





### STATE-OF-THE-ART TECHNOLOGY FOR TAILOR-MADE SOLUTIONS



Ladies and gentlemen, dear business partners,

Continuous investment in research and development and the latest technology are the foundations of our tailor-made solutions. They ensure satisfied customers, and their success puts us on a path to the future.

With this goal in mind, the wet end of board machine 2 (BM2) at the MMK mill Kolicevo, Slovenia, was converted into a state-of-the-art 3-layer Fourdrinier machine, and the vacuum systems and drive units were modernised. Our customers, the environment, and the mill all benefit: the low specific energy consumption coupled with increased speed result in increased productivity of BM2. The result compels with consistent quality with improved values and a new strong quality – Excellent Top<sup>™</sup> Kraft. With its premium surface and a Kraft fibre reverse side, as well as high stiffness and stability values, Excellent Top<sup>™</sup> Kraft guarantees a strong brand appearance for your packaging solutions!

Consumers, retailers, and manufacturers have every right to expect packaging solutions that are safe for the long term and environmentally friendly. This is why our goal is to develop and produce packaging materials that satisfy the principles of sustainability: They are renewable, recyclable, bio-degradable, and climate-friendly. With our specially treated cartonboard qualities for particular packaging applications, such as our moisture barrier "Freeze" or our grease barrier "Grease", we can offer an environmentally responsible alternative without plastics. MM Karton is always glad to help its customers achieve their sustainability goals and successfully implement cost saving projects.

At this point, I would like to send a special greeting and congratulations to our colleagues in Germany, who are celebrating the 20-year anniversary of their sales office this year. Thanks to them, MM Karton is the leading producer of recycled and virgin fibre qualities in Germany, and the company's market share is also growing continuously.

Franz Rappold Member of the Board

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# MODERNISATION OF THE BM2 WET END IN THE KOLICEVO MILL

Successful conversion of board machine 2 (BM2) at the MMK mill Kolicevo, Slovenia – for the benefit of product quality, productivity, and the environment.

#### **Increased efficiency BM2**

In March 2016, the conversion of the wet end of the BM2 into a state-of-the-art 3-layer Fourdrinier machine was successfully completed on schedule. Additional investments were related to the renewal of vacuum systems and multiple drive units that enable a higher speed and thus improve the productivity of BM2 and work even more energy-efficiently.

#### Supply security during conversion phase

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Through proactive advance production of standard grades in high demand, it was possible to guarantee the customary highest supply security during the conversion phase. Thanks to excellent planning, full production started again after only two weeks of rebuilt downtime.

#### New superior quality and extended portfolio

Most importantly: The results are demonstrated impressively in the new, strong cartonboard quality Excellent Top™ Kraft (cf. page 7) as well as a constant stable surface and an optimised stiffness ratio (L&W) of existing qualities. Our GT2 cartonboard quality Belpak™, highly valued for pharmaceutical and hygiene products, stands out more than ever with excellent stiffness values. At the same grammage and caliper, Belpak™ now offers impressive 5-10 % higher strength values.

Thanks to the conversion, the BM2 in Kolicevo is now upgraded to the latest technological standards and conquers new market segments with improved quality.



(1) STATE-OF-THE-ART 3-LAYER FOURDRINIER MACHINE



Excellent Top<sup>™</sup> Kraft is one of the impressive results of the successful conversion of the Slovenian mill Kolicevo: thanks to its consistent reverse side, the new virgin fibre Kraft quality with outstanding surface offers a natural appearance. As a result of its high stiffness and caliper, it makes for a strong brand appearance and excellent product protection.

