Group have now concluded an agreement to terminate their agency contract, after many years of successful collaboration to establish all Dücker brands in France and North African (French speaking) countries.

"One major condition of this agreement is to ensure for our customers a continuity of the Dücker presence in these territories, through maintaining the activities of sales, project management and service of existing equipment," explains Dominique Ravot, CEO of Dücker International. "To ensure the transition, Vincent Tromson, who was handling this role inside BHS France, will now be hired by Dücker International GmbH to fulfil these activities with our customers. Our goal is to improve overall customer satisfaction for all the Dücker products along their life cycle."

Mondi to Acquire Olumksan from IP

Mondi has agreed to acquire 90.38% of the outstanding shares in Olmuksan International Paper Ambalaj Sanayi ve Ticaret A.Ş from International Paper for a total consideration of €66m. The implied enterprise value on a 100% basis would amount to around €88m.

Olmuksan is a well-established corrugated packaging producer in Turkey, listed on the Istanbul stock exchange. Its network of five plants provides a diverse customer base with high-quality sustainable packaging for food, beverage, agriculture and industrial applications. For the twelve months ended 30 September 2020, the company produced 256,000 tonnes of corrugated packaging and generated revenues of TRY1,093 million (€150m).

Mondi has operated successfully in Turkey for many years and has developed a strong understanding

of the market and its long-term opportunities. Its current Turkish footprint includes four corrugated packaging plants and a recycled containerboard mill, as well as three flexible packaging sites.

"We are excited by this opportunity to significantly strengthen our position in the fast-growing Turkish corrugated market and expand our offering to existing and new customers in the region," commented Andrew King, Group Chief Executive Officer of Mondi.

The transaction remains subject to competition clearance and other closing conditions and is expected to complete in the first half of 2021. Following the completion of the transaction, Mondi will launch a mandatory tender offer to acquire the remaining 9.62% of outstanding shares in the company held by minority shareholders.

INDEVCO GROUP SET TO ACQUIRE HAITOGLOU – HARTEL IN GREECE

INDEVCO Group has had a presence in Greece since 2009 through its Unipak Hellas affiliate. Following the acquisition of PAKO in 2018, and in line with the group's strategy to make Greece the business hub of its South East European operations, INDEVCO Group is now set to complete the acquisition of Haitoglou – Hartel SA, further contributing to the shaping of a vertically integrated paper and packaging group.

This acquisition is part of the Group's investment plan involving significant expenditure in Greece, creating new job opportunities and adding value to the Greek industrial sector.

Haitoglou – Hartel SA was established in 1979 and is one of the largest players in the market. The acquisition will secure the employment of the Hartel employees. INDEVCO Group has also put in place significant plans to transform the production capabilities of Hartel.

Fayssal Frem, Member of the Board of Directors of the INDEVCO Group of Companies, who is leading the INDEVCO Group activities in Greece, says, "Hartel-Haitoglou SA has always been considered to be a reliable supplier of products to Unipakhellas, our relationship dates back to 2013 and this acquisition is regarded as a business continuation with a lot of strategic fits. The team at Unipakhellas is excited to welcome the Hartel team into the family, I am certain they will do a great job consolidating Unipakhellas product portfolio and supply chain for the benefit of all stakeholders. This acquisition will provide a comparative advantage for Unipakhellas to reach customer across all areas of the Greek market as well as an export base to neighbouring areas."

The transaction has already received the approval of Hellenic Competition Commission. Closing of the deal is expected to occur within the following months.

Delkeskamp Acquires Friedrich Freund

With effect from 1 January 2021, the Nortrup, Germany-based Delkeskamp has purchased the assets, order book and staff of the specialist offset-printed packaging producer Friedrich Freund GmbH Kartonagenfabrik, located in Nordhausen.

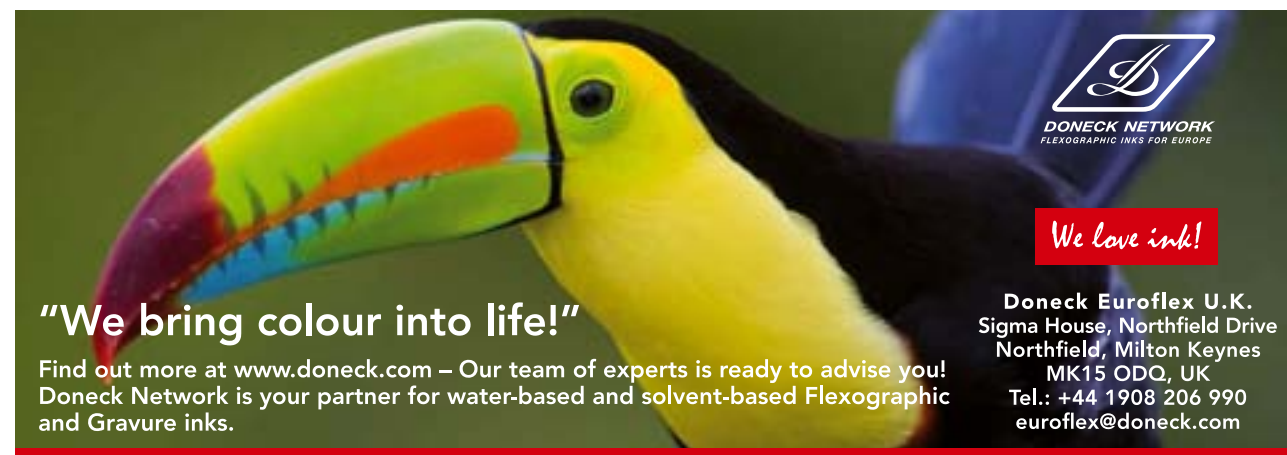
"We see the acquisition as an ideal addition for our production processes in the corrugated board business unit," says Stefan Delkeskamp, Managing Director. "In this way, we consolidate consulting competence, technical know-how and the existing order volume of both organisations."

Since its formation in 2007, the Nordhausen site of Friedrich Freund GmbH Kartonagenfabrik has steadily developed into a reliable supplier for offset-printed

packaging, mainly made of corrugated board.

"With the Delkeskamp group of companies, we have found a buyer to whom the Friedrich Freund GmbH Kartonagenfabrik fits perfectly", comments Hans-Ulrich Schroeder, one of the two Managing Directors of Friedrich Freund GmbH Kartonagenfabrik.

"As we move forward, the acquired site will be Delkeskamp Group's competence centre for offset-printing", confirms Stefan Delkeskamp. "With our own packaging development department including a laboratory, as well as extensive technical and consulting skills on site at our customers' premises, we start 2021 filled with confidence."

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SAICA WARRENPOINT BREAKS BOBST RECORD!

On Wednesday 11th November, the case-making cell at Saica Warrenpoint in Northern Ireland achieved 191,300 feeds in an 8 hour shift on a Bobst 8.20 flexo folder gluer, beating the previous record set by a company in Victoria Australia by 1338 feeds. The maximum capacity of the machine in eight hours is 192000 feeds.

The Bobst 8.20 then went on to break the previous 24 hour production record held by a company in Wisconsin, USA. The old record of 389,817 feeds was improved upon by an 143,415 feeds with a 24 hour total of 533,232 feeds.



Expansion for De Jong Packaging in De Lier

De Jong Packaging is expanding its current production and distribution site in De Lier, Holland. In order to meet the growing demand from its customers, the privately-owned corrugated manufacturer, together with real estate company WDP, is building a new multi-

level distribution centre with storage and production space.

With the investment, De Jong Packaging is expanding its existing production capacity. WDP will handle this project as investor and developer. With WDP, De Jong Packaging has a

partner who has a lot of experience in developing and managing storage and production locations. The old storage hall will make way for a hall with a double floor, meaning that the storage space will be retained, but lots of extra space gained.

Demolition and construction work on the Westerlee industrial estate has been underway for some time. The new building is being built with an eye on sustainability and is expected to be completed in 2022.

Henk de Jong, owner of De Jong Packaging, said, "I am proud that after a long period of preparations we are allowed to start working on our new factory. When I walk across the construction site and look around me, I can already see the new machines. I can also imagine how the packaging will soon be loaded into the trucks here."



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FLINT GROUP CONSOLIDATION

As the new year kicks off, the Flint Group made an important announcement for the flexographic printing industry. Over the years, both organically and through acquisitions, Flint Group has amassed a great deal of knowledge and expertise about flexographic pre-press. All of these resources are now consolidated under one umbrella in a new Flint Group division called XSYS, combining Flint Group Flexographic with Xeikon Prepress. XSYS will consist of three subdivisions: Prepress, Plates and Sleeves. Each will have its own P&L and revenue targets. Headquartered in Stuttgart, Germany, XSYS will continue operating from more than 37 locations around the world. XSYS senior leadership team will consist of Dagmar Schmidt as President of the division, supported by Eva Freudenthaler, Friedrich von Rechtern, Martin Cadek, Katja Stuhr and Uwe Stebani.

DS SMITH IBERIA CHOOSE NOZOMI PLUS

DS Smith Iberia has recently installed the EFI™ Nozomi C18000 Plus six-colour single pass-LED inkjet printer at its facility in Lisbon. The new printer will allow DS Smith to further expand its offering to customers with more designs and possibilities.

"The EFI Nozomi C18000 Plus completes the wide range of current products that DS Smith Iberia offers," said Jorge Requejo, Managing Director, DS Smith Iberia. "This solution will help our customers to promote their brand, personalise packaging and messaging, adapt to the seasonality of their demand and gain in reaction capacity and impact specific promotions – with photographic printing quality and in batches adapted to what their end customer demands."

Requejo continues, "We needed to have a more flexible and agile solution. We turned to EFI and the Nozomi press as they are the ideal partner not only because of their know-how in digital printing, but also because of their valuable contribution, in particular, to the corrugated packaging industry."

With this new investment, DS Smith Iberia says it will be able to reach markets faster with easily achievable high-quality imaging. "The productivity of the Nozomi enables a reduction in time to market," concluded Requejo. "With the press, we will enjoy the quality of printing that achieves a solution equivalent to offset printing technology without the need for litho lamination. In addition, variable printing is another inalienable competitive advantage to digital printing."



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SIPACK SUCCESS

Sipack has just completed the installation of a new Royal VB DD flexo converting line at a customer site in Italy. The customer is a privately owned company located in the North-East, in the Veneto region, a highly industrialised area in Italy.

"The customer's choice for uncompromising converting quality that represents the real Italian pride in terms of technology and production

efficiency resulted in the installation of this Sipack line," says Simone Cini, Global Sales Manager. "The line features complete vacuum transfer, with bottom printing and direct drive technology. The decision process from the customer was quick and smooth, which is refreshing in this difficult time. Installation started in the second half of November and boxes were being produced after a short time, with the acceptance test signed at the beginning of December."

BOXEN EMBALLAGE CHOOSE BAYSEK

Denmark-based privately owned sheet plant Boxen Emballage have purchased an automatic die-cutter from Baysek Machines. The EL-150 automatic die-cutter has a maximum sheet size of 1220mm x 1320mm, but can be extended to 2130mm x 1320mm for companies producing larger work.

Robert Jess, UK & Europe Sales Manager at Baysek said, "Boxen Emballage produce a variety of

work from small to medium runs to larger bespoke work and they quickly identified the need for our machine to be incorporated as part of their ongoing business growth and strategy for diversifying in today's ever changing market place. Rune Jorgensen, owner of Boxen Emballage, decided to choose the larger sheet format machine for their big box business." The machine will be installed in March 2021.

PAPER ON REEL AT GONDI'S PM7 IN MEXICO

After 25 months of construction and installation of the Musketeers mill project, Grupo Gondi's seventh paper machine produced its first paper reel recently.

To guarantee the estimated production of 400,000 metric tons per year of lightweight containerboard, Grupo Gondi has used Voith's cutting edge technology in production, automation and strict quality control. The company is also certified in different matters such as environmental, quality and security of its product and employees.

"We proudly announce the startup of PM7, the most modern recycled containerboard mill in Latin America. We will continue working to achieve the established goals for what will be the most innovative low basis weight recycled containerboard mill in Mexico and Latin America," said Eduardo Posada, Grupo Gondi's CEO.



With the startup of this paper mill, the capacity of the company will reach 1.1 million metric tons of paper production per year, making Gondi not only self-sufficient, but one of the leaders in the domestic market.



OBITUARY IAN WILLIS

We sadly report the death of Ian Willis at the age of 86. He passed away on 18th December, 2020 at his home on Longboat Key, Florida after a long illness.

Ian was born on 17th March, 1934 in Loughborough, England. He grew up in the northeast of England where he attended Tynemouth High School. After starting his career at Formica, he returned almost 30 years later as the Chief Executive. He had a bold and courageous spirit which took the family to Scotland when he worked for Nairn Flooring and then onto a new adventure to South Africa. He started his career in South Africa at Afcot, went on to work at Sappi Kraft and then Managing Director of Kohler before his retirement. Ian retired in 1995 as the Chairman of Holdains Ltd and Executive Director of Malbak Ltd, Director of MY Holdings (UK) and was the President of the International Corrugated Case Association.

Ian is survived by his wife of 66 years, Lesley, their two daughters Karen and Melanie, his four grand-daughters and four great-grandchildren.

ICO BECOMES FIRST TO ORDER BOBST'S NEW LARGE FORMAT DIT

ICO Industria Cartone Ondulato, a corrugated board converter based in the south of Italy, has become the first company to buy BOBST's new Large Format Digital Inspection Table (DIT).

The Large Format DIT was launched just before European countries began locking down due to COVID-19, making in-person customer demonstrations difficult. But it didn't deter ICO, which had heard about the new innovation and believed it was exactly what they needed. After several virtual demonstrations and meetings, ICO decided to order the unit.

"We are aiming to differentiate ourselves by achieving the shortest lead times, fast response times and efficient logistics – giving superb service to our customers," says Stefano Di Mattia, ICO General Manager. "To reach these objectives we are investing in digital innovation and processes such as digital printing and with the Digital Inspection Table, we can further strengthen the offering to our customers. Our strategy is based on the principles of technical performance, digital innovation, raw material optimisation and attention to environmental impact and the Digital Inspection Table supports this strategy."

"The Large Format DIT is supporting the Bobst vision of 'Shaping the future of the packaging world', where we strive to provide digital innovation and end-to-end solutions for the packaging value chain," says Raphael Indermühle, Head of Sales and Marketing for Services at Bobst. "We are happy that ICO was the first company to invest in this digital innovation and we know that they are at the forefront of embracing digital transformation with a clear strategy for how to respond to their customers' needs."

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CONPRINTA FOR CHENG LOONG

Cheng Loong Corporation has ordered a five colour flexographic web printing system with one varnishing unit for the production of pre-printed liner from Conprinta. The IMD 2200 will be installed at Cheng Loong Long An Container Co. Ltd in Vietnam. To keep up with the robust growth of South East Asia, the company has been investing in Vietnam in recent years to establish integrated manufacturing and selling of industrial paper and corrugated containers. Cheng Loong has one paper mill and three box plants in Vietnam.

"By constantly investing in cutting-edge facilities and equipment, we are able to provide premium quality and service to our customers," said Tseng-Fu Hou, Head of Container Box Division. "By using Conprinta's Preprint System, we hope to increase the printing quality of corrugated boxes in Vietnam and enhance our competitiveness and contribute to an increase in overall quality of local corrugated containers."

The Conprinta IMD 2200 is equipped with the latest technology, which combines versatility, flexibility and productivity without compromising product quality. It is operator-friendly thanks to the fast change over capability of the press. While the press is able to pre-register a job, automatic inline registration control cameras in combination with an auto impression set mode enable the operators to start-up a job without human interference or waste.

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ESKO SUPPORTS UK CUSTOMERS FOLLOWING BREXIT TRADE AGREEMENT

Esko has moved to reassure UK customers that systems are in place to minimize the impact of new trading regulations in the wake of Brexit. James Mason, Esko Regional Business Director EMEA North, said that although Esko production facilities are located in Europe, the company has taken action to reduce any impact the 1,255-page Brexit trade deal might have on the delivery of goods from January 2021. "Esko-Graphics BV will be operating in the UK, with a UK VAT number," said Mason. "We will undertake all the export and import activities from Europe into the UK, including customs clearance. The result for our customers is that hardware can be purchased as if it was a domestic transaction, with UK VAT to be reclaimed."

There will be no change to the current process for customers requiring goods to be shipped to Northern Ireland, in that Esko will deliver the goods without clearance in the UK. The sale will therefore take place as a sale from the European Union, without VAT.

"Esko has worked with all its supply chain partners to be able to continue delivering according to our customers' expectations," said Mason. "Our aim is to both minimise any impact and absorb the cost implications for our hardware customers as much as possible. For our software customers, we do not anticipate any changes being required," he said. "As there is no physical customs clearance process, software customers will continue to receive their invoice from Esko-Graphics BV with 0% VAT charged."

"Despite the trade agreement, these are still uncertain times and we hope that these moves offer some stability and reassurance to our valued UK customers," concludes Mason. "We have spent many years developing relationships with print and packaging converters across the country and we look forward to continuing to supply UK customers with Esko products into 2021 and beyond."

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APPOINTMENTS

PROMOTIONS AT CONTACT ORIGINATORS

UK-based Contact Originators has confirmed the promotion of two key employees who have both enjoyed lengthy careers with the company. Steve Mulcahy, CEO of Contact Group, said he was delighted to announce the dual promotions at the end of a challenging but successful year for Contact. The changes see Nick Mitchell (pictured right) move from the role of General Manager to Operations Director and Les Jones (left) from Print Innovation and Product Development Manager to Technical Director.

"Both Nick and Les have made significant contributions to the business, our customers and industry," said Mulcahy. "I'm really

thrilled to be promoting from within for these key roles in the senior management team. Both Nick and Les are well known in our industry for their technical expertise and their focus on identifying and implementing improvements. They have both worked to raise the benchmark in innovation and I'm personally delighted to see this recognised as we move into a new era for Contact."



ALON BAR-SHANY APPOINTED CHAIRMAN OF BOARD AT HIGHCON

Highcon has confirmed that following the successful flotation of the company on the Tel Aviv Stock Exchange (TASE: HICN) raising \$45m in an oversubscribed offering, they have made several appointments to bolster its Board of Directors and executive management team.

The Board of Directors of Highcon approved the nomination of Alon Bar-

Shany, former General Manager of HP Indigo, to the role of Chairman of the Board. He is assuming the role from Amichai Steimberg, who has held this position since mid 2020 during the company's successful IPO process, and who will be stepping down as planned. Furthermore, the company also welcomed Simon Lewis as the company's new VP Marketing.

Bar-Shany said, "I am looking forward to joining the Highcon Board and taking part in the ongoing digital transformation of the printing and packaging industry. Highcon has been a pioneer in the digitalization of the post-print part of the process which, after the growing adoption of digital printing, is where many bottlenecks now occur. I have been following the company and its customers for quite a while and will be supporting the Management team to ensure the success of Highcon customers, which will be a key driver for the company's growth."

Shlomo Nimrodi, Highcon CEO, added, "We would like first, to express our appreciation to Amichai Steimberg for his support during the past few months as we prepared and concluded the company's successful IPO on the Tel Aviv Stock Exchange. I am proud and happy to have Alon joining us in our digital transformation journey of the packaging industry. Alon's industry expertise and reach, coupled with his experience in growing a capital equipment company, will be instrumental in executing our go-to-market strategy and scale-up. I am also delighted to welcome Simon to the Highcon team leading our marketing strategy and execution. As we start the year ahead with this new team of expert players, Highcon is now well poised for growth and the ability to drive the digital change that is essential to optimise supply chains and reduce the inefficiencies that face the conventional folding carton and corrugated packaging industry."



SCOTT LEONARD JOINS GTS (EUROPE)

David Williams, Managing Director of GTS (Europe) Ltd, has confirmed the appointment of Scott Leonard as Technical Sales Manager. With a background



in electrical engineering, Leonard joined GTS in the final quarter of 2020. He is no stranger to the graphic arts and packaging industries, having worked for eight years as a Service Engineer within the Label industry primarily on flexographic printing presses, but also involved in litho, digital and finishing equipment with AB Graphics and Nilpeter.

"We are delighted to welcome Scott to our business," states Williams. "Although 2020 was a rather turbulent year for the UK corrugated industry, we continue to reaffirm our position as a leading supplier of equipment and services to the market by adding more people to our team. Recruiting Scott comes off the back of two other major appointments, having seen Jamie McDonald and Mike Sanderson joining us in our technical support and engineering departments. Customers will benefit now from Scott's experience and knowledge of electrical engineering and project management and he will be looking after the entire range of Emmepi Group materials handling and ancillary equipment solutions, working alongside myself and Paul Herson."

"I am looking forward to getting to know our customer base in the UK and Ireland," adds Leonard. "I have already learned a great deal about the corrugated packaging industry and look forward to sharing my knowledge gained in the label and graphics arts industries with customers over the coming months and years."

He can be reached on scottleonard@gtseurope.co.uk or 07593 564670.

RAYEN JOINS BAHMÜLLER

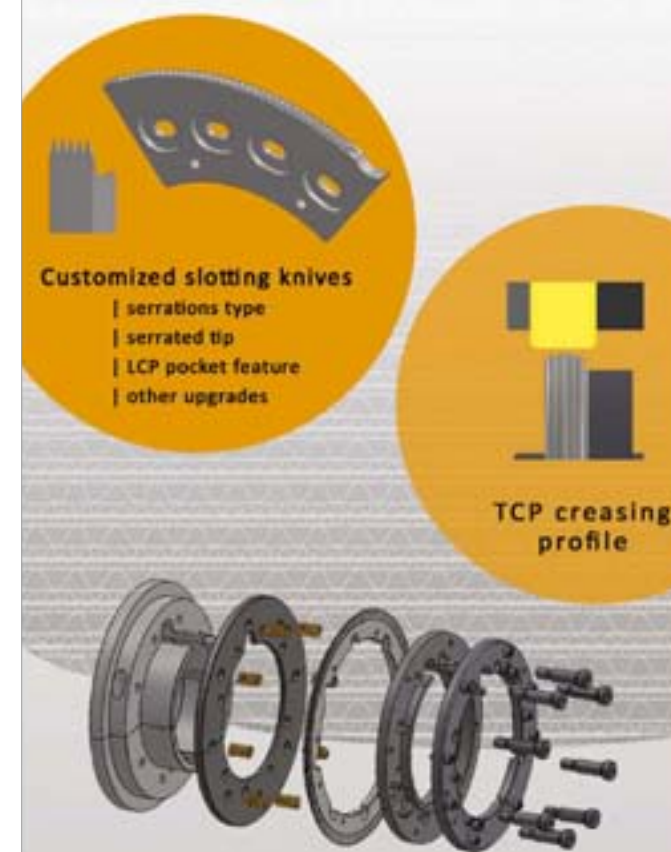
With the ongoing success for its Turbox and Boxflow® Solutions, Bahmüller has confirmed the appointment of Nico Rayen as Area Sales Manager.



He is well known in the industry with a strong background in end of line technology with strapping solutions. Acting as product manager, he was already involved in the Powerpacker technology when he was working with Signode.



