

Produced by the European Federation of Corrugated Board Manufacturers

Announcing FEFCO's Technical Seminar Nice 2007



Retail workshop: Shelf Replenishment Direct Live from the Store [page 2](#)



Are you ready for REACH ? [page 6](#)

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Editorial

It is official: FEFCO's next technical seminar will take place as traditionally in Nice, France, on 25-27 April 2007. A lot of changes this time again in both content and format, but the big news is that FEFCO is opening this event to non-members. The program will focus on innovation, quality and efficiency, under the theme: "C" The Future. You can read more on p8, and please help us promote this very important event in the corrugated calendar (web banners are available to publish on your websites).

FEFCO's next technical seminar will take place as traditionally in Nice, France

Talking about events, FEFCO is organizing a trip to visit Sino-Corrugated in March next year, so if you would like to join us in Shanghai please have a look at the program and travel details on p11.

Also we follow up on our retail focused edition of the last issue with a report on FEFCO's Inside Retail Workshop, where we looked at shelf ready packaging in practice, p2.

A number of environment related issues are currently high on the European agenda. On p5 we give you a general update on REACH and on the Waste Framework Directive.

Finally please continue to send us your press releases/news ahead of the next issue in February 2007.

I wish you all a very festive Christmas break and a very happy new year.

Anne-Sophie Duchene

FEFCO Retail Workshop Shelf Replenishment Direct live from the stores!

This is the second workshop organized by the FEFCO communications committee, this time with the active help of its French members who have managed to open the doors to the second biggest retailer in the world: Carrefour. This event took place on the 13th & 14th of November in Paris and was a big success (it was well attended and FEFCO even had to turn down some participants). Therefore, the committee will try to organise another similar retail workshop next year, and probably somewhere else in Europe!

The first day, which was an introductory session, was more academic and meant to deliver valuable information and to set the scene for the second day, which on the opposite was a real lesson from a retailer on how they display products in stores. They revealed to the group their packaging concerns, and what they see as good packaging. Surprisingly, it is not always what we expect and this type of "hands-on" remarks can only come from the field!

The hype retail trend today is SRP! The so-called Shelf Ready Packaging or in French the word often mentioned by Carrefour was PAV, "Prêt à Vendre", meaning "ready to merchandise".

This is not new but more and more retailers see a strong interest for it, as they are striving to further drive cost down and improve shelf availability at the same time. All the amount of work presented during these two days showed that there is still a long way to go as far as SRP is concerned and that Europe is heterogeneous in many aspects: store formats, packaging requirements; but general European trends exist and they are progressively transforming the retail environment.

Day One - 13th November 2006

The Importance of packaging in German Discount Retail

Mr Marco Atzberger, EHI Retail Institute, Germany



After an overview of European Discount retailing done by Professor Enrico Colla*, Mr Atzberger, one of our prominent speakers of the first day, showed the workshop participants how advanced in Shelf Ready Packaging German Hard Discounters were.

Discounters understood a long time ago that Packaging could offer competitive advantages. He explained that well conceived packaging could cut logistics costs down as well as behave as a "silent salesman" to improve sales. This aspect is particularly important for discounters, as they usually don't have big promotional and communication budgets. Marco Atzberger showed a lot of striking pictures; the dark side of SRP as well as astonishing examples illustrating that, in many cases, German Discounter own label products have a better presentation on shelves than branded products!



Discounters' own label packaging often offers the following features:

- Robust construction and appealing and colourful look

* A full report has already been presented in FEFCOconnect N° 7

- Printing on the side for end of shelves placement
- Upright instead of lying presentation for a better visibility of the products by the consumers (case of chocolate)
- SRP at least in 4-coloured Offset or Colorflex –with inside printing for a nice appearance even when the pack is empty
- Weight and volume reduction with innovative microflute
- EAN-Codes printed on packing
- Mixed cartons = containing different variety of the product range in one transport packaging!
- Tray and lid are not allowed to be glued together (for a quicker replenishment and to avoid messy opening)
- Good SRP for Discount own label products often provides a design which is at least as good as comparable brands (foil print, windows) allowing for a strong and efficient Point of Sale communication.

Marco Atzberger then followed with a status on the work done by EHI and ECR (European Consumer Response). He explained that already 6 years ago EHI had released some recommendations for one-way transport packaging but at that time the focus was more on logistics than on consumer aspects. Tesco and ECR UK have also been working on this issue and have released a blue book on SRP. A European version should soon be published by ECR Europe, beginning of 2007.

After Mr Artzberger's speech, there was an interesting debate based on who was going to pay for SRP, knowing that extra costs and benefits are not shared by the same stakeholders along the supply chain. Wrongly or truly, the general opinion was that packaging manufacturers would probably have to bare

these costs! Let's hope that the industry will find a way to sell all the savings that would be made by using SRP as well as all the incomparable sales benefits.

Identification of efficiency potentials in transport packaging made of corrugated board
Mrs Angelika Christ, VDW, Germany

Mrs Angelika Christ, Secretary General of VDW, the German Corrugated packaging association presented the findings of a survey commissioned by VDW. This survey shows that transport packaging which does not meet the proper requirements leads to sustained and cost-intensive damages in the retail market!