#### Best surface properties

Of all comparable Kraft qualities, Excellent Top<sup>TM</sup> Kraft has some of the best surface properties: With excellent opacity, a high brightness (88 % Elrepho), brilliant gloss (> 50), as well as a very smooth surface (0.8 pps), Excellent Top<sup>TM</sup> Kraft impressively communicates the quality of the packed product. These properties, combined with an attractive Kraft reverse side, make the new virgin fibre Kraft quality the right choice for particularly high optical and haptic requirements, as it creates a unique visual brand identity. The cover of this newsletter was printed on Excellent Top<sup>TM</sup> Kraft to bring its properties to life for you.

### High stability and highest sensory requirements

With Excellent Top<sup>TM</sup> Kraft, the name says it all: the quality convices with its particularly high stiffness and stability values, which provide outstanding packaging stability. For very demanding applications, such as superior whisky or champagne packaging, the new cartonboard offers excellent product protection. It maintains its high stability even in high-humidity environments and in chilled or frozen conditions: Thanks to its very good Cobb values (top side < 30 gsm / 60 s; reverse side < 30 gsm / 60 s), the appearance of Excellent Top<sup>TM</sup> Kraft remains stable through all stages of the cooling chain, making it an ideal choice for chilled or frozen foods.

Excellent Top<sup>TM</sup> Kraft also meets the highest sensory requirements. In many fields of application, odour and taste neutrality are an essential quality of the packaging cartonboard. With a Robinson value of  $\leq 1.0$ , Excellent Top<sup>TM</sup> Kraft is ideal for the food sector, especially for confectionary and chocolate.

With Excellent Top™ Kraft, MM Karton is introducing the new "Kraft" product segment, emphasising the versatility of its packaging solutions portfolio. To be continued.

FOR PRODUCT DETAILS PLEASE SEE WWW.CARTONETTE.COM

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## WHAT MMK CARTONBOARD CAN DO

In addition to a wide range of virgin fibre, recycled, and liner standard qualities, MM Karton offers a great variety of special products: "high-tech" cartonboard for specific applications, precisely customised for their respective purposes.

#### MMK (special) cartonboard can ...

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... get in shape: a special treatment gives deep drawing cartonboard a smooth surface. Its flexibility and formability make it possible to "thermoform" the cartonboard into rounded shapes for certain types of packaging. Possible applications include party plates or cheese boxes.

... protect in any climate: fungicide-treated cartonboard offers long-lasting protection for the contents of the package in climate conditions of extreme humidity and high temperatures. This special form of finishing is applied exclusively on cartonboard for soap packaging.

... **stop moisture:** "Freeze" qualities are those whose layers are specially sized as a protection against moisture. This cartonboard or liner qualities with moisture barrier are used for chilled or frozen foods, fruit crates, or yoghurt multi-packs.

... give delicious protection: to protect packaging surfaces from annoying grease spots and discolorations, this cartonboard is equipped with a grease barrier ("Grease"). Depending on how greasy the product is, the fat-repellent protection is applied either only to the reverse side of the cartonboard or also to the front. This solution is used to package greasy foods (e.g. bakery products, snacks, fast food, soup cubes), pet food, or greasy technical products (e.g. ball bearings).

... preserve taste and freshness: the special cartonboard types "Freeze & Grease" combine the technology of the moisture barrier "Freeze" with that of the grease barrier "Grease". This special barrier is suitable for very greasy frozen products, such as pastry dough, baked goods, or breaded foods.

... let air through: an air-permeable special cartonboard is used for skin packaging. By covering the product with transparent foil, it is presented effectively and protected from moisture, dust or environmental influences.

... prevent migration: the innovative cartonboard FOODBOARD<sup>TM</sup> has a new barrier concept to protect packed food from unintended substances like mineral oils, phthalates, DIPN, and bisphenol A. The barrier provides comprehensive protection against influences from printing inks and the environment, which can compromise the packed food during transportation, storage and at the point of sale.

... show coding and much, much more: all MMK virgin fibre qualities and selected recycled qualities have outstanding laser and inkjet coding properties, are suitable for digital printing and 2D-Matrix codes, and are therefore tailor-made for pharmaceutical products.

