



**BLUE BOX**  
**PARTNERS**  
PACKAGING FOR EUROPE

**WELCOME TO  
EUROPE!**



**»» Blue Box Partners was founded in 2006. It is a pan-European alliance of four established and successful companies in their home markets, shaped by decades of family ownership. The alliance has one clear aim: to provide its customers with optimum supplies for corrugated board packaging solutions. ««**



# PARTNERS



## Our Members

# The Blue Box Partners at a Glance



### **Klingele Papierwerke GmbH & Co. KG**

Established in 1920, 2,400 employees,  
head office in Germany [www.klingele.com](http://www.klingele.com)



### **VPK Packaging Group**

Established in 1935, 5,160 employees,  
head office in Belgium [www.vpk.be](http://www.vpk.be)



### **Hinojosa Packaging Solutions**

Established in 1947, 1,313 employees,  
head office in Spain [www.hinojosa.es](http://www.hinojosa.es)



### **Cart-One S.R.L.**

Established in 1960, 545 employees,  
head office in Italy [www.cart-one.com](http://www.cart-one.com)

A close-up photograph of two hands, one from each side, cupping a small globe of the Earth. The hands are painted with a world map, with blue representing oceans and various colors (green, yellow, brown) representing continents. The globe is held gently between the palms, symbolizing care for the planet.

# KEY FACTS & FIGURES

## Our Key Facts and Figures

# We are a Bigshot in Europe

We employ

**9,418**

EMPLOYEES

Corrugated Card-  
board Production

**3.887**

BILLION m<sup>2</sup>

Sales

**2.287**

BILLION EURO

Contact with

**160**

CUSTOMERS

The Alliance includes

**68**

PLANTS

Paper Production

**1.285**

MILLION t

Future Investments  
in 2018

**225**

MILLION EUROS

The Alliance includes

**6**

ESM'S

The Alliance includes

**5**

PAPER FACTORIES

Production Capacity

**4.470**

BILLION m<sup>2</sup>

In geographical coverage  
we are one of the

**TOP 3**

IN EUROPE

The Alliance includes

**6**

R&D MANAGERS





# OUR PHILOSOPHY

## Our Philosophy

# The Fundamental Pillars

### Customer Orientation



### Technological Leadership



### Family-run Companies



**We put passion to the needs of our European customers!**



A graphic of a clenched fist where the skin is replaced by a map of the Earth. The fist is raised, with the thumb tucked in. The background is a soft, out-of-focus blue and white gradient.

