Paper2019 Welcomes You!

Donna Harman
President and CEO, AF&PA

Matthew Bruno
Executive Vice President, NPTA

On behalf of the American Forest & Paper Association (AF&PA) and the National Paper Trade Association (NPTA), we are delighted to welcome you to Paper2019! Paper2019 is where the industry meets. Over the next three days, our premier industry event offers access to unparalleled networking opportunities as well as timely sessions on current issues.

Monday’s Paper Industry Leadership Session will focus on the next generation of paper industry leaders. Industry executives, emerging industry leaders and students will participate in a panel discussion and share their perspectives.

On Tuesday morning, Fastmarkets RISI’s John Maine and Ken Wagborne will host global market trends sessions on printing-writing papers, and paper-based packaging and recovered fiber. The Paper2019 Luncheon will feature Nicole Malachowski, who is — among other things — a combat veteran, a retired U.S. Air Force colonel, and the first woman pilot on the Thunderbirds Air Demonstration Squadron. She will share lessons from her experience to illustrate what can be achieved by those who choose to persevere.

During the Luncheon, NPTA will present Bill Meany of Lindenmeyr Munroe with the Stanley O. Styles Industry Excellence Award.

Paper2019 is held to benefit your network and your business. Throughout the event, we hope you will take full advantage of opportunities to meet with your peers in the Connections Lounge, scheduled sessions, Official Paper2019 Suites, and various committee meetings. Thank you for joining us in Chicago this year. Have a wonderful Paper2019!

What’s Going On: An Update from Washington, D.C.

The 116th Congress commenced in January with seven new senators sworn into office and 52 new House members. The new Congress marks the first time Democrats have control of the House in eight years and the first divided government during the Trump Administration.

2019 started during a partial government shutdown that ended after 35 days. President Donald Trump and congressional leaders faced off over the President’s border wall demands, with the President agreeing to reopen the government for three weeks starting on January 25 to allow for negotiations.

Once the impasse was over, the new House majority began moving forward on their 2019 priorities, including campaign finance reform, voting rights, climate change, lowering prescription drug prices, and stabilizing the Affordable Care Act. Investigations into the Trump Administration from a number of House Committees are underway and reports from Special Counsel Mueller on his investigation regarding Russian interference in the 2016 election are expected at the time of printing. Senate Republicans, on the other hand, are laser-focused on the longer game of confirming President Trump’s judicial and administration nominees.

In January, AF&PA announced its policy advocacy priorities that include a more resilient paper recycling system, transportation infrastructure, international trade, tax policy, and regulatory reforms and process improvements. The association will pursue these priorities as it supports the industry’s ability to grow and create American manufacturing jobs.

With the development of its National Sword policy, which banned the importation of mixed paper and adopted tight contamination limits for all grades of paper, China has thrust recycling onto center stage and we anticipate discussion in Congress and at EPA on the issue. Policies that further a strong and create American manufacturing jobs.

What’s Going On: An Update from Washington, D.C. (continued on page 8)
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Cartonsa announced that due to the shift in the increasing global packaging market — mainly paper and board — the company is developing solutions to meet customer demands. Cartonsa’s aim is to meet the requirements for sustainable fiber-based packaging while keeping cost-efficiency and performance at the forefront. The packaging of food today and will also have an impact in the future. As a leading exporter of specialty paper products to Europe and the Middle East, Cartonsa works closely with specialty paper mills in North America and offers various grades of FDA-certified paper for direct food contact, food processing and wrapping.

“Cartonsa’s diversified product lines include baking papers, grease resistant papers, paper for flexible packaging and many others. We are planning to invest in new generation extrusion machines to provide single and multi-layer barriers for food, beverage, insulation and health care sectors,” Adiyaman noted. “Our new venture will target paperboard that could be coated or laminated either single or double sided, opening up an abundance of new possibilities. Importantly, with our new extrusion coating machine we will target cups for hot and cold beverages and food tray applications in Eastern Europe.”

Bolkar Adiyaman, President of Cartonsa, explained, “Customer expectations are changing due to innovative technologies, social trends, demographic change, urbanization and orientation towards wellness. A culmination of these changes is having an impact on the export markets. “Our engineering background and knowledge in the export markets have played a key role in positioning ourselves in food packaging and specialty paper grades,” Adiyaman said.

“We are planning to invest in new generation extrusion machines to provide single and multi-layer barriers for food, beverage, insulation and health care sectors,” Adiyaman noted. “Our new venture will target paperboard that could be coated or laminated either single or double sided, opening up an abundance of new possibilities. Importantly, with our new extrusion coating machine we will target cups for hot and cold beverages and food tray applications in Eastern Europe.”

Adiyaman emphasized that Cartonsa is focused on the development of sustainable products through emerging technology. “The application of new technology is our goal to enhance the quality in the flexible packaging segment. We work diligently with our suppliers to accommodate the growing consumer demand. Our aim is to create a biodegradable alternative made partially or entirely of renewable sources that offers equivalent or better characteristics than pure polymer blends.”

**Orchids Paper Products Company Announces Amended Agreement with Lenders**

Orchids Paper Products Company, a national supplier of high-quality consumer tissue products, in January announced that it has reached an agreement to amend its credit agreement dated June 25, 2015 with its new lender, Black Diamond Commercial Finance, LLC., as successor to U.S. Bank National Association, and Orchids Investment L.L.C., as successor to the lenders party to the credit agreement.

Jeff Schoen, President and Chief Executive Officer, stated, “We are working with our new lenders to continue the process of securing an agreement for the sale of the Company or the refinancing of our current debt obligations. The amended credit agreement extends the deadline for the company to execute a purchase agreement for the sale of the company or a binding commitment for the refinancing of the company’s debt obligations to March 1, 2019. The deadline to complete such a transaction and repay the company’s debt obligations has been extended to May 1, 2019. We continue to focus on our business as we work through this process.”

Orchids noted that while it is continuing to pursue a transaction to address its liquidity needs, there can be no assurance that the company will be able to consummate any sale, transaction, or refinancing on terms that are satisfactory to it, or at all
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Stora Enso Begins Profit Protection Program, Plans Permanent Shutdown of PM6 at Imatra Mills

Stora Enso announced that it is implementing a profit protection program intended to achieve an annual cost reduction of EUR 120 million as well as reduction of capital expenditure by about EUR 50 million compared to the earlier announced forecast. The program includes plans to close paper machine 6 at Imatra Mills and reduce costs at its Ala and Imavere sawmills.