What can we say about the survey?

The manufacturers are convinced that their transport packaging provides optimal protection along the whole supply chain. According to this survey the most important criteria for logistics packaging are price and damage resistance. Despite this, each of the questioned manufacturers gets feedback about damages from customers. Over 50% receive complaints about packaging that does not meet the requirements although they are convinced that packaging suppliers have the know-how to help them develop good designs, with the appropriate paper grades to create the right packaging solutions.

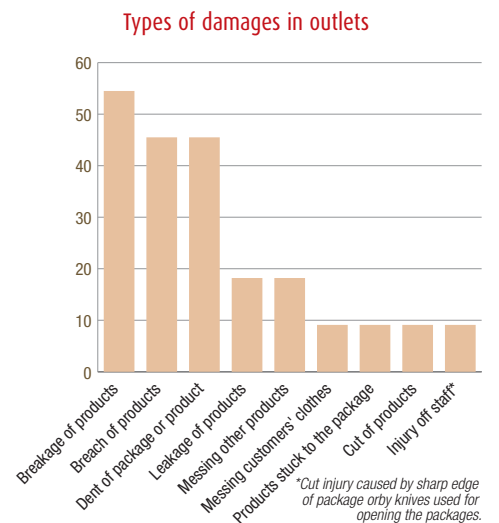
As shown by this survey, all warehouses and distribution centres receive goods in inadequate transport packaging, which causes damages. The reasons for the damages are as follows:

- Package construction does not match the weight of the product
- Unstable or too small tray overlap

- Weak material (material thickness)
- Poor gluing (opens during handling)
- Lack of tensile strength of the packaging material, tray borders rip open in the handling process
- Absence of additional outer packaging that would strengthen stability (foils, bonnets, etc.)

Central warehouses and distribution centres have to bear the high costs of product damage and all the extra cost resulting from the additional personnel needed (cleaning, handling, injuries, etc.) but to estimate these hidden costs is not easy because there is no or little data available.

The Store outlet is facing the same situation: More than 84% of questioned retail outlets have to face damages caused by inadequate transport packaging made of corrugated cardboard.



Most of the stakeholders along the supply chain believe that damages would be easi-

ly prevented by using well-designed and appropriate packaging!

The cumulative damage potential at the retail outlet is made of the costs resulting from the loss of products and the additional personnel costs derived from it. This survey estimates the cumulative damage potential in German retail outlets at almost 450 million euros (323 Mio € for product cost + 126 Mio € for personnel costs).

A reduction of damage rate would be possible through concerted measures

A reduction of damage rate would be possible through concerted measures. Knowing that packaging suppliers play an important role in the process, partnership along the chain is one of the key items for success. This would mean:

- More intensive sharing of experiences between all parties of the supply chain.
- Inform manufacturers of FMCG (Fast Moving Consumer Goods) of the problems that occur at retailer level, and circulate requirements
- Continuous monitoring and analysis of the damages at the central warehouses and distribution centres as well as at the retail outlets.
- In depth analysis of all the hidden costs, (such as negative effects on the consumers' buying decision) which are not analysed in this report

Again, we should think of all the efficiency potential not yet utilised or fully explored!



Early 6 a.m. meeting at Carrefour Villabé, South of Paris. Mr Juvin of Carrefour discusses shelf replenishment with the participants.



Visit of the Carrefour Distribution centre with Mr Frédéric Juvin (Carrefour Coordinator SRP Food).



Participants walk around the store before it opens.

Day two: 14th November 2006

On the road to the Carrefour Hypermarket! After a nice welcome coffee, 30 participants from 10 different European countries toured the store for 2 hours with visible interest, taking pictures and listening to the precious comments of **Mr Frédéric Juvin** (Carrefour Coordinator SRP Food) and his team!

The 3 groups walked around all sections of the store as well as the back room. Nothing was hidden from us and the group was able to take pictures of all packaging on shelves.

Carrefour Debriefing at Novotel Evry

This was a much anticipated moment when Mr Xavier Hua made a presentation on SRP implementation in Carrefour and described this ambitious project, the objectives, de-

ployment plan, key learning and recommendations. Mr Frédéric Juvin also gave some astonishing data regarding the success in pilot stores.

For those who were not present, we will most certainly have the occasion to come back to these findings in another issue of FEFCOconnect.

A Big Thank You!

I would like to say thanks to Olivier Draullette, Hubert Ferrari, and Soheila Zelli who have helped the Communication Committee organise this retail trip and of course all the Carrefour managers without whom all this would not have been possible! This was an excellent example of partnership along the supply chain and I hope this will continue!

This workshop has required a lot of time and energy but I am certain that the workshops participants have gathered a large amount of very valuable data and information, during the visit and the debriefing with Carrefour. I hope that the participants will make good use of this precious information and will share their knowledge within their company.