# OUR STRENGTHS

## Our Strengths

# Why choose Blue Box Partners

**Together we  
are strong**

**Creative and  
award winning  
packaging**

**Wide precence &  
well-connected  
alliance**

**Wide range of  
products, inno-  
vative packaging**

**Single Point  
of Contact**

**High quality and  
sustainable  
products**

**Financial  
strength  
and stability**














**Modern facilities  
& technologies**

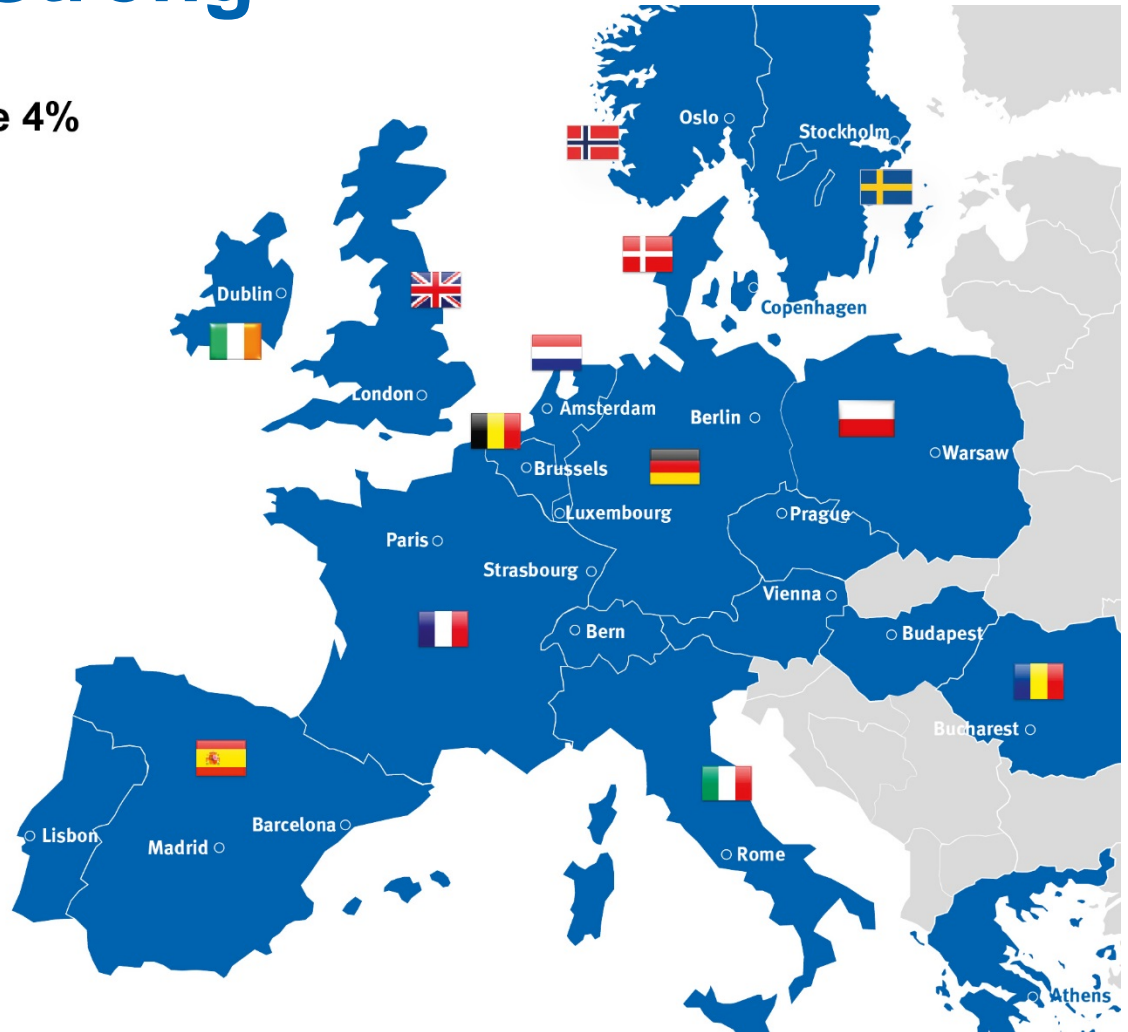
**Individual  
competences**

# Our Market Share

## Together we are Strong

### Countries with a market share above 4%

	Belgium 21.8%
	Denmark 12%
	France 6%
	Germany 6%
	Ireland 8.5%
	Italy 6.8%
	Norway 38,5%
	Poland 13%
	Romania 10.8%
	Spain 12.5%
	Sweden 15%
	The Netherlands 10.6%
	United Kingdom 6.6%







# OUR MISSION STATEMENT

# Our Mission Statement

## Motto for Eternity

### Mission

**We have a clear objective:**

The optimum provision for our customers corrugated cardboard packaging needs.

All over Europe. One-stop shop. In any quantity. In all qualities. At any time.

### Vision

**Our aim is to be one of the Top-European suppliers for corrugated board packaging solutions:**

Always thinking of ways that will benefit our customers as well as our own development through creative innovation.

### Values

**Customer orientation**  
**Service**  
**Partnership**  
**Trust**  
**Dialogue**  
**Open-mindedness**  
**Reliability**  
**Sustainability**  
**Entrepreneurial thinking**

