Amazing Corrugated is ideal for a fast changing retail environment
FEFCO members have given me their trust and confidence to act on their behalf as President steering the Federation. A challenging job, as I could see from my predecessor, Roberto Villaquiran. It took a lot of effort and enthusiasm to turn FEFCO into a strong organisation.

What do I want to achieve with FEFCO in the coming two years?

First of all, FEFCO needs to be strong and united across borders, across company size and across language: only then will we succeed in lobbying for what we consider the best packaging ever: Corrugated. Here’s one example of why this is so important: The EU parliament just recently came out with a draft report on packaging waste which shows we still have a long way to go! We need to demonstrate to all politicians over and over again that Corrugated is the perfect example of the circular economy. We need to sell the many advantages our packaging has to the European Parliament, to the EU Commission as well as in the member states. We need to convey to them strongly our contribution to the economy, to society and environmental protection. Corrugated is truly sustainable. So let’s tackle that together!

Another issue is the involvement of members: an association is only successful if many members are active in workgroups, on the Board or in Committees. I want to encourage you all to participate, to share views and to contribute to joint values and targets. Active discussions and debates make us strong, and for that we need YOU! And we need to discuss beyond short term legislation or communication issues: where is our industry going, what are the influencing factors that will change our business in the future?

It is good that associations are well connected in Brussels and raising common issues together with other industries, namely CEPI (paper) and CITPA (paper converting), because we have some overlaps and understand well that together we are stronger.

And last but not least I want to build upon the great events we have experienced during the last years. The Technical Seminar in 2017 will again be a great learning platform for our members; and the Summit in Berlin that just finished was wonderful, but I hope to even top that in 2018.

I am counting on you and looking forward to intense and fruitful discussions in the next two years.
corrugated board, making front page news in magazines and on TV, proving that not only Berlin, but corrugated too, is indeed “amazing”.

**Overview of the German Corrugated market**

Jan Klingele, incoming FEFCO President and VDW President opened the conference with an overview of the German corrugated industry, which has seen tremendous growth. The engine driving this success is the German “Mittelstand”, or small to medium sized companies, most of which are still family owned. A growth +1.4% is forecast in 2016, with sustainability being the success factor. German consumers are very environmentally conscious and prefer corrugated packaging, which retailers are quickly picking up on.

**Europe today**

In his address, Peter Ramsauer (former German minister and member of Bundestag) presented a view on Europe and the challenges in the face of an unpredictable economy, the refugee crisis, energy challenges and a possible Brexit vote. But Dr Ramsauer remained optimistic for the future and highlighted how the packaging industry was indispensable for the economy. As Europe’s and the USA’s combined share of the world GDP has dropped from 60% to 46% in just ten years, he also emphasised the need for negotiating trade agreements if they want to be part of the worldwide economy.

**Leadership perspectives**

Three industry leaders gave presentations from their companies’ viewpoint. First to speak was Ramón Alejandro Balet, President of SAICA, who covered market trends, challenges and opportunities in the manufacture of corrugated board and the circular economy. “To survive the challenges ahead, companies must be profitable, sustainable and safe. This is not a trend, but here to stay” were his words of advice to the audience. He also advocated closer cooperation between industry associations such as FEFCO, CEPI and CITPA to make the most of the great opportunity that the circular economy presents to our industry.

Jean-Paul Macharis of VPK Packaging Group gave a presentation from the perspective of an independent, family-owned company and the choices they face to either stay local in niche markets or to go global into FMCG markets. With most family owned companies not making it to the third generation he advised similar companies to professionalise their board of directors and executive committee. “The corrugated industry’s great advantage is that it is not affected by fashion” Mr Macharis concluded.

In the final presentation from industry leaders Gilles van Nieuwenhuyzen, Executive Vice President of Stora Enso Packaging Solutions revealed how his company is shifting from being a traditional paper and board producer to a global renewable materials growth company. He identified key trends within retail which are affecting the future of corrugated packaging: discount retailers, the increase of private labels and the shift to online retailing, with low online grocery retail penetration indicating a real growth potential. “Done properly corrugated packaging offers additional value such as consumer engagement, brand protection and efficient supply chain management” he informed the audience.

