



E-commerce challenges Corrugated solutions

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Marc Van Damme
Production Committee
Chairman

A few weeks ago, I went with some colleagues to an open house event organised by one of our industry suppliers. A dinner was held the evening before, where lively conversation revolved around the challenges our industry is facing.

“How do we tackle changes in the paper industry – low grammage, moisture variations and the introduction of special grades?”

“How can we integrate digital printing into our existing plants, which makes economic and logistical sense?”

“How do we optimise preventative and predictive maintenance when shorter lead times and maximising uptime predominate?”

“Is the phenomenal growth in e-commerce a blessing or a threat to our industry?”

“Will the growing focus on sustainability at some of our customers have an impact on our daily operations?”

“Are our suppliers up to the job in supplying machines and services to meet the challenges our industry faces?”

Little surprise that the dinner lasted well beyond midnight...

This late night discussion only strengthened my belief in the value of the FEFCO Technical Seminar:

- High level presentations from leading industry specialists
- “Spotlight” sessions highlighting our suppliers’ latest innovations and offers
- More than 120 stands presenting innovations and solutions
- Networking possibilities with suppliers and peers from the industry

The FEFCO Technical Seminar will be held 9-11 October in Geneva. Thanks to a programme put together by the FEFCO Production Committee you’ll find the answers to your questions and gain confidence to meet the challenges that you face.

And discussions far beyond midnight are once again guaranteed!

FEFCO Technical Seminar

9-11 October 2019 - Palexpo - Geneva



The FEFCO Technical Seminar has now gained an excellent reputation in Europe and beyond after more than 30 years of existence. Our last event in 2017 was a big success thanks to a record attendance of around 1,000 participants from 40 countries, 126 stands and of 87 exhibiting companies. The exhibitors showcased their innovations in machines, products and services to a high-level audience of decision makers from the corrugated board industry. It is the not-to-be-missed European Corrugated conference and exhibition!

Why Palexpo, Geneva?

Geneva is in the heart of Europe and its international airport offers connections to over 140 destinations worldwide. The airport is only 6 minutes by train from the city centre and in addition it is part of the Schengen Area. Moreover, every guest staying in a hotel in Geneva will benefit from free public transportation during their stay. For our members’ convenience, **Palexpo** is located right next to Geneva International Airport, so the event is easy to reach even by foot.

Exhibition - what’s new this year?

FEFCO took your feedback into account to make the 2019 event even more attractive. As suggested by participants, FEFCO has decided to serve all lunches and refreshment breaks in the Exhibition Hall in order to increase interaction during the event and to leave more time for exhibition visits.

The unique combination of exhibition, conference and spotlights makes this event very special and attractive to

members. The event programme is conceived by the FEFCO Production Committee whose members look for the hottest technological trends and the best specialists in their field.

The exhibition is reserved for FEFCO Sympathiser Members. If your company wishes to become a Member, please contact Houriet Lefebvre at houriet.lefebvre@fefco.org

Practical Information

Conference

This year the theme will be **"Mastering our process"**. The programme will tell the story of a box, from the customer order through the process to the product delivery. The first day will focus on the design, paper parameters and digitalisation possibilities for the corrugator. The second day will explore the conventional and digital

way of converting, including the interconnectivity of processes. In addition, it will provide a series of improvements in the fields of paper moisture, migration testing and the new folding standard. Finally, the last day will take a look into how e-commerce, sustainability, health and safety, training and artificial intelligence can support the future growth of the corrugated business.

Current Exhibitors

1 Absolute	38 Friese
2 Albany	39 Göpfert
3 AL-GAR	40 Hamburger Containerboard
4 Alliance	41 HP
5 Ammeraal Beltech	42 JB Machinery
6 Apex International	43 JKSP
7 ASAHl	44 Karimov
8 ATS	45 Kiwiplan
9 Avanti Conveyors	46 Koenig & Bauer
10 Bahmüller	47 Lamina
11 Barberan	48 Lemtapes
12 Baumer hhs	49 Marotech
13 Baviera	50 Mayr-Melnhof Karton
14 BCM Transtech	51 Metsä Board
15 BHS Corrugated	52 MHI Europe
16 BillerudKorsnäs	53 Minda
17 BOBST	54 MOSCA
18 BP Agnati	55 Mühlen Sohn
19 BW Papersystems	56 OM Partners
20 Celmacch	57 OMS
21 CITO-SYSTEM	58 Pamarco
22 Conprinta	59 Policart
23 Corrucleaner	60 Re Controlli Industriali
24 CUIR	61 Renova
25 Dücker Corrpal	62 RTS
26 Duo-Technik	63 SEEMI
27 Durst Group	64 Signode
28 EDF Europe	65 SMB
29 EFI - Electronics for Imaging	66 SRC Corporation
30 EMBA Machinery	67 SUN Automation
31 Emmepi Group	68 Tiruña
32 Erhardt+Leimer	69 TRESU
33 Exilva	70 TS Group
34 Feltri Marone	71 Valco Melton
35 FEMAT	72 Valmet
36 Flexo Concepts	73 Vonderheiden
37 Fosber	