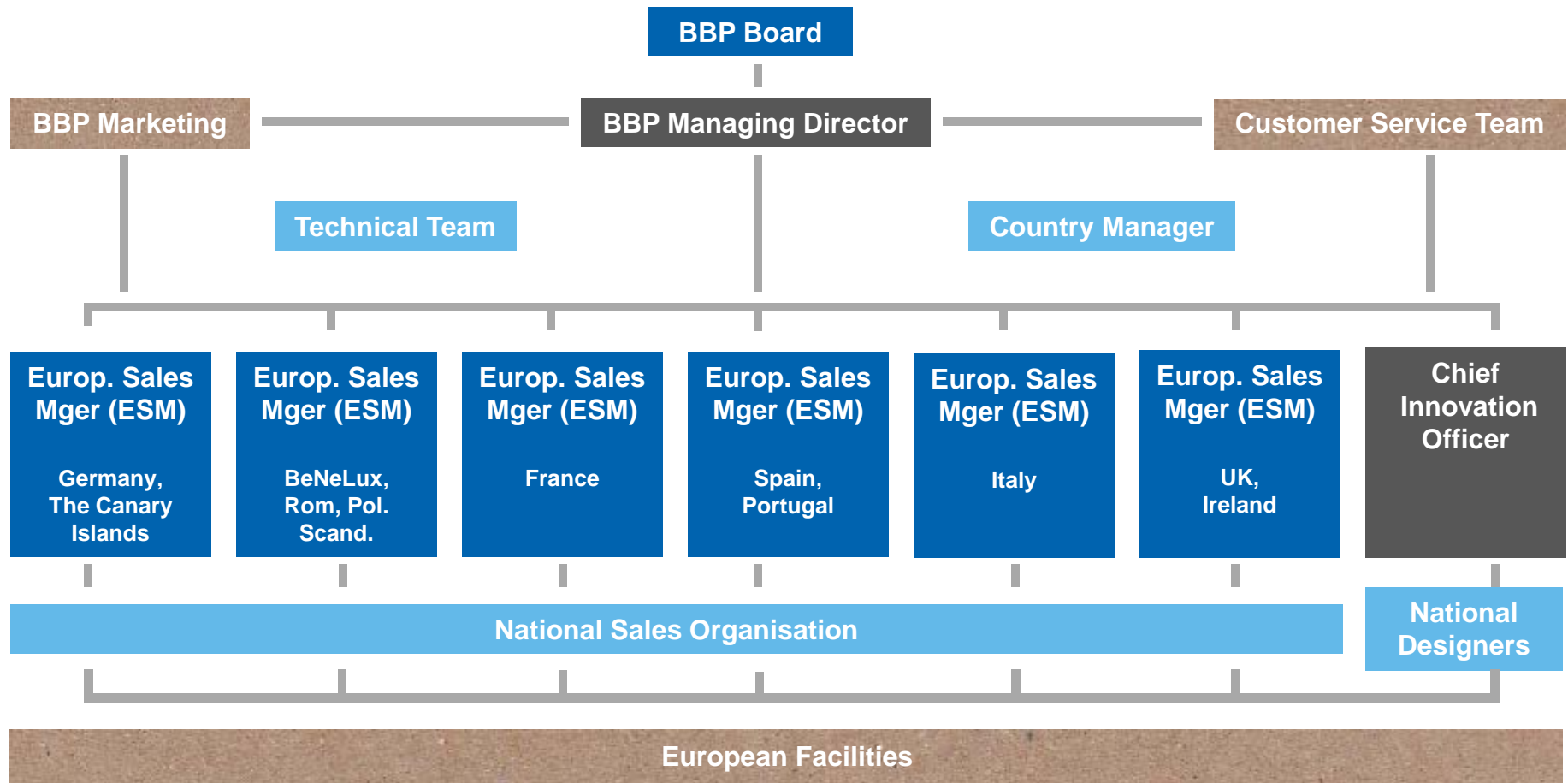
A close-up photograph of two hands shaking in a firm grip. The skin of the hands is covered in a detailed texture of a world map, with blue representing oceans and green/brown representing landmasses. The background is a soft, out-of-focus blue and white sky.