“The circular economy represents a great opportunity for our industry, requiring even greater coordination between our associations”

Ramón Alejandro Balet, President of SAICA

“Everything that’s made with fossil-based materials today can be made from a tree tomorrow”

Gilles van Nieuwenhuyzen, Executive Vice President of Stora Enso Packaging Solutions

Delegates enjoying a cocktail reception with spectacular views over Berlin from the Panoramapunkt.
FEFCO and FBA: Joining hands to tell our story

In an inspiring presentation, Dennis Colley President & CEO of the Fibre Box Association in the USA introduced his association and explained how FBA and FEFCO were cooperating in protecting and promoting the corrugated industry on both sides of the Atlantic. Focusing on its key benefits of protection, distribution, retail appeal, package cleanliness and sustainability, FBA has succeeded in persuading major food retailers to switch back to corrugated packaging.

The ingredients of success for corrugated in the future

After the informative presentations focusing on the corrugated industry itself, delegates were treated to a series of presentations on major trends influencing the industry. Kicking off this part of the programme was André Fröhlich from business consultancy company Dexina, who gave a fascinating presentation on “Live at work” - a new concept in working environments. Casting aside the failed notion of work-life-balance the “Live at work” concept is based on the idea that work places should more reflect the way we live at home. The results have been remarkable, with fewer sick days, savings on investments, more customer visits and more unsolicited applications.

Author and journalist Polly Morland talked about the art of living with risk. Risk is often equated with danger and is therefore perceived negatively. But having talked to people across the world where risk is part of their everyday life and is in fact a life force, she concluded that beauty, freedom, happiness and knowledge are inextricably entwined with risk.

Ralf Schiffmann from machine manufacturer Göpfert gave a presentation on how to have the best performing machines. He believed that success includes having a mobile service, recruiting and keeping talent, 24/7 service and spares, good R&D and understanding your problems and demands. The seller must want to be a partner of the buyer, and there should be a focus on common interests. “Packaging is no longer one-size-fits-all!” asserted Mr Schiffmann, adding that packaging must perform a perfect job.

Finding the best fit for paper was the topic presented by Michele Bianchi of packaging giant DS Smith. Touching on a theme which ran throughout the summit Mr Bianchi spoke of how packaging was no longer simply functional but has developed an emotional connection and social relevance for consumers. With a projected 2% growth in 2016 for containerboard Mr Bianchi warned that there are still challenges with the capacity utilisation rate being less than the supply forecast.

“Packaging is no longer one-size-fits-all!”
Ralf Schiffmann from machine manufacturer Göpfert

“Retail has shifted from a simple transaction to participation”
Thierry Coeman of Retail Dynamics
Jamie Fortescue is the Managing Director of Starch Europe, the European association representing starch producers. Starches produced from potatoes, wheat and corn are widely used in a variety of applications. Paper producers and the corrugated board industry are two important customers, representing together about 29% of starch and starch derivative use in 2014 (according to industry statistics). Mr Fortescue emphasised that “A strong working alliance between associations is vital to deal with regulatory and technical issues of common interest to our members”.

“Retailers prefer corrugated packaging. In the changing retail landscape the industry can help optimise packaging functionality for single units, increase handling efficiency on the shelf and maximise the visual impact that corrugated offers for product promotion and value creation.”

Jean-Marc van Cutsem from DELFOOD

Changes in retail demand and consumer behaviour

The second day of the summit was devoted to the changing retail environment and the challenges and opportunities this presents to the corrugated packaging industry.

Thierry Coeman of Retail Dynamics gave an upbeat presentation on changing consumer behaviour and how to keep up with the speed of this change. “Retail has shifted from a simple transaction to participation” he told the audience.

Delegates enjoyed the presentation from retailer Jean-Marc van Cutsem, CEO of DELFOOD who gave a positive outlook on the impressive attributes of corrugated for retailers. “Retailers prefer corrugated packaging. In the changing retail landscape the industry can help optimise packaging functionality for single units, increase handling efficiency on the shelf and maximise the visual impact that corrugated offers for product promotion and value creation.”