#### MMK (special) cartonboard is ...

... suitable for converting under standard conditions: when it comes to converting, our special qualities are stand out on account of their high functionality and excellent machine performance during finishing as well as during packing. This guarantees best printing results and high converting performance.

... the environmentally friendly solution: like all MMK cartonboards, these specially treated qualities are also completely recyclable and bio-degradable. They comply with the international packaging guidelines as well as statutory food regulations applicable to their applications.

Please contact us if you are faced with special challenges. Based on decades of experience, we work together with our customers to develop tailor-made solutions for individual requirements and virtually any application. Whether you want to capture a new market or run a successful sales campaign: MM Karton will find the ideal solutions!

Special Qualities	Packaging Applications	Types of Carton- board	Mills	Description
Moisture barrier	Chilled food Frozen goods	GC1, GC2 GD2, GT2 Liner	Baiersbronn Eerbeek Gernsbach Hirschwang Neuss	Cartonboard fibres treated for an improved moisture barrier
Grease barrier	Greasy food Pet food Cosmetics Greasy, technical products	GC Kit 5–7 GC Kit 7–9 GC Kit 9–11	Eerbeek Baiersbronn	Special treatment of cartonboard with grease resistant additives; "Kit value" indicates the level of grease resistance
Moisture- and grease barrier	Greasy frozen food	GC2 Kit 7–9 GC2 Kit 9–11	Baiersbronn Eerbeek	Combination of a moisture and grease barrier treatment
Fungicide treatment	Soap bar packaging	GD2	Frohnleiten	Special treatment of the reverse side to protect against extreme air humidity and high temperatures
Deep drawing cartonboard	Cheese boxes Party plates	GC2 GT2	Eerbeek Baiersbronn Frohnleiten Hirschwang	Special cartonboard configuration to achieve suitable material flexibility
Special cartonboard	Skin packaging	UT2, UD2	Hirschwang	Special air-permeable cartonboard, ideal for skin packaging
	Blister packaging	GT, GD	Frohnleiten Neuss Gernsbach Hirschwang Kolicevo	Special cartonboard, ideal for blister packaging
Mineral oil minimisation	Food	GT2, GD2	Frohnleiten	Cartonboard only contains selected, recycled fibres; reduction of the mineral oil content by at least 50 %
FOODBOARD™	Food	GT1, GT4	Frohnleiten	Cartonboard with functional barrier for safe food packaging

## FFI QUALITY MANAGER IN THE FOODBOARD™ WORKSHOP

Nearly a dozen Heads of Quality Management of leading German folding carton manufacturers, all of them FFI members (German Folding Carton Industry Association) met in the MMK mill in Frohnleiten, Austria, at the end of April 2016. They came to discuss aspects of processing, traceability, and recyclability of our barrier cartonboard solution FOODBOARD™ with MMK experts.

FOODBOARD<sup>™</sup> stands for product safety, as the innovative barrier cartonboard protects packed food from defined unintended substances like mineral oils, phthalates, DIPN and bisphenol A. FOODBOARD<sup>™</sup> also provides a holistic security concept along the entire supply chain: starting with procurement of the raw materials, continuing with the cartonboard structure with inline-applied, self-made barrier coatings, all the way to analytical instant tests of the barrier's functionality before delivery to the customer, comprehensive quality control is of the utmost importance throughout the production phase.

The converting (printing, varnishing, cutting, creasing, gluing) as well as the packing of FOODBOARD<sup>™</sup> by certified folding carton manufacturers is made in accordance with the MMK Converting Guideline. In this context, the folding carton manufacturer must fulfil a number of obligations regarding liability. Compliance with the FOODBOARD<sup>™</sup> Converting Guideline ensures the functionality of the barrier and makes safe packaging solutions possible. One leading expert stated: "The Converting Guideline is a summary of all legal obligations of folding carton manufacturers, with documented process instructions on how to best satisfy and comply with those obligations for FOODBOARD<sup>™</sup> in particular."