# GROUP STRUCTURE



## Group Structure

# A Customer Centric Organisation



# LOCATIONS

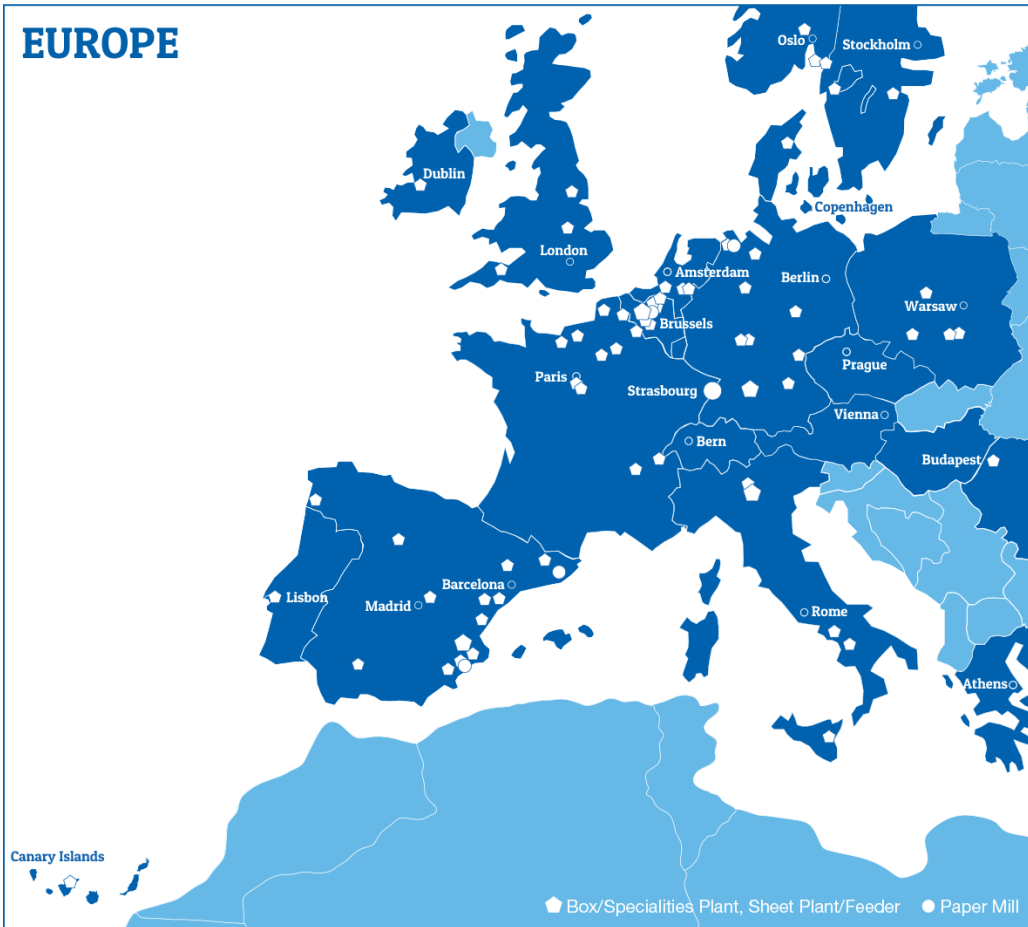


## Our Locations

Click the Box  
for more Details



# We are at Home in Europe, Africa and Cuba



## We deliver in the following countries

Austria	Ireland	Romania
Belgium	Italy	Senegal
Cuba	Luxembourg	Spain
Denmark	Mali	Sweden
France	Mauretania	Switzerland
Germany	Norway	The Czech Republic
Greece	Poland	The Netherlands
Hungary	Portugal	United Kingdom