Stora Enso said its profit protection program is targeting reductions in variable and fixed costs, as market uncertainty increases. The program will include all divisions and corporate functions. The Group estimates that some effects will be visible during 2019 with full impact by the end of 2020.

“We have prepared already for a year for the possibility that the markets would become weaker,” said Stora Enso’s CEO Karl-Henrik Sundström. “Under the current geopolitical circumstances, there is a notable risk that global trade could shrink materially. Due to market risk and increasing costs, we are now taking proactive action and are implementing our profit protection program.”

As part of the program, Stora Enso is planning to close paper machine 6 at Imatra Mills in Finland and to start co-determination negotiations at the mill related to this plan. With production capacity of 90,000 tonnes per year, PM6 is a small machine that has reached its end-of-life, Stora Enso explained.

Imatra Mills, part of Stora Enso’s Consumer Board division, is located in southern Finland and consists of two production units — Kaukopää and Tainionkoski — that produce chemical pulp and consumer board. Imatra Mills’ production capacity of consumer board is 1.155 million tonnes per year.

The planned closure of PM6 would result in “a reduction of maximum 80 FTEs (full-time equivalents) and reorganization of some tasks.”

Going forward, Stora Enso said it intends to continue production on PM6 until the maintenance break during the third quarter or until the end of 2019, with an ability to deliver the committed volumes.

Domtar’s Lisa Yankie Named to Women in Manufacturing Board of Directors

Domtar announced that Lisa Yankie, vice president of human resources, was recently named to the board of directors of the Women in Manufacturing® Association – the only national trade association dedicated to supporting, promoting and inspiring women who have chosen a career in the manufacturing industry.

(continued from page 1)

a positive step toward strengthening our industry’s products in the North American market. Congress must now move forward on implementation language. Our work will focus on ensuring the agreement preserves and improves market access and investor protections, such as investor-state dispute settlement procedures.

Tax policy remains at the top of our list of priorities as well. The 2017 tax reform bill that permanently lowered the U.S. federal corporate income tax rate to 21 percent, created a new international territorial tax system, repealed the corporate alternative minimum tax and supported investment in U.S. manufacturing has enabled new investment in industry assets. We are working to defend the policy changes achieved and to ensure that our priorities are reflected in implementing regulations. Finally, measures that streamline the permit process and reduce the cost and uncertainty of regulations, including implementation of federal biomass policy that appropriately reflects our industry’s use of carbon-neutral forest biomass for energy production, remain a priority. We will advocate for effective public policy that does more good than harm, stimulates innovation and sustainable development, encourages economic growth and job creation and builds public confidence in government.

Action on these (and other) issues in 2019 will depend on whether the White House, Senate Republicans and House Democrats can reach consensus. With the 2020 Presidential election looming large in everyone’s eyes, both sides could be prepared for more political standoff.
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Addressing Assaults on Paper

Government actions are accelerating demand destruction of various paper-based products and AF&PA is working to correct misguided public policies. Concerted efforts to eliminate phone books and catalogs, levy fees on paper bags, and the recent initiative to curb paper cup use is revving up to a fevered pitch. The latest attack: a San Francisco lawmaker introduced legislation to ban paper receipts unless a customer specifically asks for one, arguing that environmental and health benefits would be significant.

This systematic bias against paper by some legislators and regulators is being advanced to decrease product demand of all types in the name of climate change, with the rationale being that fewer products translate into lower climate impacts. Initially it was bans on plastics, which at first blush would seem to be beneficial for the paper industry. Products like paper straws overcome the problems associated with plastics that don’t decompose quickly and that contribute to ocean pollution.

The activists’ strategy to reduce consumption of single-use products is turning toward paper, fueled by exaggerated environmental claims and scare tactics. Bills are being introduced across the country with legislative language that refers to paper as unnecessary and wasteful, and with accusations that some products pose health risks.

What can be done to address these assaults on paper? AF&PA is leveraging its Government & Industry Affairs resources to protect member interests by defeating or amending legislation that would ban or impose fees on paper products. Previous AF&PA efforts defeated legislation that would have imposed a tax on paper bags in Alaska, Connecticut, Delaware, Florida, Maine, Maryland, Massachusetts, New York, Rhode Island and Vermont.

The paper receipt bill in California has serious negative implications for paper manufacturers as well as printers, converters and distributors in the receipt paper supply chain. AF&PA is leading a “full court press” opposition strategy, which includes AF&PA members, lobbying and communications experts, other allied stakeholders and associations with a vested interest in the printed receipt business.

“The California bill is a classic example of misguided government efforts that hurt the paper business,” said Tom Howard, vice president of government relations at Domtar. “Protecting our flank against damaging legislation is a key benefit of our AF&PA membership. "AF&PA has stepped forward – most recently in Sacramento – to battle misguided efforts that hurt the paper business, and the association is battling on many fronts to help our industry preserve and protect our vital markets. Whether its mutual fund reports, Social Security contribution statements, vital packaging or paper receipts, we depend upon AF&PA to join us in the battle.”

Leadership Session: The Next Generation of Industry Leaders

Paper industry leaders have often cited future workforce challenges as an issue that keeps them up at night. Monday’s Paper Industry Leadership Session, sponsored by Domtar, will feature a panel discussion to address this crucial topic. Industry executives, emerging leaders and students will discuss how to attract and retain the next generation of industry employees.

Panelists include Pete Watson, president and CEO of Greif, Inc.; Ken Winterhalter, president and CEO of Twin Rivers Paper Company; Vanécia Carr of Domtar; Scott Riley of Mac Papers; Kelly Fellner of Rochester Institute of Technology; and Alex Fleck of Western Michigan University.

John Rooney, CEO of Evergreen Packaging, LLC, will provide an introduction on the issue and moderate the panel.

The Paper Industry Leadership Session is open to all Paper2019 registrants. Immediately following the session, event participants are invited to socialize with their peers at the Paper2019 Reception.

The Paper Industry Leadership Session will be held Monday, March 25 from 4:00 to 5:30 p.m. in the Grand Ballroom on the 16th floor of the Trump Hotel Chicago. The Paper2019 Reception will be held in the Grand Foyer on the 16th floor from 5:30 to 6:30 p.m.