FEFCO will continue to gather information on Shelf Ready Packaging and spread it as much as possible within its member companies. For more information or further developments you can contact Nathalie Schneegans, FEFCO Market Development Manager: nschneegans@fefco.org

Summary of Carrefour remarks in store

- The first most important requirement of the retailer at the store level is the visual identification (Shape, variety, brand etc.). It's also the N°1 benefit of SRP! The employee has to work very fast and needs to understand immediately where to put the product. A blind package is a serious obstacle to rapid shelf replenishment. About 40 % of the boxes are not identified at all!!
- The second benefits is clearly easy opening followed by easier shelf replenishment!
- The packaging manufacturers need to gain a better understanding of in-store technical constraints such as dimensions of the shelves for all product categories! (Some SRP cannot be used because they are too high for the shelves!!).
- The number of facings should also be discussed with the packers/ fillers.
- The biggest sellers are also those with a high rate of out stock! SRP packaging would be very effective in these product categories (ex: tissues)
- Retailers prefer mono-material packaging to avoid sorting wastes (shrink wrapped and corrugated have to be separated)
- Trays are often too high and hide the product; a badly conceived SRP has a negative effect on sales!
- Barcodes should be printed on the lid or on the element which is thrown away, no barcode should be visible on shelves!
- Product categories where SRP would help the most retailers are: Cosmetics, biscuits...
- Ideally, the inside of the SRP should be white or with the brand name of the product!
- SRP also means half palletes and quarter pallets! This will be developed in the future.
- SRP also works for non-food! And also for imports!

Are you ready for REACH?



The original Commission proposal for a Regulation on Registration, Evaluation, Authorisation and Restrictions on Chemicals (REACH) was published on 29 October 2003. This proposal establishes a single integrated system for the registration, evaluation and authorisation of chemicals, and proposes to set up a European Chemicals Agency.

Main points of the proposal

Companies that manufacture and import chemicals would have to evaluate the risks resulting from the use of those chemicals and to take the necessary steps to manage any identified risk.

Registration is the key component of REACH. It will be compulsory to register in a central data base the chemical substances that are manufactured or imported in quantities of more than one tonne per annum. Failure to register a substance means that it cannot be manufactured or imported.

The industry is thus required to obtain relevant information on the substances it produces and to use that data to manage them safely. Registration will include data concerning the properties and uses of chemicals and relevant precautionary measures. The data required will be proportionate to the production volume of, and the risks presented by, the substance concerned.

Besides manufacturers and importers of chemicals, downstream users are obliged to consider the safety of the chemicals they use, based primarily on the information from their suppliers and to take appropriate risk management measures.

A special regime applies to the registration of substances present in articles: certain substances incorporated into articles have to be registered. Registration is compulsory when the substance in question has hazardous properties and is intended to be released from the article. For hazardous substances that are released incidentally, simple notification is required, on the basis of which the European Chemicals Agency may request a registration.

Finally, a new European Chemicals Agency will be responsible for managing the database, receiving registration dossiers and developing guidance to assist producers, importers and the competent authorities in implementing these provisions. It is anticipated that about 80% of all registered substances will not need any further action.

Implications

Manufacturers of corrugated board are covered under the Regulation as DownstreamUsers (DSU's) of chemicals.

This means that for substances present in an article (such printing inks on a corrugated box) of which the DSU uses more than 1 ton / year, the Chemicals Agency needs to be notified about Substances of Very High Concern present in the article if :

- Such substances are present in quantities above 1 T/producer/year and
- Such substances are present at concentrations > 0,1%

Further, DSU's have to ensure their intended use of the chemicals by informing their Suppliers. In case the intended use is not registered, the chemical can no longer be used for that purpose!

For substances that are manufactured in quantities over 10 ton / year per manufacturer of the substance, the latter has to develop exposure scenario's.

In this situation, the DSU has to:

- Ensure intended use by informing Suppliers
 - + verify if it is a classified substance
- +
- Development of exposure scenario's by the manufacturer of the substance for inclusion in the Chemical Safety Data Sheets.
- +
- Have information available on substances of very high concern. (> 0,1 % weight by weight)

Timetable

Final adoption of the Regulation is foreseen for the 1st half of 2007. Due to the fact that it is a Regulation, entry into force will be fairly close to the adoption date, since transposition into national law is not necessary. A Regulation is immediately applicable in the Member States.

More information is available from the FEFCO website and on http://ec.europa.eu/enterprise/reach/prep_guidance_en.htm

Hanneke de Leeuw & Ludwig Anckaert

Do you have an updated register of the chemicals used in your industry?

Do you have information on suppliers and tonnage?

Do you have updated safety data sheets?

Do you have suppliers from outside the EU?

Do you have information on tonnage and the supplier of the imported chemicals?

Have you identified your "key chemicals"?

Do you have information on risk preventive measures in place?

Do you have exposure data of the chemicals used?

Update on the Waste Framework Directive



The original version of the waste framework directive (75/442/EEC) was published on 15 July 1975 and

has been amended several times. Its objective is to set up a system for the coordinated management of waste within the Community in order to limit waste production.