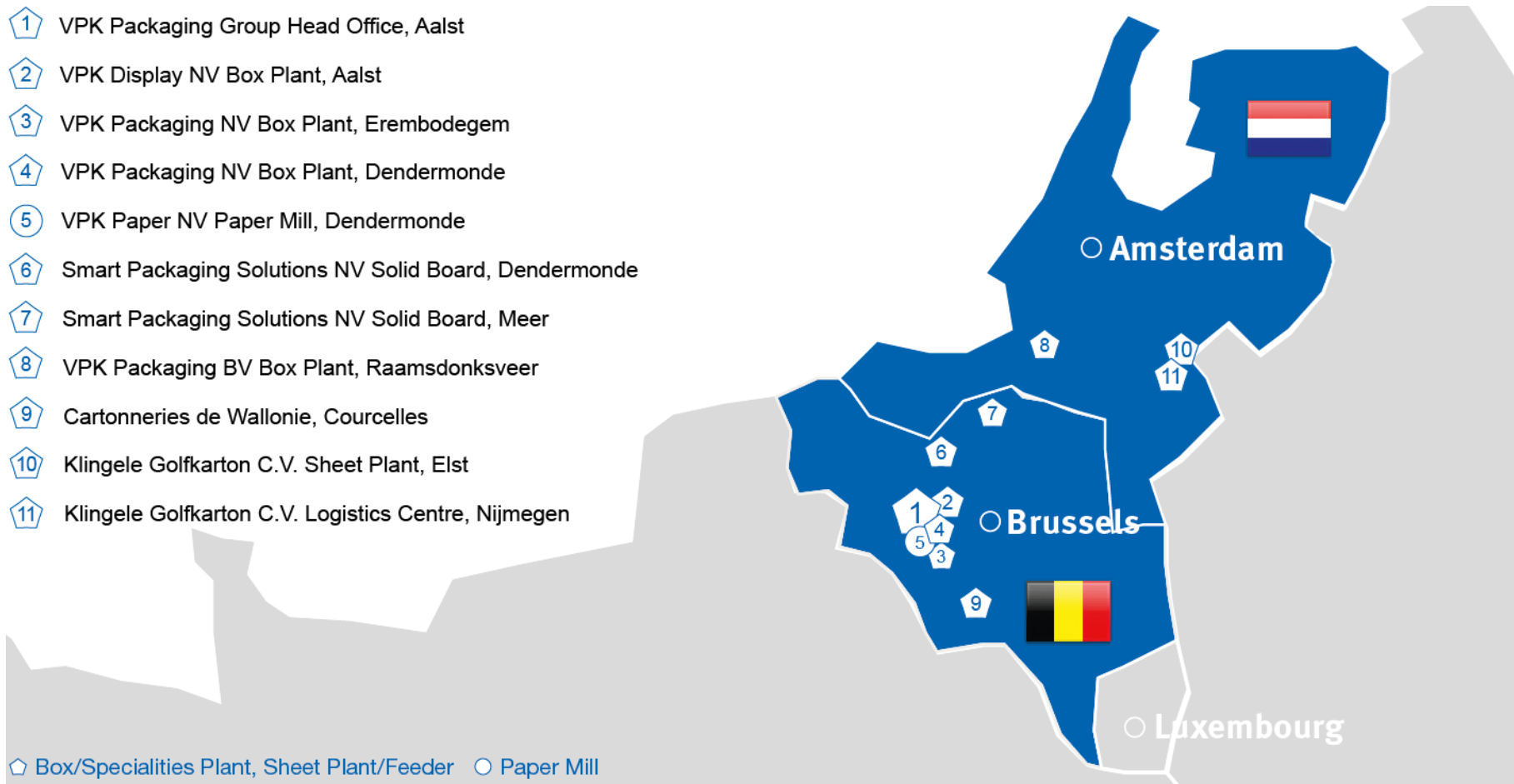




## Our Locations

# Plants in the Benelux

- 1 VPK Packaging Group Head Office, Aalst
- 2 VPK Display NV Box Plant, Aalst
- 3 VPK Packaging NV Box Plant, Erembodegem
- 4 VPK Packaging NV Box Plant, Dendermonde
- 5 VPK Paper NV Paper Mill, Dendermonde
- 6 Smart Packaging Solutions NV Solid Board, Dendermonde
- 7 Smart Packaging Solutions NV Solid Board, Meer
- 8 VPK Packaging BV Box Plant, Raamsdonksveer
- 9 Cartonneries de Wallonie, Courcelles
- 10 Klingele Golfkarton C.V. Sheet Plant, Elst
- 11 Klingele Golfkarton C.V. Logistics Centre, Nijmegen