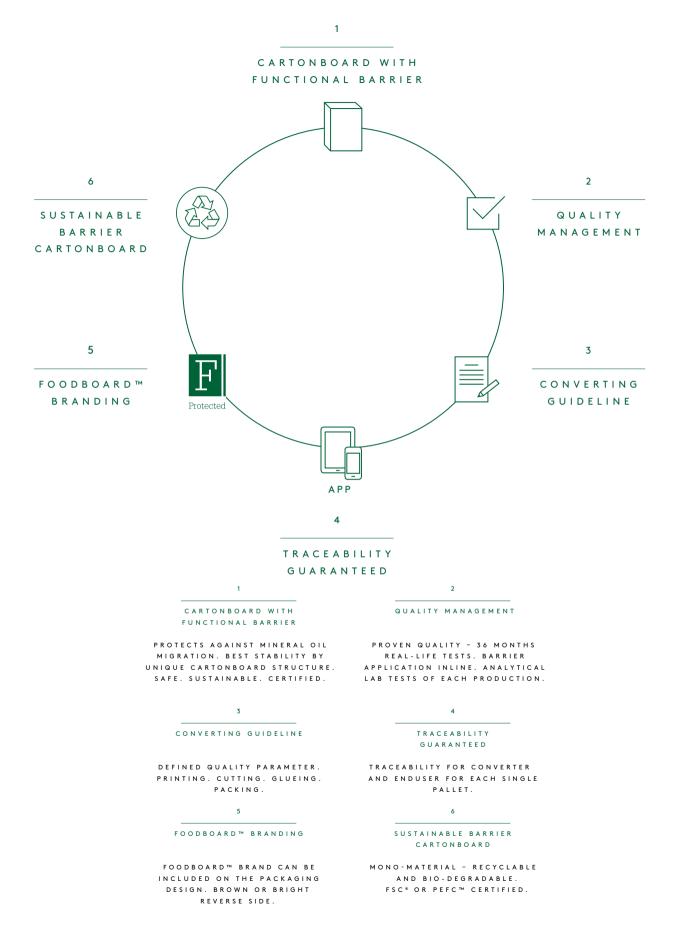
Complete traceability of every single palette through the entire production process is ensured by the FOODBOARD™ app. The

certified folding carton manufacturers and packers document the received, processed, and delivered FOODBOARD<sup>™</sup> batches by means of an application that simply and quickly ("real time") provides complete origin and processing data when it is needed. This digital solution improves reaction time as well as the quality and accuracy of required documentation and thus optimises the supply chain.

The optional use of the FOODBOARD<sup>™</sup> logo on the packaging is a way of informing consumers about the functional barrier.

The panel of FFI experts also discussed aspects of recyclability: the ecological benefits of a sustainable packaging economy are further guaranteed by the use of FOODBOARD<sup>™</sup>. FOOD-BOARD<sup>™</sup> is a mono-material, a pure cartonboard solution, not an extruded or laminated compound, and it is therefore recyclable and bio-degradable.

The event was rounded out with a tour of the mill, where the technical innovation of the barrier application was demonstrated directly at the board machine. The response of the FFI quality managers was entirely positive – they all agreed that Mayr-Melnhof Karton's FOODBOARD<sup>™</sup> concept can increase food safety through cooperation of all stakeholders in the business processes and the entire supply chain.



## ACCURATE™ FOR MALDON SALT – A NATURAL LOOK FOR A NATURAL PRODUCT

Our "white" GC2 quality Accurate<sup>™</sup>, produced in the Dutch Eerbeek mill, quickly established itself as an ideal cartonboard quality for high-quality applications. At Maldon Salt, Accurate<sup>™</sup> ensures the perfect symbiosis of the product salt and the cartonboard packaging.