Member States have to take appropriate steps to encourage the prevention, recycling and processing of waste, the extraction of raw materials and possibly of energy there from and any other process for the re-use of waste. They have to ensure that all holders of wastes shall hand them over to a private or public collection agency or to a disposal company, or else shall themselves conduct the disposal in compliance with the requirements of the current measures.

The **waste hierarchy** was first introduced in the waste framework directive of 1975. In 1989 it was formalized into a hierarchy of management options in the European Commission's Community Strategy for Waste Management, and further endorsed in the Commission's review of this strategy in 1996. The waste hierarchy **prioritised** the prevention and reduction of waste, then its reuse and recycling and lastly the optimisation of its final disposal.

As a new step of its long-term strategy on the prevention and recycling of waste, the European Commission proposed a revision of the Waste Framework Directive on 21 December 2005. The revision of the waste Framework directive aims to modify the legislation in the field of waste.

There is a new objective, which refocuses the Waste Framework Directive on the environmental impacts of the generation and management of waste, taking into account the life cycle of resources. It links the 'waste hierarchy' to this objective, without changing the order or nature of the hierarchy.

Parliament's Environment Committee has tabled 622 amendments in total to the Commission proposal

Early May 2006, the European Parliament started its discussions on the Commission proposal. With respect to the waste hierarchy, the rapporteur in the Environment Committee of the European Parliament, Mrs. Caroline Jackson, proposed to turn the Commission's three step hierarchy (prevention, recovery, disposal), where reuse and recycling are at par (and classified under recovery) into a five step hierarchy (prevention, reuse, recycling, energy recovery, disposal). This five step hierarchy, as proposed by the rapporteur, clearly puts reuse of waste over the recycling of waste.

Attempting to define a rigid priority between the options is, however, not justified on scientific grounds. For example the study ordered by the Commission on the implementation of the Packaging and Packaging Waste directive, clearly states that there are no scientific grounds to favour reusable packaging systems over one-way alternatives that are recyclable (Pira International Ecolas, Study on the Implementation of Directive 94/62/EC on Packaging and Packaging Waste options to strengthen Prevention and Re-use of Packaging).

Another unwelcome development is the deviation clause, developed by the rapporteur. This clause requires an LCA and Cost Benefit Analysis for each deviation from the hierarchy.

If this were to go through, it would obviously lead to enormous costs for the industry (LCA's and CBA's are very expensive) and would be time-consuming and very bureaucratic (when every LCA and CBA has to be checked and approved by the competent authorities).

Finally, the question can be raised, where, under the five step hierarchy as proposed by the rapporteur, reuse of products is classified. Following on from the different amendments, one could infer that it falls under prevention. To classify the reuse of products under prevention would, however, be completely unjustified, because once these products have reached the end of their first use, they need further reconditioning before they can be used again. This reconditioning is not neutral, but has an impact on the environment that cannot be ignored. Therefore, the reuse of products should not be considered as prevention, but as reuse.

Parliament's Environment Committee has tabled 622 amendments in total to the Commission proposal. Currently, the rapporteur is in the process of drafting compromise amendments to bring down the number of amendments to facilitate the vote on 28 November 2006.

The Council is also in the process of discussing the Revision of the Waste Framework Directive. The Finnish Presidency aims to reach to a political agreement before end 2006.

Hanneke de Leeuw

14th Technical Seminar in Nice



We have the pleasure to inform you that the **14th Technical Seminar** organized by FEFCO will take place on **25th, 26th and 27th April 2007** at the **Acropolis Palais des Congrès in Nice, France**. Make sure you mark these dates in your calendars now.

As you know FEFCO's Technical Seminar is now the only European platform for suppliers and corrugated packaging manufacturers to meet, consequently we have decided to open the event to non-members. Anyone involved in the corrugated industry as a supplier, customer, partner, etc... is welcome to participate in the technical seminar, not only as a visitor, but also as a full conference delegate or even by booking an exhibition stand.

The theme of the seminar is **"C" The Future**. The programme will concentrate on techni-

The theme of the seminar is "C" The Future. The programme will concentrate on technical innovation, energy management as well as other environmental issues.

cal innovation, energy management as well as other environmental issues. Furthermore, with a strong focus on quality and efficiency, the sessions drawn up by FEFCO's production committee will feature extremely prominent speakers and experts in their respective fields.

Together with some of our partners we will also take this opportunity to present FEFCO's

latest projects, tools and services, such as the new version of the FEFCO standards library, the new website and extranet, as well as a number of projects related to certification, e-learning or knowledge sharing.

You can find all the information you need on www.fecotechnicalseminar.com, and register online to participate in the event. We have negotiated special rates at hotels nearby so make sure you also book your accommodation as early as possible.

Finally we have ready-made web banners that we can send you to publish on your website so please help us promote this very important event in the corrugated calendar! You can contact Anne-Sophie Duchene (anne-sophie.duchene@fecco.org) to receive the banner.



“Good platform for international contacts”

Papierfabrik Rieger,
Germany

“Meeting Customers in these days to keep relations going is vital, FEFCO has been the occasion in 2005 to meet the European Corrugated high society”

CUIR CCM,
France

“As we just started with a new product in a new sector for our company it was important for us to get in contact with customers and others companies in this sector. So the Fefco 2005 was a good event for this target.”