Programme highlights

Day 1 - Wednesday 9 October

08:00	Registration desk opens
09:00 - 11:00	Welcome coffee and exhibition visit
11:00 - 11:20	President's welcome address Jan Klingele, FEFCO President
11:20 - 11:25	Opening of the Technical Seminar
Conference Sessions Chaired by Łukasz Necki, AQUILA VPK - Mihnea Baldea, Rondo - Semih Çelebi, Olmuksan International Paper	
11:25	Conference Session 1 <ul style="list-style-type: none">• Intake order, planning and design – what's new• Paper parameters and their impact on the corrugated process• Questions and Answers
12:35	Break
12:45	Spotlight Session 1
13:30	Lunch on the exhibition floor
14:50	Conference Session 1 – continued <ul style="list-style-type: none">• Prepare the corrugator for digital – challenges and opportunities• Digitalisation in strength estimation of corrugated materials.• Questions and Answers
16:20	Coffee break and exhibition visit
17:40 - 18:40	Spotlight Session 2
19:00	Sponsored Cocktail Reception

Day 2 - Thursday 10 October

08:30	Opening
Conference Sessions Chaired by Klaus Lüke, Klingele - Edoardo Finotti, Model Group - Astrid Glasenapp-Odeberg, RISE	
8:35	Conference Session 2 <ul style="list-style-type: none">• The conventional and digital way of converting• Predictive maintenance – advantages and needs• Mastering our processes – a different approach
12:25	Questions and Answers
09:45	Coffee break and exhibition visit
11:00	Spotlight Session 3
12:	Spotlight Session 4
13:00 - 14:15	Lunch on the exhibition floor

14:15	Conference Session 2 – continued <ul style="list-style-type: none">• New Folding Standard – FEFCO• Mastering moisture!• Migration, conformity and test methods – an overview and a new way of thinking.
15:15	Questions and Answers
15:25 - 16:30	Coffee break and exhibition visit
16:30 - 17:30	Spotlight Session 5
17:30 - 18:30	Spotlight Session 6
19:00	Exhibition closes

Day 3 - Friday 13 October

08:30	Opening
Conference Sessions Chaired by Marc Van Damme, Production Committee Chairman - Antoine Renaer, DS Smith Packaging - Hervé Dehaynin, SAICA - Julian Pachniewski, VDW	
8:35	Conference Session 3 – continued <ul style="list-style-type: none">• The e-commerce experience• Artificial intelligence – new possibilities for corrugated• Machine safety in practice• Sustainability is good for business!
09:55	Questions and Answers
10:10	Coffee break and exhibition visit
11:20	Conference Session 3 – continued <ul style="list-style-type: none">• New EU Legislation - impact on corrugated• Training your employees - Good practice!
12:00	Questions and Answers
12:10	High-level panel discussion: Looking into the future - turning challenges into opportunities
13:10	Award Ceremony and Conference closing
13:40	Lunch followed by coffee on the exhibition floor
14:30	Exhibition closes - End of the Technical Seminar

Main Sponsor



For more information please visit www.metsaboard.com

Once more, the FEFCO Production Committee is finalising a programme which is innovative, practical and instructive in order to bring a high value to participants.

Spotlight Sessions

FEFCO offers its Sympathiser members the opportunity to present a "Spotlight" during the Seminar to promote their latest technical innovations and disseminate them amongst members.

The Spotlight presentation lasts 6 minutes featuring innovations in production or a service related to corrugated board manufacturing.

The sessions are fully integrated within the conference programme and open to all attendees.

