A PAPER ABOUT CARTONBOARD



NO. 1/2015

WELL PREPARED FOR THE FUTURE

Dear ladies and gentlemen, Dear colleagues!



After six years we have decided to give our customer information a relaunch. The new name: 'Unfolded', programmatically focuses on the open communication between ourselves and our partners in the supply chain. The modern design is aimed at transporting our passion for our product cartonboard in an optimised layout and to present our news even more openly and precisely.

In optimised appearance we can also present to you today our GC1 quality Optimus Top[™]. This is characterised in the renowned good surface and an improved brightness of 90 % which creates an ideal basis for excellent colour reproduction of demanding subjects. Excellent print and running properties, as well as the trusted, attractive service package from the German Baiersbronn mill remain guaranteed.

Continually providing you, dear reader, with clear answers and effective solutions to current questions and topics is our top priority. With the cartonboard quality UD Brown from the Austrian Hirschwang mill, we have succeeded in providing a naturally effective answer to the requirements of the mail order trade, the DIY and automotive sectors and even a packaging solution for sustainable cosmetic products. UD Brown ensures efficient product protection and, with its uncoated, brown front and back side, takes account of the sustained trend towards the natural.

To be well prepared for the future is core to us: therefore we also systematically develop the knowledge and abilities of our employees. To this end, we have established numerous personal development programmes for employees at all levels which are continually improved and accompany employees for their entire professional life. Our aim is to incorporate knowledge into the company for the long-term. For this reason, successive positions and new areas of responsibility are filled, as far as possible, from our own ranks, opening up sustainable, attractive internal career opportunities within the MM group, sometimes even across generations.

Franz Rappold Member of the Board of Management

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 $11^{\text{TH}} \text{ JUNE 2015} -$ FIRST "DAY OF PACKAGING"





OPTIMUS TOP™ – IMPROVED BRIGHTNESS ENSURES PERFECT PERFORMANCE

Our high valued, virgin fibre cartonboard quality Optimus Top[™] (GC1) from the German Baiersbronn mill has improved significantly and impresses with a new brightness of 90 %.

The enhanced brightness is the ideal basis for exceptional contrasts and excellent colour reproduction. A wide spectrum of colours can be reproduced, the colour brilliance and intensity are increased and the packaging therefore stands out on the shelf.

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Optimus Top[™] now combines a perfect blue-white, attractive appearance with enhanced economic and environmental performance: the excellent print and running properties make this virgin fibre cartonboard a reliable basis for demanding productions. Optimus Top[™] is the first choice for folding carton manufacturers who value the combination of first class results with a high level of economy. The Optimus Top[™] sample packaging attached to this newsletter impressively demonstrates the perfect functionality for finishing and converting.

Due to its outstanding inkjet and laser coding properties, Optimus TopTM is also excellently suited to high-end pharmaceutical applications. With a Robinson value of ≤ 1.0 , this GC1 quality is as well in high demand in the confectionary and chocolate sectors, where it is widely known that packaging must meet the highest sensory requirements.

GIZEH Raucherbedarf GmbH, one of the leading manufacturers in the field of rolling papers, filter tubes and smoking accessories, is already impressed by the optimised properties of Optimus Top[™]. Klaus Köster, printing manager at GIZEH, reported: "With improved optical properties, Optimus Top[™] captivates with consistently high standards in its printing and converting properties. It is therefore the ideal packaging solution for us where demanding print objects are concerned. A real German quality product from the Black Forest."

Take the chance to convince yourself of the GC1 quality from Baiersbronn. Our sales team and technical customer service are happy to answer technical questions and provide further application knowledge. They will support you in realising your goals.

> We look forward to your enquiries! E-mail: sales.vienna@mm-karton.com Tel: +43 1 50136-0

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A HIGH-FINISH SAMPLE (ANIVA COLOURS, PARTIAL HIGH-GLOSS DISPERSION COATING, HOT-FOIL EMBOSSING AND HIGH-RELIEF EMBOSSING) OF OPTIMUS TOP™ CAN BE FOUND IN THE ATTACHMENT TO THIS NEWSLETTER. OPTIMUS TOP™ IS AVAILABLE IN GRAMMAGES BETWEEN 230-450 GSM. QUALITIES

MMK MILL BAIERSBRONN – "DEUTSCHE OUALITÄT" FROM THE BLACK FOREST

With a consistent, high-level portfolio in impressive quality and flexible service, our German virgin fibre cartonboard mill in Baiersbronn is scoring at all points.