Virginie Maille of SKEMA Business School gave food for thought as she revealed how the skilful use of sensory marketing with colours, shapes, touch, taste and sound can trigger positive emotions in consumers. With its natural look, feel and smell, combined with design and printing possibilities, corrugated packaging is well positioned to exploit the opportunities sensory marketing presents.

Wrapping up this session Simon Southern and Neil Osment from NOA-PRISM spoke about changing consumer purchasing patterns and major shifts in retailing and their impact on corrugated packaging. “Retail is changing by the day, even by the hour and corrugated has to adapt to new shopping trends and retailing systems” they emphasised. Consumers are moving away from huge out-of-town hypermarkets and opting for smaller convenience stores with more frequent but smaller purchases and ecommerce.

Each retail segment, such as convenience stores and ecommerce, has widely different packaging requirements and corrugated suppliers must differentiate their offering to meet these differing needs. For example, with the growth in ecommerce and dark warehousing there will be little or no need for relatively high cost shelf ready packaging (SRP). We will see the emergence of low cost grocery transit outers (LCGTO). Convenience stores need small, single facing SRP formats and a growing demand for variety packs of flavours and product formulations is expected.

FEFCO Communication Strategy for the coming years

Following on from the retail session it was time for FEFCO staff members Angelika Christ (Secretary General), Jan Gramsma (Marketing and Environment Director) and Nathalie Schneegans (Communications Director) to take to the stage. Together they presented the exciting new campaign soon to be launched, featuring the well-known Mr and Mrs C, who have undergone a
mini makeover! The campaign has a warm, human touch as it explains the key benefits of corrugated – natural, environmentally friendly, stackable, visually appealing and protective. Corrugated offers an extended shelf-life for fruit and vegetables compared with its competitors, based on recent scientific research. The campaign reach is 6.3 million, using a mix of social media, google ads and the trade press.

The Circular Economy

Delegates listened with interest as Bettina Lorz from the European Commission presented the Circular Economy package. The European Commission is the first institution to legislate in favour of the circular economy in a bid to move away from our current linear economy which is unsustainable. Ms Lorz emphasized that protecting the environment and boosting competitiveness go hand-in-hand and encouraged the audience to progress towards a more circular economic model, using resources efficiently to minimise waste and reduce environmental impact.

Comments from the audience revealed that most of the delegates felt that corrugated already offers an excellent example of a circular economy and believed that more should be done to make sure that this message is heard loud and clear in the outside world.

“Our biggest positive is our flexibility, our ability to embrace complexity, optimize the supply chain and enhance brand equity.”

Outgoing FEFCO President Roberto Villaquiran

Spread the word – Corrugated is amazing!

Outgoing FEFCO President Roberto Villaquiran concluded the Summit with a rallying call to the industry urging the audience to reclaim corrugated as the best packaging in the face of aggressive campaigning from competitors. “We must do more with customers, retailers and the EU. We must not only change ourselves but change the conversation and talk more about the added value our product brings as paper based packing is the only true example of the circular economy contributing to the targets set by the EU, be it landfill or recycling rates.”

Newly appointed FEFCO President Jan Klingele thanked the speakers and audience for contributing to a stimulating two days, and hoped that delegates would return home freshly inspired with all the possibilities of ‘Amazing Corrugated’.

“Handing over the chain of honour. Outgoing FEFCO President Roberto Villaquiran welcomes Jan Klingele into his new role as FEFCO President.”
FEFCO has updated the “European Database for Corrugated Board Life Cycle Studies” for the eighth time since its existence. The data represents the weighted averages of the participating production sites’ input and output (gate-to-gate) per tonne of corrugated board produced in 2014. The Corrugated Board Industry was a pioneer in this field, one of the few who started to work on LCA more than 20 years ago. Today, the industry continues to respond to the need for transparent, high quality environmental data for LCA studies.