Koenig & Bauer AG,
Germany

Stands

If you are a supplier to the corrugated industry FEFCO’s Technical seminar has become your unique platform in Europe to showcase your products and services:

- Thousands of square meters of technology showcase.
- Hundreds of qualified visitors.
- The most productive few days in your sales and new business development activities

Interested in booking a stand? Just like it is the case for visitors, non-members of FEFCO can now exhibit the technical seminar. Please fill in and submit the form published on the website www.fefcotecnicalseminar.com and we will contact you promptly.



FEFCO Activities

FEFCO at Correxpo

FEFCO represented by Technical Director Ludwig Anckaert participated in Tappi's Correxpo on September 13-14, 2006 at The Cinergy Center, in Cincinnati, Ohio.

GMP training

A GMP auditors training took place on 15-16 November at FEFCO office in Brussels. About 50 Corrugated Plants have achieved certification and demand is rapidly growing. FEFCO also decided to prepare an introduction training session for its members and to start a training course for Internal auditors. First training is foreseen in Madrid on 11 & 12 December and 20 attendees are already confirmed. Interested in an introduction training session: contact the FEFCO secretariat.

Standards Committee in Istanbul

The Standards Committee met in Istanbul on 15-16 October. On Monday 16: visit to two corrugated board plants and a paper mill in full expansion organized with the support of OMUD.

Turkey growth rate is about 20% and the industry is reacting with a lot of investments. On 17 October: meeting with Standards com-



mittee during which were presented the draft results on the Round Robin on Bending Stiffness.

Production Committee

The committee met twice since the last FEFCOConnect, once in Lucca, Italy, on 5 September, with interesting visits to plants using fully automated Laser Guided vehicles and a new generation of strapping units; and a meeting in Brussels on 10 November. The focus at this stage is to prepare the program of the Technical Seminar in Nice next year.

Communications Committee

The committee met on 28 September in Nuremberg, Germany and attended Packaging Solutions Trade Fair: FachPak. The group also met in Paris 13 November, ahead of the retail workshop they organised.

REACH

FEFCO participated in the CEPI Reach workshop entitled REACH in the pulp and paper chain, in Brussels, on 28th of September 2006, and covered the impact of the regulation on the corrugated industry. The full presentation is available on the FEFCO website.

Kick Off meeting VAPA

The Dutch education institute VAPA is in the process of building an international oriented E-learning program for operators in the paper and (corrugated) board in co-operation with German (Gernsbach) and Austrian (Steyrermühl) institutes. The program has been awarded EU funding under Leonardo da Vinci subsidy, and FEFCO is the official partner in the programme in charge of dissemination. VAPA had a kickoff meeting regarding the Paper train project on November 6th.

ELCD meeting

After signing the Memorandum of Understanding FEFCO officially became part of the advisory group of the JRC (Joint Research Committee of the EU) which is currently building a public LCA

Database. FEFCO has a long history in gathering LCA information on the industry and the 6th edition will be published during December 2006. Together with other stakeholders FEFCO examines the framework and methodology of providing LCA data. It is important for our industry to be part of this forum since this public LCA data will be made available to SMEs to support their decision mak-

ing process concerning packaging, based on impact on the environment.

First workgroup CORES

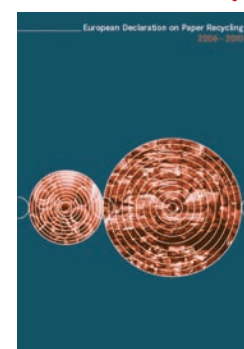
A first meeting was organized to cover the topic "CORES". A workgroup consisting of representatives of the core-producers, papermills and corrugated industry started to revise the standards and investigated the current situation with the aim to reach a better runnability on the corrugator.

LCA report in final editing stage

The preparations for the publications of the LCA report Y2006 have reached their final stage.

Input from 165 questionnaires was used, reaching a 25% coverage of the European Corrugated board industry. As already mentioned LCAs are very tangible. FEFCO wants to emphasize that its major objective is to collect useful and scientific based information on the environmental impact our industry has on the environment. The data is and has been used to make comparative studies but one should understand that the outcome of a comparative study for a specific situation is not to be generalized and preferably not to be used for lobbying activities.

EU declaration on Paper recovery



Continuing this successful initiative, a new Declaration covering more European countries, more European organisations and with greater ambition was launched on 27th September 2006. In practice, this translates to groundbreaking research and development, significant investments in new capacities, a focus on quality and responsible sourcing, and on raising public awareness.

Together these sectors will develop a sustainable path in paper recycling, making it possible to reach the new target of a 66% recycling rate by 2010.

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Vacancy

FEFCO has an opening for an executive assistant. Please go to our website for more information.

FEFCO Members trip to Sino-Corrugated



Sino-Corrugated 2007, one of the most influential events of the year for the Corrugated Industry and Asia's largest exhibition for the corrugated industry will take place in **Shanghai, 28 to 31 March 2007.**

FEFCO strongly supports the Sino-Corrugated Exhibition and with the help of the event organizers, the Chinese Association and Reed Huayin International Exhibitions, we would like to propose to FEFCO members a visit to Shanghai at that time.