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AS WE BEGIN A NEW YEAR, INTERNATIONAL PAPER BOARD INDUSTRY HAS ONCE AGAIN INVITED THE HEADS OF INDUSTRY ASSOCIATIONS TO SHARE THEIR THOUGHTS ABOUT TRENDS, OPPORTUNITIES AND CHALLENGES.



Brandon Bennett
Chairman

World Containerboard
Organisation (WCO)

As Chairman of the World Containerboard Organisation (WCO), I am pleased to present a report on the macroeconomic environment of the containerboard industry.

The global economy faced unexpected challenges in 2020 that have impacted employment and product demand, as well as introduced numerous supply chain challenges. Efforts to manage the COVID-19 pandemic have caused businesses to close and left parts of the global population on lockdown. The pandemic created simultaneous disruptions to supply and demand in our globally interconnected world. In addition, a historic number of hurricanes in the Atlantic caused business disruptions and personal hardships in the U.S., Central America and the Caribbean.

We have seen that consumers across the globe are increasingly open to changing how they buy products, leading to a strong acceleration of e-commerce shipments and other home-delivery services. The consumer goods industry is adapting to this change that creates both disruption and opportunity for our industry (e.g., increased corrugated packaging for e-commerce shipments). We need to embrace these changes and adjust to meet evolving needs as we continue to create value for our customers through sustainable packaging products.

We have reason to be optimistic about the coming year as several major economies are seeing varying levels of recovery and multiple COVID-19 vaccines are expected to be available in the coming months.

Worldwide containerboard production grew in the third quarter of 2020 (2.3% in Q3, after gains of 1.3% in Q2 and 4.5% in Q1). These figures confirm the positive trend noted in most of the geographic areas during the first half of 2020. The increase in the third quarter is mainly due to the production of recycled paper, while the production of virgin-based fibers lost momentum during the summer months, down 1.2%.

North America

Economic activity and employment have shown signs of recovery but remain well below pre-COVID levels. Beyond the pandemic and hurricanes, record setting forest fires in the U.S. also disrupted business and personal lives in the western states.

Despite the economic volatility of 2020, the U.S. economy stands on relatively firm ground, with GDP growth expected to continue at its long-run trend of 2%. Factors influencing economic growth include slightly softer but still solid consumption and job growth trends, weakening business investment, an increase in residential investment, and continued monetary easing.

At the end of November, the U.S. economy is balancing the predicted surge in COVID-19 with optimism for vaccine development. As with the rest of the world, production and widespread distribution of a vaccine will likely take months, meaning the coronavirus will be a significant factor in the economy for some time. It is still too early to estimate how the presidential election and ensuing senate run-offs may affect the economy.

In the first half of 2020 North America saw an increase in recycled paper production (5.1%), while on the other hand the production of virgin-based papers declined by 1.4%. The American Forest & Paper Association (AF&PA) October U.S. Containerboard Statistics Report showed U.S. containerboard production increasing by 3% compared to October 2019. Production was up 3.8% when compared to the same 10 months of 2019, according to the report. October 2020 production of containerboard for export decreased 13.4% compared to the same month last year; but was up 15% year-to-date. The containerboard operating rate was 98.1%, up 3.6%

from October 2019 and up 2.8% year-to-date. Mill inventories of containerboard at the end of October decreased 6000 short tons from the previous month and were up 42,000 short tons compared to October 2019.

North America is expected to remain a major exporter of virgin containerboard grades to global destinations, including Central America, Asia and Western Europe. Exports had been growing by about 3.5% over the last several years but slowed in 2019 as global demand softened in the wake of trade uncertainties and economic softness. At the beginning of 2020, Europe accounted for approximately 15% of total North American exports for kraft liner brown unbleached (and Spain and Italy accounted for nearly 45%). The trend towards lighter containerboard products continues but shows signs of losing momentum.

South America

The Economic Commission for Latin America and the Caribbean (ECLAC) reports that the pandemic will significantly impact the region's economy with a predicted contraction of 9.1%. Forecasts for 2020 predict 2.7 million businesses will close, unemployment will rise to 13.5% and poverty will reach 37.7% of the population, translating to a 10-year setback for the region. Brazil and Mexico are expected to lead Latin America in recovery.

Brazil continues to be the major containerboard producer in the region with deliveries of containerboard year-to-date (nine months) increasing by 1.7%. Recycled containerboard (RCCM) is down 1% while kraft liner and semi chemical medium increased by 5.6% during the first nine months of 2020.

New participants from the international packaging industry are setting up operations in Latin America, due primarily to the high demand for packaging in the region. In Brazil,

industry participants have publicly announced that they are increasing their operations by expanding production plants or through acquisitions. Over 1 million new tons of publicly announced Brazilian capacity is scheduled to come online between 2019 and 2023, with additional publicly announced projects in Mexico.

Moderate growth rates for containerboard demand are expected in the region, reflecting the economic development in most Central and South American countries.

Asia

Recovery across the entire Asia and Pacific region is happening at a varied pace. Economic activity in the region is expected to contract by 2.2% in 2020, due to a sharper-than-expected downturn in some emerging markets, with expected growth of 6.9% in 2021. Headwinds from prolonged policy uncertainty, distortionary trade measures and growth deceleration in the economies of important trading partners are dampening economic growth in Asia and the Pacific. The recovery outlook varies by country depending on COVID infection rates and containment measures, the scale and effectiveness of the policy response, reliance on contact-intensive activities, and reliance on external demand.

China

Following an early peak infection rate, China has begun an orderly resumption of work and production, while taking steps to prevent a domestic relapse in infections or imported cases.

China recently confirmed its policy to ban import of solid waste at the end of 2020, including recovered paper. In the first five months of 2020, recovered paper imports decreased to 2.4 million metric tons, down 44% compared to the same period in 2019.

China's stricter environmental policies stimulate the transformation

of the containerboard industry, which in turn is leading to industry consolidation. Stricter recovered paper policies result in widening cost disadvantages for smaller containerboard producers and could lead to closures. Public reports note the largest containerboard producers received the largest quotas for recovered paper in 2020, increasing their share of total capacity.

The import of recycled pulp is a new alternative to recovered paper. In 2018, the Chinese customs authority registered imports of 300,000 metric tons, in 2019 the volume grew to 920,000 metric tons and in the first five months of 2020, 720,000 metric tons of recycled pulp reached the country.

As a result of the rapid development of e-commerce, China imported 1.56 million tons of corrugated base paper and 2.2 million tons of containerboard in 2019.

Japan

The Japanese economy, the third largest in the world, grew by 5% in Q3 2020, rebounding from a second-quarter decrease of 7.9% (after a 0.6% reduction in Q1). Business sentiment in Japan is recovering slower than expected, underscoring that it will take time to recover from the impact of the pandemic. GDP growth of 2.3% is expected for 2021.

The Japan paper packaging market is estimated to grow at a CAGR of about 6% from 2020 to 2025. Use of corrugated board packaging boxes is expected to remain very strong in the region, owing to its biodegradable and non-toxic properties along with its light weight and durability. China is the most important export market for Japan's corrugated medium. In the first five months of 2020, Japan's corrugated base paper exports to China reached 87,000 tons, six times more than the same period last year, accounting for 30% of total exports.

Europe

The economic impact of the pandemic has differed widely across Europe and the same is true of anticipated recovery. This reflects the spread of the virus, the public health measures taken, the sectoral composition of national economies and the strength of national policy responses.

The Autumn 2020 Economic Forecast projects that the European economy will contract by 7.8% in 2020 before growing 4.2% in 2021 and 3% in 2022. Compared to the Summer 2020 Economic Forecast, growth projections for Europe are slightly higher for 2020 and lower for 2021. Output in the region is not expected to recover its pre-pandemic level in 2022.

In Europe, the demand for containerboard in 2020 has been less affected by the pandemic than expected. While containerboard demand saw a decrease of 3.6% in Q2, Q3 returned to a growth of 0.9%. With a boost from a good first quarter, year-to-date results show an increase of 0.9%. A slight increase of 1% is expected for the full year. The recovery, however, is banking on another wave of the pandemic not stalling the economy. The utilisation rate is expected to decrease with new capacity coming in the next few years.

Through all these challenges, we have seen employees across our industry continue to work and provide containerboard products to keep essential supply chains open for delivery of food, medicine and other essential supplies. I would like to thank our employees for their dedication and commitment to working safely. Wishing all the best in 2021.

Unless otherwise indicated, all economic projections and statistics in this article are based on economic data from IMF, government organisations, and/or industry statistics from CEPI ContainerBoard and WCO partner associations.



Dennis Colley
President

International Corrugated
Case Association (ICCA)

The International Corrugated Case Association (ICCA) was formed in 1961 to promote and protect the general welfare of the worldwide corrugated packaging industry. ICCA is comprised of 10 national and regional corrugated packaging trade associations and 22 of the industry's largest companies known as ICCA Leadership Companies. Collectively, ICCA represents almost 60% of global corrugated box manufacturers, with China being the main country not included. Though languages, cultures and customs are different worldwide, there are several issues and opportunities these regions have in common. From Sam Chen in Taiwan to Vincent Mathias in India, to Jean-Paul Macharis in Europe and John Kelley in the USA, ICCA members all agree there are four important challenges facing the industry in 2021:

■ The pandemic is having a global impact. Governments have taken immediate mitigation actions that have changed our daily lives. Working from home is now the norm and folks are adapting to a new work/home life balance. This puts a strain on families with

children staying home from school and makes it difficult for workers to be in plants when quarantines become necessary. With the corrugated market growing at 2% plus globally, being able to supply boxes to segments of the industry in demand along with the pandemic could be a challenge. Converting plants have had to modify schedules and add temporary workers to keep the production lines running. Until vaccines are distributed to millions of workers to reduce the threat of the disease, worker shortages will continue to beset the plants in 2021.

■ E-commerce has accelerated across many regions of the world. Many consumers now find online shopping is a necessity to receiving food and other items and they are finding the experience to be easy and safe. Many will not go back to in-store purchases once the crisis is over. Analysts project e-commerce will continue to grow at double-digit rates for the foreseeable future. The corrugated industry is benefitting from this demand boost and converting plants around the world are experiencing extremely high operating rates. Converting capacity is available, but the workforce could become a limiting factor.

■ Governments' and brand owners' desire to replace single-use plastics remains a high priority. Many companies have set 2025 target dates to replace single-use plastics with packaging that is recycled or composted. It is no longer acceptable to threaten our oceans and wildlife with packaging that lasts for hundreds of years. Packaging companies are developing innovative boxboard and corrugated solutions as alternatives to plastics. The corrugated industry has a moment in time to be a leader in innovations and become the package of choice for brand owners and consumer

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CORRUGATED BOXES ARE ESSENTIAL TO GLOBAL SUPPLY CHAIN DISTRIBUTION AND THE GLOBAL ECONOMY.


DENNIS COLLEY, PRESIDENT, INTERNATIONAL CORRUGATED CASE ASSOCIATION

packaged goods manufacturers. Thanks to those companies that have already stepped up and introduced paper-based boxes, trays, displays, pouches and envelopes to replace single-use plastic containers.

■ Forestry plays an essential role in reducing greenhouse gas emissions and absorbing CO₂ from the atmosphere. Under the direction of the United Nations Strategic Plan for Forests (UNSPF), six strategic initiatives have been developed to conserve and sustainably manage forests across the globe by 2030. The impact of these initiatives will increase the 30% land mass covered by forests and provide more jobs and a better environment for the 1.6 billion people that depend on forests for their livelihood. Since corrugated boxes are made from the cellulosic fibres of trees, the corrugated industry has an opportunity to be a partner in these initiatives and promote the plan's success. The industry has a raw material that is renewable and a utilisation rate of over 80% globally. Some regions of the world are the source of new fibres, while other regions depend heavily on recycled fibers as their raw material. It is this balance of new and used fibre that makes this industry great.

Corrugated boxes are essential to the lives of humans across the globe. Their unique properties and ease of recycling have made them the most-used packaging solution. Whether you are growing produce in the Mediterranean region, shipping seafood from Scandinavian countries, processing meat from New Zealand

or shipping electronics from East to West, corrugated boxes provide a safe and cushioned substrate for product protection, a strong container for shipping, a tremendous billboard for advertising and an overall cost-effective packaging solution. Perhaps the greatest attribute is the ability for fibres to be used again and again, making corrugated packaging a powerful example of the circular economy. Please join me in saluting the "hero" of global commerce. Corrugated boxes are essential to global supply chain distribution and the global economy. It is a great time to be in the corrugated industry. Thanks to the millions of employees globally that make this industry renewable, recyclable, reusable and responsible.



Angelika Christ
Secretary General
FEFCO

What a year 2020 was! What a challenge to our industry! And how many chances! Corona was

the word of the year. We are all getting tired of hearing the news, sometimes it is bad, sometimes it turns out to be a source for hope.

For the corrugated industry 2020 was not a big catastrophe; it turned rather positive considering the fact that we were working under difficult circumstances. Looking back, in Europe the first big shock came when borders between member states of the EU suddenly closed. The shock was severe, supply chains were interrupted and trucks queued for over 100 kilometres at certain times.

To understand the European impact, the post second World War generations grew up with more borders opening, even without border control, and later on 15 countries created their own new Euro currency. Borders closed? A new experience for many, especially the young, and very much disliked among the Europeans that are used to having control-free access to neighbouring countries.

It took the European and national corrugated associations a very short time to have corrugated classified as system relevant. There were no compulsory closings of our plants and people were happy to get packaging as usual. A big compliment to all our employees. Working under Corona restrictions is not always easy, but the spirit to support society kept machines producing the badly needed packaging. Interruptions of supply chains were rare. And then Internet shopping started booming since many could not go out because stores were closed. Shopping habits changed, favouring the corrugated industry. The boost of online shopping continues today.

In Europe, an exciting debate had started already on the damage plastic packaging is causing. EU Member states must regulate the single use of plastics, prohibiting the use of popular plastic one-way products like plastic dishes or cutlery. Plastic shopping

LOOKING BACK, IN EUROPE THE FIRST BIG SHOCK CAME WHEN BORDERS BETWEEN MEMBER STATES OF THE EU SUDDENLY CLOSED. THE SHOCK WAS SEVERE, SUPPLY CHAINS WERE INTERRUPTED AND TRUCKS QUEUED FOR OVER 100 KILOMETRES AT CERTAIN TIMES.

ANGELIKA CHRIST, SECRETARY GENERAL, FEFCO

bags are following to be opted out as part of the efforts of the EU to make the economy more circular. Paper packaging products are facing challenges when coated or combined with plastics – the most absurd example is the bag-in-box, which is two packages in one: a plastic tube to pack the liquid and a corrugated box to protect the tube and make

usage easy. If the present drafts come into effect, then the corrugated box would be considered plastics in the scope of legislation. What a world! FEFCO is fighting, hoping that rational arguments will win.

Last but not least, let's look at some figures. Most of the countries' GDPs are facing unprecedented decreases in growth. Only a few industries are

better. Corrugated in Europe is fairly stable; the overall rate of change in the first three quarters compared to the same period of 2019 is between zero and minus one percent. Of course, we would like to have better figures, but changes in both September and October indicate an improving development, so maybe the year 2020 altogether will not be that bad, at least compared to all those sectors that face compulsory closing. We are on the luckier side in this pandemic.

We all hope to overcome this in 2021. We have learned a lot, changed working habits, shopped more online – and we will certainly not go back to the old ways of working and instead will refine and build on the lessons learned. But that will be another chapter. ■



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KOLB ACCELERATES DIGITAL PRINTING

CLAIMS GOOD SUCCESS WITH THE NEW CORRUJET 170 SINGLE PASS DIGITAL PRESS.



HANS KOLB Wellpappe has confirmed an accelerated growth path towards digital production following the installation of the Koenig & Bauer Durst's CorruJET 170 digital printing machine. Fast time-to-market scenarios, increased versioning and reduced run lengths are major reasons for the strategic shift as customers continue to drive change.

The CorruJET 170 used for digital post-press printing on corrugated board is the crucial part of the investments made by Kolb over recent years and is the centerpiece of its digital strategy. It is based in a dedicated premises close to the group's headquarters at Memmingen, Bavaria, Germany. The machine delivers high-resolution digital print



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The all new BTX 125" with its innovative servo-driven front-fold technology UNIQUE FOLD and integrated BOXFLOW® Control. Excellent quality folding for large formats at highest performance. Minimal gap between boxes – maximum production output. All optimized settings can exactly be reproduced for repeat orders. Convince yourself and experience the new TURBOX XL!



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SEBASTIAN FROMM, PRODUCTION MANAGER AT KOLB DIGITAL SOLUTIONS



at production speeds of up to 5,000 sheets per hour, handles formats up to 1700 x 1300mm (66.9 x 51.2in) and a print resolution of 1200 x 600dpi.

Sebastian Fromm, Production Manager at KOLB Digital Solutions, said, “There is no media in the KOLB Group that the CorruJET 170 doesn’t print on. It doesn’t matter whether the substrate is coated, uncoated or even brown liner. Incredible flexibility and print quality and there is no need for post coating on uncoated boards. This is an innovative, highly automated solution also for high-volume production with non-stop feeding and non-stop stacking. The CorruJET 170 is the benchmark for quality printing for uncoated markets, especially with the brown and white recycled substrates, which was not possible before, even with conventional technologies.”

He continues, “The variety of products we can print is incredible. Take our regular business as one example. Ten years ago, there would be one product, now you have

the same product in four different varieties, each requiring special packaging that can only be viably produced digitally. Run lengths may be going down, but the varieties will continue to expand. This leads to stronger product diversification and for us, the opportunities seem to be endless. Some on-demand jobs involve printing as little as 500 sheets, which takes just six minutes to complete, but the press is also used for orders of more than 20,000 sheets. There are almost no set-up costs, whatever the run length, and each sheet costs the same to print.”

Food Safe

The CorruJET 170 also benefits from having food safe inks, which is important for the packaging market. The Koenig & Bauer water-based inks for the CorruJET 170 are formulations accepted in the Swiss Ordinance, EuPIA, Nestle Ink list and are fully GMP produced.

The CorruJET 170 press was developed by Koenig & Bauer, which

was able to call on its extensive experience already gained with the RotaJET. The combination of high quality and maximum throughput is a key distinguishing feature of the CorruJET 170. The incorporation of a coating unit provides for gloss or matt coating of the four-colour images printed using water-based inks.

Expanding Horizons

The Kolb Group develops and produces a broad spectrum of packaging, packaging materials and special corrugated board products.

Group Managing Director Dr Bernhard Ruffing said, “The CorruJET 170 is a crucial part of the extensive investments we have made over recent years as part of our great efforts to optimise the technological process chain. Market changes mean that our customers demand fast turnarounds and increased versioning – all produced at the highest quality. Against this background, the focus is increasingly turning to the option of digital post-printing, especially with uncoated markets and brown paper substrate opportunities.”

The CorruJET 170 machine sits in the portfolio of the joint venture company Koenig & Bauer Durst, which was set up in 2019. Robert Stabler, Managing Director of Koenig & Bauer Durst, said, “With the CorruJET 170, Kolb is well equipped to respond to future customer demands as it continues to open up new market opportunities. The need for fast, automated, reliable and agile printing systems has never been greater in a fast-paced world where the only constant thing is change. Fast shifts in demand require an all-in-one digital solution to meet brands requirements, which we deliver in a partnership approach.” ■

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T +1 715 339 3766
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GRUPASA OF ECUADOR CHOOSE DÜCKER ROBOTICS



COMPLETE MATERIALS HANDLING SYSTEM AT GREENFIELD SITE AS INDUSTRY 4.0 COMES TO LATIN AMERICA

Grupasa is part of the Grupo Papalese company, which employs more than 500 people and produces a wide range of standard and micro-flute corrugated packaging. It is one of the leading integrated companies in Ecuador.



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Better – across the Board!

“WE WERE DELIGHTED TO BE CHOSEN AS THE SUPPLIER OF THE COMPLETE MATERIALS HANDLING SYSTEM FOR THIS NEW FACILITY IN IN GUAYAQUIL, ECUADOR.”

CRISTIANO ALBERTINAZZI, MANAGING DIRECTOR, DÜCKER ROBOTICS SRL

Papalese started out in 1970 as a single person operation out of an 8sqm garage handling notepads and paper products. Founded by José Jaramillo Miranda, the company grew rapidly during the 1970s and 1980s in the production of ring-binders and general paper products.

In 1990, twenty years after its founding, Papalese established a corrugated box factory, which it called Grupasa. Operating from a 10,000 sqm factory and employing around 30 people, the packaging company grew steadily. At the beginning of 2004, Grupasa made a big move with the purchase of a new corrugator and a four colour rotary die-cutter for high graphics. This placed Grupasa as the leading corrugated packaging producer in Ecuador and possibly within the top ten best corrugated producers in Latin America.

Today, Grupasa has more than 500 employees, with a production facility of more than 60,000 sqm. It holds ISO 9001 certification, OHSAS certification and BASC, which has been awarded for two consecutive years in the Exporter category. The company converts more than 125,000 tons of paper per year, providing packaging solutions to various market sectors such as banana, shrimp, floriculture, industrial, fishing and all types of other industries requiring corrugated packaging, from microflute to doublewall heavy duty boxes.

Another Big Step

Most recently, the Group built a greenfield plant, with state-of-the-art equipment, including a corrugator from BHS Corrugated and a high speed Bobst 1228 NT RS Flexo Folder Gluer. A bold move, as the company looks to embrace Industry 4.0 and

increase overall corrugated output by harnessing the power of automation, systems and technology.

“We were delighted to be chosen as the supplier of the complete materials handling system for this new facility in in Guayaquil, Ecuador,” says Cristiano Albertinazzi, Managing Director, Dücker Robotics SRL.

The supply solution included:

- Fully automatic WIP System with Stabiltrack-Conveyors and Transfer Cars;
- Corrugator discharging area, leading to the WIP;
- Supply lines to the converting machinery;

■ Fully automatic Finished Goods System with Transfer Car and Pallet Inserter;

■ Pre-feeder and Palletizer from Dücker Robotics

“But for us, the biggest challenge was completing the project on time and within budget, because we had to deliver around half of the solution during the COVID-19 lock-down period,” concludes Cristiano Albertinazzi. “It was a true collaboration between Dücker and the customer. But the great news is that Grupasa’s Founder and President, Mr Jaramillo, is extremely happy and satisfied with the project; so much so, further investments will follow in the near future.” ■



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ONGOING SUCCESS FOR EVOL

WITH A RECORD MONTH OF SALES IN NOVEMBER 2020, THE ORDERS CONTINUE TO COME IN FOR THE POPULAR FLEXO FOLDER GLUER MANUFACTURED BY MITSUBISHI HEAVY INDUSTRIES.



Giovanni Bettini, Sales Director of MHI Europe, has confirmed that the company has recently signed some significant sales contracts. Three recent deals have been concluded with Viallon Emballage (VPK Group) in France, Penha in Brazil and Kviy Cardboard and Paper Mill in Ukraine.

First For France

Representing the first order in France for the high speed casemaker, Viallon/

VPK has ordered an EVOL 100, complete with an MPF pre-feeder. The line will be installed at Viallon's facility in Saint Just Malmont in 2021.



Viallon Emballage, which is now part of the VPK Group, has chosen the new casemaker based on the proven

high efficiency of the EVOL and its excellent die-cutting possibilities.