Data is collected by members on a voluntary basis, which demands a huge effort on the part of the companies involved. This is a valuable and respected contribution to sustainability improvements and demonstrates once again the commitment of the industry to its customers and the environment. This collective work is helping the industry and its customers to integrate environmental impact into their decision making.

Quality assurance
The LCA data is updated every three years. With recent developments in LCA methodologies, changes from previous versions were deemed necessary. The report now includes information on the percentage of wood that is chain of custody certified under a forest management system. Another important change is allocation for sold energy, which is now avoided by including fuel consumption and emissions to air only for steam and net electricity used on site. A third party - IFEU (Heidelberg) - reviewed the 2015 report to ensure its quality.

Availability
The LCA data may be used by interested parties on the condition that the data is only used for environmental studies such as Life Cycle Inventory Analysis, Life Cycle Impact Assessment as separate steps or as a whole Life Cycle Assessment.

New Web site launched
To meet changing reading habits, FEFCO has launched a dedicated LCA website where data is available in a format convenient for use by LCA experts and non-experts alike. Visitors can easily navigate through the various sections and read more when they wish. They can also download the PDF of the brochure and the peer review. Experts can even download the excel sheet with the data.

Please visit the new website at: www.fefco.org/lca

We are proud to announce that Angeline de Beaufort, who is the LCA consultant at FEFCO/CCB, was selected as a recipient of the SETAC Europe/EDANA “Award for Life-time Achievement in Life Cycle Assessment”. The award recognized her active role in LCA for the European Corrugated Industry (FEFCO/CCB) over the past 20 years. It also recognised her invaluable contribution to the success of the pioneers, who continue to provide regular updates on LCA datasets for corrugated board products.
FEFCO Campaign Update

Foreword Market & Environment Committee (M&E) Chairman Gary Saunders

Dear Members

Since 2011, the strategy of the M&E Committee has been to communicate the many strengths and benefits of our material to retailers, packaging end-users and the EU Institutions. Going forward, the committee will continue to capitalise on the extensive work conducted by my predecessors.

For the 2016 campaign we will use our ambassadors Mr & Ms C who have been refreshed for the occasion. They are positive characters, bringing emotion and conveying the good image of corrugated - often perceived as a friendly packaging solution. In addition, the advertisements will show more corrugated and more pictures of packaging as you can see on the right hand page of this article.

The campaign will be articulated around four keywords:
• Naturally (environmentally friendly)
• Amazingly (efficient and easy)
• Authentically (smart)
• Simply (the best choice)

The first phase of this campaign will focus on fruit and vegetables as we will have fantastic stories to report on:
• Initially with the launch of CFQ and the recent adoption by National Associations (The article about UNIQ on p 10 is one good example)
• Then with the results of some research and tests conducted by the University of Bologna which are revealing the outstanding benefits of corrugated.

In terms of dissemination this is the first time we will include social and online activities into our media plan; we think it is the most efficient way to convey our messages to a widespread audience. It will also give us the flexibility to adapt and adjust whenever necessary. We will implement actions that are impactful and exclusive. We will also advertise in the trade press, online and offline.

The next phase of the campaign will cover issues such as the circular economy, ecommerce and also much more about the solutions that corrugated can offer, with examples and stories presented in a series of editorials.

Our objective is also to be more visible in the media with convincing stories, and we will continue to fight the misconception that re-use is better than recycling. We all know that plastic is not circular. We will shout out loud that Corrugated is a natural choice and a better option by nature. In the coming months, you will notice that we will take a new tone in our communication and become more forceful and direct in our approach.

With this refreshed campaign, we will demonstrate that Corrugated is an innovative and high quality packaging solution and undeniably the best choice. I count on your support to widely promote the wonders of corrugated!

Please spread the word and visit the www.corrugated-ofcourse.eu website. Link your website to it and follow us on Twitter @Corrugated_OC
Fruit lasts up to 3 days longer in corrugated trays, research shows

Corrugated trays keep fruit fresher and safer than reusable plastic crates (RPCs) and can significantly reduce contamination from pathogenic and spoilage microorganisms, according to scientific research.