The British family business Maldon Salt was founded in 1882 in the eponymous town of Maldon on the east coast of Great Britain and has been committed to the production and distribution of salt for more than 130 years. Maldon Salt has been granted "Royal Warrant" by the British royal family; the product range is available worldwide.

The new packaging concept shows that tradition and modernity can go hand in hand: For their sea salt flakes, smoked sea salt and black peppercorns, the company has opted for a new packaging concept, which perfectly communicates the naturalness of the products and their production.

When it comes to packaging material, our virgin fibre quality Accurate<sup>™</sup> was the natural choice. In addition to impressive brightness (90 % Elrepho), high smoothness (1 pps), and brilliant gloss, it convinces above all with an extremely attractive white reverse side. In this case, this was of particular importance, since an appealing matt look with pleasant haptics has been created through reverse side printing of Accurate<sup>™</sup>. A fine, detailed gold foil- and 3D contoured embossing supports the tactile feeling. The easy tear-opening feature of the consumer friendly packaging solution allows for easy opening and re-closure whilst guaranteeing product safety and hygiene.

For both Maldon Salt and the folding box producer Qualvis Print & Packaging, the new GC2 quality represents the perfect packaging solution. Steve Osborne, Maldon Salt managing director: "Accurate™ meets all the packaging requirements thanks to its excellent properties and highlights our products at the point of sale with its look." Emma Seville, Qualvis Commercial and Marketing Executive, adds: "Accurate™ compels not only with regard to processing but also on the shelf."

Accurate<sup>™</sup> succeeds in creating the perfect combination of natural content and sustainable packaging. We are very pleased that the new cartonboard quality is receiving such a positive response.







1 NEW PACKAGING CONCEPT MADE OUT OF ACCURATE™

2 + 3 MALDON SALT - PRODUCTION OF SALT FOR MORE THAN 130 YEARS

## MMK ON LOCATION – THE MOST IMPORTANT INDUSTRY EVENTS IN O2 2016

Our trade show and events calendar has been packed in recent months: two major events of the packaging industry stand out in particular – the drupa in Germany, one of the world's largest printing expos, and the RosUpack, the largest packaging trade show in Russia.



PLMA'S WORLD OF PRIVATE LABEL 24 TO 25 MAY 2016, AMSTERDAM

The motto of the annual conference of FEFCO, the European Association of Corrugated Board Manufacturers, in May of this year was "Amazing Corrugated". It is one of the most important industry events and drew around 250 participants this year, primarily managers of member companies. At this event, decision makers can establish direct contact with one another. In light of a growing and consolidating container and corrugated board market, MM Karton as the leading manufacturer of white top coated recycled liners in Europe drew attention with its impressive range of liner qualities (MM Liner™, MM Topliner™, MM X-Liner™, and MM X-Liner aqua-fit™).

The final address emphasised that the corrugated board industry needs to adapt even more to modern trends, focusing on "Sensory Marketing" as its innovative goal: marketing with colours, shapes, and sensations to evoke positive emotions in consumers. The MMK liner qualities with their brilliant opacity, high gloss, and superior smoothness fulfil these conditions already. Retailers and manufacturers have been meeting every year for 30 years at the international trade expo PLMA "World of Private Label" to network and present their products and innovations. This year, the PLMA was an event of superlatives: more exhibitors, more products, and a greater Idea Supermarket. As in past years, the growing importance of new products and ideas was emphasised, particularly because private labels have never been as popular with European consumers as they are today, and the market shares of private labels in Central and Eastern Europe are also growing steadily. It was particularly the "Idea Supermarket" of the PLMA that presented and inspired the best and most innovative private labels.

MMK informed many interested participants about FOOD-BOARD<sup>™</sup> and its concrete applications in food retailing. The need for new sustainable solutions became clear: cartonboard is the ideal packaging choice and FOODBOARD<sup>™</sup> is unique in its functionality!