"We are happy to sign this supply agreement with Viallon Emballage and



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“PENHA HAVE HAD SUCH GOOD SUCCESS WITH THEIR FIRST EVOL, THEY PLACED THE ORDER FOR A SECOND LINE ONLY 12 MONTHS AFTER THE INSTALLATION OF THE FIRST MACHINE. THEY HAVE SEEN GOOD RESULTS AND PUT THEIR FAITH IN MHI ONCE MORE FOR ANOTHER HIGH SPEED CASEMAKER.”

GIOVANNI BETTINI, SALES DIRECTOR OF MHI EUROPE

VPK Group,” confirms Bettini. “For us, the major significance of this deal is that it will be the first EVOL to be installed in France. But it also reaffirms our excellent relationship with VPK Group, who are running Mitsubishi corrugators and converting lines throughout their rapidly expanding geographic business. This will be the eighth EVOL and the second MPF pre-feeder to be running in the VPK Group. The new machine will also contain the latest developments on the rotary die-cutting section — the pre-mounted pin system and the ring lock system.”



Viallon aerial view

Philippe Tran, Managing Director, VPK France, Christian and Christophe Viallon (Member of the Board and Managing director of Viallon Emballage) explain their decision to go for the MHI EVOL inline. “The Viallon plant in St Just Malmont is a highly efficient plant, focused on short runs and high-end products. The plant needed a casemaker to bring extra capacity to support the growing market position of Viallon in the Auvergne-Rhône-Alpes region and beyond. Based on the excellent track record of the EVOL within the VPK group, the choice was obvious. This investment will further strengthen the position of VPK in France. With seven integrated and well invested corrugator plants, VPK has become a major player in France able to deliver all customers nationwide.”

Another For Brazil

Bettini has also confirmed that they completed a sales agreement with Penha for the supply of a four colour EVOL 100 flexo folder gluer. This new EVOL 100 will be fitted with a Dual Slotter unit, which will allow Penha to double the productivity up to 42,000 boxes per hour for smaller boxes up to 475mm in length.

Penha, which is based in the town of Itapira in Brazil, is a long term customer of Mitsubishi. Having installed a complete high speed Mitsubishi corrugator only a few years ago, the company then installed their first EVOL 100 in 2019. “We are delighted to receive this order from Penha,” says Bettini. “They have had such good success with their first EVOL, they placed the order for a second line only 12 months after the installation of the first machine. They have seen good results and put their faith in MHI once more for another high speed casemaker.”



Penha Itapira

Carlos Edson Shiguematsu, CEO of Penha, adds, “We have created a strong relationship with Mitsubishi over many years and we are happy to place yet another order with them. The build quality of their machinery is superb and we have based the continuing growth of our business on the reputation of Mitsubishi equipment. Adding another EVOL to our converting hall is a logical step

and we look forward to a smooth installation later in 2021.”

Ongoing Success for Kyiv

Having finalised an agreement with Kyiv Cardboard and Paper Mill in October 2020, MHI is set to supply of a four colour EVOL 100, complete with MPF-M pre-feeder.

Based in Obukhiv, Ukraine, KCPM expects to take delivery of the high volume casemaker line in early 2022. This will be the second EVOL line running within the group, following the installation of an EVOL at the company’s Europack facility in Voronezh, Russia in 2019.

“We began discussions in March 2020 as Kyiv Cardboard and Paper Mill were looking to replace an existing miniline,” explains Bettini. “However, during the discussions, the KCPM project team realised that they could actually replace two lines – one miniline and one midline – with a single EVOL casemaker. They evaluated their work mix and saw that the EVOL could not only handle the volume of both machines, but also improve on product quality at the same time.”

“We were looking for a machine with high folding accuracy, as more and more of our customers are using automatic case erecting machines,” says Viktor Semenets, General Director, KCPM. “Our research showed us that the EVOL is capable of producing accurate boxes with no waste inside the box after the die-cutting process. With the MHI stripping system, we will be able to produce excellent quality boxes.”

“It was a challenging sales project, as the process was not straight forward due to the restrictions on travel due to COVID-19,” explains Bettini. “We had to undertake the whole presentation by email and

“WE ARE DELIGHTED TO HAVE A SECOND EVOL IN THIS GROUP AND THIS WILL ALSO BE THE SECOND EVOL TO BE RUNNING IN UKRAINE. THIS BRINGS THE TOTAL NUMBER TO SEVEN LINES IN THE POST-SOVIET TERRITORY.”

GIOVANNI BETTINI, SALES DIRECTOR OF MHI EUROPE

phone calls. We also had to run a demo on a machine by video-link, as the customer was not able to travel to a suitable site in Europe to see a machine running. But fortunately, the customer had access to colleagues who already had experience with the EVOL, thanks to there already being one in daily operation at a sister-company, Europack.”

Bettini concludes, “We are delighted to have a second EVOL in this Group and this will also be the second EVOL to be running in Ukraine. This brings the total number to seven lines in the post-soviet territory. This order has been made possible by the hard work of our sales team

Left to right: Yulia Sergeeva (MHIR), Oleksiy Katyshev (DGD-Commercial Director), Anna Salamandra (MHIR), Viktor Semenets (General Director), Nina Kolodiy (Financial Director), Igor Krynytskyi (Deputy Chief Engineer for Modernization), Oleksandr Kravchenko (Chief Engineer) and Mykola Chernyak (Head of Modernization).



during these extraordinary times – thanks to Anna Salamandra and Yulia Sergeeva from the MHI Moscow office, where we also have two dedicated

service engineers and a spare parts warehouse that ensures consistent supply of service and parts to our customers in the region.” ■



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THE PACKAGING INDUSTRY IN 2021 – THE ROAD TO RECOVERY

AN ARTICLE BY JOHN NELSON, SMITHERS

The COVID-19 pandemic has posed unparalleled challenges for all industries, including packaging. The return of lockdown and the emergence of new virus strains are now making an immediate recovery a more distant prospect in North America and Europe. The development of effective vaccinations offer the prospect of a return to normalcy in H2 2021; and as this happens, there will be new priorities for the packaging industry though the next decade according to recent research from Smithers.

Scenario modelling from our new report – Future of Packaging: Long-term Strategic Forecasts to 2030 – shows that the disruption in 2020, has caused a 6.0% contraction in the overall market. This has seen overall value reduced from \$914.7bn in 2019, to a projected \$859.9bn.

The market will rebound however. The experience of previous recessions, including that in 2008, demonstrate that packaging is a resilient industry and in 2020 it has suffered less than many other sectors. Converters have been designated as essential businesses in many countries and still have a vital role to play in safe vaccine delivery. Smithers forecast that there will be a return to positive growth in 2021 as the economies worldwide reach a degree of normal operation through the year.

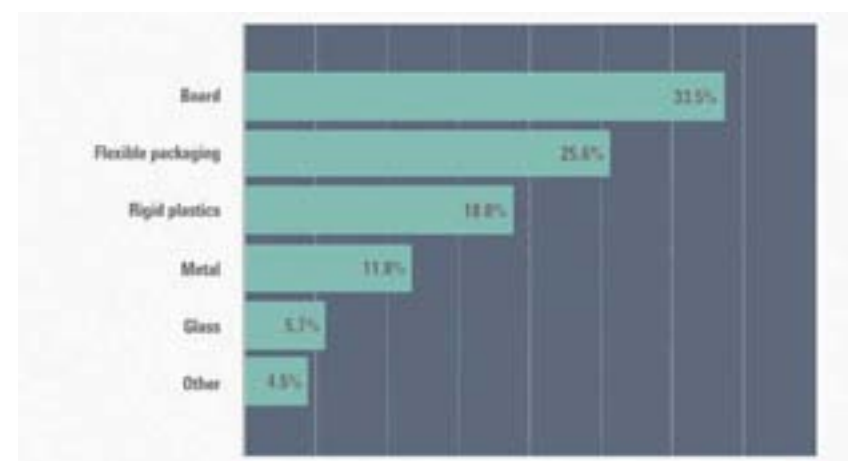
Recovery will see the global packaging market reach a total value of \$1.01bn in 2025, equivalent to a 3.3% compound annual growth rate (CAGR) for 2020-2025. Smithers' analysis finds that as a 'new normal' takes shape longer term priorities will emerge again, combining novel trends linked to the virus.

Format Switching

The desire to move to alternative packaging formats, often away from more difficult to recycle plastic, will resume even if some consumers do consider plastic to be 'more hygienic' in a world redefined by COVID-19. The trend did see a hiatus in early 2020, but a return in Q3 and Q4 with the launched of

multiple fibre-based alternative to both flexible and rigid plastics.

Flexible plastics have seen the fastest growth in recent years and this is expected to continue to take market share from other substrates including metal, glass and rigid plastics in the short term. As consumers continue to focus on sustainability these and rigid plastic formats will have to respond to brands and consumers who want packs that are easier to recycle.



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Tray formats are proving a popular target with new corrugated, cartonboard and moulded pulp alternatives all being marketed on the environmental credentials. The initial target is for food retail use, as many food service outlets remain shut or suffer from drastically reduced footfall. This is necessitating the ongoing development of superior easy-to-recycle barrier coatings for this segment, as well as innovation for processes such as thermoforming fibre trays.

In flexible formats, the likes of ArjoWiggins have launched barrier papers as an alternative to flexible plastics. These are not suitable for all applications, but can provide a more easy-to-recycle option in segments such as snack foods.

In response, plastic converters have developed more monomaterial flexible designs and are working to incorporate more recycled resin into designs. The plastics industry is also devoting large sums to rapidly evolving chemical recycling platforms to supplement mechanical processes that are largely confined to PET. If these can be commercialised quickly, it would shorten the window of opportunity for paper-based solutions to gain traction with sustainability focussed brands.

The Green Agenda

Significantly, the disruption of the pandemic has not caused a major deflection from existing sustainability targets. The EU announced Q2 2020 that it would not suspend the deadline for the first round of measures in its Single-use Plastic Directive set for July 2021, which includes a ban on plastic straws and expanded polystyrene food containers and cups.

Other significant future legislation announced in 2020, include draft Canadian rules for its own federal single-use plastic phase out; and a law in California mandating minimum recycled

ONE OF THE MOST EVIDENT IMPACTS OF THE PANDEMIC HAS BEEN THE GREATER RELIANCE ON E-COMMERCE PURCHASING AS PHYSICAL STORES HAVE BEEN CLOSED AND INFECTION WARY SHOPPERS STAY AT HOME. E-COMMERCE'S SHARE OF THE PACKAGING MARKET WAS ALREADY GROWING BEFORE COVID, BUT 2020 HAS HELPED PUSH THE MARKET FORWARD BY THREE YEARS.

content in beverage bottles, initially set at 15% in PET bottles by 2023.

Furthermore many governments are twinning COVID-recovery stimulus plans to a greening of their economies – including Joe Biden's proposed \$2tn 'Build Back Better' programme. China will announce new goals in April when it unveils its latest five-year plan, building on previous commitments that are already reshaping the trade in recovered pulp.

In Europe there are a trio of measures that will place new pressure on sustainable design, use and better recovery of packaging. These are:

- The updated Farm-to-Fork Strategy;
- The 2020 Circular Economy Action Plan (CEAP);
- The Chemicals Strategy for Sustainability.

These include the potential for more detailed lifecycle assessments of packaging, beyond the prohibition focus of the Single-use Plastics Directive.

E-commerce

One of the most evident impacts of the pandemic has been the greater reliance on e-commerce purchasing as physical stores have been closed and infection wary shoppers stay at home. E-commerce's share of the packaging market was already growing before COVID, but 2020 has helped push the market forward by three years.

In particular, it has changed the nature of products being bought

online. While already well established for some goods like books and clothing, lockdown orders have inclined many more shoppers to buy groceries online. Food retailers have moved quickly to establish e-commerce sales platforms and are diversifying into alternative delivery options, such as secure lockers and click-and-collect services.

Other segments such as personal care are driving a new round of innovation. In 2019, 85% of all global sales for beauty products were through physical retail, but many shops had prolonged closures through 2020. Brands and high-end retailers are encouraging their customers to make the transition to online sales, including via subscription models. As they do this there is an emphasis to replicate in-store experiences with services such as virtual try-on tools, auto replenishment and loyalty and reward programmes. Packaging can provide a link for these as the industry moves towards a Beauty 4.0 model with more integrated digital services – and the package becomes more important in communicating brand values in e-commerce sales.

Smart Packaging

Through the 2020s, smart packaging that adds functionality to goods inside is poised for a wider uptake as new on-pack technology is joined by better software and a renewed focus on minimising waste in supply chains. In 2020, Smithers estimates that the smart packaging market was worth \$6.33bn – with the active packaging market valued at \$4.98bn and intelligent packaging valued at

\$1.35bn. A growth rate of 6.2% to 2025 is now forecast.

By 2025, there will be much wider use of intelligent packaging beginning with conventional barcodes and 2D data matrix codes, scaling up to RF antennas – using RFID or NFC protocols – for more complex applications. Beyond 2025, it is expected that there will be greater use of sensor-based and logic circuits alongside more sophisticated coding and on-pack integrated circuits allowing more information to be shared in real time.

The fastest-growing end-use sector is pharmaceuticals and medical. This is unsurprising and is due to the benefits that intelligent packaging can offer pharmaceuticals, a high cost segment that can afford to pioneer these

technologies to deliver better health outcomes. The benefits they can deliver include increased information, better patient adherence, dosage control and assured authentication. As the threat of COVID recedes, telemedicine services will remain popular for some routine consultations and intelligent packaging can provide

a smarter link between the clinician and patient.

By 2025 active packaging will be employed more widely to increase shelf life – and also to minimise spoilage in applications such as pharmaceuticals, via the use of gas scavengers/emitters, antimicrobials and temperature-monitoring technologies. ■

The impact of these and other trends for packaging designers, converters, brand owners and retailers are examined in depth in the new Smithers study – The Future of Packaging: Long-term Strategic Forecasts to 2030. This is contextualised by analysis of evolving economic and demographic factors in the wake of Covid-19 and a comprehensive dataset forecasting through to 2030. The report is available for purchase now.

<https://www.smithers.com/en-gb/services/market-reports/packaging/future-packaging-long-term-strategic-forecast-2030>

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FUTURE LOOKS BRIGHT FOR THE UK'S SHEET PLANT MARKET

OVER A THIRD OF THE UK CORRUGATED INDUSTRY IS MADE UP OF SHEET PLANTS, SO BY NO MEANS AN INSIGNIFICANT PART OF THE UK'S NEARLY £3BN SPEND IN THE CORRUGATED SECTOR. WHAT HAPPENS HERE IS THEREFORE INDICATIVE OF THE MARKET AS A WHOLE – AND WHAT IS HAPPENING HERE IS VERY POSITIVE.

A REPORT BY NEIL OSMENT, MANAGING DIRECTOR, NOA.

Over the last six years, the UK sheet plant market has pulled itself out of the doldrums and developed a sector full of opportunities and ready for investment and expansion.

So how did this change come about? In 2014, NOA published a report, Changing Dynamics in the UK Sheet Plant Market, which reviewed the state of the sector at that time.

Back then, sheet plants were facing many challenges and experiencing a definite low point. There were around 230 plants in total, spread across the UK (with no regional concentration), with each serving

a relatively local market, turning over around £5m on average.

Supplies of board were limited, so sheet plants were being squeezed from the top by a lack of readily available raw materials and also experiencing multiple increases in their raw material prices. It was a good old fashioned example of supply and demand.

At the same time, demand from sheet plant customers was rising, partly fuelled by the recent increase in e-commerce volumes and the rise in home delivery. A sheet plant's proposition is its agility in fast turnaround of orders and the frustration at this time was not being able to meet this growing demand.

So sheet plants had a problem – not enough sheet coming in on the one hand, difficulty servicing the demand from their customers for more product on the other.

Back Then

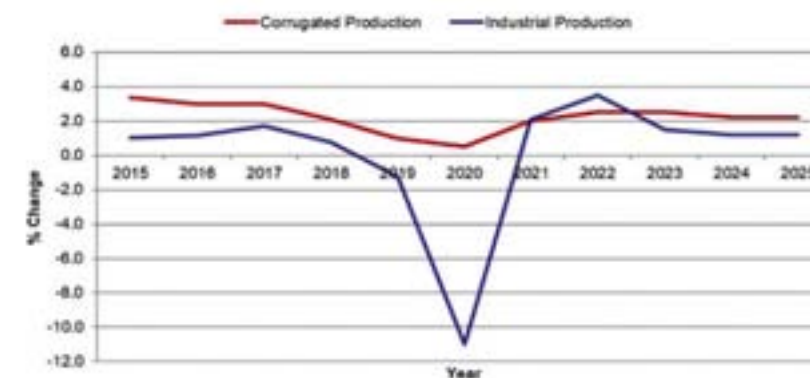
Our report showed the state of the market as it was and it also focused on how to move forward. We worked out that the capacity of future supplies from the sheet feeders was actually pretty rosy. In 2014, there weren't that many sheet feeders around, because a number of companies had left the market in the fallout from the 2009 recession. However, we could see this was going to change. 2014 was clearly a low point in terms of supply, so our report focused on how sheet plant businesses could pull themselves out of this slump and move forward. What was the solution? In the report, NOA advised on two options: grow bigger and/or innovate.

By becoming a bigger purchaser, sheet plants would benefit from greater buying power and economies of scale. Thanks to its market knowledge and understanding of planned investments, NOA was able to correctly predict that sufficient capacity was coming and that supply would soon improve.

Current Status

Now NOA has produced an updated Changing Dynamics in the UK Sheet Plant Market for 2020/21 and reveals that by growing and innovating over recent years, the sheet plant market is now robust, healthy and – significantly – ripe for investment. In Europe, the market is not quite so buoyant, so now would be a great time for new investors to come on board.

The average turnover of a sheet plant has risen to £10-£12m, so has virtually doubled in six years.



Growth has also been accompanied by innovation. For example, some sheet plants have moved into different types of packaging formats, adding new services and products to their range. Others have looked in-depth at the way their businesses are run, boldly employing modern management and business techniques to improve profitability, as well as to become leaner.

There are now around 215 sheet plants across the UK, which is a small net loss considering all the market changes and challenges. Some went under, but new ones have come into the sector too.

So what now? What impact has COVID-19 had? Back in October, we reported on NOA's research into this and the forecast is rosy. After a brief dip in demand in the early summer, the drive towards more sustainable packaging and the huge rise of e-commerce has fuelled record demand. Indeed, in the last two months of 2020, demand for corrugated grew by nearly 4% in the UK. The picture is similar in the US. Box makers were on course to end 2020 with record production to meet rocketing demand.

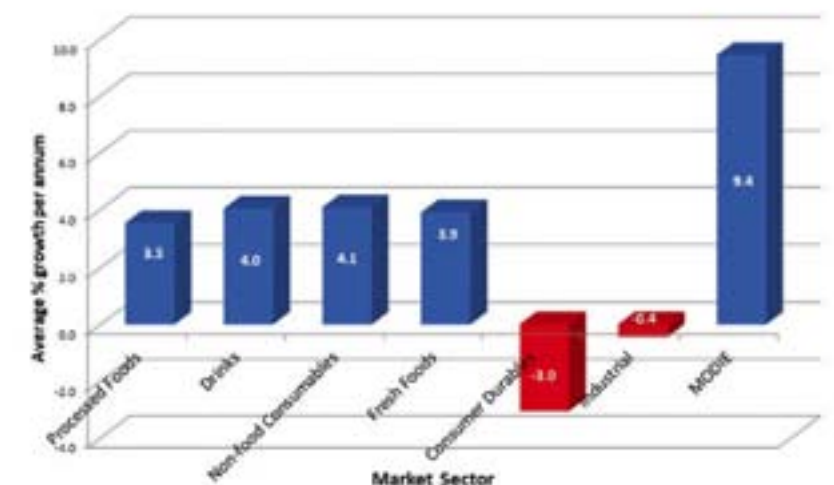
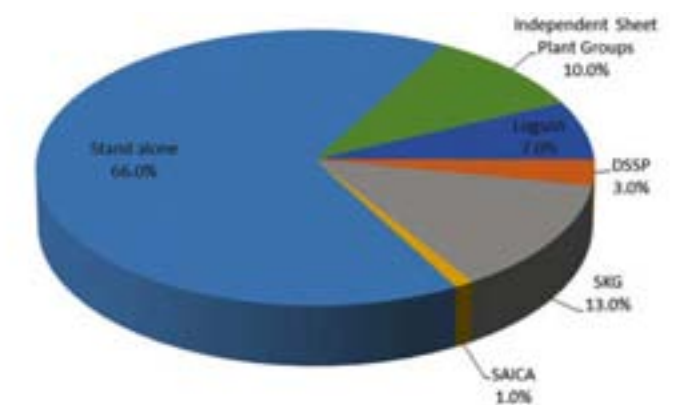
E-commerce will continue to increase in significance (predicted to grow by +10% year on year for the next five years) and there will be a notable shift in demand within paper-based packaging towards what we describe as the MODIE end use market sector – mail order, distribution, internet and e-commerce boxes.

NOA firmly believes now is the time to invest in sheet plants, the market is buoyant and owners know they need to invest. Overseas investors may want a slice of the pie. Similarly, UK based integrated suppliers may want to add to their portfolio and take advantage of the innovative flare of sheet plants.

What about the sheet plants themselves? Again, NOA advises on investment, but exploring closely which markets are growing and which nosediving, so that any growth plans track the right customer base. Much more detail on this is available in the updated Changing Dynamics in the UK Sheet Plant Market report. ■



NOA is a business development and market research consultancy specialised on the paper packaging industry. Before forming NOA, Neil enjoyed a successful 25-year career in the packaging industry working for multi-national paper, print & plastics businesses such as LINPAC, DS Smith, Alcoa, SAICA and Smurfit-Kappa. He can be reached at neil@noa.uk.net



SUSTAINABILITY - IT'S BACK!

ECOVERITAS SAYS SUSTAINABILITY IS BACK ON THE AGENDA IN 2021 FOR BRANDOWNERS AND CONSUMERS ALIKE.

Following a tumultuous year in which the global pandemic has caused unprecedented worldwide disruption, sustainability has returned to the top of the agenda for brands in 2021, according to packaging data specialists, ecoVeritas. The company, which provides a range of tools and expertise to efficiently minimise the environmental impact of packaging, said as we enter 2021 it has become clear that environmental issues are squarely on the minds of brand owners and manufacturers.

"Throughout 2020, hygiene and maintaining supply during the peak demands of the pandemic were, quite rightly, the dominant driver for businesses," said Josh Remi, Commercial Manager at ecoVeritas. "But the landscape has shifted as we move into 2021. We have noticed an influx of enquiries from brands and packaging manufacturers as they look to address the concerns of their own customers – and ultimately consumers – to ensure that their packaging conforms not just to regulatory requirements but more importantly to their own sustainability objectives."

"This demand is compounded by the introduction of the new UK Plastic Packaging Tax, which will affect most manufacturers in the UK," said Remi. "Any business that manufactures in the UK or imports plastic packaging into the UK will be subject to the tax when it is implemented in April 2022. As a result, brand owners are putting pressure on manufacturers to develop and supply new packaging formats to comply or alleviate the impact of the tax completely. Couple this with the still largely unknown impact of the EU Packaging Levy, which took effect in January 2021, clearly the time to address the issue of sustainable packaging is now."