The research by the highly-respected University of Bologna found that corrugated trays ensured better quality packed fruits and a longer shelf-life, reducing fruit microbial cross contamination. This decreases the risk of foodborne illnesses and increases fruit shelf life, contributing to the fruit’s freshness, scent, appearance and taste.

Microbiological contamination of fruit and vegetables is a major concern for retailers. Contamination can have two characteristic effects. In case of pathogen bacteria, food safety is at risk. In the case of spoilage bacteria, it will have an impact on shelf life. In both cases, the role of packaging can be critical.

The research was led by Professor Rosalba Lanciotti at the University of Bologna’s Department of Agricultural and Food Sciences. It looked at the exchange of microbes between produce and packaging and vice versa. The study was particularly interested in how differences in packaging materials can influence the cross contamination.

The results revealed statistically significant differences in the microbiological quality between produce packed in (RPCs) and corrugated trays.

The researchers packed peaches in deliberately contaminated packaging, both corrugated trays and RPCs, with the same number of Escherichia coli, Saccharomyces cerevisiae and Pseudomonas spp. and they then measured the transfer of the microorganisms to packaged fruit. The tests showed that the fruit reached contamination levels generally associated to fruit spoilage 48 to 72 hours earlier in plastic crates than in corrugated trays.

All peaches were washed with tap water, then sterilised with a sodium solution, rinsed with sterilised water and then air dried before entering the tests. Contributing factors such as the temperature during storage, the length of time before sale, and the superficial damage on each peach were also taken into consideration. The results of the tests showed that all of them influenced the microbial transfer from packaging material to fruit, but the transferring of the spoilage microorganisms considered was always lower for corrugated trays.

The tests also showed that in some conditions during the trials (i.e. high storage temperature) up to 95% of the peaches packed in RPCs were contaminated with E. coli after 48 hours when packaged in deliberately contaminated plastic crates. By contrast, the E. coli contamination level never exceeded 25% of the peaches packed in corrugated contaminated with the same levels of microorganisms.

The tests enabled Professor Lanciotti and her team (mainly Dr Francesca Patrignani, and Dr Lorenzo Siroli) to conclude that peaches packed in corrugated reach consumers in a safer and fresher state than those in plastic crates.

Naturally Fresh for Longer

Corrugated is the most effective packaging material to increase shelf-life of fresh produce by up to three days.

www.corrugated-ofcourse.eu
**Tool Kit**

The toolkit consists of various elements that can be used to disseminate the messages and the campaign, in magazines and online. It includes the adverts themselves composed of an illustration, message and signature, banners for online promotion and individual illustrations of Mr and Ms C in various poses. These can be used in all kinds of media, such as websites, articles, letters and leaflets.

For the first time FEFCO will be very active online because of the possibility to precisely target the right people and also the flexibility and ease to adapt and adjust adverts whenever necessary.

On the left hand side you can see some examples of the adverts that will be used in the media. All of them can be easily adapted into local languages.

The FEFCO campaign will be much more effective if we work together with national associations and companies, coordinating our promotional efforts and unifying our messages. So let’s coordinate our work to maximise the campaign’s impact!

The success of the campaign depends to a great extent on dissemination by members. So please use the material provided by FEFCO and include everything that could be useful at national level in your communication. Together we can do more!
The Spanish corrugated board industry is launching a new quality label for agricultural boxes.

First, UNIQ adapts to a dynamic market that demands new box designs by offering a system that is open to innovation and not limited to a particular set of designs. Any package format, whether corresponding to the canopy or column families, can bear the UNIQ seal if its performance meets the standards set. As a second improvement, a new box classification system has been devised based on the days to elapse from loading until the packaging’s arrival at its destination. This classification is of particular importance given the fact that the long-distance export of fruits and vegetables is on the rise.

Finally, UNIQ takes into account external packaging measurement standardisation, as required by retailers. The UNIQ quality system is designed to meet the requirements of the FEFCO CFQ European quality seal.

Everyone wins with UNIQ.
With UNIQ the corrugated board industry is expanding the concept of quality. UNIQ provides benefits to producers, marketers, agricultural exporters and retailers. Everyone wins.