FEFCO will send an email in May 2019 announcing the sessions.

Join us in Geneva to:

- Meet your suppliers and customers and find new ones
- Network and share fresh experiences with colleagues and peers around Europe and beyond
- Stay up to date on the latest market trends and innovations in the sector
- Expand your knowledge and gain insights from industry experts
- Discover innovations and solutions to your issues

Hotel Accommodation

FEFCO has pre-booked rooms in several hotels. Participants can choose their hotel from a wide selection, either within walking distance of the venue or next to Geneva's airport. In addition, every guest staying in a hotel in Geneva will benefit from free public transportation during their stay.

Hotel bookings are open, and a description of each hotel is available on the Technical Seminar mini-site.

October is usually an extremely busy month in Geneva, both for business and leisure. There may be several



events taking place at the same time as the Technical Seminar. We therefore highly recommend that you secure accommodation as soon as possible.

Please beware that although FEFCO has negotiated special rates for delegates, it may be possible to find cheaper rates on the internet.

Sponsorship

The FEFCO Technical Seminar is one of the best platforms to brand your company. A wide variety of promotional options are available, each providing an effective way to target your message towards decision-makers.

For sponsorship opportunities please take a look at the Technical seminar website or contact Nathalie Schneegans, Communications Director on + 32 2 650 08 32 or at nschneegans@fefco.org

For information on registration and accommodation please contact:

Houriet Lefebvre, Project Manager
on +32 2 625 98 35 or at
houriet.lefebvre@fefco.org

Useful Information

- **Palexpo** - Route François-Peyrot 30 - Case postale 112, CH-1218 Le Grand-Saconnex, Switzerland – www.palexpo.ch
- The FEFCO exhibition will take place in **Hall 1**, the conference will be held in the Congress Centre just below the exhibition hall
- **Website:** www.fefco.org/fefco-technical-seminar-2019
- **Free public transport** in Geneva: **How does it work?** When checking in, you will receive the Geneva Transport card which will enable you to use all public transport, free of charge during the entire duration of your stay.
- At the **airport** visitors can claim an 80-minute ticket at the airport baggage hall for a free bus or train ride to Geneva.
- **Geneva tourism information:** <https://www.geneve.com/>
- At **7.7%**, Switzerland has the lowest **VAT** rate in Europe



Roles, responsibilities, best practices Packaging in e-commerce

20 NOVEMBER 2018 - THE PRESS CLUB - BRUSSELS

This was the third event in a series of workshops organised together with Euractiv over a two-year period. Once again, the forum was very well attended and gathered more than 40 participants from permanent representations, EU stakeholders, trade and retail associations, packaging companies and policy experts.

Participants actively engaged with the panellists and participated in the debate both in the meeting room and on the various social media channels.

The panel was composed of the following speakers and moderated by Frederic Simon (Euractiv) who introduced the speakers, gave an overview of the current situation and listed some issues that would be addressed to the panel:

- **Sarah Nelen**, Head of Unit Waste Management & Secondary Materials, DG ENV, European Commission
- **Davor Škrlec** MEP, ENVI Committee, European Parliament
- **Maurits Bruggink**, Secretary General EMOTA (European eCommerce association)
- **Isabel Rocher**, Head of e-commerce solutions, DS Smith

The discussion started with a view from the European Commission. Sarah Nelen highlighted the fact that packaging is “on the rise and Europeans generated 85 million tonnes of packaging waste in 2015, which represents about 3.4% of all waste generated in Europe. But the good news is that the recycling of packaging is also increasing”. On average 66% of packaging is now recycled in Europe, although there are big differences between EU countries and shortcomings within specific materials like plastics.



The corrugated industry reminded the audience that 88% of corrugated packaging is recycled making corrugated a recycling champion.

Most of the discussions focused on the essential role of packaging in the e-commerce supply chain. All actors were conscious that they had to seek environmentally-sound solutions while at the same time ensuring that goods arrive in perfect condition. This means achieving a perfect balance between economic and environmental considerations.

Corrugated is already environmentally sound, protective and easy to handle while at the same time very cost effective. But this is not enough!

Davor Škrlec stated that he would like to see more innovation in packaging that would allow for its reuse. Packaging materials should be recyclable but most important is that products arrive in good



condition. He also pointed out the fact that consumers need to be informed about the environmental footprint of their e-shopping, especially if they want to make an informed choice and become “prosumers”. This could ultimately have an influence on the products they purchase.