He went on to say that while considering the environment has been a part of the long-term strategy for many businesses, its importance



has accelerated in recent years as a result of extensive media focus on packaging waste, as well as in changing consumer attitudes.

"What we have seen is that those businesses that have spent time developing and highlighting their sustainability activities are now finding themselves with a competitive edge. Brands are now recognising that consumers are returning to their pre-pandemic habits of seeking products that reflect their own values. Following a difficult 2020, they are likely to be even more resolute in their principles, creating an even greater demand for sustainable packaging formats."

Remi added it was worth noting that as 2021 continues, brands and packaging manufacturers are already bracing themselves for challenging market conditions ahead and sustainable packaging is one potential weapon in the arsenal. "Businesses are aware of the benefits they can enjoy as a result of investing in sustainability efforts, ensuring they deliver against increasing and more determined consumer demands," he said. "The upsurge in enquiries we have been receiving would definitely suggest this fact is not lost on brand owners and manufacturers and it's clear that the issue is now returning to the top of the agenda as we slowly move into the 'new normal'." ■

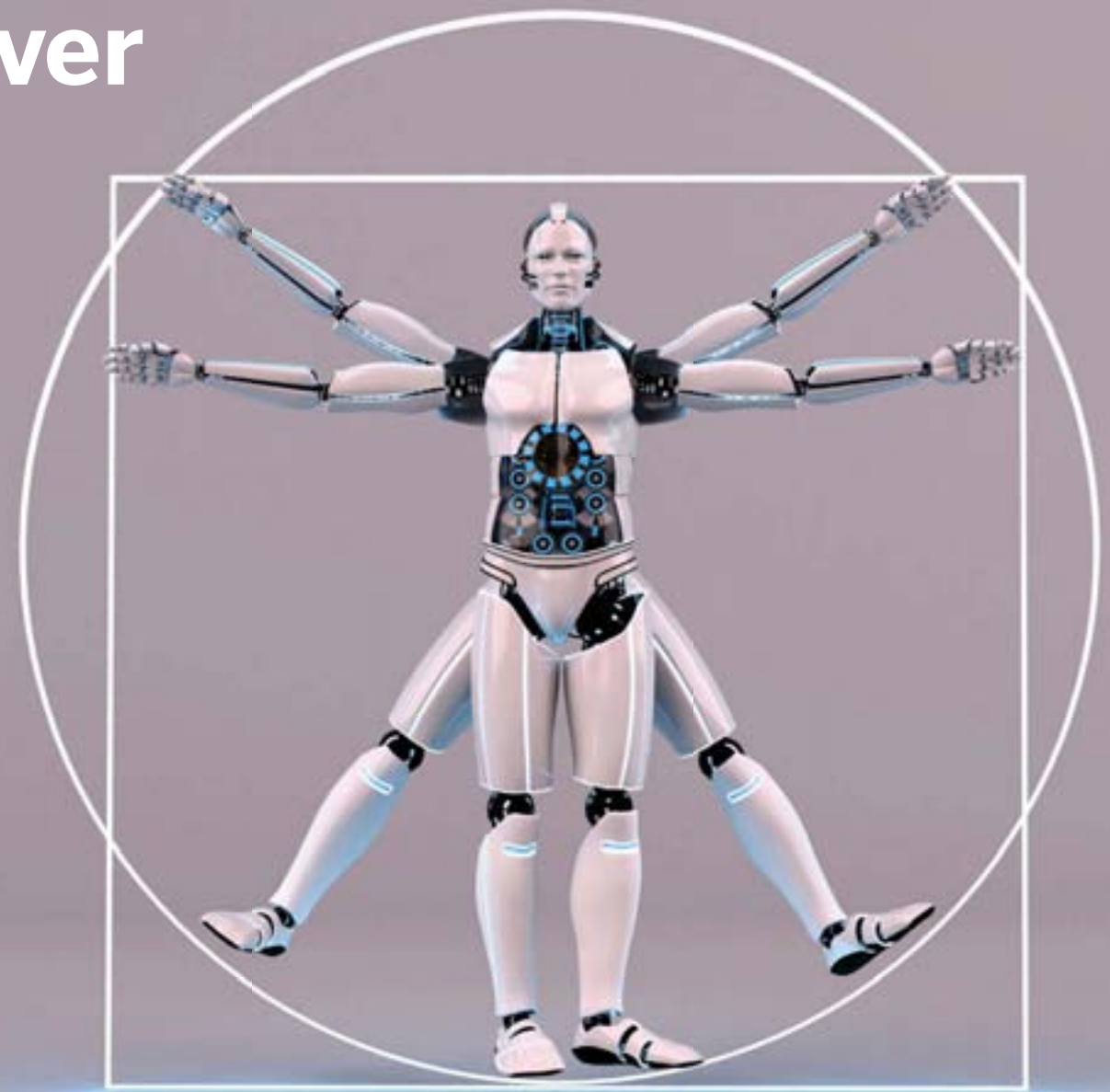


Josh Remi of ecoVeritas

"WHAT WE HAVE SEEN, IS THAT THOSE BUSINESSES THAT HAVE SPENT TIME DEVELOPING AND HIGHLIGHTING THEIR SUSTAINABILITY ACTIVITIES ARE NOW FINDING THEMSELVES WITH A COMPETITIVE EDGE."

JOSH REMI, COMMERCIAL MANAGER AT ECOVERITAS

stronger than ever



New challenges are giving us the opportunity to improve internally through the strengthening, refining and perfecting of our operations and processes. All of this will actually make us stronger than ever.

QUANTUM
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QUANTUM – VERSION 2.0

HAVING SUCCESSFULLY INSTALLED AROUND A DOZEN QUANTUM CORRUGATOR LINES AROUND THE WORLD, THE MILAN-BASED OEM HAS NOW LAUNCHED A NEW VERSION OF THE SPECIALIST CORRUGATOR, THANKS TO SUCCESSFUL INTEGRATION OF R&D BETWEEN QUANTUM CORRUGATED AND FOSBER GROUP.



Some people would say that the development of a niche, speciality corrugator was a great move from the previous Agnati company. For sure, the owners had realised that trying to compete for the sale of standard 2.5m and 2.8m corrugators against the two leading manufacturers was a tall order. But little did the owner, Alberto Brivio, know how

far this development would take the company.

Having developed a new concept corrugator in a relatively short period of time and getting it launched to the European corrugated market, there then came an approach from Fosber Group to invest in the company. The negotiations were completed in 2020 and resulted in Fosber becoming a majority shareholder in the business.

“FOR PLANTS THAT FOCUS ON THE PRODUCTION OF MICROFLUTE SHEETS, DIRECT OFFSET PRINTING ON CORRUGATED BOARD OR SPECIALISE IN THE USE OF LIGHT PAPERS, THE QUANTUM IS THE PERFECT MACHINE.”

ALBERTO BRIVIO, MANAGING DIRECTOR OF QUANTUM CORRUGATED SRL

All Board

Quantum corrugator can be used for the production of all types of corrugated board. It has a diverse range of options, making it suitable for the production of the finest flute single-face, right through to doublewall board.

“Quantum excels particularly in applications where traditional corrugators have limitations in productivity, quality and waste,” explains Alberto Brivio, Managing Director of Quantum Corrugated Srl. “For plants that focus on the



“QUANTUM EXCELS PARTICULARLY IN APPLICATIONS WHERE TRADITIONAL CORRUGATORS HAVE LIMITATIONS IN PRODUCTIVITY, QUALITY AND WASTE.”

ALBERTO BRIVIO, MANAGING DIRECTOR OF QUANTUM CORRUGATED SRL

production of microflute sheets, direct offset printing on corrugated board or specialise in the use of light papers, the Quantum is the perfect machine.”

Diverse Board Production

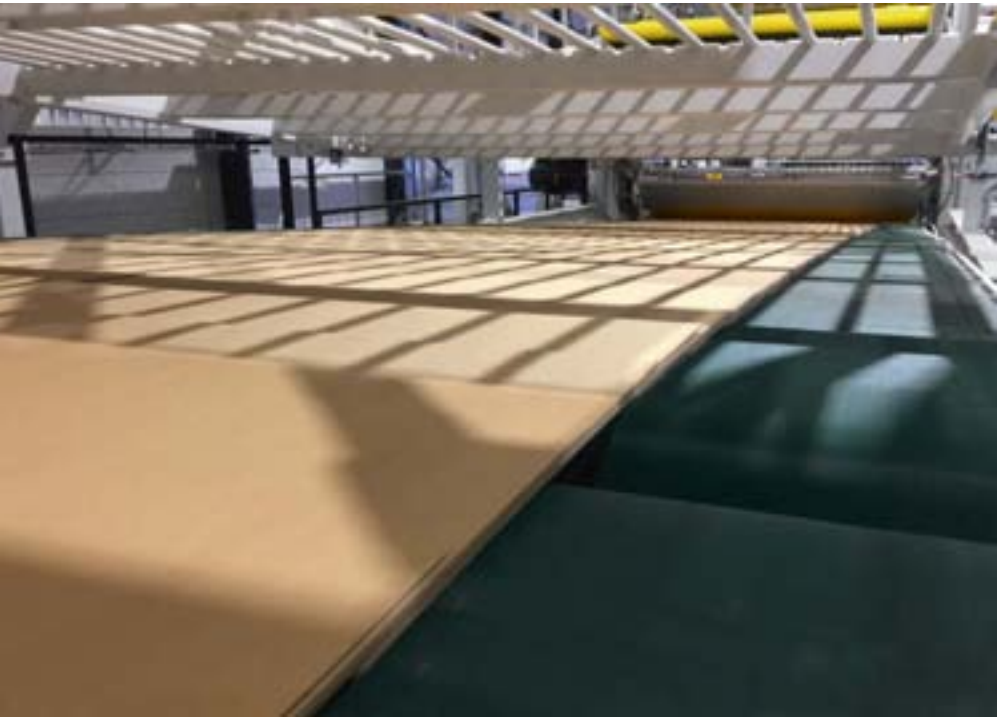
But the machine is not just ideal for the production of lightweight or fine flute corrugated board. It can also handle heavier papers and make heavy-duty board, including corrugated board made for the highest strength, even when using recycled papers. Some existing users of Quantum are known

to produce dedicated corrugated board for ultra high quality flexo post print, or those who like to run pre-printed top liners to achieve near litho quality in high volume. There are also several plants that run sheets on a Quantum that are used for single pass digital print.

“In digital printing, we know that the quality of board being run on the printer is paramount,” continues Brivio. “To this end, the Quantum ensures not only the finest flutes can be run at speed, but also some of the flattest sheets

“IN DIGITAL PRINTING, WE KNOW THAT THE QUALITY OF BOARD BEING RUN ON THE PRINTER IS PARAMOUNT. TO THIS END, THE QUANTUM ENSURES NOT ONLY THE FINEST FLUTES CAN BE RUN AT SPEED, BUT ALSO SOME OF THE FLATTEST SHEETS AVAILABLE IN THE MARKET GLOBALLY – PERIOD.”

ALBERTO BRIVIO, MANAGING DIRECTOR OF QUANTUM CORRUGATED SRL



Building on the successful concept, the new line has benefitted from several Fosber innovations, which takes the machine to the next level.

- The new line now includes:
- Fosber Mill Roll Stands;
 - Fosber Splicers;
 - ‘Sharp 300’ dry-end;
 - Fosber’s ‘Terminal’ stacker;
 - Fosber’s own Syncro corrugator control system;
 - PCS Process Control Supervisor.

“It was not a case of ‘out with the old, in with the new’,” states Mauro Adami, Technical Director at Fosber. “The Fosber R&D team was always impressed by the Quantum, as its concept really challenged the status

available in the market globally – period. Flat board creates an optimal printing surface and thanks to our process, there is no direct contact with the sheet during formation, meaning no slip or pressure marks on the outer liner.”

R&D Collaboration

Available in working widths of 1.8 and 2.5 m, with configurations for various production requirements, the Quantum corrugator features a cartridge type single facer, ideal for the production of all conventional flutes with paper grades of 40gsm and higher.

Now part of the Fosber Group, the further enhancement of the Quantum was achieved in a short timeframe. “Seeing two teams of design engineers working together was something quite special,” says Alberto Brivio. “We took the best of both worlds and now, the latest generation of Quantum is a reality.”



Cassette fed single facer

“WE TOOK THE BEST OF BOTH WORLDS AND NOW, THE LATEST GENERATION OF QUANTUM IS A REALITY.”

ALBERTO BRIVIO, MANAGING DIRECTOR OF QUANTUM CORRUGATED SRL

“IT WAS NOT A CASE OF ‘OUT WITH THE OLD, IN WITH THE NEW. OUR AIM WAS TO SEE HOW WE COULD ASSIST IN THE MACHINES EVOLUTION, SPECIFICALLY BY LOOKING AT SOME CORE COMPONENTS THAT WE HAVE IN OUR OWN PORTFOLIO TO BENEFIT USERS AROUND THE WORLD.”

MAURO ADAMI, TECHNICAL DIRECTOR AT FOSBER



quo and created a clear space for itself in the market. Our aim was to see how we could assist in the machines evolution, specifically by looking at some core components that we have in our own portfolio to benefit users around the world.

“Quantum is the ideal machine for printing houses that have the need to enlarge their production portfolio with special products and a higher production capacity,” adds Mauro Adami. “Also, sheet feeders, that need to deliver high quality sheet in fine flutes or sheet plants that have the need to become independent from the sheet suppliers. This is particularly relevant for sheet plants that have production volumes that justify the need to have their

“THIS LATEST VERSION OF THE QUANTUM SETS A HIGH BENCH MARK. WE HAVE REDUCED THE AMOUNT OF ENERGY IT NEEDS TO RUN BY OVER 30%.”

ALBERTO BRIVIO, MANAGING DIRECTOR OF QUANTUM CORRUGATED SRL

own singlewall board production, or are located in remote places where the transport of board has a high influence on the final cost.”

Sustainability at its Heart

With an eye on key industry issues, especially sustainability, the combined R&D teams ensured that the latest generation of machine puts a ‘tick in the box’ from an environmental stand point.

“This latest version of the Quantum sets a high bench mark,” concludes

Brivio. “We have reduced the amount of energy it needs to run by over 30% and at the same time, we are helping customers make stronger board thanks to a reduction in mechanical and thermal stress on the papers, meaning they can reduce basis weights for their end-user customers. Lighter weight papers, lower starch consumption and less energy requirement all results in the ultimate in ‘green’ production, from the lightest single face through to heavy doublewall board.” ■

WELLKISTENFABRIK FRITZ PETERS CHOOSE BOBST

AN FFG 8.20 BS EXPERTLINE INLINE MACHINE BECOMES A PILLAR OF PROFITABILITY FOR THIS GERMAN INDEPENDENT.

The holistic process optimisation strategy devised by CEO Winfried Flemmer (right) and operations manager, Jonas Grundmann (left) is moving Wellkistenfabrik Fritz Peters into the future.

Around nine years ago, Wellkistenfabrik Fritz Peters GmbH & Co. KG in Moers, Germany, started on the road to full optimisation of their production processes, which significantly increased productivity and flexibility. With a BOBST FFG

8.20 BS EXPERTLINE, which went into operation in early 2020, the packaging manufacturer further strengthened its market position.

"Today our customers involve us closely in their packaging development. We've worked toward this in recent years," explains Winfried Flemmer,

CEO. "Back in 2012, we thought let's do away with cookie-cutter products and the price wars that so many competitors have to deal with."

Together, Flemmer and the current operations manager, Jonas Grundmann, developed a strategy for total process optimisation. Automation and productivity were to increase significantly. Machine downtime and production bottlenecks, especially at peak times, were to be eliminated. Investments in the latest technology were aimed at freeing up shifts for additional jobs.

"The next logical step was expanding our capacity in the inline area," recalls Grundmann, naming one of the main reasons why a Bobst FFG 8.20 BS Expertline was chosen. "With this automatic inline machine, we now produce jobs in one step that would have required two work stages in the past."

Moreover, in production of premium boxes, the machine offers the flexibility that the converter needs to meet the market's latest demands. "The FFG 8.20 BS Expertline reliably processes doublewall grades, such as BC flute; it produces packages with tuck-in bottoms and prints with high register accuracy," says Grundmann. The machine covers a broad spectrum, converting corrugated board from 1.2mm to 8mm and sheet sizes from 250 x 625mm to 1050 x 2180mm. The maximum print width is 2000mm.

The FFG 8.20 BS Expertline at Wellkistenfabrik Fritz Peters is equipped with four flexo print units and hot-air dryers, at speeds of up to 18,000 sheets per hour. Grundmann adds, "With packaging that doesn't have to be die-cut, the FFG 8.20 BS Expertline actually gives us a maximum speed of 24,000 sheets per hour. This machine is made to go full throttle."

Designed for High Quality

Installation was planned and carefully prepared in close cooperation with Bobst. The machine stands on a solid



"WITH THIS AUTOMATIC INLINE MACHINE, WE NOW PRODUCE JOBS IN ONE STEP THAT WOULD HAVE REQUIRED TWO WORK STAGES IN THE PAST."

JONAS GRUNDMANN, OPERATIONS MANAGER

foundation that absorbs any vibration. It forms the basis both for high print quality and for precise folding and gluing. "Sheet transport is well designed on the machine. It eliminates fluctuations, which is why it produces boxes with exact gap widths. We always specify a gap width of 8mm and maintain it on the machine at a tolerance no greater than ± 2 mm," says Grundmann.

The high precision in sheet transport begins with a DFB (direct feed belt) inserter that works without feed rollers. It feeds the sheet directly to the printer's vacuum transport. Even with light sheets, it eliminates any calibration losses, so the boxes have better characteristics.

For the company, another highlight is the fluid folding device in the slotter. It sprays a small amount of water on the parts of the box where folds are made. "The moistening makes the folds more precise. We mainly turn this option on with doublewall, such as BC and EB," Grundmann says.

The calibration section in the folder gluer also helps ensure high-quality folded boxes by perfectly aligning

the folded sheets, again improving the dimensional accuracy of the completed packaging. "So far, we've never had a complaint about a box from the FFG 8.20 BS Expertline," says Flemmer, stressing that the boxes work perfectly in customers' automatic filling machines.

Automation for Job Changes

Developed on a new platform, the inline machine stands out for its simple, intuitive operation. This is evident in the short setup times. Most jobs that run in Moers are between 5,000 sqm and 15,000 sqm. This means quite a few job changes per shift. "During a typical morning shift, we process 16 jobs through the machine and 11 jobs on the afternoon shift," says Grundmann. These days, the machine is usually run for two shifts. This means the plant has reserve capacity, so it can take more orders for premium folded boxes.

The FFG 8.20 BS Expertline is connected to Bobst's Remote Service Helpline Plus. The technicians can dial into the machine controls, analyse

“THE MOISTENING MAKES THE FOLDS MORE PRECISE. WE MAINLY TURN THIS OPTION ON WITH DOUBLEWALL, SUCH AS BC AND EB.”

JONAS GRUNDMANN, OPERATIONS MANAGER



With the fully automatic FFG 8.20 BS EXPERTLINE inline machine, Wellkistenfabrik Fritz Peters now produces many jobs in just one step that once took two work stages. They can now profitably process orders they once had to pass up.

the process and in most cases fix malfunctions online. “The Bobst Services team is committed and well qualified. We also have to thank the instructors’ efficient training, which enabled efficient commissioning,” Grundmann says. “We made the right investment decision.”

Wellkistenfabrik Fritz Peters GmbH & Co. KG was founded in Krefeld in 1938. Due to lack of growth options in the city, the company moved its production to Moers in the mid-1950s. The factory’s specialty is optimised packaging solutions for customers in a great number of industries. Production of e-commerce packaging is one special focus. The company belongs to the Peters groups, which has a total of eight subsidiaries. ■

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ISTRA-2 PROJECT IS A GO!

RUSSIA'S ARKHBUM SET TO EXPAND CAPACITY WITH LAUNCH OF NEW FACTORY IN MOSCOW REGION.

A REPORT BY EUGEN GERDEN.

Arkhum, one of Russia's largest corrugated packaging producers and a subsidiary of Arkhangelsk Pulp & Paper Mill, is expanding its production capacities with the launch of a new production site in the city of Istra in the Moscow region. Interestingly, Arkhangelsk Pulp & Paper Mill is one of the leading timber and chemical companies in Russia and Eastern Europe and part of Pulp Mill Holding Group.

The new production site will be located in close proximity to the existing factory in the Istra region, which has the capacity to produce 200m sqm of corrugated board per year and which was commissioned back in 2013.



It is planned that the Istra-2 project will have the same capacity, which will allow the company to increase the overall capacity of the Istra cluster of the business up to 400m sqm per year.

Big Plans

The overall investment of the company in its Istra-2 project already has exceeded US\$40m. Most of these funds were allocated for the purchase of new equipment for the plant.

As part of this project, the company recently started up a second BHS Corrugator line, which is rated at 450m per min and a Dücker materials handling system.

Prior to this, the company completed the installation of a BGM Caseline 13/32 casemaker, Bahmüller Turbox 1450 speciality gluer, Hunkeler waste extraction system and an integrated finished goods line consisting of Dücker pallet inserter, with Signode and Mosca bundle and pallet strappers.



The company plans to continue the development of the plant in 2021, ready to invest up to RUB 3bn (US\$40m) in its further expansion in 2021.

According to Alexey Elagin, Head of Department for corrugated packaging at Arkhum Istra-2, the new production site will be fully automated.

WITH ALL OF THE NEW SITES AND NEW EQUIPMENT, THE COMPANY IS PROJECTING A PRODUCTION CAPACITY OF 1BN SQM OF CORRUGATED BOARD BY THE END OF 2021, SIGNIFICANTLY HELPED BY THE LAUNCH OF THE ISTR-2 PROJECT.

The project will create up to 200 new jobs.

According to the initial plans, most of these works should have been completed significantly earlier. However, due to the pandemic and closure of Russian borders to foreign engineers, implementation of these plans was suspended.



Growing Group

In addition to the Istra site, the company operates another plant in the Moscow region (Podolsk) and a production facility in the Voronezh Region.

The Podolsk branch of JSC Arkhbum was opened in 2001, while its annual production is currently estimated at 180m sqm.

As for the Voronezh plant, the factory is equipped with a Fosber S/Line, which has the capacity to produce up to 200m sqm of board per year.

Total installed capacity of three plants is estimated at 700m sqm of corrugated products per year. The company also continues building another plant, located in the Ulyanovsk region. This site, will have a production capacity of 200m sqm per annum and will be equipped with the same Fosber S/Line corrugator as Voronezh. Its official commissioning is scheduled for the beginning of 2021.

With all of the new sites and new equipment, the company is projecting a production capacity of 1bn sqm of corrugated board by the end of 2021, significantly helped by the launch of the Istra-2 project.

About the Company

Founded in 1940, Arkhangelsk PPM remains one of the leading wood-chemical enterprises in Russia and Europe. It specialises in the production of commercial cellulose, corrugated casemaking raw materials, paper products and corrugated packaging. The only shareholder of APPM is the Austrian company Pulp Mill Holding GmbH.