Packaging bearing the UNIQ seal is packaging that works. From the product point of view, it is manufactured in compliance with strict rules, and its performance is guaranteed by on-site quality audits at departure and arrival points, conducted by approved external laboratories. From the commercial point of view, corrugated agricultural packaging is a strategic aspect of communication with consumers and the impressions made on them, serving to boost sales off shelves. The possibility of high-quality printing makes UNIQ boxes the perfect tool to convey product information, facilitate traceability, and promote both the origin and brand.

Quality Corrugated, Guaranteed.
The UNIQ seal assures packaging that effectively protects fruits and vegetables while also optimising warehousing, transport and logistical processes, in addition to adding value at the point of sale. Seal-bearing boxes arrive at their destinations in prime condition.

UNIQ offers distinction and trust. Therefore, AFCO recommends including the seal on all corrugated board agricultural packaging.

UNIQ’s future on the market.
After the presentation of the new UNIQ quality seal at the Fruit Attraction (Madrid) and Fruit Logistica (Berlin) conventions, it has been gradually penetrating the market. In the coming months this seal will begin to take hold in the fruit and vegetable sector as a symbol of packaging quality. The market is reacting quickly and positively. Customers are expressing their satisfaction with this innovative effort undertaken by the industry, and highly appreciate the advantages it offers.

AFCO’s partners believe in the idea and in the product, and are firmly committed to doing things right. Thus, this UNIQ initiative is being backed by the whole sector, including FEFCO, which will help to ensure its successful implementation.
FEFCO Activities

New FEFCO Members
A big welcome to the following new Sympathiser members who have recently joined FEFCO:

Sympathiser members
• Shanghai Icorrugated Exhibition Services Co. Ltd. – China
  www.icorrugated.com
• CUIR CCM – France
  www.cuir.com

New Working Group
FEFCO Board
On 19 May 2016
Dr Jan Klingele, Managing Partner of Klingele Papierverke, started his two-year term as FEFCO President, succeeding Roberto Villaquiran who will continue to support Jan Klingele as Vice President. Jean Paul Macharis, VPK, and Nina Iversen, Glomm Papp, were elected as Vice Presidents.

Furthermore, Dr Steffen Würth, Straub-Verpackungen, is the new representative of VDW replacing Dr Jan Klingele. Eric Chartrain, International Paper Europe, has replaced Jon Ernst and last but not least, Miklos Rasovszky, Mosburger has succeeded László Panyi to represent Hungary (HFCBM), Romania (ARFCO) and the Slovak Republic (ACBPP).

Committees
• Market & Environment (M&E)
The M&E chairman, Jon Ernst, has been called back to the US for new duties. Jon is thanked by all members of the M&E meeting for his strong support and for leading the work of the M&E Committee.
Gary Saunders, representing DS Smith, will succeed Jon as chairman of the M&E Committee.

• Health & Safety Working Group
FEFCO’s recently formed Health & Safety Working Group is chaired by Stefan Buchner, Smurfit Kappa’s Germany Health, Safety & Environment Manager. The group’s first meeting was held on 31 May in Neuss, Germany.

The key mission of the group is to improve safety in the corrugated industry and to become a forum where member companies can exchange information on health and safety, discuss specific issues and deliver tangible results.

Events

Other events
FEFCO Technical Seminar
October 2017
Venue to be announced soon

MACFRUT
14-16 September 2016
Rimini Expo Centre, Italy
www.macfrut.com

EMPACK Brussels
21-22 September 2016
Brussels Expo
www.easyfairs.com

FachPack 2016
27-29 September 2016
Nuremberg
Germany
www.fachpack.de

PPMA Total Show 2016
27 - 29 Sept 2016
NEC Birmingham
www.ppmatotalshow.co.uk

Food Tech Denmark 2016
1-3 November 2016
Denmark, Herning
www.uk.foodtech.dk

Emballage Paris - All Pack4
14-17 November 2016
Paris Nord Expo
www.all4pack.com