Tailor-made solutions for demanding applications

Since its foundation in 1951, the virgin fibre cartonboard from Baiersbronn has stood out thanks to consistent quality and application security. With Optimus Top™ (GC1) and Excellent Top™ (GC2) we have two high-quality GC grades in our portfolio which are also available with special treatments for moisture barriers (Freeze), grease barriers (Grease) and Freeze & Grease barriers. The cartonboard qualities are mainly used in the food, cosmetics and pharmaceutical sectors, as well as for other demanding applications, such as digital printing. MM Digicarton™, a special cartonboard quality, which is also being produced in Baiersbronn, is the world's first virgin fibre cartonboard that has been homologized for digital printing.

One of the strengths of the mill is the prompt realisation of tailor-made product developments: The forthcoming implementation of the EU Medical Directive raises the quality requirements of cartonboard; with this comes the obligation to encode each pharmaceutical package with a 'unique identifier'. All qualities from Baiersbronn therefore have excellent inkjet and laser coding properties. The mill's laboratory includes special equipment for real-life coding and readability tests.

Consistent quality from German and French wood

The use of controlled raw materials and advanced technology ensures the continued high and stable quality: 60 % of the main raw material, spruce, is taken directly from the Black Forest and the remaining 40 % from neighbouring Elsass. It goes without saying that all the fibre raw materials used in the production come from sustainably managed forests and controlled sources. This is sustainably and impressively ensured by the completed FSC[®] or PEFC[™] certifications.

The mill also guarantees the high quality through continued investment in quality control of the raw materials as well as through on-line quality analysis which automatically connects the cartonboard machines with the cross-cutter.



A benchmark for service in Central Europe

Quality is not only defined by the product but first and foremost by the excellent service for our customers:

Baiersbronn is in a strategically perfect position for access to central European markets. Short transportation routes ensure a flexible delivery service and contribute towards achieving sustainability goals. Weekly production of the most important grades and grammages also help to achieve short-term delivery times.

The unique MultiMill system for the popular GC2 cartonboard Excellent TopTM, with production in Germany and Slovenia, guarantees the best supply reliability. That is why Excellent TopTM is in high demand with local customers as well as large multi-national companies.

Mondelez, one of the global leaders in food manufacturing, has been using Excellent Top™ as a packaging solution for years. According to Jim Davis, Strategic Sourcing Manager for Paper Based Packaging at Mondelez Europe, crucial for the long-term, successful cooperation is "not only the impressive quality and consistency, but the high level of service provided by Baiersbronn, which guarantees a seamless production process for us at Mondelez. It is for these reasons we have worked for many years with our MMK partners. In short, the mill creates a product upon which we can rely."



(1) THE MMK BAIERSBRONN MILL

(2) BAIERSBRONN, IS IN A STRATEGIC POSITION FOR ACCESS TO THE CENTRAL EUROPEAN MARKETS

BAIERSBRONN MEANS VIRGIN FIBRE QUALITY FROM THE BLACK FOREST

(3)

UD BROWN – THE SUSTAINABLE SURPRISE

A cartonboard with a brown top side and brown reverse side, ideal for online trading, natural cosmetics, DIY products and spare parts for the automotive industry. These applications have one thing in common: the packaging must enable efficient distribution, high product protection and a stable, sustainable presentation in all stages of the supply chain. UD Brown is the tailor-made quality which optimally fulfils this requirement.

Produced at the MMK mill Hirschwang, Austria, this single coated duplex cartonboard is characterised by good stiffness and stability values. It is therefore perfectly suited to protect products against heavy loads during transportation and storage.

UD Brown is made from 100 % recycled fibres and takes the on-going trend for natural products into account: the single coated, brown top and reverse sides emphasise the sustainability and give a 'green' feeling thanks to the pleasant haptics which add a valuable and personal tone to the products.

UD Brown combines unique, tactile properties with good converting quality: Good printability with high productivity, excellent die-cutting and creasing results, and high quality gluing guarantee maximum functionality of the new cartonboard grade.

UD Brown is already being used successfully from the parcel service DPD (Dynamic Parcel Distribution). The Austrian converter Gradwohl manufactured the DPD shipping envelopes. The conclusion of Michael Lüchtrath, sales manager at Gradwohl: "UD Brown is characterized by a perfect processing. A smooth production process is guaranteed."