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WestRock Named One of 12 Winners of NextGen Cup Challenge

WestRock announced that its prototype of a recyclable fiber-based cup for hot and cold applications was named one of 12 winners of the NextGen Cup Challenge.

Sponsored by the NextGen Consortium, a multi-year partnership of foodservice industry leaders, the NextGen Cup Challenge was launched to identify solutions to reduce the waste generated by more than 250 billion fiber-based cups produced every year. More than 480 submissions from 53 countries and territories were submitted. Winners represent the most innovative solutions across three distinct categories: innovative cup liners, new materials and reusable cup service models.

WestRock was recognized in the innovative cup liner category for its circular cup, a recyclable and compostable paperboard solution for a hot or cold beverage cup.

WestRock’s participation in the Next Gen Cup Challenge represents the continuation of the company’s effort to increase consumer access to, and recovery of, paper-based foodservice packaging, which also includes the acceptance of foodservice packaging at eight of its 100 percent recycled paperboard mills across the United States.

Passed compostability testing with the Compost Manufacturing Alliance.

“The circular cup is an example of WestRock’s commitment to developing innovative solutions to improve the sustainability of our products, help our customers meet their sustainability goals and promote better stewardship of the environment,” said Bob Feeser, president of WestRock’s Consumer Packaging business. “We’re honored by this recognition and encouraged by the potential to advance the recovery of fiber cups globally with a truly recyclable cup.”

Case Paper’s CA Division Wins Best-Looking Facility Award

In late 2018, The California division of Case Paper moved into a brand-new converting facility and office space in Rancho Cucamonga, CA. The building immediately became the envy of all Case Paper division managers.

According to Tim Resser, General Manager of the California division, “Don’t let our looks fool you; it’s what’s inside that counts.”

The new plant now has 103,250 sq. ft. of converting and distribution space, thereby expanding the division’s production and warehousing options. The company has also installed a new Marquip twin-knife sheeter for custom-sizing paper and board grades, and a new guillotine cutter for trimming folio sheet sizes down to smaller paper sizes.

“The recent capital investments made at the California branch demonstrate Case Paper’s commitment to its customers throughout California and beyond, as well as to our staff and their families,” explains Robin Schaffer, CEO and President of Case Paper.

In “order to bring value to our customers in the Southern California market, we needed to make a statement,” says Simon Schaffer, CMO and Vice President of New Business Development. “We are excited to continue to build a great team and develop a service platform that will make this gorgeous facility shine from the inside out.”

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Prime Converting: Focused on Production Efficiency

In 2018, Prime Converting Corporation (PCC) continued its focus on improving production efficiency by incorporating several new machine upgrades into its converting operation. In an effort to maximize the output of its rewinders and sheeters, PCC identified data points including tension controls, file guides and linear feet counters and leveraged data from those sources to improve overall product quality.

The installation of a brand-new Marquip Econ sheeter in 2015 helped set the standard for PCC’s sheet quality expectations and informed the kind of improvements needed to bring the other sheeters in Prime Converting’s arsenal up to par with the Econ in 2018. Leveraging machine data has enabled the company to bring new life to older machines such as the three Strachan Henshaw sheeters that bore the majority of the sheeting workload prior to the Econ installation.

With 5 sheeters in total, each with its own set of unique features to improve, Prime Converting analyzed two specific sheeters — S2 and S4. Upgrades such as brand-new bridges to support the auto-tension controls, shaftless back stands and updated sheet counters made a significant improvement in the quality of sheets produced, as well as the ability to meet or exceed the level of quality found in PCC’s newest sheeter, the Marquip Econ, with just one operator at the controls. The performance of machine operators on older machines also improved, as adding back stands helped reduce downtime between machine setup while improving workflow between warehouse staff. Learn more about how Prime Converting can assist your business; visit PrimeCC.com.

Paper Excellence Receives Competition Bureau Clearance on Acquisition of Catalyst Paper

Paper Excellence Canada Holdings Corporation (“Paper Excellence”) has taken a significant step forward on the road to acquiring Catalyst Paper Corporation. On February 7, 2019, the Canadian Competition Bureau issued a no-action letter in respect of Paper Excellence’s previously announced agreement to acquire Catalyst Paper.

Catalyst and Paper Excellence can now move forward with preparations to complete the transaction, subject to the satisfaction or waiver of remaining customary closing conditions.

The deal involves the purchase of all of the shares of Catalyst Paper. Catalyst owns mills in Crofton, Port Alberni and Powell River, a distribution centre in Surrey and headquarters in Richmond, BC.

Catalyst Mills
- The Crofton mill is an integrated pulp and paper mill with two operating paper machines and two pulp machines. The mill has the capacity to produce 302,000 tonnes per year of newsprint and 336,000 tonnes per year of NBSK pulp.
- The Port Alberni mill has two paper machines and produces directory and lightweight coated paper. The mill has a production capacity of 340,000 tonnes per year of specialty papers.
- The Powell River mill has two paper machines and produces newsprint and uncoated mechanical specialty papers. The mill has a production capacity of 350,000 tonnes per year of specialty papers.

Headquartered in British Columbia, Canada, Paper Excellence has nearly two million tonnes of pulp production capacity through five operating mills in Canada and two mills in France.

Prime Converting Corporation

Prime Converting Corporation has supplied corrugated box makers, folding carton manufacturers and commercial printers on the West Coast with rewinding, slitting, sheeting and converting services for 4 generations.

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Sofidel Opens $400 Million Greenfield Tissue Mill in Ohio

Italian tissue paper manufacturer Sofidel in October of 2018 opened a 280-acre greenfield tissue mill — its first integrated paper mill built from the ground up in the U.S. — in Circleville, Ohio. The new plant produces toilet paper, napkins and paper towels.

The opening of the plant marked a major milestone for Sofidel and its growth in the U.S. — the world’s largest market for tissue paper consumption per capita.

“The United States is a crucial market for us and is where we intend to grow,” said Luigi Lazzareschi, CEO of the Sofidel Group, which owns subsidiaries in 13 countries, including Sofidel America. “This plant will help us fuel our growth significantly and further our commitment to sustainable, environmentally responsible development.”

Sofidel has invested about $400 million in the site. At full capacity, the facility will employ approximately 700 people.