A more detailed programme, more information on the visits together with other practical information will be available soon on the FEFCO website. An email will be sent to members with the registration procedures.

To check the latest information about Sino-Corrugated please go to www.sino-corrugated.com

If you are interested in joining the FEFCO Group in Shanghai please contact: anne-sophie.duchene@fefco.org or fill in the form below and fax to +32 2 646 6460

To check the latest information about Sino-Corrugated please go to www.sino-corrugated.com

Outline of the programme

Monday 26th March	Departure the afternoon, arrival in Shanghai 27 th March AM
Tuesday 27th March	Check in, free day, FEFCO welcome cocktail and dinner
Wednesday 28th March	Visit of the Sino Corrugated exhibition, lunch, free evening (full day shopping, lunch & tour for spouses)
Thursday 29th March	Visit of a local plant, lunch, then tour and dinner (with spouses)
Friday 30th March	Visit to Sino-Corrugated, lunch, optional activities for spouses, FEFCO dinner
Saturday 31st March	FREE
Sunday 1 April	Departure
Price per person: 2300€	

***Includes:** Flight, 5* luxury accommodation at the Shangri La hotel with breakfast, lunches, dinners, transfers by coach, tour on Thursday, partners programme.*

I am a member of FEFCO and I am interested in joining the group visit to Sino-Corrugated in Shanghai

Please fill in the form below and fax to +32 2 646 6460

Contact name: _____
 Position: _____
 Company: _____
 Tel: _____
 Fax: _____
 Email: _____

FEFCO Gallery

Corrugated designs



Paper dancer by Karol Krmar, Slovakia



Decorative items by Claude Jeantet, France



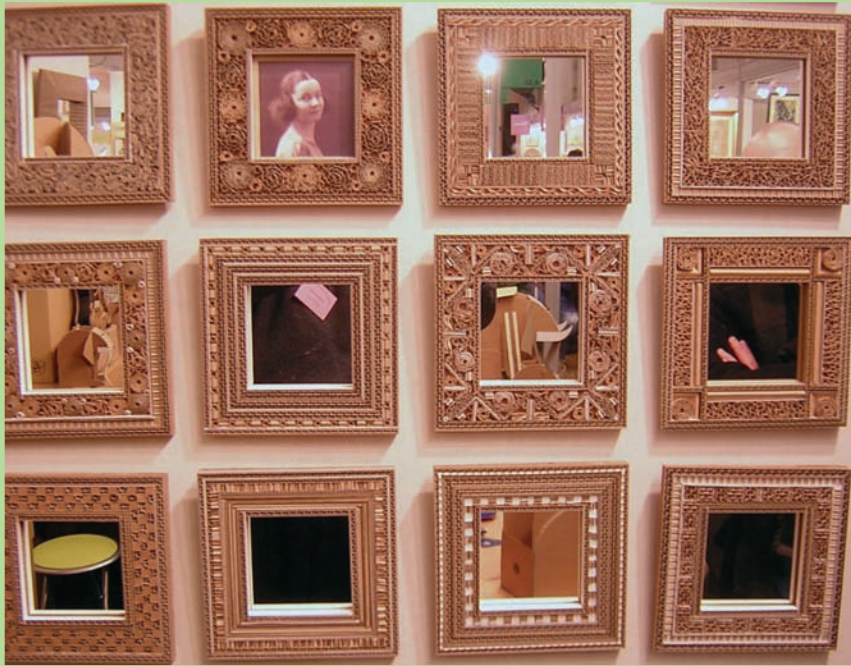
Cardboard packaging by Karol Krmar, Slovakia



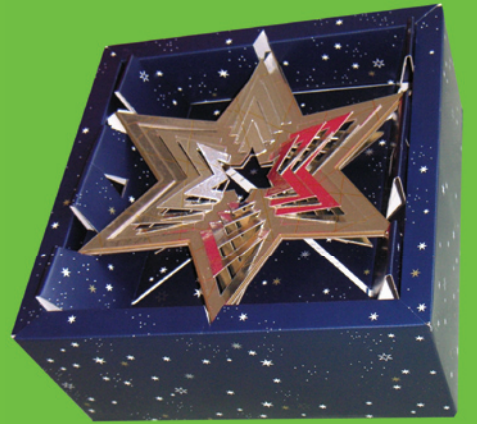
corrugated outdoor leisure furniture by Outabox, www.outabox.biz