Maurits Bruggink, Secretary General of EMOTA, the European eCommerce association, noted that there were some concerns because packages come in standard sizes and avoiding empty space is still a challenge. The empty space has to be filled with bubble wrap or other materials leading to even more packaging.

Isabel Rocher, head of e-commerce at DS Smith, drew attention to the fact that “half of all boxes are empty – why is that?”. According to her, the reason is simple: for decades, there has been “no innovation” to deal with the growing demand of packaging for e-commerce.

Isabel Rocher from points out that ecommerce is very young:

“ It needs to understand what packaging and logistics is about. In the packaging industry there has been no innovation addressing the increasing demands of packaging. ”

It goes without saying that the industry is seriously tackling this issue and many companies are already offering effective solutions. In the coming years we should see many more innovations responding to the various needs and demands of customers, especially from the new generation of millennials. Isabel Rocher highlighted their specific requirements, as they are heavy users of online shopping and pay greater attention to environmental issues and innovative packaging.

On the legislative front, the commission will also continue its work, with a substantial review of the packaging directive likely in the coming years, no doubt with a focus on more re-usable and recyclable packaging.

For additional information please refer to:

- The full report and video of the event on the FEFCO website in the media/video section and by searching “e-commerce” on the Euractiv web site: <https://www.euractiv.com>
- Facebook live: <https://www.facebook.com/FEFCO.org/videos/288755101847300/>

EU Affairs updates - Elections

Political emotions are running high in Brussels while discussions on legislative proposals are slowing down. With only weeks before the European Parliament elections and the uncertainty around Brexit, the political stakes are high.

The number of seats in the new European Parliament will reduce to 705 seats, if the UK leaves the EU. Some Members of the European Parliament (MEPs) have already announced their intention to continue serving in Brussels, if elected, others are not interested in coming back, and many are still undecided.

The European political parties have already selected their lead candidates (called “*Spitzenkandidat*”) for the role of the European Commission President.



The party winning most seats in the Parliament will have the first opportunity to form a majority supporting its candidate.

At national level the changes are much more visible. New parties are being formed either as spin-offs from bigger parties or as completely new parties.

Alliances between parties are being discussed to secure more voters at European level.

A democratic and stable European Union is vital for the future of Europe. It enables the free movement of goods, services and people and protects consumers. It fosters growth, drives innovation and supports the competitiveness of the European industry.

EU citizens can choose who to represent them in the European Parliament by voting in the elections. This is the only directly elected EU institution and a chance for every European to express his or her view on the future of Europe.

FEFCO Activities

New Sympathiser Members

A big welcome to new members who have recently joined FEFCO.

Sympathiser members



Agfa N.V. AGFA

www.agfagraphics.com

Belgium



FEMAT SP ZO.O.

www.fematsystems.pl

Poland



Officina Meccanica Sestese S.p.A OMS

www.omsspa.com

Italy

Weducon BV Corrucleaner

www.weducon.com

Netherlands

FEFCO Box newsletter

In January we sent out our very first issue of the FEFCO Box newsletter. This new communication tool will keep you up to date on all the projects and issues we are working on at your European Federation and also provide updates on policy developments and debates at European level.

If you did not receive the first issue but would like to be added to the distribution list, contact us at info@fefco.org.

If you received the first issue and have some comments, please let us know. Your feedback would be highly appreciated.



Events

FEFCO and Members events

Save the date!

FEFCO E-commerce Workshop

18 June 2019 - Van der Valk hotel
Next to Brussels airport

FEFCO Technical Seminar 2019

9-11 October 2019
Palexpo, Geneva, Switzerland



World Retail Congress

14-16 May 2019
RAI Amsterdam, Netherlands
www.worldretailcongress.com

ICCA/WCO Global Summit

20-23 May 2019
Palm Beach, Florida
www.iccanet.org



World of Private Label

21-22 May 2019
RAI Exhibition Centre
<https://packagingeurope.com/locations/rai-exhibition-centre/>

eTail

18-19 June 2019
Queen Elizabeth II Conference Centre, London
<https://etaileurope.wbresearch.com/>

PACKINNOVE Europe

25-26 June 2019
Euratechnologie - Lille, France
www.packinnove.com



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