The Circleville plant is an integrated facility that incorporates a paper mill, a converting plant, and a state-of-the-art warehousing facility. The plant has a total production capacity of 140,000 tons per year.

The facility is equipped with two Advantage New Tissue Technology (NTT) 200 paper machines, manufactured by Valmet. Advantage NTT 200 technology allows the production of both standard tissue and textured paper and will enable Sofidel to further increase the quality of its products, reduce water usage, and recycle heat to power driers and fuel the plant. Each machine can produce 2,000 meters of 5.5-meter-wide paper sheets per minute.

The plant has 10 lines for producing the finished products, including three Constellation lines manufactured by Fabio Perini, with advanced reeling technology.

The plant features a new system for recovering heat generated by turbines. The heat will be conveyed through extractor hoods and used to dry the rolls of paper, then produce steam. The system will supply almost all the energy needed to dry the paper and, under certain operating conditions, will power the entire machine.

In addition, an ultramodern automated system transfers paper reels from the paper mill to the converting lines using laser guided vehicles (LGVs). An automated Smart Store warehouse is capable of handling more than 50,000 pallets of finished product, creating a space savings of up to 40 percent.

The Sofidel Group is one of the leading tissue manufacturers worldwide with more than 6,000 employees and a production capacity of over one million tonnes per year (1,098,000 tonnes in 2017). Since expanding to the United States in 2012, Sofidel now has operations in seven states: Florida, Mississippi, Nevada, Ohio, Oklahoma, Pennsylvania and Wisconsin.

Shanying International Renames Kentucky Paper Mill as Phoenix Paper Wickliffe

Shanying International has renamed its first pulp and paper mill in the U.S., Phoenix Paper Wickliffe LLC.

Shanying International, the third-largest producer of containerboard in China, purchased the idled Wickliffe, Kentucky mill in September of 2018 from Verso Corporation for $16 million. The deal was conducted on behalf of Shanying by China-based investment group, Global Win Wickliffe LLC.

The company says it is investing $150 million to upgrade the mill and convert its production from uncoated and coated freesheet grades to the production of kraft linerboard. The mill will also produce bleached hardwood and softwood pulp, and recycled (OCC) pulp.

At the time of its closure, the Wickliffe mill had one paper machine with the capacity to produce 285,000 tons per year of coated freesheet, specialty and uncoated paper, and the capacity to produce 30,000 tons per year of dried market pulp.

During the acquisition process in August, Global Win said it hoped to restart the mill by the end of 2018. Currently, there have been no announcements from the company as to the status of the restart.
Glatfelter Announces Changes to Its Operating Model

Glatfelter on March 2 announced it is launching the next steps in its strategic transformation that will migrate the company from a business unit structure to a functional operating model.

“We have laid the foundation for reshaping our business through a number of actions in 2018, including the first shipment of commercial products from our new state-of-the-art airlaid facility in Fort Smith, Arkansas; acquiring Georgia-Pacific’s European nonwovens business in Steinfurt, Germany; and completing of the sale of the Specialty Papers business,” said Dante C. Parrini, Chairman and CEO. “We are now accelerating the next phase of our strategic transformation to leverage our core competencies in engineered materials for maximizing growth opportunities and value for our shareholders.

“By migrating to a functional operating structure, we will create a more integrated and synergistic company,” Parrini added.

As part of this effort, a team of individuals will be leading function-specific workstreams to fully identify the value and opportunities of moving to a functional operating model.

Potential incremental savings and improving overall business performance will be the focus of the workstream groups. Glatfelter expects to complete the work this summer and will provide details around total expected benefits and implementation costs at that time.

Given the planned migration to a functional model, Glatfelter also announced certain key leadership changes.

Samuel L. Hillard, who currently serves as Vice President, Corporate Development & Strategy, has been named Senior Vice President, CFO, effective immediately. He succeeds John P. Jacunski, Executive Vice President and CFO, who is leaving the company to pursue other opportunities. Hillard will continue to be responsible for corporate development and strategy in addition to serving as Chief Financial Officer.

Martin Rapp, Senior Vice President and Business Unit President of Composite Fibers, will be leaving the company effective October 1, 2019. The responsibilities of Rapp’s current role will be redefined as part of the leadership structure associated with the functional model.

Metsä Board Mills Certified to FSSC 22000 Food Safety Standard

Metsä Board announced that food safety procedures at its Kyro, Äänekoski and Husum mills in Finland have recently been certified according to the FSSC 22000 food safety standard. These certifications demonstrate that Metsä Board’s mill organizations comprehensively ensure the safety of their products for demanding end-uses, such as direct contact with food.

The FSSC 22000 is a standard approved by the GFSI (Global Food Safety Initiative). It defines a comprehensive food safety system that meets the demands of both the company’s customers and consumers. GFSI-approved standards enable the food industry to ensure food safety worldwide.

Metsä Board noted that it operates according to the same standards as its customers in the food industry. All of Metsä Board’s mills already have an ISO 22000 food safety system in place, and in addition to this, its Simpele mill had already introduced the FSSC 22000 system in 2017.

“Consumers appreciate the benefits of traceable and renewable fresh fiber board, especially when it comes to direct food contact,” said Marjatta Punkka, Product Safety Manager at Metsä Board.

“At Metsä Board, we want to ensure that our paperboards are safe to use and that they meet the most stringent requirements now and in the future. The FSSC 22000 certifications are part of our continuous improvement practices and our strong commitment to food safety.”

Mayr-Melnhof Packaging Acquires TANN Group

Mayr-Melnhof Packaging in January closed the acquisition of Austria-based TANN Group for EUR 275 million.

TANN prints on and finishes externally-sourced fine paper to produce tipping paper (cigarette filter paper) and is the global market leader in this area. The company has eight production sites in seven countries with customers in 90 countries around the world.

According to Mayr-Melnhof, TANN Group, with 1,100 employees, has annual sales of about EUR 230 million.
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Nekoosa Now Offers Trans-Ad with Air Egress

Nekoosa has expanded its Mojave Digital Media’ auto and fleet transit portfolio to include Trans-Ad with a #90 air egress liner, available in 54”x50 yd., 60”x50 yd., and 62”x50 yd. rolls. Durable Trans-Ad vinyls are designed for temporary fleet graphics applications on smooth, flat surfaces such as bus signs, automobiles, rail platform posters, and transportation signs. With a bright white point and excellent opacity, Trans-Ad covers previous graphics with ease – up to three layers can be applied. “We are very excited to announce our Trans-Ad with air egress transit media is now approved with OUTFRONT Media, the leader in outdoor advertising,” says Robert Rundle, Marketing Manager at Nekoosa. “This new partnership strengthens our distributors’ position in the market place and expands the Mojave brand into new markets. Trans-Ad paired with air egress technology provides installers a faster bubble-free installation, saving time and money.” 62”x15’ sample rolls are available free of charge and can be requested at samples@nekoosa.com.