UD Brown is also deployed by the world's largest online retailer and is under negotiation with cosmetic companies. We are extremely proud!





PERFECT FOR ONLINE TRADE: UD BROWN

THE MMK HIRSCHWANG MILL

(3) UD BROWN SAMPLE (SCREEN PRINTING)



FOR HIGH GRAMMAGES: MMK HIRSCHWANG MILL

The most common grammages for a packaging cartonboard are between 200-400 gsm. However, a number of applications require a higher grammage. Our Austrian mill in Hirschwang meets these requirements.

Robust detergent packaging, packaging for automotive spare parts, higher grammage food packaging – these applications have one thing in common: in order to perfectly protect and present the product, cartonboard qualities are needed with higher grammages. Due to the market conditions, the majority of companies manufacturing cartonboard are not or only to a limited extent in a position to meet this demand. Our Hirschwang mill has decades of experience in the production of recycled cartonboard qualities with high grammages and offers a wide product range from 400-700 gsm.

The cartonboard qualities manufactured in Hirschwang are characterised by consistent quality and application safety and win over customers with their outstanding volumes and high levels of stiffness and stability. The cartonboard also demonstrates high performance on the packaging machines and in printability and surface characteristics. This enables the

STANDARD QUALITIES FROM MMK HIRSCHWANG

QUALITY		ΝΑΜΕ	RANGE GSM*)
GT2	MCB	Multicolor Belvedere™	400-650
GT3	EP	Ecoprint™	400-650
GD2	VE	Venoplex™	400-450
GD2	MCM	Multicolor Mirabell™	400-650
GD2	MCS	Multicolor Spezial™	400-700
GK	GK33	Greyboard	400-700

*) Other grammages on request.

Technical Datasheets for download: www.cartonette.com

cartonboard qualities from Hirschwang to fulfil all the criteria for an excellent folding cartonboard.

In addition to the standard qualities we also produce special types of cartonboard with high grammages. Whether for skin packaging, blister, deep drawing applications for cheese packaging or ice cream packaging with freeze barrier, the Hirschwang mill offers the suitable recycled cartonboard quality and guarantees the shortest transportation routes thanks to its strategically advantageous geographical position and flexible delivery service for west, east and south European markets.

Hirschwang is on the pulse of the times and has introduced the new grade UD Brown most recently to the market in order to offer an optimal packaging solution, amongst others, for the rapidly growing e-commerce market.

SPECIAL QUALITIES FROM MMK HIRSCHWANG

QUALITY		ΝΑΜΕ	RANGE GSM*)
GT2	MCB S	Multicolor Belvedere™ - deep drawing cartonboard	400-500
GT4	MKR	Multicolor Kraft™	400-600
UT2	SP37	Skinkarton	420-600
UT2	SP37	Skinkarton soaped	420
GD2	VEF	Veno™ Freeze	400-450
UD2	SP28	Skinkarton	500-600
UD2	UD brown	UD Brown	450

UPDATE: REGULATION OF FOOD CONTACT MATERIAL

Regulation in the area of food contact material is continually developing: two particularly well attended conferences at the end of February and the beginning of March provided information about the current status and the latest research results from the fields of regulation, toxicology, compliance work and risk assessment.

At the fourth international Fresenius conference 'Residues of Food Contact Materials in Food' from 5th to 6th March 2015 in Cologne, the lecture by Katharina Adler from the Federal Ministry of Food and Agriculture (BMEL) was anticipated with excitement. The subject of her lecture was the current status of two legal regulations which were intended to control the issue of migration from mineral oils from packaging into foodstuffs. The printing ink regulation will inhibit the future use of inks containing mineral oil for printing food packaging, while the mineral oil regulation will set maximum levels for the migration of mineral oil from and through food packaging into food. According to Adler, the final adjustments are being made to the printing ink regulation before the notification is implemented. The notes put forward from the industry and associations are being worked into the third draft of the mineral oil ordinance – a barrier for recycled cartonboard in direct contact with dry foodstuff is, according to Adler's statement, deemed to be given. In addition, there should be a clearer reference to cross-contamination in transport packaging.