Despite the fact that the Russian corrugated industry was one of a few industries in the country where the impact of the pandemic was small, most analysts expect a significant increase of production costs in 2021. That will be mainly due to the ever growing prices for waste paper in Russia, (up to 73% by volume of raw materials used).

Paper prices in Russia have been high for some time now, due to tight supply and processing of OCC. For example, if OCC in Europe is trading at US\$70-80 per tonne, the price in Russia is between US\$160-180 per tonne.

In addition, the rise in prices for waste paper in Russia is largely speculative (some producers hold back shipments and build up stocks in anticipation of further price increases). The situation is complicated by logistics issues, as the delivery of waste paper for long distances outside the boundaries of the Russian Central Federal District is currently considered as unprofitable by the majority of Russian producers and processors. ■



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



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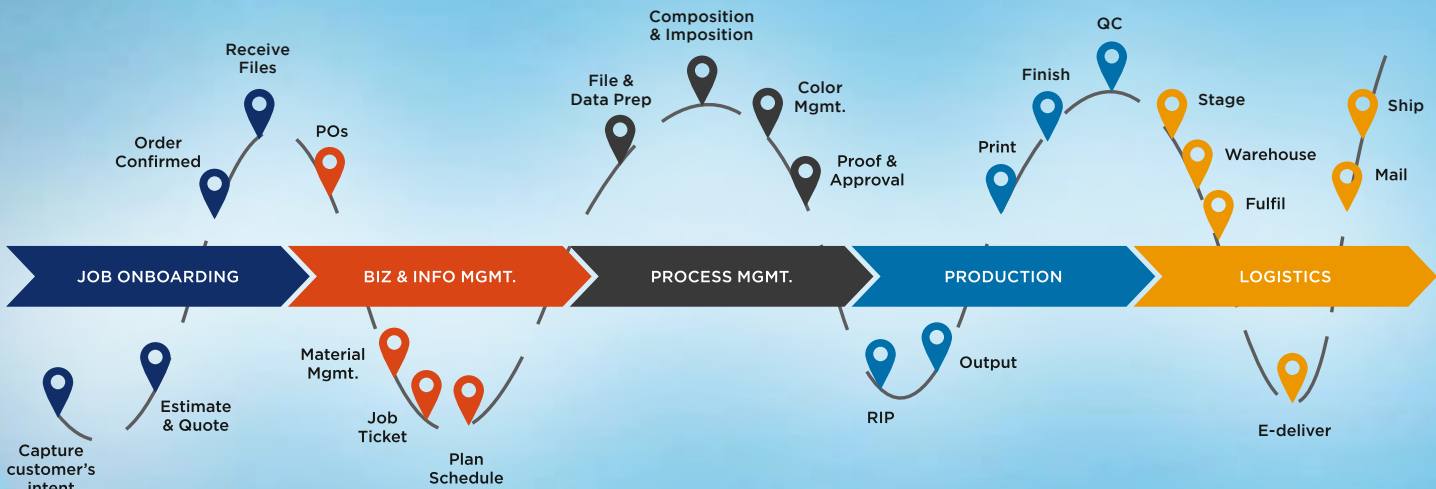
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NEW THOUGHTS IN DIGITAL PACKAGING WORKFLOW: INNOVATIONS & EXPANSIONS

MORE COMPANIES ARE AUGMENTING THEIR TRADITIONAL PACKAGING PRODUCTION WITH DIGITAL PRINT SOLUTIONS WHILE DIGITAL COMMERCIAL OPERATIONS ARE LOOKING TOWARD BOTH FOLDING CARTON AND CORRUGATED TO GROW THEIR BUSINESSES. THEY ARE SUPPORTED BY A GROWING NUMBER OF AUTOMATED WORKFLOW SOLUTIONS THAT ARE WORTHY OF INVESTIGATION.



Source: Keypoint Intelligence

If you could create a workflow environment where every touchpoint was error-free, and even the most complex jobs sailed through from order to delivery, would that be desirable? Would it be especially useful if you could create prebuilt scenarios that address your most basic jobs as well as your most challenging production?

The good news is that there are solutions in the market today that can get you to an automated environment that increases efficiency and capacity while freeing up your staff to handle those things that require the human touch.

To step into the world of worry-free automation that moves your manufacturing at the pace of a supercar, start by identifying your current manufacturing and workflow

elements. Your digital corrugated ecosystem may include dozens of moving parts. Those parts will vary depending on the type of operation you run. If you print the liner and then corrugate, you have one set of processes, while those printing directly on corrugated board will have slightly different processes. There are many common elements, so let's start with those.

Innovations in Job Capture and On-boarding
In the traditional packaging world contracts are set by dimensional, shape and volume requirements. Most jobs do not require extensive printing, but even those tend to be long runs with static images. In the world of digital corrugated packaging, taking an order can be more involved. Work

tends to be shorter run, and it can include instructions for customisation or personalisation that add processes before printing the liner or board media. For that reason, you want to take stock of your job onboarding environment to ensure that you can capture not only the physical job specifications for the finished product but also the printing requirements. Remember, the print file for the liner or board may require approval by an agency or product owner, further complicating the upstream processes!

You require a system that allows you to manage customer design files and an approval process, and one that will link to your ERP to permit efficient business management as well as production management. Many of the web-to-print platforms are designed to integrate online

design tools, manage design files that come in through a customer portal, and push those orders to the next production steps in the workflow. Can you do this today?...

COMPARE YOUR CURRENT JOB ONBOARDING PROCESS TO TOOLS OFFERED BY ESKO AUTOMATION ENGINE, PRINTIQ WITH INFOGO, TILIA LABS PHOENIX, EFI SUITES, XMPIE, AND CHILI PUBLISH – AND THINK BROADLY!

If your sales teams are selling in person and taking orders by email, you have an even larger challenge than if you have an existing online process for capturing job orders. Innovation in digital packaging will require innovation in order-capture and job on-boarding. While you are working on job capture, remember that quoting and estimating will require innovation. In the modern digital print for corrugated world, you will want a way to consider the value proposition of different types of liner and corrugated board and how they improve your ability

to upsell. If you take on substrates beyond basic brown kraft, you must update the quoting and estimating system databases to account not only for the cost difference but the value difference. If you are still estimating using spreadsheets, back of the napkin calculations and the brainpower of your estimating team, it's time to look at the comprehensive quoting and estimating offerings of your workflow vendors and upgrade your tools. Managing a large number of small jobs, a mainstay of digital corrugated production, requires automation.

IF YOU ARE STILL ESTIMATING USING SPREADSHEETS, BACK OF THE NAPKIN CALCULATIONS AND THE BRAINPOWER OF YOUR ESTIMATING TEAM, IT'S TIME TO LOOK AT THE COMPREHENSIVE QUOTING AND ESTIMATING OFFERINGS OF YOUR WORKFLOW VENDORS AND UPGRADE YOUR TOOLS.



Innovations in Workflow

You will want to automate every touchpoint in your workflow for maximum efficiency. It may take some time, but automation is essential as the number of jobs per day, the smaller job runs and the variable nature of the work becomes part of the daily operation. No one can manage the workflow on a personal spreadsheet, whiteboard or notepad. The innovations emerging from all workflow vendors in the packaging market include shop floor data collection to feed business and production floor dashboards. They are integrating feedback loops for ink estimation on a job-by-job basis to provide data into the consumables management and the costing engines. They are linking directly to the machine interfaces to capture every minute data point from machine jams to uptime. And many are using Artificial Intelligence, a focal point for Industry 4.0, in their infrastructure.

None of these innovative options means a thing if you are not ready to enable them, however. In plants around the world, there are some fantastic innovations installed, but they are often bypassed in favour of doing things the way things have always been done and that stops innovation cold. Look at your plant to see if you have tools installed that are not fully in use. You may have innovation you have already paid for – put that shelfware to use.

If you discover that your tools are not providing the path to full

automation, ask your vendors how they can get you there. Innovative solutions exist to automate your prepress tasks, separating the jobs that need human intervention from those that can head to the press queue. Many can acquire your PDF and preflight them, calling out and fixing most problems before they get to production. Since barcodes are essential, the ability to add them is baked-in for most solutions.

Today the major software providers for digital print for corrugated know that you must automate to be successful. Whether you are currently their customer or you are using bespoke systems today, make an appointment to talk to the packaging software providers and ask for their workflow roadmap. Every one of them wants to help you add innovation to your workflow so you can increase the number of jobs you can handle before you hit a breaking point. However, they aren't wizards! They need to know what you are trying to accomplish and your current levels of automation to help you create your best, automated workflow with as few human touchpoints as possible.

Your Next Steps

There are more than a few shows on the event calendar for the next few months. If you can get to a show, make the most of the opportunity! Take a deep look at the workflow software and ask the tough questions. Come with a good diagram of your current workflow and an elevator pitch that describes

your products and how you produce them as well as your equipment setup. Are you printing to board or printing liner and then corrugating? Are you producing for brokers or master of your own sales team? Have the short story ready to go when you arrive to maximise your time and the time of the demonstrators you meet.

If you don't have a plan to attend the shows, review the exhibitor list for CorrExpo, FESPA, LabelExpo and any other show that covers your industry for a shortlist of whom to engage. Visit the websites to learn what is on offer, and then don't hesitate to reach out to them. For the price of your time, you may find that innovation and expansion are not out of your reach. ■



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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HOW CAN DIGITAL PRINTING BENEFIT E-COMMERCE PACKAGING?

HANWAY RECENTLY PARTICIPATED IN THE E-COMMERCE PACKAGING FORUM, 'ECPAKLOG 2020', FOCUSING ON THE B2B AND B2C FIELDS AND CONCENTRATING ON ECO-FRIENDLY E-COMMERCE PACKAGING, RECYCLED PACKAGING SOLUTIONS AND THE TRENDS FOR LEAN SUPPLY CHAINS.

Based on the rapid development of online channels, the e-commerce industry has become an important component of the retail industry. The demand for corrugated packaging in the e-commerce sector is also increasing continuously and the packaging needed for the e-commerce consumer market has a promising future.

New Business Growth

As products shift from traditional offline sales channels to online and e-commerce channels, brand owners are thinking more about how to monetise these channels. On one hand, stylish and well-designed packaging can directly stimulate the end users to buy; on the other hand, the visual information printed on the packaging also bears the desire of brand owners for advertising and marketing. Today, with the rapid development of modern logistics, more and more brands begin to use personalised packaging and increase the added value of goods through packaging design and then reshape the marketing format and ecosystem and help brands and consumers to establish a good interaction.

In addition, because online transactions are a virtual shopping experience, the demand for traceable printing of goods has further increased. Nowadays, the application of variable data such as barcodes and QR codes in packaging is becoming more and more widespread. Through the random QR code technology,

each product is attached with a unique 'ID card' to realise anti-counterfeiting traceability and achieve the brand's online and offline two-way connection with consumers.

Transformation and Change

Fast, small-batch, multi-batch, personalised and customised corrugated e-commerce packaging requires shorter, more frequent printing production, more SKUs, faster turnaround time, lower production costs and a more eco-friendly user experience. The emergence of digital printing technology effectively coincides with the market development trend and production requirements.

If digital printing has opened the door of the corrugated packaging industry, then single pass inkjet technology has given e-commerce packaging wings to take off. Single pass has become synonymous with high-speed digital printing. With its productivity far exceeding scanning digital printing, it is applied to many fields, such as corrugated packaging, digital printing, ceramic inkjet, variable data printing and much more.

Entering the ever-changing digital era, digital printing continues to deepen integration in many vertical fields and continues to extend to



more fields. Today, Hanway has become an advanced high-tech enterprise under HanGlory Group with independent intellectual property rights, professional R&D, production and sales of corrugated digital inkjet printing equipment. From

Single-Pass to Multi-Pass, Hanway easily copes with the new demands of short-run and individualised packaging and is committed to promoting the development of digital inkjet technology in the corrugated industry. As the packaging printing

market continues to increase demand for short-run, green, variable data printing and personalised products, digital printing is accumulating energy at an unprecedented speed and is helping the new development of corrugated packaging. ■



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USING MORE AND MORE DATA

MONDI WEBINAR LOOKS AT THE IMPORTANCE OF DIGITALISATION AND MATERIAL TESTING FOR PERFORMANCE PACKAGING SOLUTIONS.

BY REBECCA RENDON, EDITOR.

Mondi recently hosted a webinar discussing the current practice and future solutions for estimating packaging performance. Organised in collaboration with FEMat, a new tool was also presented to the industry to predict the compressive strength of corrugated packaging using virtual board and Finite Element Method (FEM) testing. The content that was presented provides an interesting approach to the digitalisation that has begun in the industry, along with innovative ways to utilise technology.

Industry Trends

Marek Motylewski led the discussion on digitalisation trends in the performance packaging sector. Digitalisation has emerged as a major trend in recent years, becoming even more crucial in 2020 for obvious reasons. It has become a factor in practically every aspect of our lives.

Motylewski noted that 66% of B2B leaders currently believe that digital solutions are crucial, not only for development, but also for staying in the market. A live poll from the 2020 European Paper Packaging Online

Conference supported that statistic, showing that sustainability and digitalisation emerged as the top two most important trends for the paper and packaging industries over the next three years – beating other trends like e-commerce, ‘smart’ packaging products and cost increases.

Motylewski spoke of various ways that B2B customers will change their buying habits and provided guidance on how the industry can react to them. He says that multi-channel sales will be the new norm, resulting in conventional field sales dropping

B2B CUSTOMERS CHANGE THE WAY THEY BUY

Source: Simon & Richter European Packaging Online Conference 2020

Sustainability and digitalization remain valid post SARS-CoV-2 pandemic.

Digitalization 67%

#1

Sales will be too complex to be a one-man show.

Mirror the customer buying center with team selling.

#2

Multichannel sales will be the new norm.

Design a seamless multi-channel sales experience.

#3

Conventional field sales will drop by half.

Design future sales coverage model.

#4

Sales will need modern ways of support.

Increase data-driven sales guidance.

#5

Processes will be integrated and digitalized.

Create seamless opportunity-to-order and order-to-cash processes.

Quality / R&D department as part of modern sales?

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MAREK MOTYLEWSKI, HEAD OF TECHNICAL SALES SERVICES MONDI CONTAINERBOARD

by half. Motylewski suggested that companies address these changes by creating a seamless multi-channel sales experience including team selling and data-driven sales guidance.

Testing Solution

Motylewski explored the need for another update in our industry – a new, comprehensive test for performance packaging. The outdated McKee formula that is currently used as the standard of testing, dates back to the 1960s and is limited to standard boxes. The buckling effect of the papers in packaging was not well known and the corrugated board at that time was mostly limited to A, C, B and occasionally E flutes. Since the 1960s, much has been learned and tested in regards to paper and corrugated board.

As the containerboard market evolves, we see trends like advanced process control systems, more

sensors, precise info about paper reel and advanced Zero-Defect systems. Moving into the era of Industry 4.0, Motylewski stated that we will see machines getting smarter and using algorithms and intuitive machine learning. He noted that we are seeing suppliers focusing on offering digital solutions like digital pre-printing, cutting, creasing and digital post-print.

FEMat's founder and CEO, Tomasz Garbowski, showcased the company's innovative tool and award-winning system for predicting the compressive strength of corrugated board. This FEMat machine provides the ability for desktop laboratory tests. This new tool first creates a virtual board material on the basis of results obtained in bending, edge crushing, shearing and torsion tests performed on board samples. Then, using the virtual material and a box design selected from the FEFCO catalog or a DXF file,

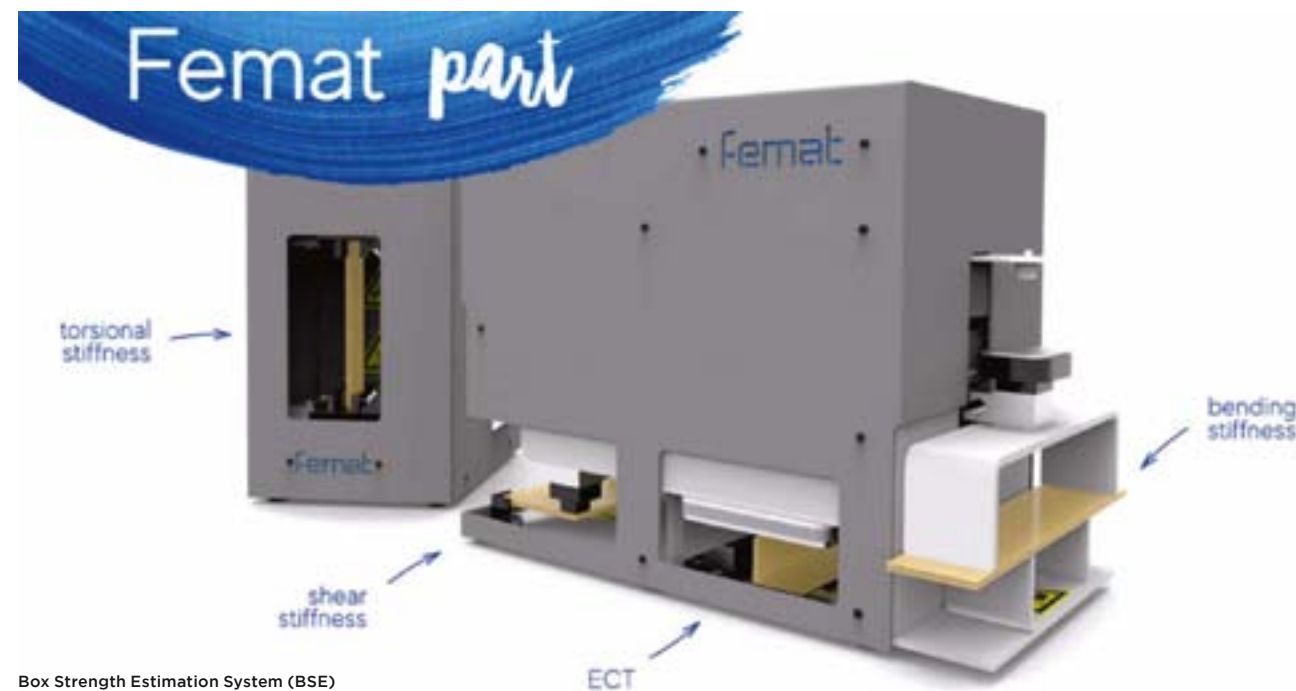
the box compression strength (BCT) is estimated by using FEM.

Garbowski said that the FEMat tool provides greater accuracy for testing ECT, BCT by using artificial intelligence and self-adjusting algorithms. Along with greater accuracy, the use of the FEMat machine results in a faster design process, savings on resources and the ability to deliver optimal packaging and ultimately, a better product.

The Box Strength Estimation System (BSE) won FEFCO's Silver Award for Best Innovation. The industry will continue in its effort to produce the best performance packaging, based on innovative technologies like BSE and the FEMat machine. ■



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human relationships, cemented by years of life lived in the field, solving problems, making plans and



“I’M A VERY PRECISE MAN, I REALLY LIKE MEETING DEADLINES AND I THINK THESE CHARACTERISTICS ARE TYPICAL OF ALL MY COLLEAGUES.”

PAOLO RADAELLI

thinking about the future; exactly as happens in the management of a close knit family. Perhaps this is the secret of the success of companies such as New Aerodinamica, which has clearly established itself in the packaging industry.

The Bergamo-based business that manufacturers aspiration and trim removal systems, was founded by Angelo Radaelli and is now run successfully by his son, Paolo. “I’m a very precise man, I really like meeting deadlines and I think these characteristics are typical of all my colleagues,” says Paolo Radaelli. “This element, combined with the continuous desire to improve, have brought us here. But that’s not all; an element shared by everyone is the certainty that being part of this crew is essentially equivalent to having a second family, where you can find availability and support in times of need.”

“I have been working here for 35 years and in all these years I have always been happy to be able to learn and improve myself, actively contributing with my accounting duties,” says Sonia Petteni, who works in the administrative department. “I have a job that requires precision and a lot of attention, two aspects that coincide with some of my own characteristics.” A job of utmost importance, closely linked to the other tasks performed within the administrative office, where we find another reference figure, Daniela Mazzucchelli. “Getting in touch every day with customers or suppliers from all over the world represents a continuous stimulus as it is of vital importance to know all the regulations are valid in the country in question. Russia, Australia, USA, are some of the many countries where we install equipment, each of them with different regulations in force. For every difficulty we encounter, we are all ready to lend a hand, overcoming the obstacle together.”

“GETTING IN TOUCH EVERY DAY WITH CUSTOMERS OR SUPPLIERS FROM ALL OVER THE WORLD REPRESENTS A CONTINUOUS STIMULUS AS IT IS OF VITAL IMPORTANCE TO KNOW ALL THE REGULATIONS ARE VALID IN THE COUNTRY IN QUESTION.”

DANIELA MAZZUCHELLI

The same opinion is expressed by Pamela Belotti, who is responsible for logistics. “I started here, in a temporary role to cover for another person’s maternity leave – but here I am, almost two decades later. In addition to work, I am also a happy mother and thanks to flexibility and availability I can take care of my family with without neglecting work.”

Chiara Signorelli, a former volleyball player, has been with the company for three years. “I am the smallest in the company but this has absolutely not held me back; on the contrary, everyone has supported

and helped me in learning my job and this allowed me to take the decision to abandon the world of volleyball where I played as a professional, to devote myself to this company.”

From the ‘all-female’ administration team, we move to the technical department, where we find Giuseppe Zinetti, Project Manager and Radaelli’s right hand man. “Since I joined the company, I have been able to witness its constant growth, recording increasingly important goals, thanks to a greater preparation accumulated by the many jobs done as well as a direct consequence of the great

collaboration and harmony that has always been present in this company. I’m happy to be part of it!”

With these statements, the word goes back to Christopher Azzolin, who says, “I have been working in New Aerodinamica for 10 years and I don’t remember a single day of dissatisfaction. Between a project to be implemented and the task of keeping the warehouse tidy, days fly by in a flash. I am a fussy person, I love order and things being done correctly, but this is also one of the characteristics that all of us at New Aerodinamica have in common.” A ‘family’ in the true sense of the word. ■



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EUROPEAN TRAINING CENTRE FOR ARDEN SOFTWARE NOW COMPLETE



Construction of a brand-new European training centre and German headquarters for Arden Software is now complete. The packaging software developer has relocated its German division to a new company HQ, which is also the location of its state-of-the-art training facility.

The new office is located at the 'Gate One' development in Nürtingen, Stuttgart, which is an exclusive development targeted at the tech sector and Arden now occupies the penthouse of the five-storey building.

COVID-safe measures have been put in place throughout the building, including protective screens in the training suite to allow for social distancing and to keep customers and employees safe.

Frank Haustein, Managing Director at Arden Software Germany (ASDE), said, "It's a new year and a new home

for ASDE and we're delighted with our new, contemporary office space and training centre, which will enable us to continue to expand and develop the business, as well as provide bespoke

training with first-class facilities for our customers and partners."

He continues, "Since we embarked on this project, the world has become a very different place with the COVID-19 pandemic, but we've been able to incorporate COVID-safe measures into the design of the building, ensuring our facilities are fit for the future."

The new eco-friendly building has been designed and built with sustainability in mind and includes charging stations for electric vehicles, LED lighting and bike stores, as well as showers and changing facilities to encourage people to cycle to work.