The 5<sup>th</sup> Packaging Innovation Programme (PIP) once again focused on current developments of modern society and their effects on the packaging industry. With our talk "Global trends and their incorporation to selling advanced solution" we were able to emphasise that cartonboard is the ideal material to sustainably address consumers' increased environmental consciousness and issues of product and food safety in our packaging solutions.

Particularly our new cartonboard qualities, which serve the strong trend for naturalness at the point of sale with their brown reverse side (Excellent Top<sup>™</sup> Kraft), brown top and reverse side (UD Brown), and unique haptic experience (Accurate<sup>™</sup> Top Natural), and of course our FOODBOARD<sup>™</sup>, were met with great interest.



The expo for graphic and industrial printing, media, and multi-channel is back after a 4-year break: this year, the drupa clearly focused on the future topic Print 4.0, in combination with individualisation and personalisation in digital printing. For the quickly growing diversity of industrial and functional print solutions, this digital integration of machines and systems is paramount for efficiency and competitiveness.

Digital printing is also central to corrugated board packaging, and it is an obvious trend. Visitors were able to get a firsthand look at the special properties of the MMK liner quality MM X-Liner<sup>™</sup>: KBA, one of the world's largest manufacturers of printing machines, demonstrated digital printing at the highest level with our material on the KBA RotaJET L-Series. The outstanding "runnability" of MM X-Liner<sup>™</sup> is highly advantageous for this new development. The live demonstrations of the gluing machines by Heiber + Schröder, which used Multicolor Mirabell<sup>™</sup> and Starcolor Mirabell<sup>™</sup>, were also greatly appreciated.

#### 8. FOOD SAFETY KONGRESS

#### FOOD SAFETY KONGRESS

#### 7 TO 8 JUNE 2016, BERLIN

For the past eight years, the Food Safety Congress has been one of the top industry events on the topic of food safety. It is where leading representatives of the food industry, special interest representatives like the Stiftung Warentest (Product Testing Organisation), and state institutions like the BMEL (German Federal Ministry for Food and Agriculture) come together to discuss current issues.

The requirements of food producers regarding food safety and appropriate traceability through the supply chain are increasing constantly. In light of progressing globalisation, this is a difficult task. It was pointed out and discussed that the enormous effort necessitated by a multitude of regulations and laws as well as a lack of resources (human as well as monetary) is leading to ever greater gaps between small and medium-sized enterprises (SMEs) and large companies. This was illustrated particularly well in a lively talk by Nicolas Lecloux of True Fruits.

One of the crucial topics this year was the political discussion of EU and German legislation regarding the migration of mineral oils from packaging into foodstuff. In the future, two national laws are supposed to apply:

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. Particularly the printing ink regulation is now gaining momentum, and it should be ratified during the summer months. The increasing international attention to the mineral oil issue is also increasing political pressure to produce a clear regulation at the European level in order to remove the prevailing uncertainty from the market.

Dr. Sieglinde Stähle, BLL (German Federation for Food Law and Food Science) clearly illustrated the competence of the industry in her talk, citing among other new solutions our innovative barrier cartonboard FOODBOARD™. MM Karton's wealth of experience on the topic of food safety was in high demand and was met with great interest and many intense conversations in the expert audience.



### FRESENIUS CONFERENCE: FOOD CONTACT MATERIALS 16 TO 17 JUNE 2016,

KÖLN

In mid-June, scientists and government officials met with representatives of the food and packaging industry at the 5<sup>th</sup> Fresenius Conference for a lively exchange of ideas. The latest research results and risk analyses on "Residues in Foods" were introduced. This year, the conference focused specifically on mineral oils and their evaluation as well as the newest functional barriers. After six years of research and development and more than 15,000 individual laboratory analyses, MM Karton has built a reputation as an expert on the topic of NIAS (Not Intentionally Added Substances) and was able to position the company as a market and development leader in this area with its innovative FOODBOARD™.