The new transit film can be purchased from a franchised Mojave distributor throughout the United States and Canada.

About Nekoosa – Nekoosa Coated Products acquired IGI Corp. of New Jersey in April 2013 to form Nekoosa. Nekoosa and Sentinel Capital Partners, a New York based investment firm, partnered in November 2017 to support continued growth through new product introductions and acquisitions.

Roosevelt Paper Continues Investment in Mount Laurel, NJ Plant

Roosevelt Paper announced that it continues to invest in its Mount Laurel, New Jersey facility with the recent addition of a new 100” Catbridge Rewinder, bringing the number of rewinders at the plant to three and significantly increasing the facility’s high speed rewinding capacity. In addition, the plant operates four sheeters.

“Customers are experiencing the benefit of this recent investment with shorter lead times for delivery. It has also allowed our 100 plant employees to remain very productive,” said David Kosloff, President of Roosevelt Paper.

The Mount Laurel plant operates three shifts, five days a week and is equipped with 17 rail doors.

According to an article in The Economic Times (Mumbai), Chinese paper and packaging manufacturer Nine Dragons Paper Ltd signed a memorandum of understanding (MOU) on March 2 with the Maharashtra Industrial Development Corporation to build a paper mill in the Indian state of Maharashtra.

Maharashtra is located in west-central India and is best known for its capital, Mumbai (formerly Bombay).

China’s Nine Dragons Paper Signs MOU to Build Paper Mill in Maharashtra, India

The MOU was signed in the presence of chief minister Devendra Fadnavis and state industries minister Subhash Desai.

As per the MOU, Nine Dragons will invest Rs 4500 crore (approx. $636 million) over five years, a statement from the chief minister’s office (CMO) said.

The Economic Times article did not provide specific details about the scope of the project.
Iggesund Paperboard Study Says Choice of Material Can Reduce a Packaging’s Climate Impact By Up to 99%

Switching material from plastic to paperboard can reduce a packaging’s climate impact by 99 per cent. For people who influence the choice of packaging material, this single choice can make the biggest climate impact during a product manager or designer’s entire professional career. That’s the conclusion of a study done by IVL Swedish Environmental Research Institute for Iggesund Paperboard (Sweden).

The starting point was to study some of the commonest packaging types and compare the differences in climate impact depending on the choice of packaging material.

“There are tables giving carbon dioxide emissions per kilo of material, but when you compare real examples of packaging, you realize the great importance of the choice of material,” comments Johan Granas, Sustainability Director at Iggesund Paperboard.

“Plastic is a fantastic material for many applications and we use it ourselves when producing paperboard for food packaging that needs a thin plastic barrier to protect its contents,” he adds. “But we believe that decision makers in the packaging industry must know about the effects of their choice of material.”

Packaging light bulbs in plastic or paperboard respectively is the most extreme example in the survey. By switching from plastic to paperboard, it is possible to reduce the climate impact of the packaging by 99 per cent.

For the plastic materials, IVL drew on data from the databases used for doing life-cycle analyses. None of the paperboard packaging used in the study is made of material from Iggesund Paperboard.

“This is a study that shows the climate impact of different types of packaging. The mandate to IVL was to be general. Neither they nor we know the climate data for each individual packaging. However, based on the recognized environmental databases, this definitely indicates the great importance of the choice of material,” Granas concludes.

IVL Swedish Environmental Research Institute was jointly founded in 1966 by the Swedish government and industry to do research into industry’s air and water management issues. Today IVL is an environmental institute that focuses on the interplay between environmental, economic and social perspectives.

Iggesund Paperboard is a member of the Holmen Group. Iggesund produces paperboard for consumer packaging and graphics printing at a mill in Sweden and another in England.
ND Paper Acquires Fairmont Recycled Pulp Mill from Resolute

ND Paper LLC completed its acquisition of the Fairmont, West Virginia recycled pulp mill from Resolute Forest Products Inc. in November of 2018. Under the terms of the asset purchase agreement, ND Paper paid U.S. $62 million in cash.

Ken Liu, group deputy chairman and chief executive officer of ND Paper, welcomed the Fairmont employees to the ND Paper team and stated, “The portfolio of Fairmont pulp grades aligns exceptionally well with our long-term strategy of environmentally-sustainable papermaking.”

The Fairmont mill manufactures and distributes recycled pulp used in a wide range of products, from packaging to tissue paper. Located in the northern part of West Virginia, the mill has an annual production capacity of approximately 218,000 metric tonnes, and is one of only three in the world that produces air-dried recycled pulp.

ND Paper is a recently-formed, wholly-owned subsidiary of Nine Dragons Paper (Holdings) Limited. ND Paper operates three pulp and paper mills in North America with diverse capabilities and combined annual production capacity exceeding 1.1 million metric tonnes. The integrated Rumford Division in Maine manufactures coated one-side, coated freesheet, coated mechanical, and market pulp grades; the Biron Division in Wisconsin is a primary supplier of lightweight coated mechanical papers; and the newly-acquired Fairmont mill produces recycled pulp. ND Paper is headquartered in Oakbrook Terrace, Illinois.

Streco Fibres Focused on Growing Globally

Streco Fibres, a leading supplier and distributor of kraft, tissue, towel, board grades, and specialty papers to converters in the US and overseas, also takes an active role in supply chain management. The Virginia-based company says it is dedicated to providing first-class service to customers throughout the world, offering stocking programs, flexible payment terms, made-to-order tonnage, and customized deliveries.

Streco’s president, John Strelitz, said his company is building off a healthy 2018. “Streco had a successful 2018 by collaborating with paper mills to reduce thousands of tons of excess capacity.

At the same time, we promote their products to untapped markets around the world. “In addition, our financial strength and excellent credit rating helps suppliers reduce credit risk while also selling in bulk quantities. We’re very focused on growing our business globally,” he added.