"From protective screens to hand sanitizing stations, we've taken all the necessary precautions to ensure a COVID-safe environment and look forward to welcoming our first customers to our new training centre, where we'll be hosting conferences, workshops, seminars and training courses focusing on our entire portfolio of packaging software," concludes Haustein. ■



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SIG-VCS Tandem is New

Signode has introduced its latest innovation for the corrugated industry, the SIG-VCS Tandem automatic bundler system. It combines the power of two squaring bundlers connected with dual zone conveyors to meet the demands of modern flexo folder gluers with inline bundle breakers and operating at speeds up to 36 bundles per min.

Box manufacturers are looking for high speed bundling or in-line redundancy feature; the new system is fitted with dual coils and auto strap change and can be automatically taught a new bundle recipe in seconds. It also has bundle diversion technology that sends all bundles to the active bundler during a coil change or while the other

temporarily inactive bundler 'fixes itself' with the auto re-feed feature. Once the inactive bundler changes the coil or the successful re-feed corrects any misfeed, the inactive bundler will come back online automatically and share the workload with the active bundler.

The icon-drive HMI allows operators to quickly set up a new recipe with a few taps of the screen. Other enhancements to the software include maintenance troubleshooting tools such as a tracing feature, simple strapping system checks, an event list and many more. The new chute technology improves on previous generation of UHMW chutes by using a segmented chute where the gates are

covered by a lifetime warranty.

"We have been listening to our customers who are eager for a bundling system that maximises high speed bundling capabilities and minimises production interruptions," says Mike Stein, Vice President of Marketing & Product Management for Signode's Automation & Packaging Technologies group. "The SIG-VCS Tandem achieves these goals and provides box plant operations with high performance, simple maintenance and increased uptime for bundling."



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High Quality Cutting and Creasing Rules Give Superior Die Performance

C&T Channel Matrix is the official distributor of the GNU cutting and creasing rule range in the UK. Made in Germany to exacting specifications, GNU is precision engineered to give great accuracy to cutting and creasing and measurements of rule height.

The company says that the superior quality and dexterity of the GNU range is helping to improve the productivity of cutting and creasing substrates such as corrugated, plastics and recycled board. For example, recycled substrates require razor-sharp rules to reduce problematic fibre debris associated with cutting recycled boards. GNU's longevity and precision design can also minimise make-ready times and reduce waste often created by deteriorating or inferior products.

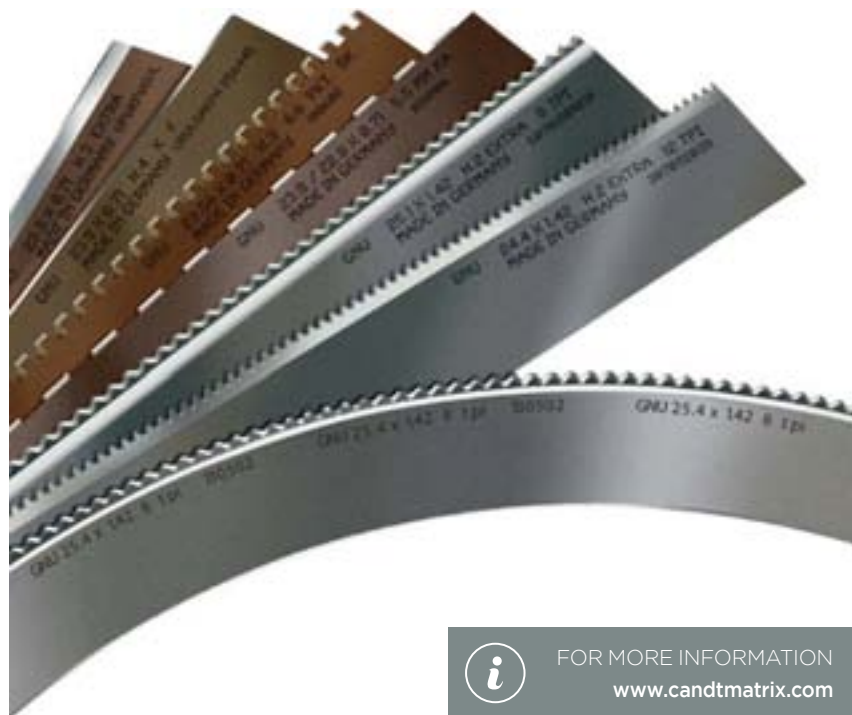
Speciality rules, manufactured for corrugated converting (both for rotary and flatbed dies) as well as folding carton, are becoming essential to meet ever-challenging carton and box designs.

The GNU speciality range consists of (wavy edged, deckle edged, jigsaw,

zipper cutting rules, stripping, and perforating rules) and cutting rules (DUROFLEX hardened cutting edge for sharp bends) and creasing and laser creasing rules. The GNU range is distinctive in offering a range of specialist rotary rules for cylinder cutting and creasing.

Simon Shenton, C&T Channel Matrix, Managing Director, commented, "We have seen significant increase in demand for the converting of more demanding substrates which has driven new developments in cutting rule technology. GNU's quality enables the conversion of more problematic substrates and helps to reduce waste and improve conversion performance. We have been representing GNU for the last 3 years and are confident that it will stand up to any European competitors in terms of performance power and longevity."

GNU rules are available for next day UK delivery and C&T offers comprehensive customer support with all its products through its team of industry experts.



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AN UPDATE
REPORTMATERIALS
HANDLING

The handling of raw materials through the boxplant has been scrutinised closely over the last few years as companies have to carry out ever more risk assessments to protect the workforce from injury in the workplace. Added to this, the continued drive for more efficient operation in the plant and the pursuit of greater profitability is encouraging boxmakers to invest in the latest materials handling systems.

The handling of materials between each stage of the corrugating and converting process is critical to the success of the plant and conveying systems are a crucial part of the complete transport and logistics system and should be considered an integral part of the manufacturing process.

It is now universally accepted that the reductions in manning levels, reduction in waste, removal of dangerous fork truck operations and the improvement in runnability of converting equipment results from automation by conveyerisation and is a must for a profitable operation.

The mission of improving productivity in the boxplant by supplying innovative materials handling solutions to deal with ever increasing volumes has no doubt challenged the R+D departments of every supplier. The following 'Update Report' gives an insight into recent developments from many of the key suppliers to the industry.

Global Growth

Dücker Group, the privately owned family business originally founded in 1848 in Germany in the city of Langenfeld close to Düsseldorf, is now recognised as a global manufacturer of high quality equipment. The group is active in many countries in terms of designing, manufacturing, installing and servicing complete handling solutions and peripheral equipment for the corrugated industry as well as for the carton board industry. All that history started 170 years ago and the challenge is to continue with the sixth generation of the Dücker family now on board, ensuring a bright future for the group.

The heart of the business is still located in Langenfeld, where the equipment for conveyor systems are designed and manufactured. This offering is covering all the needs of the most modern and highest technology box plants, from the reel handling before the corrugator to the finished goods area, as well as the software control and supervision system. This includes in particular the WIP area, where many different solutions can be offered by Dücker

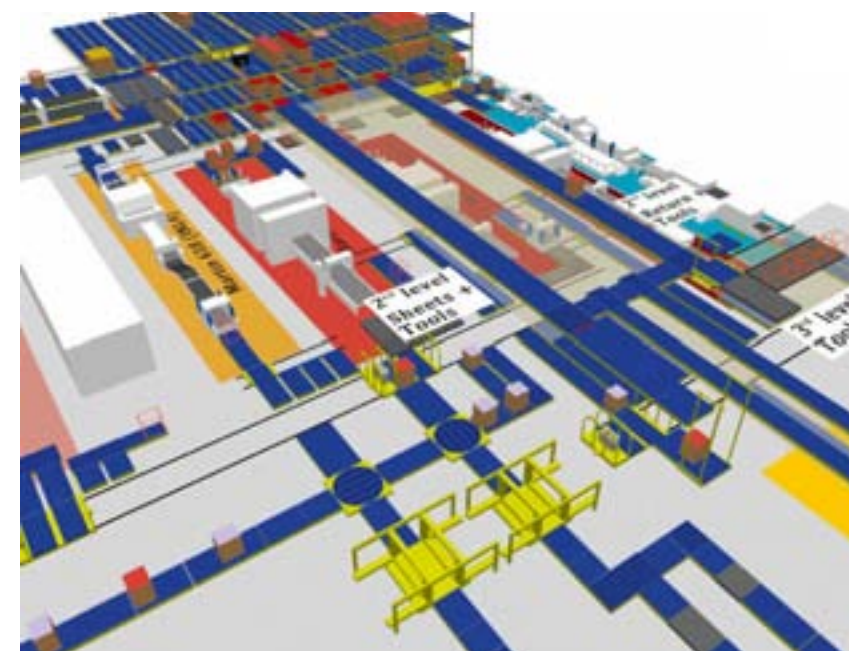


to ensure exactly the output and the flexibility needed, project by project. Recently, Dücker has demonstrated its innovative capabilities by developing the HISS (Hybrid Intermediate Storage Solution) in collaboration with Westfalia, which is the ideal combination of a standard 'blue belt' WIP with a high rack storage system.

Over the last 20 years, the group has grown and extended its portfolio and market coverage through acquisitions and joint ventures. In 2020, the structure of the group evolved to place Dücker International

GmbH as the holding company, managing all the investments of the Dücker Group out of its historical site in Langenfeld. The main goal of that organisation is to develop the collaboration between all the companies and support group strategy by facilitating the integration of new businesses into the group.

For serving the corrugated industry, this network of companies includes Dücker Robotics (Italy), Dücker Corrpall (Sweden), Dücker Prefeeder (Netherlands), all being companies where know-how has been developed over years and future innovation will be born. To expand its market coverage worldwide and look into opportunities in markets growing faster than Europe, the Dücker Ringwood Automation (USA) and BHS Dücker Systems (China) joint ventures were established. This is helping to serve global customers with the same quality and technology.



To widen the portfolio of solutions, a major step has been achieved with the collaboration between Dücker and Seemi, combining the strengths of both parties – the flexibility and tailor-made project management of Seemi, with the high tech and efficient solutions of Dücker. Both brands will remain active in the market under their own names, to continue serving their customers accordingly.

Moving forward, the company is now looking to markets other than corrugated board. Dücker Group strongly believe that they have to learn from other experiences to develop their solutions further. With this in mind, Dücker recently confirmed it has integrated Krift & Zipsner, a leading supplier of complete logistic solutions for the folding carton and solid board industries, into the Group. Based in Steinebach/Sieg, K&Z design, manufacture, install and service



systems all over the world, including pile turners, conveyors and complete handling systems, supporting machinery market leaders like Bobst, Heidelberg and Koenig & Bauer AG.

“Dücker has always revealed new innovations. Our aim is to remain a technology leader for our industry, offering the highest performing solutions to our customer,” says Dominique Ravot, CEO, Dücker International. “We strive to set the benchmark for our industry, designing and integrating different technologies into our software control and supervision solutions, as well as turning buzzwords from the virtual world – like industry 4.0, cloud solutions, AI and predictive maintenance – into a real-world benefit. Dücker AMC, which recently moved to Monheim, is now the base of the software development for the Dücker Group, looking to offer these new types of solution to our customers.”

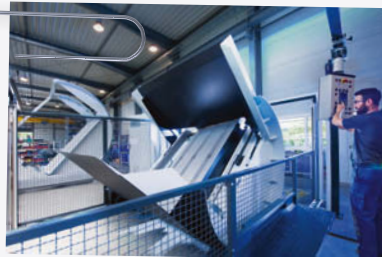
Ravot concludes, “The Dücker Group continues to be a well placed supplier to offer the best possible solutions to our customers worldwide, but we still hold great respect for the heritage, knowledge and people within each of the companies in our Group. The common DNA of all these

companies is to design, manufacture and install fully automatic systems to offer our customers more efficiency, reduction of personnel costs and waste, which will result in better productivity of the box factory. This is achievable through various solutions of conveyor systems, peripheral equipment, supervision software and much more.”

www.duecker.biz

Growing Ambitions

‘Made in France’ and high quality are the main characteristics of the products offered by SEEMI, a company specialising in the design and manufacturing of handling systems, automatisation and supervisor systems for the corrugating industry, among others.



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The company is able to propose exits for corrugators, complete WIP, infeed/outfeed of machines, elevators, revolving units, pallets dispensers with robots, strapping, wrapping lines and much more. The company has proved for years that it can handle the stacks from the exit of the corrugator to the feeding of the trucks, interfacing with any corrugator, any vertical storage or any machine. In addition, the company can propose a strong supervision system or RFID technology, able to follow the production of each factory in direct time. All of its programs are open sourced and can be modified without Seemi technicians.

The company is planning to continue its growth in the future. The French manufacturer, as well as Dücker International, know that the corrugated industry is, more than ever, in evolution and wants to keep evolving with it, by including new technologies in their solutions, but always remaining flexible and focused on their customers as the first priority. www.seemi.fr

Diversified Group

Emmepi Group is a company formed by a strategic partnership between Logitec and Emmepi, led by Alessandro Bersanetti and Alberto Fioriti. The aim is to market its machines with four manufacturing divisions located in Milano, Perugia, Treviso and Cesena.

It is a consolidated group operating successfully for over 30 years in the corrugated industry for the design, manufacture and installation of equipment, such as:

- Vertical Strapping presses for sheets and finished goods;
- In line or off line bundle strapping machines for casemakers and folder gluers;
- Wrapping machines (ring or arm type);

Founded in 1954, the €16m turnover French manufacturer is constantly growing, putting its know-how at the service of corrugating factories in Europe and all over the world, building tailor-made solutions to perfectly fit customer requests and needs.

As communicated recently to the market, Seemi has come to an agreement with Dücker International, confirming that the German group will become a partial shareholder of Seemi as of the beginning of 2021, allowing Seemi to continue its growth and offer together with Dücker a wider portfolio

of solutions for fully automatic systems, combining the strengths of both companies. François-Xavier Vigneras remains the CEO of the French manufacturer, ensuring that Seemi keeps its DNA in the future, as well as the close relationship the company has with its customers.

Seemi, which employs 85 people, can always count on CDLA (a welding and folding company) and Deville Besse (a precision mechanic company), both based close to Angoulême and belonging to the Vigneras Group, to be



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NEE is well known as manufacturer of cut off exit conveyors and down stackers for different speed ranges and corrugator deckle. The care they take in the design and the technical solutions make the difference for customers around the world.

The company has a broad portfolio of materials handling solutions, all of which help box plants to increase overall efficiency, speed up the production process and reduce waste. NEE is a specialist in designing and manufacturing advanced solutions.



For almost 20 years, the company has been manufacturing robotic palletisers for the corrugated industry and is able to propose solutions for casemakers, die-cutters and for special applications. They also manufacture pre-feeders for the fastest converting machines available in the market.
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- Pre-feeders;
- Palletisers;
- Vacuum stripper stackers;
- Bundles Breakers.

The company is focussed on the customer and offers innovative quality services that are technologically advanced in terms of design and development of integrated solutions. The group is present in over 20 countries worldwide and has more than 4,000 machines installed.

www.emmegroup.com



HANDLING MADE CREATIVE



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.



N.E. ENGINEERING
advanced technological solutions

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Complete Automation

Taiwan Endurance Co., Ltd., was established in 1967. For more than four decades, they have been committed to a philosophy of high quality and excellent service in its effort to become one of Asia's leading conveyor belt

system manufacturers. They specialise in automation conveyor systems, particularly for paper mills and box factories, with all kinds of conveyor systems now installed all over the world. They are active in the paper, tissue and corrugated manufacturing industries.

An ideal conveying system consists of two factors – safety and speed with an efficient production system. The company has specialised departments to develop new energy-saving equipment helping to lower overall operating costs, while professional engineers, technology and computer software (including electric controls) ensure the most efficient of systems supported by a team of professionally trained supervisors to ensure the best installation and services.

www.conveyor.com.tw

Optimising Through Automation

Operational efficiency. It is what we all strive for. A flawless process throughout every step of the supply chain, enabling perfect packaging to be delivered to the right place at the right time. But too often, there are delays and bottlenecks in the process that cost time and money. In an environment where competition is increasing and margins are decreasing, such delays can make or break businesses. Automation can help to overcome these bottlenecks and not only improve the overall productivity, but also reassure customers of the output consistency and quality.

One of the biggest bottlenecks in the chain can often come at the layer arrangement and palletising stages, particularly now that many brand owners are demanding ever more complex box styles. BOBST offers solutions that automate these processes, increasing efficiency, quality and peace of mind.

For optimal layer arrangement, Bobst developed BREAKER 2 FLAT TRACK. While conventional breakers can separate die-cutter output and, in some cases, turn batches through 90, 180, or 270 degrees, Breaker 2 Flat Track forms complex layers ready for palletisation, allowing users to totally automate the process. It has a low-pressure blank separating mechanism, with 60% more surface



Best Quality and Most Durable Automatic Board Handling System for Corrugated Industry



Taiwan Endurance

T.E. Automation

Conveyor & Computer Automatic System

Since 1967

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INDONESIA

No.96, Blessindo Kawasan
Industri dan Pergudangan,
Ciarab, Legok, Tangerang, Indonesia
☎ +62-812-9741-3950

Southern European agent

WARAK CONSULTING, SLU.
TEL: + (34) 938 663 741
E-Mail: jvila@warak.com

Korean agent

MASOL INTERNATIONAL CO., LTD.
Mobile +82 10 4738 0300
E-Mail: matthew.hwang@masolint.com

Contact us





contact, enabling gentler separation without any crushing of the board. High-strength synthetic belts and chains throughout all stations ensure the perfectly flat transport of blanks as small as 200 x 200mm, without any deformation during transfer and no workflow interruption. It can handle up to 300 batches per hour.

Breaker 2 Flat Track can be retrofitted to any generation of Bobst Autoplaten® for corrugated board and will form layers in a

programmed routine without affecting the performance. Bobst claims it has a footprint half the size of other breakers, saying it uses 30% less power and takes half the time to install.

To maximise the productivity of the die-cutter even further, Bobst also need a completely smooth transition from the layer arrangement to the palletising. PALLETIZER 2.1 ensures that is the case, completely automating the palletising process,

ensuring excellent piling quality and stability, with piles up to 2.4m high possible. The palletised piles are automatically delivered to the in-house logistics system. It is also equipped with the user-friendly colour touch screen CUBE. This interface stores job and layout data, allowing easy recall and fastest setup management. This fully automatic palletiser is a perfect complement to Breaker 2 Flat Track and together they form a powerful production line perfectly adapted to the Bobst range of corrugated flatbed die-cutters.

Finally, if a production line is set-up in a mirror configuration – so two lines facing each other in order to optimise the production area layout and maximise operator productivity – both peripherals, Palletizer and Breaker 2 Flat Track, can be accommodated and configured accordingly.

www.bobst.com

New Machines For 2021

With 42 years of experience in the paper and corrugated converting industries, Fossaluzza specialises in '100% Made in Italy' high-performance products, providing an accurate customer-oriented service.



The constant search for innovation, improvement and reliability characterise the company's way of working and has allowed them to sell 80% of its equipment abroad.

The company's range of equipment and solutions consists of palletisers, pre-feeders, breakers, stackers, pallet inserters, suction systems, baling presses, conveyor belts and handling in general.

Fossaluzza lines are guaranteed for speeds of over 500 pieces per min.

The company has also confirmed

that this year, they are going to design new machinery models in full compliance with its distinguishing motto, 'Quality First'.

www.fossaluzza.com

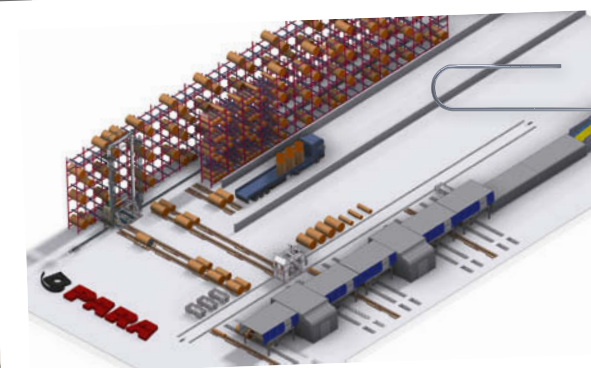
Vertical Storage Solutions

Following the success achieved by Para for its 'Work In Progress' vertical storage system that can be located between the corrugator and the converting department, the company continues to attract attention from box plants around Europe.

One of the latest developments is an integrated reel storage system. Known as the 'Crab' Reel Transporter, the paper reels are automatically transported, housed and then unloaded to the correct reel stand and splicer on the corrugator. Using such a vertical storage system for paper reels will allow for better use of space and removes the need for clamp trucks to deliver reels to the corrugator, enhancing operator safety in the plant.



The company is now able to supply fully automatic equipment around a corrugator, interfaced with the customer's ERP Management Software to manage the flow from the corrugator to the converting machine infeed lines. These lines include: Vertical Storage for Reels, Crab Reel Transporter, corrugator take-off handling equipment, WIP vertical storage or WIP acetal belt conveyors (one or two floors).



www.parasrl.com

In Front Or Behind

For the periphery machinery, MINDA provides a direct interface upstream and downstream for the converting machines and supplies the complete solution within a corrugated board plant.

With the ADVECTOR pre-feeder and its various options, a fully automatic, gentle feeding to all converting machines (from Miniline to Midline as well as flat-bed or rotary die-cutters) is ensured. The pre-feeder offers a wide range of adjustments for each customer-specific application; lateral or straight stack feeding, stack turning in the ADVECTORverto, variation of the transfer table and possible movability. The ADVECTORbrevis has a short installation period and has been especially developed for flat-bed die-cutters, including those fitted with printing units.

The breaker, FRACTOR, quickly and gently breaks the finished products coming from flat-bed and rotary die-cutters. The product range is completed by manual palletising in stacking corners with the help of Minda's semi-automatic palletising machine and automated by the fully automatic palletisers STRATOR and STRATOR Duo, or by a robot.



With the CAPTOR storage tower, users can store finished layers behind a converting machine. Stacks coming from two converting machines (e.g. two die-cutters) can be stacked with two Captors on one Strator, by processing the storage towers one after the other. When buffering the bundles from one converting machine, the bundles from the other one are palletised. This provides users with a space-saving, cost-effective and



fully automatic solution. The compact design and the storage on several levels provide the intermediate storage of several bundles. The hall height determines the number of storage spaces. The bundles are first removed from the Captor when a pallet can be created completely. This means that unnecessary waiting times of the Strator are avoided and the performance of the converting machines is increased.

The individual stacks or bundles are assembled in the palletiser to the desired layer pattern. Thanks to the modular design, customer-specific requirements can be implemented individually and accommodated in production in a space-saving manner. This means



Overview with MINDA

Complete it with intralogistics from MINDA.



Paper reel
handling



Corrugator
discharge



Storage
systems



Machine
feeding



Machine
periphery



Finished goods
transport

MINDA Industrieanlagen GmbH
Hans-Böckler-Straße 24
32423 Minden (GERMANY)

Fon +49 571 3997-0
corrugated@minda.com
www.minda.com

MINDA

that the layers can be deposited alternately by the turning device and if required, doubled or tripled.

In addition, an automatic empty pallet in-feed is possible. Of course, Minda exclusively uses Spherical Cross and Spherical Table components to create the layer. Their application eliminates the need for lifting movements and provides a rather open and accessible system without shearing and crushing points.