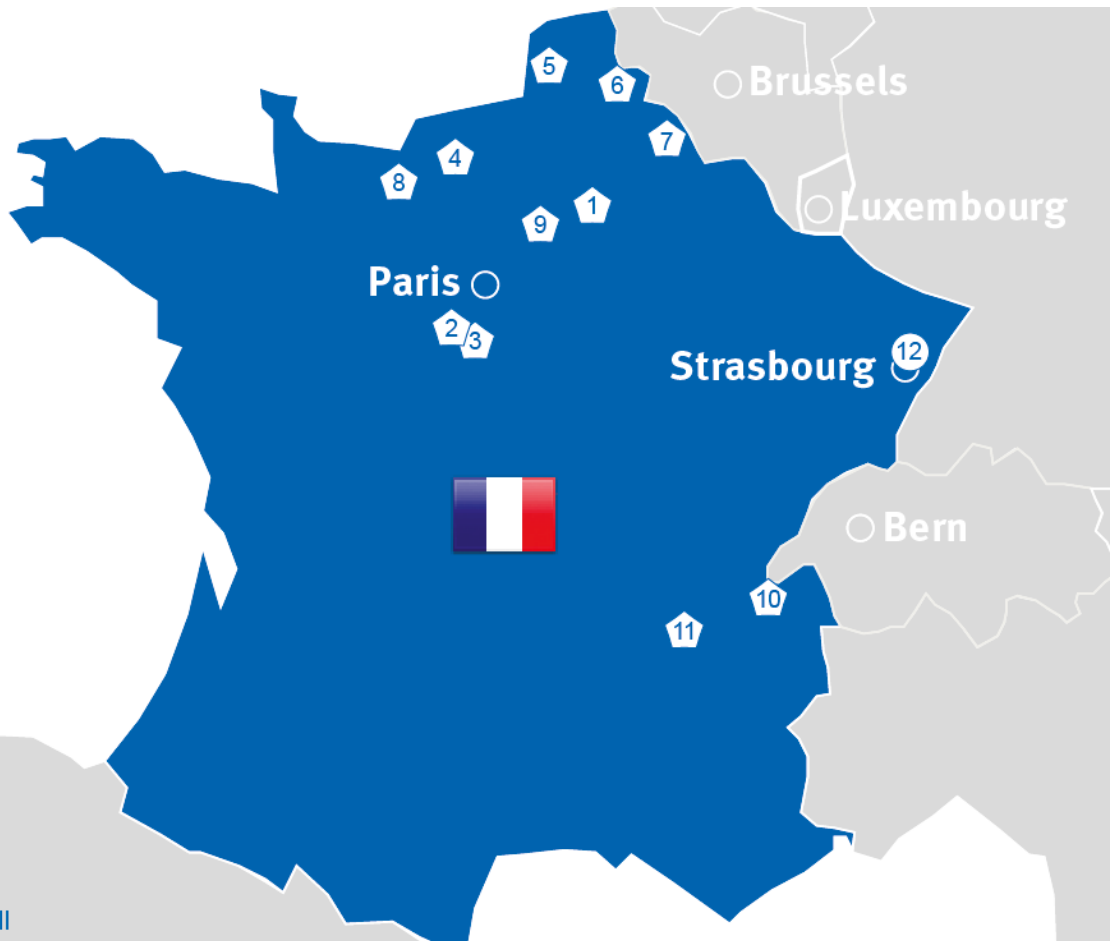


# Our Locations

## Plants in France

- 1 Ondulys Saint Quentin Box Plant, Saint Quentin
- 2 Ondulys Tailleur SAS Box Plant, Longjumeau
- 3 Ondulys Référence SAS Box Plant, Longjumeau
- 4 Ondulys Andelle SAS Box Plant, Fleury sur Andelle
- 5 Ondulys Liane SAS Box Plant, Saint Etienne au Mont
- 6 Ondulys Lille SAS Box Plant, Lomme
- 7 Ondulys Gheysens Box Plant, Tourcoing
- 8 Ondulys Industrie SAS Box Plant, Lisieux
- 9 Ondulys Roye SAS Box Plant, Roye
- 10 Ondulys Les Echets Box Plant, Roye
- 11 Ondulys Pays de Savoie Box Plant, Groisy
- 12 Blue Paper SAS Paper Mill, Strasbourg