During Paper2019, Streco Fibres is represented by John Strelitz, Ken Johnson, Ryan Henry, Mike Plunkett, Mike White, and also our International division with Angelica Camponanes. All representatives are available for meetings at the Trump International Hotel.

UPM Raflatac Expands RafCycle Recycling Program to North America

UPM Raflatac announced that its Raf-Cycle recycling program — the collection of paper and PET release liner waste — has expanded to the United States and Canada. Converter and printer Fort Dearborn Company as well as several brand owners are participating in the launch.

RafCycle is a recycling program that involves the collection of paper and PET release liner waste

The North American launch of the program includes RafCycle partners across the value chain, from UPM Raflatac to printers/converters, brands and recyclers.

“Our RafCycle program proudly boasts more than 120 partners worldwide, and we are honored to bring this solution to sustainability-minded brands in North America who are looking to join us in labeling a smarter future by reducing their label waste,” said Juha Virmavirta, Director, RafCycle Solutions, UPM Raflatac. “We invite any brands looking to achieve their sustainable packaging and zero waste targets to contact us to learn more about how our RafCycle solution can benefit them,” Virmavirta added.

UPM Raflatac also announced that it has partnered with Sustana and Kal-Polymer to recycle the paper and PET label liner waste from its RafCycle partners. For more information about UPM Raflatac’s RafCycle concept and to contact UPM about becoming a Raf-Cycle partner, visit: go.upmraflatac.com/rafcycle-am.
Five Key Trends Disrupting the Paper and Board Market

The paper and board industry is diversifying and responding to an increasingly globalized marketplace. Global megatrends are reshaping the market faster than ever, according to a new report by Smithers Pira — Ten-Year Forecast of Disruptive Technologies in Paper and Board to 2028, which pinpoints the top 20 disruptive technologies that are impacting the evolution of the paper and board industry.

Currently the worldwide supply of paper and board is almost 420 million tonnes. During the last 20 years China has taken the lead in terms of production volumes surpassing the US. In Europe the largest volumes are produced in Germany, Finland and Sweden.

E-commerce

E-commerce retail sales are continuing to rocket, with the US and China currently the two largest e-commerce markets. By 2020 it is estimated that around $355 billion of all retail sales in China will be conducted over e-commerce, and that over 15% of US sales will use this means in the same year.

Internet shopping by consumers is a key driver to the demand for new packaging solutions. Consumer packaging — such as cartonboards — serves the needs of both on-the-shelf display and advertising and of the carriers of small-size goods. This trend is creating positive growth rates in the demand for corrugated boxes and its raw materials.

Demand is growing for shorter lead times and for a commitment to next-day delivery services. This means packaging must be available immediately and in the best possible corrugated format.

Big data

Use of Big Data for different applications — marketing, sales, production optimisation and maintenance — is approaching Industry 4.0, which relies on connected devices, a large-scale deployment of versatile sensors and intelligent systems.

Many key process control applications — such as online controls of basis weight, moisture and other properties — have long been based on Big Data analytics collected from fast-running paper machines.

Another example of this trend is the use of Big Data analytics in forestry operations to evaluate the growth and volume of harvestable trees for wood supply.

Big Data analytics will become widely popular in all phases of the paper and board value chain during the next ten years. New innovations can be expected to evolve and reach further down the paper and board supply chain.

Lightweighting

Lightweight packaging boards offer multiple benefits depending on the end use. In luxury cartonboards lighter weight boards can improve brand value to major customers. It can also meet the demands of expanding a customer base, building on successful branding and supporting business growth while increasing production capacity.

Demand for lighter weight packaging board will continue to grow due to the many advantages it offers converters and end users. The principal gains from switching to a lighter weight board are:

- Reduced pulp costs
- Less weight in logistics, reducing costs and CO2 emissions
- Better pricing per tonne
- Enabling more primary packs per pallet and shipment
- Less weight at end of life

Intelligent/smart sensors

Typical measurements in the pulp and papermaking process — flow, temperature, pH, consistency — are taken and fed back into the process control cycle. One way of advancing process controls is to develop and fit sensors with smarter built-in intelligence.

In the evolution of industrial automation and control, instrumentation is getting smarter and the data generated at all levels of the production processes is increasingly available to improve quality, flexibility, efficiency and productivity. This would not be possible without smart sensors, which generate the data and allow further functionality from self-monitoring and self-configuration to condition the monitoring of complex processes, such as paper and board machines.

Across the next decade, the paper and board industry will feel the benefit of intelligent sensors in multiple applications in the mill — for example, when targeting reductions in downtime and breaks at paper and board machines.

Recyclability

Recyclability is becoming more of a key requirement for flexible and rigid consumer packaging products. When entering recycling streams many traditional waterproofing and oil/grease-proofing barrier coatings are hard to remove economically and can lead to such packs being sent to landfill.

Recyclable barrier coatings will develop fast over the next ten years, but costs will be a limiting factor. The pressures are mounting related to the recycling of plastic waste and the EU has set a target to collect and recycle 55% of all plastic packages by 2030. This creates a significant potential for new ways to reuse this recycled material for new products, such as recyclable barriers.
Investors Buy Former Neenah Paper Mill in Vermont for $5 Million

A group of four investors with the help of a Vermont development organization worked out a deal over a two-month period to buy Neenah’s paper mill in Brattleboro, Vermont. The investors — Ben Rankin and his partners, Phil Farmer, Mike Cammenga and Richard Normandin — go by the name Long Falls Paperboard.

In May of 2018, Neenah announced plans to sell the facility and worked actively to do so, but did not receive an acceptable offer. After reviewing alternatives, the company decided in late October 2018, that the best economic decision was to close the mill — a decision that would affect about 100 workers.

However, on Oct. 30, the Brattleboro Development Credit Corporation (BDCC) facilitated a meeting between state agencies and Rankin and Farmer, and when 2018 came to a close, so did the deal to buy the mill.

According to a SEC filing by Neenah, the sale of the Brattleboro mill to Long Falls Paperboard, LLC was completed on Dec. 31, 2018 for a purchase price of $5 million, subject to post-closing inventory adjustments.

Rankin told a local newspaper, the Brattleboro Reformer, that working with Neenah was a pleasant surprise, considering how cut-throat the competition can be in the marketplace for paper products.