The RosUpack is the largest packaging expo in Russia, the CIS, and Eastern Europe. More than 700 companies from 38 countries, among them nearly all notable folding carton manufacturers and cellulose, paper, and cartonboard producers, presented new production technologies and innovative techniques and trends. The fair reflected the entire range of innovative products for packaging solutions. MM Karton, now a regular at the event, took part with an attractive booth that turned out to be a communicative hub where business partners and expert visitors got together. Discussion topics included the current situation of the packaging industry, the present sentiment in the market, as well as the industry's development in Russia.

Our barrier cartonboard FOODBOARD<sup>™</sup> and UD Brown, MMK's new natural quality with single-coated brown top and reverse side, caused lively interest among visitors. The MMK liner qualities were also topics of discussion, not least because MM Karton is also the leading supplier of white coated recycled liner qualities to the Russian market.



BOOTH OF HEINZEL GROUP – MMK OVS GREETED 125 GUESTS FROM 95 FOREIGN COMPANIES

(1) + (2)

(3) ROSUPACK: ATTRACTIVE MMK FAIR EXHIBIT WITH THE TEAM

## MMK SALES OFFICE GERMANY CELEBRATES 20<sup>th</sup> ANNIVERSARY

High quality of service, competent, fast advice, total identification with the cartonboard product and loyalty – these are the characteristics that define MMK's employees. They have also stood in equal measure for the German sales office of MM Karton in Neuss for 20 years now. The anniversary was celebrated in June 2016.

The foundations for our success were laid in 1996. Today, MM Karton is the leading supplier of recycled and virgin fibre cartonboard as well as white top coated recycled liner in Germany.

Our clear, long-term strategy, strong team spirit and the commitment of the 25 members of our German sales office have all made a significant contribution to this important development. The declared aim for the coming years is to maintain sustainable growth as a competent and reliable partner in intensive relationships with our customers built on trust.

The anniversary was celebrated with an evening event on the banks of the Rhine River. Hans-Werner Rohloff, Managing Director of MM Kartonvertrieb GmbH: "We thank our customers for the many years of good working relationships built on partnership and for their trust. Pursuing demanding goals together and taking on new challenges – these will continue to be the hallmarks of our successful partnership."



THE TEAM AT MMK'S GERMAN SALES OFFICE

## LINER AND VIRGIN FIBRE OUALITIES NOW AVAILABLE IN VERY LOW GRAMMAGES

MM Topliner<sup>™</sup> in 160 gsm and Excellent Top<sup>™</sup> Baiersbronn in 215 gsm are making our product portfolio "more lightweight".

Now that the quality MM Liner<sup>™</sup> is also available in 180 gsm, as reported early this year, we proudly offer a second offset quality that satisfies the high demand for low weight: MM Topliner<sup>™</sup> from the German mill in Neuss. This quality is the leading product for offset printing due to its superb surface smoothness, best opacity, and brilliant gloss and brightness, and it is now available in 160 gsm.

There is also news about our "lightweights" in the virgin fibre segment: Excellent Top™ is now available from Baiersbronn in 215 gsm in addition to being produced in the Kolicevo mill This once more expands the MMK MultiMill concept, which is very successfully perceived in the market. The central idea of the concept is the production of a specific cartonboard quality at different group locations.

MM Topliner<sup>™</sup>, MM Liner<sup>™</sup>, and Excellent Top<sup>™</sup> are produced in the following grammage ranges:

- MM Topliner™: 160 / 180 / 210 / 230 / 250 gsm
- **MM Liner™:** 180 / 210 / 230 / 250 / 280 gsm
- Excellent Top™: 215 / 230 / 250 / 275 / 300 / 325 / 350 / 375 / 400 / 425 / 450 gsm

The cover of this issue was printed on Excellent Top™ Kraft 300 gsm:

- ANIVA and Pantone colours
- Silk screen printing
- Embossing
- Dispersion varnishing, full surface, satin finished



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