The design of the Strator Duo is compact and it is able to form, in addition to single layers of 1700 x 2800mm, two blocks of 2 x 1700 x 1400mm in Euro/industrial pallet format, side by side, at the same time.

With these components, a uniform plant concept can be developed which perfectly complements the overall solution of the conveyor technology for a complete plant and facilitates planning and control.

www.minda.com/en

Latest Generation

Geo. M. Martin Company's patented Scrubber® Technology introduced the corrugated industry to the latest generation of rotary die-cutter stacker technology. Engineered to maximise the capacity and throughput of all rotary die-cutters, the LBX Scrubber Stacker combines sheet control with

superior scrap removal to produce perfectly square, virtually scrap-free stacks and bundles at maximum speed. With a wide range of standard and optional features, the Geo. Martin LBX and SBX Scrubber Stackers can be configured to meet the converters' specific needs. Feature compatibility allows Geo. Martin stackers to be easily upgraded or reconfigured for changing market demands.

Creating new performance expectation for the corrugated industry, the LBX Scrubber Stacker has raised the average production from 32 MSF/hour to 80 to 100 MSF/hour, with top performers reaching 200 to 400 MSF/hour. Latest innovations further enhance the capabilities, productivity, safety and efficiency of the high performance LBX and SBX stackers.

The SQC system automatically removes sheets from the stackers board line at all rated press speeds. SQC can be integrated with the LQC system for 'on the fly' operator side ejection of single or multiple short sheets or samples for safe and easy quality inspection pulls. SQC can also create a gap in the web for a stack or bundle change, thus eliminating 'double inking' issues.

SQX system combines the features of SQC with additional scrap removal capabilities. Placed behind a LBX Scrubber, the SQX further enhances the Scrubber's scrap removal capabilities to deliver virtually scrap free boxes (well under 1%) making it ideal for scrap critical operations

such as auto packing lines. SQX can also be placed on new or existing Select® and or Valu-Stak™ stackers, allowing them to take advantage of these enhanced capabilities.

The LQC system is excellent for quality conscience converters, especially those serving automatic packing lines. It scans the sheets and compares the length to a predetermined tolerance. When out of spec boxes are detected the feed is interrupted allowing the operator to manually pull the bad sheets, or automatically eject sheets when used with the SQC or SQX systems.

Geo Martin's Quik-Break™ III (QB-III) bundle breaker features significantly faster cycle speed, a soft stop/start break and pull cycle, and multi-function 'gapless' upper platen which eliminates edge roll on small bundles. The upper platens can be set to apply equal pressure when running variable bundle log heights, or to operate even faster as a solid platen for most one across bundle logs.



The company offers a full range of bundle line components to provide custom solutions for each customer's requirements.

www.geomartin.com

Semi and Fully-Automatic

Since the late 1990s, bcm transtech a/s from Denmark has developed, produced and delivered storage solutions to the corrugated industry. Everything from small printing plate profiles, die



LBX & SBX Stackers with Scrubber® Technology

Where Less is More

► **Less Downtime**
By eliminating jams

► **More Sheet Control**
Sheets are fully guided throughout

► **Less Scrap**
Exclusive Scrubber® technology

► **More Production**
Able to operate at the highest die cutter speeds



LBX™ and SBX™ — exceeding customer demands

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One of bcm's fully-automatic storage installations in Europe. The storage robot is in the process of delivering rotary dies to a bcm trolleys. The trolley is parked in a garage, solely dedicated to this purpose. An operator will pick up the trolley from the garage when the storage robot has filled it with rotary dies and drive the trolley into production.

trolleys and small rack systems to large and fully-automatic storage solutions for thousands of dies and printing plates. The long history of delivering such products and solutions and the constant development of various storage solutions has made

bcm transtech well-known in the market and recognised as a leading supplier and partner of storage solutions for dies and printing plates.

The company have in recent years frequently acted as a kind of consultant and active partner with

its customers in the designing and layout of the internal logistics and material flow of dies and printing plates. By exploiting the knowledge and experience, each customer is more likely to get a better and more optimised solution than if the company was not involved at an early stage.

With the experience and large range of solutions already produced and integrated in the industry throughout Australasia, Europe and North America, bcm transtech is not only developing their product program and solutions, but also gains vast experience, accumulated from all markets.

Historically, the company have installed a lot of manual storage solutions, but in recent years, both semi and fully-automatic systems are of more interest. When going for a more automatic solution, it is interesting to investigate just how far the company can achieve automation for each customer. The dream scenario is of course that production can order dies centrally – or at every machine – and that dies are brought automatically to the production line where they are used. “We are not quite there yet – but if a plant layout is optimised correctly, we are quite close,” explains Torben Christiansen, Managing Director. “The main challenge is space and access in most factories. But with the right layout and considerations at an early stage, it is possible to make this part of a corrugated plant fully-automatic too. 2021 could potentially be the year where bcm transtech will develop further on such solutions.”

This close and early-stage cooperation is for the clear benefit of customers, as the space available and solutions chosen are optimised to fit each other in the best possible way. This also includes the logistical challenges and options of how to get the dies to the production area from storage and then back



One of bcm's fully-automatic storage installations in USA. The storage robot will deliver rotary dies to a bcm trolleys. The trolley is parked in a garage, from where an operator will pick up the trolley when the storage robot has filled it with rotary dies and drive the trolley into production.

The trend is full-automatic storage systems

Since 2015 bcm transtech from Denmark has sold more than 20 full-automatic storage systems all over the world, spreading from Australia, through Europe to USA.

Almost all of these systems are in the corrugated industry, which is the main industry for bcm transtech. In addition, bcm has also developed a range of semi-automatic storage systems also for both the corrugated industry as well as other industries. In general we dare to say that the trend is indeed pointing towards more automation in storage solutions from bcm transtech.

Large Range of Solutions

In the corrugated industry, bcm transtech can make full-automatic storage systems for all applications, ranging from flat bed dies and rotary dies to printing plates/stereos and all of them can be in multiple combinations of design, sizes and functionalities.

The very large range of solutions, flexibility in the range of products and bcm's ability to customize almost anything, give bcm transtech the possibility to offer the perfect individual storage solution for all customers.

Why choose a full-automatic storage solution from bcm transtech

There are several obvious advantages by choosing the full-automatic bcm storage solutions compared to the more manual driven storage solutions.

The main ones are



SAFETY

No people are in contact with the storage and thus no-body can get injured or burdened by heavy or unhealthy lifting.

STORAGE STRUCTURE

All dies or printing plates each have their allocated place in the bcm storage and thus the storage robot always knows where dies and printing plates must be stored and where to find them again.

TIME OPTIMIZATION

As dies and printing plates can be programmed within seconds, the time spend by the operator to return or collect dies is almost none-existing compared to a manual storage.

INTELLIGENCE

With the full-automatic bcm storage solutions bcm can offer a lot of logging and knowledge to be exchanged with our customers, beneficial for Industry 4.0 and production planning, statistics etc.

SAVINGS

Beside the savings of time in programming versus manual collection of dies, there are also savings in less die repair due to mistakes in handling and storing. Also time used to locate dies and printing plates will be non-existing.

CAPACITY

Due to the building abilities of bcm, unlimited length in 10 meters height, and the effectivity of the full-automatic storage robot solution, bcm's customers can profit of an easy to use system which is able to deliver and return a very high number of dies per hour. Something that would require a lot of man-power, should equal capacity targets being reached with manual storage systems.

bcm transtech as

Industrivej 60 ■ 5672 Broby ■ Denmark
www.bcm.dk ■ Phone: +45 62 63 23 93 ■ E-mail: bcm@bcm.dk



A bcm fully-automatic storage solutions, which is going to be installed in USA during early 2021. The storage robot will deliver the flat bed dies to one of the two bcm trolleys, which are visible in left low corner of the storage. When the trolleys are filled up with flat bed dies, the operator will pick up the trolley from the garage by opening the gate (storage system stops) and drive the trolley into production.

again. This ensures faster and safer production, reduction of costs, better efficiency and handling.

If customers then choose a fully-automatic solution, they save in addition a lot of manual labour and will get a system with 'cleverness' built in for true Industry 4.0 by way of report modules and much more.

As no factory layouts are identical, all solutions are customised almost down to the last detail. Due to this customisation from project to project, the company can always find solutions or give input as to how transportation of dies and printing plates can or should be done – including the transportation of ink buckets too. Often, the transportation is done with bcm-designed trolleys that are pushed around in the factory manually. However, it can also be trolleys designed for a various range of conveyor systems and transport carts, where the transportation is partly manual and partly automatic. But today, if the layout of the factory is well thought through, bcm transtech is capable of offering the entire storage and transportation to/from storage and converting machines, completely automatically.

www.bcm.dk

A Full Range Of Solutions

For nearly 40 years, Alliance Machine Systems International has provided its global customer base with ever-broadening lines of productivity-enhancing products and services. Netherlands-based Alliance Machine Systems Europe innovates, manufactures, and supports customers in the Eurozone and beyond.

Covering the full range of finishing equipment, they offer a wide variety of models, types, and sizes of pre-feeders with special features engineered to maximise converting equipment productivity. Making rotary die-cut lines run up to 40,000 sqm per hr has become the standard, for example. Products include the electric specialty block feeder with high-speed top feeder option. Alliance draws on the expertise of its global engineering team to create enhancements today that are designed to meet tomorrow's production requirements.

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. To optimize productivity, plant specific performance audits

are available. They offer a wide range of upgrade options, from minor mechanical and control modifications to machine rebuilds.

Their technology for the back end of converting lines provides innovative solutions to keep product flowing at maximum throughput while producing top quality loads of corrugated material.

Because of its combination of high productivity – up to 2,000 bundles per hr – and flexibility, the Alliance ePALL offers the corrugated industry a robust automatic palletising solution. It features 4-sided squaring, limited drop height, a dual elevator, and a bottom sheet unit. They also



offer the RaptorPAL, a robotic palletising solution designed for

customers who frequently run loads with complex layer patterns at high

speeds. The bundle rotation time is completely nested with the movement by the robot. The same palletising platform enables them to offer the highest possible output on flatbed and rotary die-cutters, without compromising stack integrity.

For applications where a fully automatic palletiser may not be the ideal solution, Alliance offers its semi-automatic loadformer, the eLM. It has a completely electric design and gives the operator the ability to build loads ergonomically, without slowing down converting machines.

From the pre-feeder to the palletiser, Alliance's innovations streamline product flow and maximise line productivity through excellent speeds and uptime.

www.alliancellc.com

Increase Productivity



Highly efficient equipment for the corrugated industry by Alliance Machine

- Palletisers
- Feeders
- Separators
- Service
- Global resources

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Air Free by 2023

Avanti's drive for innovation and passion for offering environmentally friendly solutions has led them to aim for all of its products to be Air Free by 2023. The company's Research and Development team are advocates for beneficial change and continually strive to offer the most efficient and productive materials handling systems available, while also designing machinery that doesn't cost the earth.

As packaging companies will be well aware, there are a number of reasons to remove the requirement for compressed air:

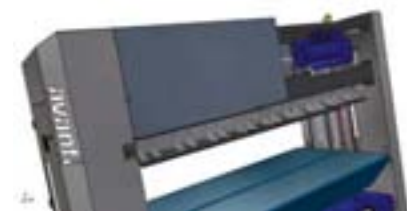
- Cost to produce air;
- Need for spares and wear on parts;
- Air leaks and the related costs to plants – it is a well-known fact that more air is lost through leaks than regular consumption.

There are numerous benefits which can be achieved by removing air from machinery:

- Environmental benefits – using electric is a more sustainable option;
- Cost savings – running costs are significantly lower without the additional cost of a compressed air supply. Compressed air is also an inefficient source of energy; you need 7 to 8 hp (5.2 to 6 KW) of electrical power to operate a 1 hp (0.75 KW) air motor of a compressor;
- Smoother running machines – the handling of small blanks is much more controlled when using electric.

Avanti Conveyors have already removed air from 80% of its product line:

- Separators – all electric;



- Pegasus – all 90 degree turns by electric cams;
- Volume Vacuum – low cost local air generation with its vacuum system;
- BFG Palletiser – air free clamping;
- Centering device – air free on torque limits;
- Turntable Devices – roller ball and cam lift type;
- Roller Ball - 90 degree transfers with no air;
- Bundle Doubler – air free for speed and control.

In 2021, Avanti's team are being set the target of replacing all reliance on air with roller balls on all turntables and removing other air sources by applying a CAM system on all 90 degree floor BiDis (Bi-directional) feeds. All other devices will be redesigned during 2022 and 2023.

"Our approach of combining innovation, flexibility and support means that our customers have sustainable and efficient materials handling systems delivering



significant improvements in plant productivity and profitability, while being great for our planet," says Simon Mander, Managing Director.

www.avanti-conveyors.co.uk

Modular Systems



Ammeraal Beltech offers one of the widest ranges of material handling belting solutions in the corrugated industry. The company's solutions include:

- Stacker belts for the wet-end of the corrugator. Perfect grip, long lasting surfaces in various widths, thicknesses and colours are available. All type of

corrugators and or laminators can be equipped with these synthetic belt solutions. Heavy load applications as well as wide triplex sheets – the range covers all types of corrugated board set-ups, all with on-site service.

- Feeders and pre-feeders. High performance flat belts for vacuum applications are often the industry standard. For easier and faster maintenance, longer lifetime and better grip (various coating surfaces available), the ZipLink and ZipLock Belts are ideal for all kinds of machines in the industry. TCO and OEE can be increased.



- A benchmark in Modular Belt Systems. The uni JCB/uni QNB Belts and chains for turntable devices and standard conveyors continue to be industry favourites. The new JCB-version has been made much stronger, but kept all known benefits (such as Safe-

Walk), for even longer lasting conveyors. The new QNB Ball Belt for layer preparation units and all types of chains are available too. Most major OEMs use uni Modular Belts from Ammeraal Beltech. The new Ultra-Fit Two-Part Sprocket can help to increase TCO/OEE, avoiding long maintenance time behind the corrugator stacker or at the transfer-cars – it will help you to produce in a smarter and more efficient way.

www.ammeraalbeltech.com/en

Bigger Offering

C-Tech, based in the Netherlands, has over 20 years of experience in automation for robot-feeding, packing and robot-palletising on multi-point folder gluers and casemakers.

In 2020, the Valtech Group, located in Belgium, took over C-Tech. Valtech is a financially strong family owned group of 14 companies with a long-term vision, specialised in customised machine building and active in more than 194 countries worldwide. The company was already present in the corrugated industry with baling presses, waste transport, dust extraction, automation and complete logistic solutions.

In the heavy solid board industry, robot feeding, packing, strapping and palletising for 4 and 6 corner boxes started 20 years ago and was relatively easy, because of the square products. From that experience grew the interest to automate the versatility of boxes on speciality gluers in the corrugated industry.

Due to the diversity of the finished boxes and shorter production runs, the feeding and handling of finished boxes remained mostly manual on gluers. The speed on a folder gluer is limited by the human factor – the machines are able to run much faster. The take-off is the most people-intensive process, with all kinds of products and different



sizes, creating fatigue and health problems on wrists and shoulders, with the human hand as the limiting factor for picking up bigger stacks.

C-Tech installed its first robot feeder in the corrugated industry about nine years ago. Customers using these robot feeders on gluers report a gain in productivity, without even increasing the speed of the gluer. Breaking the nicks between boxes and a turning device for inverted stacks on the pallet are available in order to automatically feed all kind of boxes, from straight-line to lockbottom, 4/6 points or e-commerce boxes – and all of this from a minimum size of 300

x 180mm up to 3000 x 1200 mm. Automatic feeding for folder gluers with a double feeder for ready-shelf boxes where the feeding is even more difficult is also possible. Additionally, for casemakers, robot feeding is a flexible solution with secure handling for all sizes which requires less floor space than mechanical solutions.

The Robopacker is a modular, fully automatic high-speed packer for speciality gluers and it can handle all kinds of corrugated, laminated or heavy-duty boxes. The robot in the system is able to turn bundles when necessary. A fully integrated, high speed strapper completes the

system. It requires only a limited length behind the folder gluer of 5.5m for handling sizes of 200 x 140mm up to 1200 x 1200mm. The setup is fully automatic and the systems are 100 % modular and upgradable in time.

The Auto-Corpacker is an automatic packer for straight-line, e-commerce and 4/6 corner boxes. It can be equipped with a manual bundle forming table, where the operator can turn lockbottom bundles manually, which will improve productivity considerably since packages come counted and squared out on the table. The manual process of pulling the boxes out of the shingled stream and squaring the bundles before strapping takes time and creates wrist and back problems.

Important is the smooth handling for luxury boxes, particularly in the case of laminated surfaces. The Robot Palletiser P3-1, with gripper head, was created especially with this in mind as a compact, flexible and secure solution for handling boxes even if they are difficult to stack manually due to slippery varnish coating, low height or large width of lockbottom boxes.



Palletised varnished boxes

To guarantee a perfect stack for such difficult strapped boxes behind a gluer, two supplementary robots square each layer after the bundles are placed on the pallet.

The P3-2 is able to handle strapped boxes, filled American boxes and even open-top boxes. For less critical bundles, a more economical palletiser with a vacuum head is available.



ROBOPACKER



FEEDER ROBOT

For casemakers, robot palletising is an interesting solution, especially when floor space is limited.

Box-Office is representing C-Tech and Valtech in the corrugated and folding carton industry in Europe. www.box-office.be

Reducing Paper Waste

Paper waste on roll stands can occur for various reasons, such as:

- Poor paper quality in the last unwinding layer of the reel;
- Bad alignment between paper edge and reel core;
- Insufficient reel core thickness and reel quality;
- Core damage during the loading or the unwinding of the roll;
- Reel slippage;
- During the splicing phase.

These problems are difficult to predict and manage during the production process and the only possible intervention is to install appropriate equipment to prevent the occurrence of such waste.

The Italian company Renova has further developed its product called Duplex, which is a patented mechanical chuck. A torque activated mechanical chuck, Duplex uses the movement of the reel to expand the jaws and automatically block and centre the reel core.

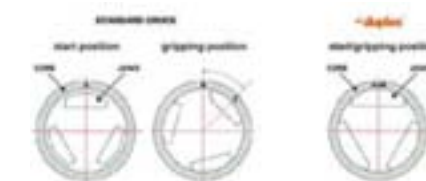


It uses a rotary cylinder with pneumatic telescopic piston. The piston, concentric to the chuck, produces a coaxial thrust force of 2000 kg at 6 bar, applied directly

to the roll, ensuring the automatic ejection of rolls of any dimension.

The high-gripping jaws have a huge contact area ensuring a constant. The jaws, which have a 'no-fall-down' system, means that Duplex provides a high security level for the operator. Thanks to an ejection flange, it is designed to guarantee the unwinding up to the last metre of paper, preventing core and roll damage.

It also offers a fast grip right from the first phase of work. The nominal diameter of the Duplex chuck corresponds to the core diameter, thus blocking every reel from the first work phase and preventing slippage.



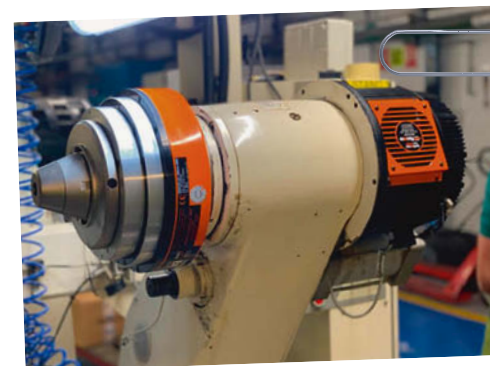
Fast grip from the first phase of work

Optimising the paper production processes and reducing waste is fundamental for safeguarding the plant's profitability and sustainability.

Duplex is a suitable upgrade to implement on both reel stands in the paper mill and in corrugator plants, because it allows operators to:

- Prevent slip-grip;
- Eliminate paper waste;
- Save money;
- Increase safety levels for the operator.

The design and functionality of Duplex allows users to achieve a high saving of paper waste. You can calculate the daily, monthly and annual waste and potential savings with Duplex by visiting: www.renovainnovations.com/duplex-savings-calculator



A Challenging Year

"It has certainly been a challenge working through the last 12 months even though packaging has seen a surge in demand," says Phil Howarth, Director at IMS. "At Interpack Machinery & Services Ltd we have been assisted by our independent customers who have continued to invest and improve their facilities and production capability to be best placed to fulfil their customers' needs."

He continues, "We have fantastic relationships with large group companies such as DS Smith, Saica Pack UK and Smurfit Kappa Group and I am pleased to have ties with these large companies. But what I am delighted and humbled by are our partnerships working with smaller UK owned and managed customers. They have been the core of our business success as we work together to provide the best solutions for a competitive price and unrivalled reliability."

"As an example to us all, we have seen investment, growth and passion thriving in second generation businesses. I find this encouraging

as it shows confidence in the market even in these tough times for us all. I have been working with Durham Box Company Ltd for the last 21 years, both with Mike Morris, and now his son Dan Morris, and I have been privileged to see them grow enormously over that time.

"We have also worked with the owners of Swanline Print Ltd for many years and had the privilege to supply and install their main site with a complete handling system. Nick and Simon Kirby and their team have grown to be the UK's leading trade only supplier of paper-based materials, print and conversion services to the packaging and POS sectors."

"Another fantastic second-generation business who I have worked with for approaching 20 years is Belmont Packaging Ltd. In the 1970s Mike Moloney set up a packaging business and now his daughter Kate Hulley continues that legacy."

"McLaren Packaging Ltd in Scotland is a relatively new customer, but I am so proud that Donald McLaren commented he found the equipment supplied to be both well-made and

reliable and that they value working with a local 'Made in Britain' supplier."