“They could have taken an easier road,” said Rankin. “Neenah was committed to keeping this facility open, which is fairly unusual. Many paper companies will make a point when they are closing a mill that they want to scrap it and sell off the pieces because they don’t want the competition. They would rather take the capacity out of the market. Neenah really did right by the community and they deserve credit.”

Rankin noted that when Neenah bought Fibemark in 2015, the Brattleboro facility was just one of the assets it acquired.

“The reality is, Neenah is a paper maker, not a paperboard maker. This mill was a little bit outside of their area of expertise and where they wanted to put their focus. They found the Brattleboro plant was not a good fit for them,” Rankin explained.

In a press release from the BDCC, Rankin stated, “Since our first visit to the mill in November we have been welcomed and supported by BDCC, the employees, the USW, and a wide variety of state offices. We deeply appreciate the support, without which we would not have been able to purchase the paper mill in the very short time available. We look forward to being part of the Brattleboro community for many years to come.”

Boise Paper Launches Mobile Web App

Boise Paper has launched its new mobile web app, the Boise Paper Sales Tool App, which is free to download for Boise Paper customers, and features:

- An interactive Product Finder that recommends the right paper based on type of printing, document, or equipment
- A Competitive Selection Tool that helps distributor sales reps compare the specifications and benefits of different paper brands for their customers
- Access to view, email, or request printed copies of Boise Paper Sales Collateral, including brochures, sell sheets, and product videos
- A Market Snapshot with information about market trends and paper industry news

“We’re very excited to launch our Boise Paper mobile web app,” says Mary Furto, senior director of marketing. “We are constantly looking for ways to add value and help our customers win. The app will help our customers’ sales reps quickly find the information and tools they need to sell Boise Paper products.”

Boise Paper customers can download the free Sales Tool web app by visiting BoisePaperApp.com from any mobile device.

Smurfit Kappa Opens New Folding Carton Plant in Tijuana, Mexico

Smurfit Kappa has opened a new folding carton plant in Tijuana, Mexico, which will strengthen the company’s footprint in the Baja California region and neighboring Northern Mexico states.

The new Tijuana plant, which began operating in January, uses state-of-the-art technology to produce folding carton packaging solutions including boxes and trays. Diverse folding techniques are used to produce both flat and pre-glued products that meet customer’s needs in both the supply chain and retail environment.

Speaking at the opening of the new plant, Eduardo Rubio, Vice President of Packaging for Northern Mexico, said, “The inauguration of this important operation reflects the Smurfit Kappa Group’s long-term commitment to Mexico and its confidence in the growth of the country’s economy and its markets.”

The new Tijuana plant is the third of its type in Mexico, where Smurfit Kappa already operates one folding plant in Cerro Gordo and another in Naucalpan.
VPK Packaging to Acquire Corenso’s Businesses in Europe and China

VPK Packaging Group on Feb. 21 announced that it has reached an agreement with NPAC International Inc. to acquire the European and Chinese businesses of Corenso.

Terms of the deal were not disclosed. Corenso is an international manufacturer of high performance coreboard and cores with operations in North America, Europe and China and its products are used in a broad range of demanding industrial applications.

Corenso businesses in North America will continue to be owned by NPAC and will continue to operate under the Corenso brand.

Corenso’s European and Chinese businesses consist of two coreboard mills located in Finland and France, together with a network of 10 core and tube winding plants in Europe and 3 in China. Combined turnover is 170 million euros and the businesses have 850 employees in Europe and China.

VPK’s core and tube division is marketed under the Corex brand and has 14 sites for the production of industrial cores and tubes for winding paper, foil, textiles and metal. In addition, Corex also produces composite cans used for packing food, snacks, spices, cosmetics and spirits.

Following completion of the acquisition, the core and tube division will represent 260 million euros or 16% of VPK’s group turnover, with a total conversion capacity of 285,000 tons. Total production capacity of coreboard corresponds to 300,000 tons.

Corenso’s European and Chinese businesses consist of two coreboard mills located in Finland and France, together with a network of 10 core and tube winding plants in Europe and 3 in China.

The acquisition of Corenso broadens the geographical spread to regions where VPK has not been active to date. Important new markets are Finland, Spain and China.

VPK Packaging Group CEO, Pierre Macharis, said, “Corex and Corenso have made an impressive journey over the last decade. We are delighted to join forces to provide a wider geographical coverage while making optimum use of the network and the expertise of VPK. By integrating two additional paper mills, we also provide a strategic, geographical axis for raw material supply from Finland via Belgium to the south of France.”

The agreement remains subject to customary conditions and is expected to be completed in second quarter of 2019. With headquarters in Belgium, VPK Packaging Group produces a wide range of corrugated board and solid board packaging, cores and edge protectors.
CelluForce Restarts Production at Its Newly Modernized Facility in Quebec

CelluForce in early February restarted operations at its Cellulose NanoCrystals (CNC) plant following the completion of a major upgrade project. With a production capacity of 300 tonnes per year, this modernized plant will help meet the growing demand for CNC and serve as a blueprint for the design of future CelluForce plants.

The plant, the only one of its kind in the world, was built in 2011 using a first version of the production process which had been brought to scale from laboratory work and small pilot trials. The new plant design is based on a series of improvement tests made in recent years.

"In the past two years our research work with industrial customers has confirmed the wide range of possible applications for CNC," says Sébastien Corbeil, President and CEO of CelluForce. "It has also confirmed their growing interest for this new biomaterial. Without exception, these companies now seek to improve product performance and reduce their environmental footprint, two areas where CNC can make a significant difference.

"This research has also had the effect of depleting the CNC inventory. The plant upgrade and restart are very timely so we can rebuild our inventory and continue to develop various industrial applications."

Known as an advanced biomaterial, CNC consists of infinitely small cellulose crystals that are extracted from wood and processed into a powder or a liquid suspension. It will also allow us to maintain our innovative leadership role in the industry," Corbeil added.

According to a recent independent study, the global market for nanocellulose, which was valued at US$285 million in 2018, should more than double to reach US$661 million in 2023 (a projected annual growth rate of 18.4%).

What is CNC?

Known as an advanced biomaterial, CNC consists of infinitely small cellulose crystals that are extracted from wood and processed into a powder or a liquid suspension. CNC has several intrinsic and exceptional properties such as strength, suspension, lubrication and impermeability, which are the foundation for developing applications that can lead to new industrial products or sustainable consumer products.