Set of furniture by Terbe Design, www.pic-pack.hu



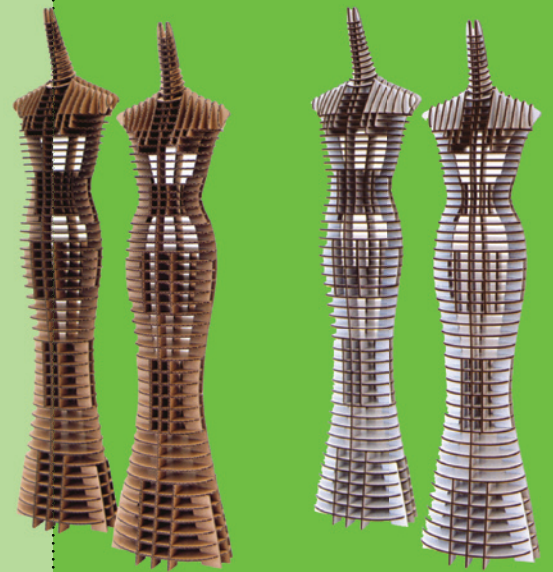
Frames by Claude Jeantet, France



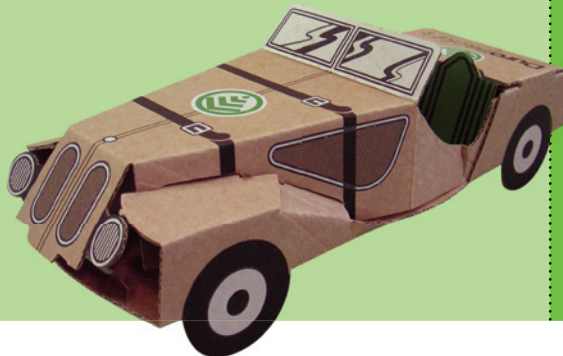
Christmas parcel by Smurfit-Kappa, Denmark'



Corrugated Lamp and screen, by Giles Miller, Farm Designs, www.farmdesigns.co.uk



Mannequins and animals created by Japanese designer Yuki Matsuoka for D-Torso, www.d-torso.com



Corrugated toy car by Duropack Germany, www.duropack.de

National Associations update



The Netherlands

Dutch Vereniging Golfkarton appoints Joost Simons as chairman.



Per the 1st of November Joost Simons (52) has become the new chairman of the Dutch association Vereniging Golfkarton. Mr. Simons is managing director of SmurfitKappa Twincorr, in

the Northern part of the Netherlands operating 2 sites. Mr. Simons succeeds to Caspar-Jan van Schaardenburg who served his statutory period of three years.

The Dutch education institute VAPA is in the process of building an international oriented E-learning program for operators in the paper and (corrugated) board in co-operation with German (Gernsbach) and Austrian (Steyrermühl) institutes. The program has been awarded EU funding under Leonardo da Vinci subsidy.



France

Etoiles de l'Ondulé. A competition created by and for the French Corrugated Packaging sector. The Award Ceremony took place on 16 November. Six sections to draw attention to the know-how of the industry, with respect to the book of specifications :

- Technology, Innovation and Environment
- Design and Differentiation through Shapes and Volumes
- Design e& Differentiation through Decoration and Print
- Shelf ready and Display Packaging
- Application and Optimisation
- Supply Chain and Packaging
- Plus a SPECIAL non-packaging Design Award

Winners announced on ONDEF website: www.ondef.org

Strategic Alliances

ICCA

World Containerboard Summit

14-18 March 2007

Four Seasons Hotel

199 George Street

Sydney, New South Wales, 2000

Australia



Corrugated and containerboard industry leaders with an eye on the future cannot afford to miss the International Corrugated Case Association (ICCA) and the World Containerboard Organisation (WCO) Global Corrugated/Containerboard Summit. Industry visionaries from around the world will be there, learning and networking and helping assure our industry's prosperous future in changing times. The Summit promises unparalleled learning opportunities in the fabulous setting of Sydney, Australia. Amazing sights and experiences will make this an unforgettable, once-in-a-lifetime event.

CCCA

CCCA elects its new Executive for 2006/2007

The *Canadian Corrugated Case Association* Board of Directors has elected its new Executive for 2006/2007.

Effective as of July 13 2006:



Charles Malo, Vice President and Chief Operating officer, Corrugated Products, Norampac Inc, assumes the role of CCCA President

Bob Hagan, Vice President Corrugated Division, Atlantic Packaging Products Ltd, takes on the role of CCCA First Vice President

Rik Ellery, President, TenCorr Packaging Inc, assumes the role of CCCA Second Vice President.

The one-year term runs to July 2007 and culminates at CCCA's annual summer meeting.

The Canadian Corrugated Case Association represents the majority of Canada's corrugated board manufacturers. The mandate of the CCCA is the promotion of the economic and environmental benefits of corrugated packaging to both industry and the public.

CCCA's Annual Conference and Trade Fair set for Montreal – March 5 and 6, 2007

CCCA's seventh Annual Conference and Trade Fair will return to the Hilton Bonaventure Hotel, Montreal, Quebec, Canada, on March 5 and March 6, 2007 – the event was last there in 2005.

This is an early reminder and you are urged to book early for the tabletop trade fair to secure the best positions.

The 2007 conference theme is Corrugated – the Whole Package: Strategies for Competing Globally and, as always, leading industry experts will discuss trends and developments in the Canadian Corrugated Industry.

The CCCA Conference is backed up with the CCCA Tabletop Trade Fair (March 5, 2007, 2:00 pm to 5:00 pm), that draws exhibitors from both Canada and the USA and keeps the corrugated industry abreast of the latest equipment and services available.