Howarth concludes, "Even in this tumultuous year, IMS have developed new items to help our customers. We have developed, made and supplied compact chain lift units to replace scissor lifts. The benefits of the chain lift units are that they are fully electrical, easy to service and maintain, they typically do not require a pit in the floor and they are much faster than hydraulic lifts. These units have already been supplied as replacements to scissor lifts and also machine stackers." <https://interpackmachinery.co.uk>



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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

- 9061 ITON Semi Automatic Stitcher. Size 2000mm
- 8721 KIRBY AFG Autogluer 2050 x 1100 electronic glue, 3 available
- 9099 PLANET Fully Automatic Gluer. 2000 x 1000. Built 1998
- 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

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- 9400 Lian Tiee 1900X600MM. Built 2015 Sun feed, two colour, vacuum transfer, slot, diecut, electronic glue system, folder gluer, single stage counter ejector
- 9273 Isowa Astron, 2800 x 1200mm, built 1991, sun lead edge feeder, four flexo units with rapid set for non stop set, vacuum transfer, slotting and creasing unit, rotary diecut unit, computer set, folder gluer, two stage counter ejector

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- 8992 RITESIZE Boxmaker - Size 1350mm. Computer set

- 9331 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

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- 9195 CROSLAND, 1200 x 850mm, single cycle, dwell, continuous run
- 9293 Erba Titan, 1200 x 850mm, hand fed platen, pneumatic clutch, front edge security system, built 1980
- 9294 Avocet, 1300 x 960mm, hand fed platen, electromagnetic clutch, front edge security system, built 1980
- 9241 Strumber Roller Press, 1500mm
- 9336 WOOKIL Fully Auto Diecutter, 1500 x 1100mm, Feed Unit, Diecutting Unit, Stripping Unit, Delivery Unit, Lowering Pile Delivery, Built 2005

- 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

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

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- 9276 Simon Prefeeder, 2800mm
- 8838 PIEMONTE 3300 hydraulic stacker 1987
- 9095 CASTALDINI Prefeeder

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ralphn@dicarinc.net
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□ DUBAI

Dubai Branch
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□ CHINA (DONGGUAN):

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Tel: +86 769 82979100
Sales-dg@mail.mingwei.com.tw

□ CHINA (SHANGDONG):

Shangdong Ming Wei Package Machinery Co., Ltd.
Tel: +86 535 3206388
Sales-sd@mail.mingwei.com.tw

□ DUBAI

Dubai Branch
Mobile: +971 506457615
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Mr. Anton Han
Tel: +86 18602726901
anton.han008@gmail.com

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Ms. Eileen Hu
Tel: +86 18672178377
niuniu03@gmail.com;
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Tel: +86 769 82979100
Sales-dg@mail.mingwei.com.tw

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Shangdong Ming Wei Package Machinery Co., Ltd.
Tel: +86 535 3206388
Sales-sd@mail.mingwei.com.tw

□ DUBAI

Dubai Branch
Mobile: +971 506457615
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Sales-sd@mail.mingwei.com.tw

□ DUBAI

Dubai Branch
Mobile: +971 506457615
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□ INDIA

India Office-Pune
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www.diecutuk.com

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www.seemi.com

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www.tmz.es

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□ CANADA

Ron Ferguson - Sales Manager at Conray Engineered Products
Dicar Representative for Canada
Cell: +1 416-420-2833
Office: +1 905-264-1292
ron-conray1@bellnet.ca

□ SOUTH AMERICA

Ralph Nunez
Technical Sales and Service:
Latin America
Tel: +1-954-344-3693
ralphn@dicarinc.net
Romain Taylor
Technical Sales and Service:
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www.dennes.co.za/index.php/corrugated/

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www.goepfert.de
www.goepfert.com

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Tel: +886-3-4970929
sales@lmc.com.tw
www.lmc.com.tw

■ MING WEI PAPERWARE MACHINERY CO., LTD.

Tel: +886 4 26153117
mwcoltd@ms15.hinet.net
www.mingwei.com

□ CHINA (DONGGUAN):

Ming Wei Machinery (Dongguan) Co., Ltd.
Tel: +86 769 82979100
Sales-dg@mail.mingwei.com.tw

□ CHINA (SHANGDONG):

Shangdong Ming Wei Package Machinery Co., Ltd.
Tel: +86 535 3206388
Sales-sd@mail.mingwei.com.tw

□ DUBAI

Dubai Branch
Mobile: +971 506457615
mwzhaoguang@gmail.com

□ INDIA

India Office-Pune
Mobile: +91 9512567648
travisyang@mail.mingwei.com.tw

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Tel: +886 3 3544888
tcy@tcy.com
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Tel: +86-757-86692362
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info@goepfert.de
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Tel: +44 (0) 1729 840209
sales@chrisward.eu

■ LMC LATITUDE MACHINERY CORP.

Tel: +886-3-4970929
sales@lmc.com.tw
www.lmc.com.tw

■ MING WEI PAPERWARE MACHINERY CO., LTD.

Tel: +886 4 26153117
mwcoltd@ms15.hinet.net
www.mingwei.com

□ CHINA (DONGGUAN):

Ming Wei Machinery (Dongguan) Co., Ltd.
Tel: +86 769 82979100
Sales-dg@mail.mingwei.com.tw

□ CHINA (SHANGDONG):

Shangdong Ming Wei Package Machinery Co., Ltd.
Tel: +86 535 3206388
Sales-sd@mail.mingwei.com.tw

□ DUBAI

Dubai Branch
Mobile: +971 506457615
mwzhaoguang@gmail.com

□ INDIA

India Office-Pune
Mobile: +91 9512567648
travisyang@mail.mingwei.com.tw

■ SHANGHAI UPG INT'L TRADING CO LTD

Tel: +86 21 63177436
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Tel: +886 3 3544888
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www.bahmueller.de

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info@bizzozzeromica.it
www.bizzozzeromica.it

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Tel: +41 21 621 2111
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□ UK OFFICE:

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info@jdengineers.nl
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Alliance Machine Systems International, LLC
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info@alliancellc.com
www.alliancellc.com

□ EUROPE, AFRICA & ASIA

Alliance Machine Systems Europe BV
Tel: +31 (0) 497 362500
info.europe@alliancellc.com

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Tel: +49 (0) 7181 809-0
info@bahmueller.de
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Tel: +41 21 6212111
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Tel: +44 (0) 1527 519700
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www.bobst.co.uk

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info@diecutuk.com
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+31(0)88 5521 100
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E-mail: info@jspm.ru

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Tel: +90 (212) 2731518
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Tel: +86 13907159990
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□ J.S. MACHINE AFRICAN REGION

Tel: +86 13476115395
yyf19801106@hotmail.com

□ J.S. MACHINE EUROPEAN REGION

Tel: +86 18602726901
anton.han008@gmail.com

□ J.S. MACHINE SOUTHEAST ASIA REGION

Tel: +86 18672178377
niuniu03@gmail.com;
Eileen@jspackmach.com

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Tel: +86 18627719439
roylimin@gmail.com

□ J.S. MACHINE INDIA FACTORY

Tel: +91 7389901216; +86 13886941007
scotttyangzr@gmail.com

■ TCY TIEN CHIN YU MACHINERY MFG. CO., LTD

Tel: +886 3 3544888
tcy@tcy.com
www.tcy.com

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Tel: +39 02 99 04 6212
info@vegagroup.it
www.vegagroup.it

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Tel: +39 02 99 04 6212-3
revicart@vegagroup.it

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info@gtseurope.co.uk
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World Headquarters
497 Circle Freeway Drive Suite 490
Cincinnati, OH. USA
Tel: +1 513 874 6550

European Headquarters

Pol. Industrial Comarca 1
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Tel: +34 948 321 585
ask@valcomelton.com
www.valcomelton.com

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Tel: +44 (0) 1733 391333
sales.uk@baumerhhs.com
www.baumerhhs.com
USA Tel: (T) 937 886 3160

■ ERO GLUING SYSTEMS

Tel: +39 030 273 1503
info@ero-gluers.com
www.ero-gluers.com

■ VALCO MELTON

World Headquarters
497 Circle Freeway Drive Suite 490
Cincinnati, OH. USA
Tel: +1 513 874 6550

European Headquarters
Pol. Industrial Comarca 1
31160 Orkoien, Spain
Tel: +34 948 321 585
ask@valcomelton.com
www.valcomelton.com

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Mob: +49 1714 535 326
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www.simoncorrugating.com

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Mob: +48 6076 067 40
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www.simoncorrugating.com

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sales@autoboxmachinery.com
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info@ero-gluers.com
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■ VALCO MELTON

World Headquarters
497 Circle Freeway Drive Suite 490
Cincinnati, OH. USA
Tel: +1 513 874 6550

European Headquarters
Pol. Industrial Comarca 1
31160 Orkoien, Spain
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Tel: +1 203 544 0101
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chris.hope@revolutionind.com.au

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CorruSystems
Tel: +31 (0) 55 3602077
Mob: +31 (0) 6 12372900
mtermaat@corrusystems.nl
www.corrusystems.nl

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Tél: +33 (0)2 47 64 32 68
laurent.vayssiere@furic-sas.com
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cobi.gottfried@gmail.com

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Logics S.r.l.
Mob: +39 335 7165398
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marco.visani@logics.it

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Contact: Yuzo Taniguchi
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chief@yct.co.jp

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sales@corrpal.com
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sales@idmachinery.com
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info@technicarton.com
www.technicarton.com

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info@ondulam.be
www.ondulam.be

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info@siie.com
www.sii.com

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info@vokore.de
www.vokore.de

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□ **AMERICAS, AUSTRALIA & NEW ZEALAND**
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info@alliancellc.com
www.alliancellc.com

□ **EUROPE, AFRICA & ASIA**
Alliance Machine Systems Europe BV
Tel: +31 (0) 497 362500
info.europe@alliancellc.com
www.alliancellc.com

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sales@avanti-conveyors.co.uk
www.avanti-conveyors.co.uk

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Tel: 0049 (0) 2173 2805 0
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www.interpackmachinery.co.uk

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sales@jkspservices.com
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www.alliancellc.com

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info.europe@alliancellc.com
www.alliancellc.com

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info@automatan.com
www.automatan.com

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sales@avanti-conveyors.co.uk
www.avanti-conveyors.co.uk

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sales@corrpal.com
www.duecker.com

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Tel: +39 0322 497817
info@duecker-robotics.com
www.duecker-robotics.com

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www.fossaluzza.com

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www.interpackmachinery.co.uk

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vertrieb@muk-elmshorn.de

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info@solema.it
www.solema.it

□ **USA:**
Solema USA
Tel: +1 765-376-2280
info@solemausa.com
www.solemausa.com

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www.avanti-conveyors.co.uk

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www.duecker.com

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info@abaca.co.uk
www.abaca.co.uk

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□ **AMERICAS, AUSTRALIA & NEW ZEALAND**
Alliance Machine Systems International, LLC
Tel: +1 509 535 0356
info@alliancellc.com
www.alliancellc.com

□ **EUROPE, AFRICA & ASIA**
Alliance Machine Systems Europe BV
Tel: +31 (0) 497 362500
info.europe@alliancellc.com
www.alliancellc.com

■ **AUTOMATÄN, AN INSPIRE AUTOMATION COMPANY**
Tel: +1 715 341 6501
info@automatan.com
www.automatan.com

■ **FOSSALUZZA SRL**
Tel: +39 0438 770811
info@fossaluzza.com
www.fossaluzza.com

■ **DÜCKER PREFEEDER BV**
Tel : +31 65 37 101 83
info@duecker-prefeeder.com
www.duecker-prefeeder.com

■ **DÜCKER ROBOTICS SRL**
Tel: +39 0322 497817
info@duecker-robotics.com
www.duecker-robotics.com

■ **MINDA INDUSTRIEANLAGEN GMBH**
Tel: +49 571 3997 0
corrugated@minda.com
www.minda.com

□ **MUK ROBOTICS**
Minda/MUK Robotics
Tel: +49 571 3997 0
corrugated@minda.com
www.minda.com

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sales@jkspservices.com
www.jkspservices.com

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Tel: +44 1928 703 410
sales@simoncorrugating.com
www.simoncorrugating.com

□ **SIMON CENTRAL EUROPE**
Tel: +49 2162 290 64
Mob: +49 1714 535 326
simon@simon-container.de
www.simoncorrugating.com

□ **SIMON EAST EUROPE**
Tel: +48 5868 363 17
Mob: +48 6076 067 40
simon@simonpolska.pl
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Tel: +39 039 67 03 69
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www.bizzozzeromica.it

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Tel: +49 9383 2050
info@goeppfert.de
www.goeppfert.de
www.goeppfert.com

□ UK & IRELAND

Tel: +44 (0) 1729 840209
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Tel: +44 (0) 1908 321778
sales@idmachinery.com
www.idmachinery.com

■ **LMC LATITUDE MACHINERY CORP.**
Tel: +886-3-4970929
sales@lmc.com.tw
www.lmc.com.tw

■ **MING WEI PAPERWARE MACHINERY CO., LTD.**
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mwcoltd@ms15.hinet.net
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Ming Wei Machinery (Dongguan) Co., Ltd.
Tel: +86 769 82979100
Sales-dg@mail.mingwei.com.tw

□ **CHINA (SHANGDONG):**
Shangdong Ming Wei Package Machinery Co., Ltd.
Tel: +86 535 3206388
Sales-sd@mail.mingwei.com.tw

□ **DUBAI**
Dubai Branch
Mobile: +971 506457615
mwzhaoguang@gmail.com

□ **INDIA**
India Office-Pune
Mobile: +91 9512567648
travisyang@mail.mingwei.com.tw

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Tel: +61 (0)3 9452 8000
chris.hope@revolutionind.com.au

□ **EUROPE:**
CorruSystems
Benelux, Germany, Scandinavia
Tel: +31 (0) 55 3602077
Mob: +31 (0) 6 12372900
mtermaat@corrusystems.nl
www.corrusystems.nl

□ **FRANCE & N. AFRICA**
FURIC SAS
Tél: +33 (0)2 47 64 32 68
laurent.vayssiere@furic-sas.com
www.furic-sas.com

□ **GREECE**
Omnicom
Tel: +30 (21) 0331 8512
t.papadimitriou@omnicomsa.gr

□ **INDIA**
Suba Solutions Private Ltd
Tel: +91-72 00 211 211 Ex. 14
naresh@subasolutions.com

□ **ISRAEL**
C&C.Equipment - Israel
Tel: +972-9-7496057
Mobile: +972-54-4609295
cobi.gottfried@gmail.com

□ ITALY

Logics S.r.l.
Mob: +39 335 7165398
Mob: +39 348 0513174
marco.visani@logics.it

□ **JAPAN**
Yuukosha Cito Trading Co., Ltd.
Tel: +81-(3)3949-9928
chief@yct.co.jp

□ **KOREA**
CWL Co., Ltd.
Tel: +82-2-881-5881
jibkolbekim@cw.kr

□ **LATIN AMERICA, S. AFRICA & ASIA:**
Goettisch International, Inc.
Tel: +1 513-563-6500
info@goettsch.com
www.goettsch.com

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BFG Ltd.
Tel: +7 495 753 1720
bestforgofra@mail.ru
www.bfg.ru

□ **SPAIN & PORTUGAL**
Trocarsa
Tel: +34 986 467010
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www.trocarsa.com

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Mob: +44 7831 857 027
stan.kiernan@gmail.com

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497 Circle Freeway Drive Suite 490
Cincinnati, OH, USA
Tel: +1 513 874 6550
European Headquarters
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Goettisch International, Inc.
Tel: +1 513-563-6500
info@goettsch.com

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sales@lmc.com.tw
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Tel: +886 4 26153117
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□ **CHINA (DONGGUAN):**
Ming Wei Machinery (Dongguan) Co., Ltd.
Tel: +86 769 82979100
Sales-dg@mail.mingwei.com.tw

□ **CHINA (SHANGDONG):**
Shangdong Ming Wei Package Machinery Co., Ltd.
Tel: +86 535 3206388
Sales-sd@mail.mingwei.com.tw

□ **DUBAI**
Dubai Branch
Mobile: +971 506457615
mwzhaoguang@gmail.com

□ **INDIA**
India Office-Pune
Mobile: +91 9512567648
travisyang@mail.mingwei.com.tw

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Tel: +886 3 3544888
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□ **EUROPE, AFRICA & ASIA**
Alliance Machine Systems Europe BV
Tel: +31 (0) 497 362500
info.europe@alliancellc.com

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Tel: +44 (0) 1663 74 00 11
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■ **GEO M MARTIN COMPANY**
Tel: +1 510 652 2200
info@geomartin.com
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□ **ASIA, MEXICO, CENTRAL & SOUTH AMERICA, SOUTH AFRICA:**
Goettisch International, Inc.
Tel: +1 513-563-6500
info@goettsch.com

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Tel: +46 41 1536590
sales@corrpal.com
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info@jdengeers.nl
www.jdengeers.nl

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sales@simoncorrugating.com
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Tel: +49 2162 290 64
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simon@simon-container.de
www.simoncorrugating.com

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Ming Wei Machinery (Dongguan) Co., Ltd.
Tel: +86 769 82979100
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Shangdong Ming Wei Package Machinery Co., Ltd.
Tel: +86 535 3206388
Sales-sd@mail.mingwei.com.tw

❏ **DUBAI**
Dubai Branch
Mobile: +971 506457615
mwzhaoguang@gmail.com

❏ **INDIA**
India Office-Pune
Mobile: +91 9512567648
travisyang@mail.mingwei.com.tw

■ **QINGDAO KAITUO-NC EQUIPMENT CO., LTD**
Tel: 0086-532-88977284
Mobile: 0086-18562782959
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Skype: Qingdao_Kaituo_China

■ **SOLEMA**
Tel: +39 035 654 111
info@solema.it
www.solema.it

❏ **USA:**
Solema USA
Tel: +1 765-376-2280
info@solemausa.com
www.solemausa.com

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■ **OMP**
Tel: +32 3 650 22 11
info@omp.com
https://omp.com

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Tel: +49 9602 600 0
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❏ **UK BRANCH:**
Witron Engineering
Tel: +44 (0) 1494 681 222
info@witron.co.uk
www.witron.co.uk

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Tel: +31 478 51 2073
info@witron.nl
www.witron.nl

❏ **USA BRANCH:**
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Tel: +1 847 398 6130
info@witron.com
www.witron.com

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info@bahmueller.de
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■ **FOSSALUZZA SRL**
Tel: +39 0438 770811
info@fossaluzza.com
www.fossaluzza.com

■ **GEO M MARTIN COMPANY**
Tel: +1 510 652 2200
info@geomartin.com
www.geomartin.com

❏ **ASIA, MEXICO, CENTRAL & SOUTH AMERICA, SOUTH AFRICA:**
Goettsch International, Inc.
Tel: +1 513-563-6500
info@goettsch.com

■ **QINGDAO KAITUO-NC EQUIPMENT CO., LTD**
Tel: 0086-532-88977284
Mobile: 0086-18562782959
sales@kaituo.cn
Skype: Qingdao_Kaituo_China

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■ **AVANTI CONVEYORS LTD**
Tel: +44 (0) 1663 74 00 11
sales@avanti-conveyors.co.uk
www.avanti-conveyors.co.uk

■ **GEO M MARTIN COMPANY**
Tel: +1 510 652 2200
info@geomartin.com
www.geomartin.com

❏ **ASIA, MEXICO, CENTRAL & SOUTH AMERICA, SOUTH AFRICA:**
Goettsch International, Inc.
Tel: +1 513-563-6500
info@goettsch.com

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Mobile: +886-921329978
Skype: hontech-taiwan
ueht@tcts.seed.net.tw

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Tel: +44 (0) 1942 720445
enquiries@jij-group.co.uk
www.jij-group.co.uk

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Tel: +44 (0)115 989 0209
info_uk@mosca.com
www.mosca.com/en-uk

❏ **FINLAND:**
Mosca Direct (Finland)
Tel: +358 (0) 207 498 000
info.fi@mosca.com
www.mosca.com/fi-fi

■ **SIGNODE**
www.signode.com

❏ **AUSTRIA:**
Signode BVBA
Tel: 00800 3000 3131
verkauf-deutschland@sigpse.com

❏ **GERMANY:**
Signode Germany GmbH
Tel: 00800 3000 3131
verkauf-deutschland@sigpse.com

❏ **FRANCE:**
Signode France SAS
Tel: 00800 3000 3131
vente-france@sigpse.com

❏ **BELGIUM:**
Signode Belgium Srl
Tel: 00800 3000 3131
sales-benelux@sigpse.com

❏ **NETHERLANDS:**
Signode Netherlands BV
Tel: 00800 3000 3131
sales-benelux@sigpse.com

❏ **SPAIN:**
Signode Packaging Spain SL
Tel: +34 9 348 00720
sales.es@sigpse.com

❏ **PORTUGAL:**
Signode Portugal Lda
Tel: +351 21 41 64 782
info-pt@sigpse.com

❏ **GREAT BRITAIN:**
Signode UK Ltd
Tel: +44 1922 742 500
sales.uk@sigpse.com

❏ **REP OF IRELAND:**
Signode Packaging Ireland Ltd
Tel: +353 45 88 15 20
sales.ie@sigpse.com

❏ **SWEDEN:**
Signode Sweden AB
Tel: +47 3223 1880
firmapost@signode.no

❏ **NORWAY:**
Signode Norway A/S
Tel: +47 3223 1880
firmapost@signode.no

❏ **DENMARK:**
Signode Denmark Aps
Tel: +45 43 62 21 33
info@signode.se

❏ **FINLAND:**
Signode Finland Oy
Tel: +358 207 969 800
myyntii@signode.fi

❏ **SWITZERLAND:**
Signode Switzerland GmbH
Tel: +41 44 745 50 50
sales.ch@sigpse.com

❏ **POLAND**
Signode Poland sp zoo
Tel: + 48 222 33 1041
signode@signode.pl

❏ **EASTERN EUROPE:**
Signode System GmbH
Tel: +49 2064 69408
For other countries check:
www.signode.com

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■ **MOSCA DIRECT LIMITED (UK)**
Tel: +44 (0)115 989 0209
info_uk@mosca.com
www.mosca.com/en-uk

❏ **FINLAND:**
Mosca Direct (Finland)
Tel: +358 (0) 207 498 000
info.fi@mosca.com
www.mosca.com/fi-fi

■ **SIGNODE**
www.signode.com

❏ **AUSTRIA:**
Signode BVBA
Tel: 00800 3000 3131
verkauf-deutschland@sigpse.com

❏ **GERMANY:**
Signode Germany GmbH
Tel: 00800 3000 3131
verkauf-deutschland@sigpse.com

❏ **FRANCE:**
Signode France SAS
Tel: 00800 3000 3131
vente-france@sigpse.com

❏ **BELGIUM:**
Signode Belgium Srl
Tel: 00800 3000 3131
sales-benelux@sigpse.com

❏ **NETHERLANDS:**
Signode Netherlands BV
Tel: 00800 3000 3131
sales-benelux@sigpse.com

❏ **SPAIN:**
Signode Packaging Spain SL
Tel: +34 9 348 00720
sales.es@sigpse.com

❏ **PORTUGAL:**
Signode Portugal Lda
Tel: +351 21 41 64 782
info-pt@sigpse.com

❏ **GREAT BRITAIN:**
Signode UK Ltd
Tel: +44 1922 742 500
sales.uk@sigpse.com

❏ **REP OF IRELAND:**
Signode Packaging Ireland Ltd
Tel: +353 45 88 15 20
sales.ie@sigpse.com

❏ **SWEDEN:**
Signode Sweden AB
Tel: +46 8 630 99 60
info@signode.se

❏ **NORWAY:**
Signode Norway A/S
Tel: +47 3223 1880
firmapost@signode.no

❏ **DENMARK:**
Signode Denmark Aps
Tel: +45 43 62 21 33
info@signode.se

❏ **FINLAND:**
Signode Finland Oy
Tel: +358 207 969 800
myyntii@signode.fi

❏ **SWITZERLAND:**
Signode Switzerland GmbH
Tel: +41 44 745 50 50
sales.ch@sigpse.com

❏ **POLAND:**
Signode Poland sp zoo
Tel: + 48 222 33 1041
signode@sigpse.pl

❏ **EASTERN EUROPE:**
Signode System GmbH
Tel: +49 2064 69408
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info_uk@mosca.com
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❏ **FINLAND:**
Mosca Direct (Finland)
Tel: +358 (0) 207 498 000
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❏ **AUSTRIA:**
Signode BVBA
Tel: 00800 3000 3131
verkauf-deutschland@sigpse.com

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Signode Germany GmbH
Tel: 00800 3000 3131
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