CelluForce teams have worked and continue to work closely with their customers around the world to develop and test new industrial applications using cellulose nanocrystals. CNC-based products are now marketed by CelluForce customers in the oil and gas drilling and anti-fog coating sectors. In addition, several applications are at an advanced development stage in the biopolymers, packaging, electronics and 3D printing space.

CelluForce is a leader in the development and production of Cellulose NanoCrystals. The company’s head office is in Montreal and its current shareholders are Domtar, FPInnovations, Schlumberger, Suzano (formerly Fibria) and Investissement Quebec.

Papierfabrik Palm to Invest EUR 500 Million in New Containerboard Machine Project

Papierfabrik Palm will invest EUR 500 million in a new containerboard machine at its Aalen-Neukochen paper mill in Aalen, southwest Germany. The mill site is also the location of the head offices of the Palm Group and Papierfabrik Palm, along with a distribution center.

The machine project will replace the mill’s three existing machines with a new containerboard machine with a capacity of 750,000 tons per year.

The paper machine project will replace the mill’s three existing machines with a new paper machine with a capacity of 750,000 tons per year of ‘corrugated case material.’ The investment also includes a new raw material and finished goods warehouse, a combined heat and power (CHP) plant and an effluent treatment facility.

The Aalen-Neukochen mill currently operates three paper machines: PM2 produces newsprint with a capacity of 90,000 tonnes per year; PM4 produces corrugated board and has a production capacity of 110,000 tonnes per year; and PM5, which also produces corrugated board, has a capacity of 150,000 tonnes per year.

The project will begin in 2019 with completion expected during 2022.

WestRock Announces Jeff Chalovich as Chief Commercial Officer; Pete Durette to Lead Container Business in Corrugated Packaging

WestRock announced that Jeff Chalovich, president, Corrugated Packaging, has assumed the role of chief commercial officer in addition to his leadership role of the company’s Corrugated Packaging segment.

As chief commercial officer, Chalovich leads the commercial excellence and enterprise solutions efforts across the Company.

"WestRock is unique in our ability to partner with our customers and provide solutions across our corrugated and consumer businesses and distribution offerings that solve their most critical marketplace challenges," said Steve Voorhees, WestRock chief executive officer. "Jeff’s leadership of our overall commercial efforts will enhance WestRock’s ability to maximize the value of our differentiated portfolio for our customers and our stockholders."

Pete Durette, executive vice president, has assumed the role of leading the WestRock’s corrugated container business within the Corrugated Packaging segment, reporting to Chalovich.

Tom Stigers continues in his role as executive vice president of the containerboard mills.

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Learn about emerging trends in the global specialty papers market from Bruce Janda of Fisher International, and network with specialty and smaller members included in association efforts.

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Salon III, 17th floor
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Domtar Names New Mill Managers for Kingsport, TN and Nekoosa, WI

Domtar has announced two well-qualified leaders to manage its Kingsport, Tennessee and Nekoosa, Wisconsin, mills.

**Marty Barfield** has been named manager of the company’s mill in Kingsport, Tennessee. Since September 2015, Barfield has been the Plymouth Mill’s pulp production manager, leading manufacturing for two softwood fiber lines and two fluff pulp machines with a keen focus on employee safety. He was instrumental in the mill’s successful NC2 retirement and NC3 transition, including his leadership on a number of continuous improvement projects to increase the mill’s output.

Barfield brings more than 30 years of experience to this role. He began his career working a number of technical, engineering, maintenance and operational positions at Procter & Gamble before joining Domtar in 1989, where he has served in roles of increasing responsibility at the Marlboro and Plymouth mills. Marty earned a bachelor’s degree in engineering from N.C. State University.

**Marty Burkhardt** has been named manager of the Nekoosa, Wisconsin mill. Burkhardt previously was Nekoosa’s operations manager, responsible for all aspects of safety, environmental, productivity, reliability and continuous improvement across Nekoosa’s manufacturing operations. His commitment to reliability and continuous improvement has helped increase the mill’s pulp production while also reducing its chemical usage.

Burkhardt’s 20-plus years of diverse experience include roles of increasing responsibility in the pulp mill, paper operations, the recovery process as well as power and utilities at both Verso Corp. and Alliant Energy before joining Domtar in 2017. He earned a bachelor’s degree in chemical engineering from the University of Minnesota – Twin Cities.

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**Samsung Electronics to Replace Plastic Packaging with Sustainable Materials**

Samsung Electronics in January announced that the company will start taking steps this year to replace plastic packaging materials with paper and other environmentally sustainable elements.

From the first half of 2019, the packaging used currently for Samsung’s products and accessories – ranging from mobile phones and tablets to home appliances — will be substituted with environmentally sustainable materials like recycled/bio-based plastics and paper.

To revamp product packaging, Samsung Electronics has formed a task force involving design and development, purchasing, marketing and quality control for innovative packaging ideas.

For mobile phone, tablet and wearable products, Samsung will replace the plastic used for holder trays with pulp molds, and bags wrapping accessories with eco-friendly materials. Samsung will also alter the phone charger design, swapping the glossy exterior with a matte finish and eliminating plastic protection films, reducing the use of plastics.

The plastic bags used to protect the surface of home appliances such as TVs, refrigerators, air conditioners and washing machines as well as other kitchen appliances will also be replaced with bags containing recycled materials and bioplastics, which are respectively made from plastic wastes and non-fossil fuel materials like starch or sugar cane.

Regarding paper, Samsung will only use fiber materials certified by global environmental organizations like the Forest Stewardship Council, Programme for the Endorsement of Forest Certification Scheme and the Sustainable Forestry Initiative for packaging and manuals by 2020.

“Samsung Electronics is stepping up in addressing society’s environmental issues such as resource depletion and plastic wastes,” said Gyeong-hun Jeon, head of Samsung’s Global Customer Satisfaction Center. “We are committed to recycling resources and minimizing pollution coming from our products. We will adopt more environmentally sustainable materials even if it means an increase in cost.”

Under the company’s circular economy policy, Samsung Electronics has set a mid-term implementation plan to only use paper packaging materials certified by forestry initiatives by next year. By 2030, Samsung aims to use 500,000 tons of recycled plastics and collect 7.5 million tons of discarded products (both cumulative from 2009).

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