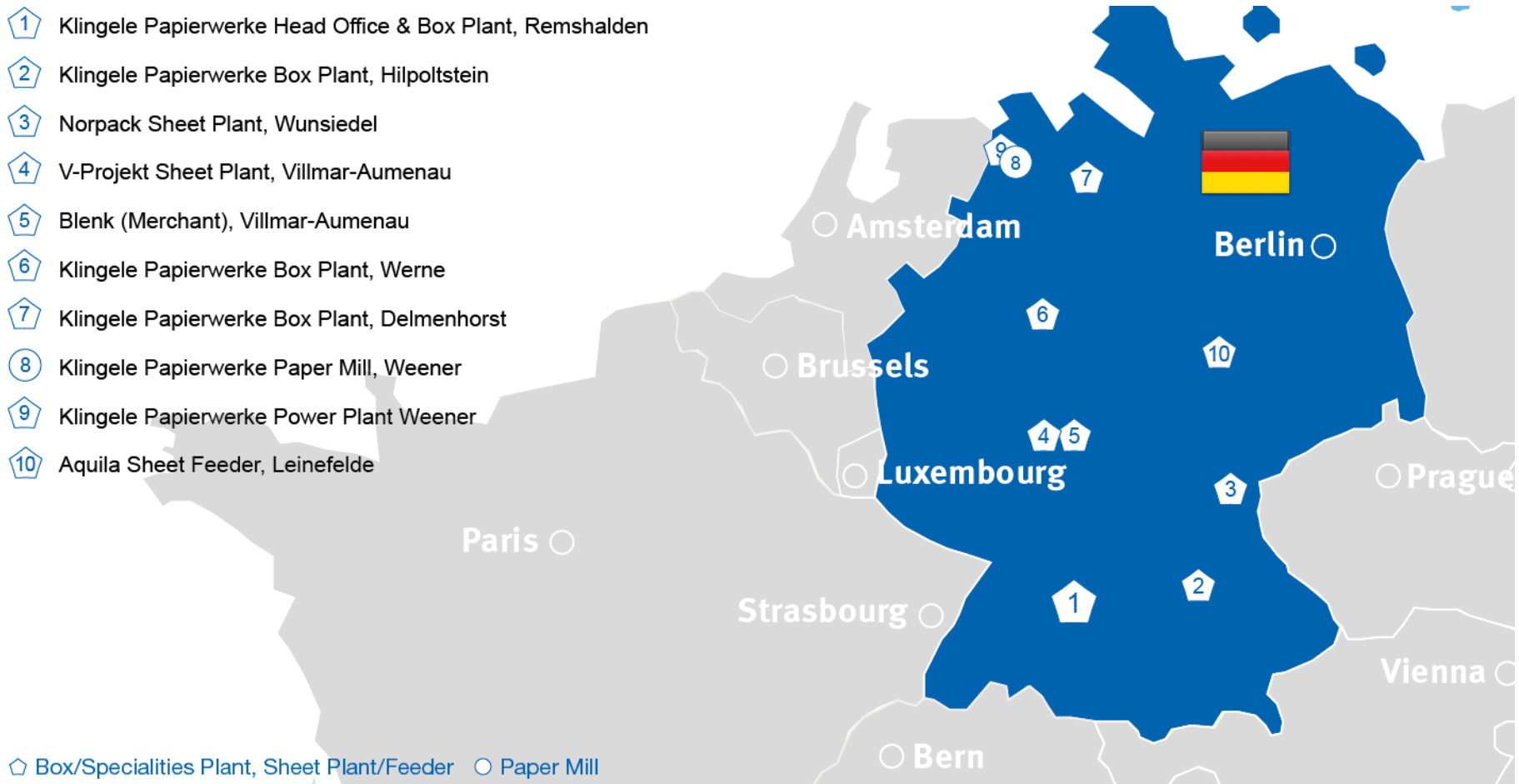
🏠 Box/Specialties Plant, Sheet Plant/Feeder    🏭 Paper Mill



## Our Locations

# Plants in Germany

- 1 Klingele Papierwerke Head Office & Box Plant, Remshalden
- 2 Klingele Papierwerke Box Plant, Hilpoltstein
- 3 Norpack Sheet Plant, Wunsiedel
- 4 V-Projekt Sheet Plant, Villmar-Aumenu
- 5 Blenk (Merchant), Villmar-Aumenu
- 6 Klingele Papierwerke Box Plant, Werne
- 7 Klingele Papierwerke Box Plant, Delmenhorst
- 8 Klingele Papierwerke Paper Mill, Weener
- 9 Klingele Papierwerke Power Plant Weener
- 10 Aquila Sheet Feeder, Leinefelde