In the status seminar 'Minimisation of MOSH/MOAH in foodstuffs' by the Association of the German Confectionary Industry (BDSI) on 23^{rd} February 2015 in Bonn, there was in particular emphasis on explanatory work on migration, cross-migration and planned legislative proposals. The lecture

from one of the representatives of the Federal Ministry for Social and Consumer protection in Saxony on the procedure for the monitoring authority in affairs of the planned mineral oil ordinance was particularly interesting. The mineral oil ordinance should restrict the 'freedom of surveyors to give expert opinion interpretations of legal standards' and make them 'legally traceably watertight'. In focus were the inspection in regard to the use of recycled paper, packaging construction, existing barriers, the type of foodstuffs to be packed as well as the filling and storage conditions. The 'distributor of the product' must ensure compliance with legal regulations and the relevant migration limit values. Afterwards, we provided information in a well-attended lecture about the use of barrier coatings to prevent mineral oil migration. With FOODBOARD™ we are offering a sustainable packaging solution with comprehensive protection of foodstuff against the migration of defined, unintended substances. This means that in the future and even already today, the targeted limits of mineral oil migration has been fully met.

Both events showed the lively interest and also the insecurity in the affected industry. While there is much awareness in the trade and therefore the corresponding guidelines of food manufactures prevail, the understanding of required action in the sweet goods industry is not always so well formed.

MMK ON LOCATION: THE MOST IMPORTANT INDUSTRY EVENTS 1ST HALF 2015

Our trade fair and events calendar for the first half of 2015 was fully booked with many interesting events where we stood for intensive exchange with the most influential minds in the packaging world.



With a background of demanding consumers and ever changing communication channels it is the declared aim of the Annual Global Packaging Summit to discuss the latest developments in cost-efficient, environmentally friendly packaging solutions, innovative packaging materials and legislation with circles of experts. This year's summit was guided by the motto 'Product Safety'. Mayr-Melnhof Karton used the opportunity to introduce the international participants from the consumer industry to our innovation FOODBOARD[™]. In addition to the topic of migration protection it was the additional benefits of FOODBOARD[™] in the area of organoleptic performance and extending the shelf-life which raised the most interest.



PRO SWEETS

1ST TO 4TH FEBRUARY 2015, COLOGNE

From raw materials to process technology right down to packaging – Pro Sweets covers the entire spectrum of suppliers in the confectionary industry under one roof and therefore represents a big influence in the confectionary industry. In addition to the topic of sustainability, where the packaging material cartonboard demonstrates a clear starting advantage, the trend towards individualisation and personalisation for promotions, product test runs or varied regional markets were at the forefront in particular. Digital printing is a key technology here. MMK has led the market from the start, meaning we have a broad product portfolio of virgin fibre and recycled cartonboards as well as White Top Coated Recycled Liner qualities which perfectly fulfil the requirements of digital printing.



PACE CONFERENCE

10TH TO 12TH FEBRUARY 2015, BRUSSELS

For 10 years the annual 'Packaging and Converting Executive' (PACE) forum has been trying to improve communication and increase cooperation between industry and trade, supply chain and brand owner. We approached setting a good example: together with a leading tea provider in Europe, the Ostfriesischen Teegesellschaft (OTG), we demonstrated in our presentation how the current problem of mineral oil migration from packaging to foodstuffs can be solved through intensive cooperation (tests on the packaging lines / transport tests / migration analyses) and open communication. OTG is planning to convert its entire product range, which includes the brands Meßmer, Milford and Onno Behrends, to FOODBOARD™. OTG can therefore gain an advantage with higher product safety and serves an important stimulus for the entire sector.



LUXURY PACKAGING SUMMIT

17^{тн} ТО 18^{тн} FEBRUARY 2015, СНАNTILLY

In the market for luxury products in particular packaging communicates as a brand ambassador with demanding consumers: via its design, the material, printing and finishing. They transport values and influence how consumers perceive products. In mid-February in France, industry leaders discussed the challenge in the luxury packaging market over the course of two days. The event was an excellent opportunity to exchange ideas with the leading brand manufacturers and to find out about innovative solutions for the industry. Our high-quality GC1-qrade Silvawhite™ from the MMK Eerbeek mill, Netherlands, attracted a lot of interest. With the first-class surface properties, excellent opacity, a high level of brightness and brilliant gloss, Silvawhite™ meets the requirements of the high-end market in a wide range of application areas.