More information on the CCCA Conference and tabletop trade fair can be found on the CCCA website www.cccassociation.com or by calling Michelle Case at the CCCA at (416) 590 94 71 x 208. Registration forms are available on the CCCA website.

Suppliers corner

Apex manages new TÜV certified standard for volume measurement of Anilox rolls



The Ravol Liquid volume test system, being used by all Apex plants worldwide already for years, has recently gained a certification by TÜV Nord being the first and only volume measurement equipment complying with the standards of this organization.

Thanks to the newly set up standards, from now on each customer can revert to this for the determination of the actual volume of the anilox rolls and can even refer to the norms when placing an order. Herewith, Apex ends the discussion on actual and theoretical volume of anilox rolls, a discussion carried on by the Flexographic printing industry, already for more than a decade.

Due to this renewed breakthrough, the innovative company, once again, justifies its high quality requirements and its leading role in the field of quality improvements in the flexographic printing industry.

For interested parties, Apex is willing to perform an exact survey of all anilox rolls and their actual volume by means of the Ravol liquid volume test on demand.

More information:

Apex Europe B.V. P.O. Box 41, NL - 5527 ZG HAPERT, The Netherlands

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Fax. +31 (0) 497 36 11 22

E-mail: info@apex-europe.com

www.apex-groupofcompanies.com



Official opening of second ERNESTO corrugator

On the 10th of October 2006 the official opening of the second ERNESTO corrugator was held. Present were senior statesmen, politicians, representatives of the local official authorities, guests from the Management of Constantia Packaging, the Dupopack Group and Duropack AG, the Sales Manager of BHS Corrugated Maschinen- und Anlagenbau GmbH, Bulgarian and foreign business partners of Duropack-Trakia Papir S.A. and company employees.

The successful realization of this large-scale project is at the basis of increasing the total production capacity of corrugated board up to more than 150 million sqm, and also an essential guarantee for the production quality increase.

About Trakia Papir SA:

Following a deal at the Bulgarian stock exchange on the 9th of December 2005, 47,84 % of the shares of Trakia-Papir S.A., Pazardzhik were taken over by the Austrian company Duropack AG with head offices in Vienna.

DUROPACK AG is a subsidiary company of CONSTANTIA PACKAGING AG. The com-

pany was established in 1910, when production of corrugated board originally started in Vienna.

The DUROPACK GROUP possesses capital resources of 6,4 million EURO and 13 factories for production of corrugated board in Europe. Its annual capacity is 150 thousand tons of paper, 330 thousand tons of corrugated board, and its annual turnover is 280 million EURO.

The DUROPACK GROUP possesses capital resources of 6,4 million EURO and 13 factories for production of corrugated board in Europe

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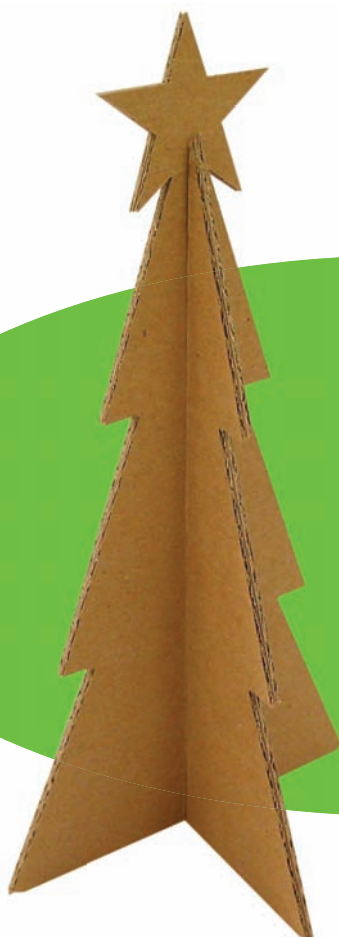
Calendar of Events

FEFCO Events

- ▶ **Technical Seminar**
25-27 April 2007
Acropolis, Nice, France
www.fefco.org
- ▶ **Marketing Seminar**
First week of October 2007
Athens, Greece

Industry Events

- ▶ **INDIAPACK 2006**
11-14 December, 2006
Bombay Exhibition Centre,
Mumbai, India
Email: Jon.irwin@expomediagroup.com
www.tafcon.com/Indiapack06
- ▶ **CIES International Food Safety Conference 2007**
31 January – 2 February 2007
Building Confidence in Food Safety
Munich, Germany
www.ciesfoodsafety.com
- ▶ **Fruit Logistica**
8-10 February 2007
Messe Berlin, Germany
www.fruitlogistica.com
- ▶ **Global Corrugated Containerboard Summit**
14-17 March 2007
Four Seasons Hotel, Sydney, Australia
www.iccanet.org
- ▶ **Sino-Corrugated 2007**
28-31 March 2007
Shanghai New International
Exhibition Center
Shanghai, China
www.sino-corrugated.com



The FEFCO team would like to wish you a **merry Christmas** and a very **successful and happy new year.**

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European Federation of
Corrugated Board Manufacturers

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