PROFLEX 2015 SYMPOSIUM

4^{TH} TO 5^{TH} MARCH 2015, STUTTGART

ProFlex – the symposium of the flexographic printing trade association DFTA - is the traditional industry meeting point for specialists from the printing industry where they can discuss the requirements which will be placed on market participants in the future. At this year's exhibition, MM Karton presented our proven flexo liner qualities MM X-Liner™ and MM X-Liner aqua-fit[™]. While MM X-Liner[™] is ideally suited for high-guality printing in both pre and post printing, MM X-Liner aqua-fit™ is perfect for use with fruit and vegetable crates thanks to its excellent moisture barrier (Cobb value 100 gsm, 1800 s). Awarding the DFTA Award for particularly future-oriented packaging printed flexographically rounded of the symposium harmoniously.



ANUGA FOODTEC

24^{TH} TO 27^{TH} MARCH 2015, COLOGNE

Every three years the Anuga FoodTec is the point of contact for the international foodstuff and beverages industry. As a global leading trade fair, it incorporates all levels of food production from converting to packaging to distribution. A focus topic this year was also food safety. Thus, in the foreground was packaging and clever process technology which can help to meet the ever more demanding legal requirements. With FOOD-BOARD[™] – the new recycled cartonboard, which ensures the safety of packed food - we were able to present 'the solution' to the migration topic.



CPh I russia CPHI RUSSIA 27^{TH} TO 29^{TH} APRIL 2015, MOSCOW

Russia is one of the largest pharmaceutical markets in the world. In the strategy programme 'Pharma 2020', Russia is planning, among other things, to increase self-supply of medicines in its own country to 90 % and to also significantly increase export. Growth options will result from this which will require an increase in the entire pharmaceutical value creation chain. In order to achieve this, CPhI Russia provided a perfect platform and is seen as the most important trade fair for the pharmaceutical industry for Russia and the CIS states. Mayr-Melnhof Karton was able to hold many interesting discussions as the leading provider of cartonboard in Russia, Belarus and the Baltic states. We have great market knowledge through our sales office in Moscow, placing us closer to the market, and our warehouse in Russia offers our customers unrivalled high service flexibility. This enables us to offer our customers a decisive advantage.

PLMA'S WORLD OF PRIVATE LABEL

19^{TH} TO 20^{TH} MAY 2015, AMSTERDAM

The market share of private labels for the overall turn-over of the trade chain has never been as large as now. Presently, a wide-ranging selection is also on offer - from entry-level priced products to the premium sector. The Private Label Manufacturers Association (PLMA) has prescribed itself as the international trade association for the promotion of private labels. With the trade fair 'World of Private Label', it has created a great opportunity to discuss the latest trends with the manufacturers and individual traders and to identify current opportunities to help the privates label programme towards success and further growth. An example: as the leading provider in tea private labels, the Ostfriesische Tee Gesellschaft (OTG) presented the first packaging from FOODBOARD™ on their booth. OTG decided on the highest product safety and therefore for our new, innovative cartonboard quality, which perfectly preserves the original taste and smell of the tea against defined, unintended substances.







1 PROFLEX 2015: MMK STAND

2 + 3 PLMA: FOODBOARD™ SHOWCASE AT THE OTG BOOTH

CROSS-GENERATIONAL PERSONAL DEVELOPMENT PROGRAMME AT MM

We understand personal development as investment in qualified and motivated employees^{*)} – a significant pillar for the sustainable success of MM. The training programmes at MM are multifaceted and tailored for the respective target groups and the requirements of our company.

'Young Professionals' programme

Young people eager to learn are offered a training path through the 'Young Professionals' programme which goes far beyond a conventional traineeship. Not only are participants trained as expert specialists, they are also encouraged in their personal development. Participation in four seminars each year at the MM training academy is mandatory and English courses build on the extensive training. In order to ease the professional start and settling in to the company, all participants are assigned an apprentice from an earlier training year as a sponsor at the start of the apprenticeship, who supports them with their knowledge experience.

In 2012, we started the 'Young Professionals ++' programme as an extension where the trained individuals or young specialists receive support in their further training to become specialists or in taking on leadership responsibilities, meaning they can optimally follow their personal career path.

'Explorer' programme

The 'Explorer' programme lasts for a year and offers employees from the finance and sales areas the opportunity to gain experience in an international scope and become familiar with and implement best-practice models from the respective specialist areas. The aim is to train future MM mill controllers and Key Account Managers. Of course, market and customer-orientation are also key topics in the training programme. Mentoring ensures continuous knowledge transfer and supports personal and professional development.







EXPLORER-MEETING IN VIENNA

'Ranger' programme

3 years at 3 locations with 3 different tasks – these are the central points of the demanding Ranger programme where we aim to promote our top executives of tomorrow. The goal after graduation is to be able to take on a management position in the company.

'High Potentials' who participate in the Ranger programme need specialist qualifications in addition to high motivation and high location flexibility: an excellent technical or business university or college degree is as much a precondition as fluency in at least two foreign languages. The participants are assigned a project each year which they implement in addition to their work in running operations. Here, the Rangers put to the test their business thinking as well as their communication and implementation skills for MM and also in the interests of our customers.

'Methuselah' programme

Our long-term employees have extensive and valuable experience and knowledge which they are also glad to pass on to younger colleagues. And this process does not need to end when they reach retirement age. The change in the roles of mentors and consultants is often considered very enriching, uses the knowledge security in the company and enables the realisation of potentials. The 'Methuselah' programme does not look at dates of birth, rather at the lasting customer-orientation and passion developed over many years.

All these personal development programmes have a common goal: to put each individual employee in a position where they can perfectly develop their individual skills. Only when our employees develop we can meet the challenges of the market and our customers as they would expect in the future.



(1) METHUSELAH PROGRAMME: EXCHANGING EXPERIENCE ACROSS THE GENERATIONS

ROUND TABLE ABOUT THE TOPIC OF A CIRCULAR ECONOMY IN THE NEUSS MILL

The European member of parliament Karl-Heinz Florenz together with raw materials experts from associations in the paper industry (VDP, CEPI), visited our MMK Neuss mill in mid-March for a discussion about questions relating to paper recycling and the EU circular economy programme.

The overall concept, namely awareness for social and ecological effects of production decisions, is becoming a more and more important topic for consumers in the decision process. Ensuring a closed and therefore sustainable production cycle is accordingly of decisive importance.

In the scope of the event, topics regarding recycled paper preparation, recycled paper quality and the availability of recycled paper in Europe were discussed intensively. Florenz emphasised the importance of a common European recycling policy and acknowledged the great efforts and successes of the paper industry on the subject of recycling. The Neuss mill was able to show Florenz most impressively how a 'closed cycle' can function balancing ecology an economy!

Florenz has been a European Member of Parliament for over 25 years and a member of the Committee on the Environment, Public Health and Food Safety in the EU parliament.



(1) EUROPEAN MEMBER OF PARLIAMENT KARL-HEINZ FLORENZ IN CONVERSATION WITH THE MMK NEUSS MILL

11^{TH} JUNE 2015 – FIRST "DAY OF PACKAGING"

The 1st "Day of Packaging" in Germany, Austria and Switzerland took place on 11th June 2015 with participants from companies from the entire value chain. The aim is to anchor the topic of packaging more firmly in the public eye and to raise awareness of the services provided by the packaging industry.

The first "Day of Packaging" should improve the image of packaging and encourage the new generation to understand the topic and be enthusiastic about an exciting and in particular promising field of work. Moreover, the roles and the importance of the packaging industry should be highlighted and presented to a wide local and inter-regional public. The "Day of Packaging" is considered cross-material and sector. Companies from industry, trade and services, organisations, associations, educational institutes and others presented their successful work behind the scenes in packaging to the people on a local and regional level. The campaign was aimed at the wider public, affiliates, multipliers and in particular also the next generation.

The first "Day of Packaging" was initiated by the Deutsches Verpackungsinstitut (dvi) (German packaging institution), which sees itself as a network for the packaging industry which unites companies from all levels of the value chain as members. The Mayr-Melnhof Group supported this initiative; as we can offer the most sustainable packaging solutions, both in a technical product sense and in an economic and ecological sense.



The cover of this issue was printed on Optimus Top^M 275 g/m² and finished as follows:

- ANIVA colours
- Hot foil embossed
- Embossed on two different heights
- UV coating

PUBLISHER AND OWNER MAYR-MELNHOF KARTON GESELLSCHAFT M.B.H. BRAHMSPLATZ 6 1041 VIENNA AUSTRIA WWW.MM-KARTON.COM

> E D I T O R E L I S A B E T H H A R T L T E L : + 4 3 1 5 0 1 3 6 9 1 3 4 2

CONTRIBUTORS ANNE HUBEN, CHRISTOPH BATHELT

PICTURE CREDITS MAYR-MELNHOF KARTON GESMBH

> GRAPHIC CONCEPT RIEBENBAUER DESIGN