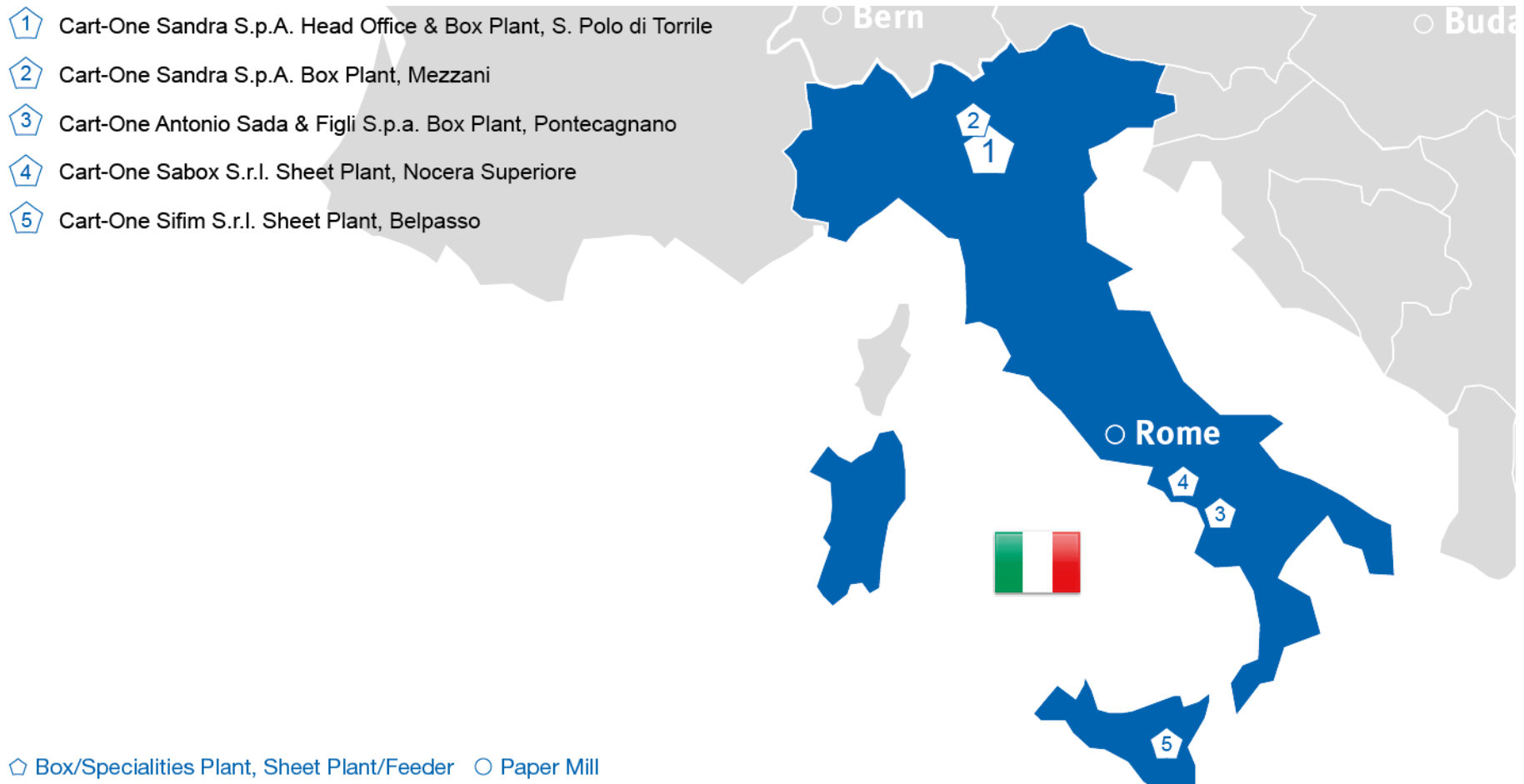




## Our Locations

# Plants in Italy

- 1 Cart-One Sandra S.p.A. Head Office & Box Plant, S. Polo di Torriale
- 2 Cart-One Sandra S.p.A. Box Plant, Mezzani
- 3 Cart-One Antonio Sada & Figli S.p.a. Box Plant, Pontecagnano
- 4 Cart-One Sabox S.r.l. Sheet Plant, Nocera Superiore
- 5 Cart-One Sifim S.r.l. Sheet Plant, Belpasso

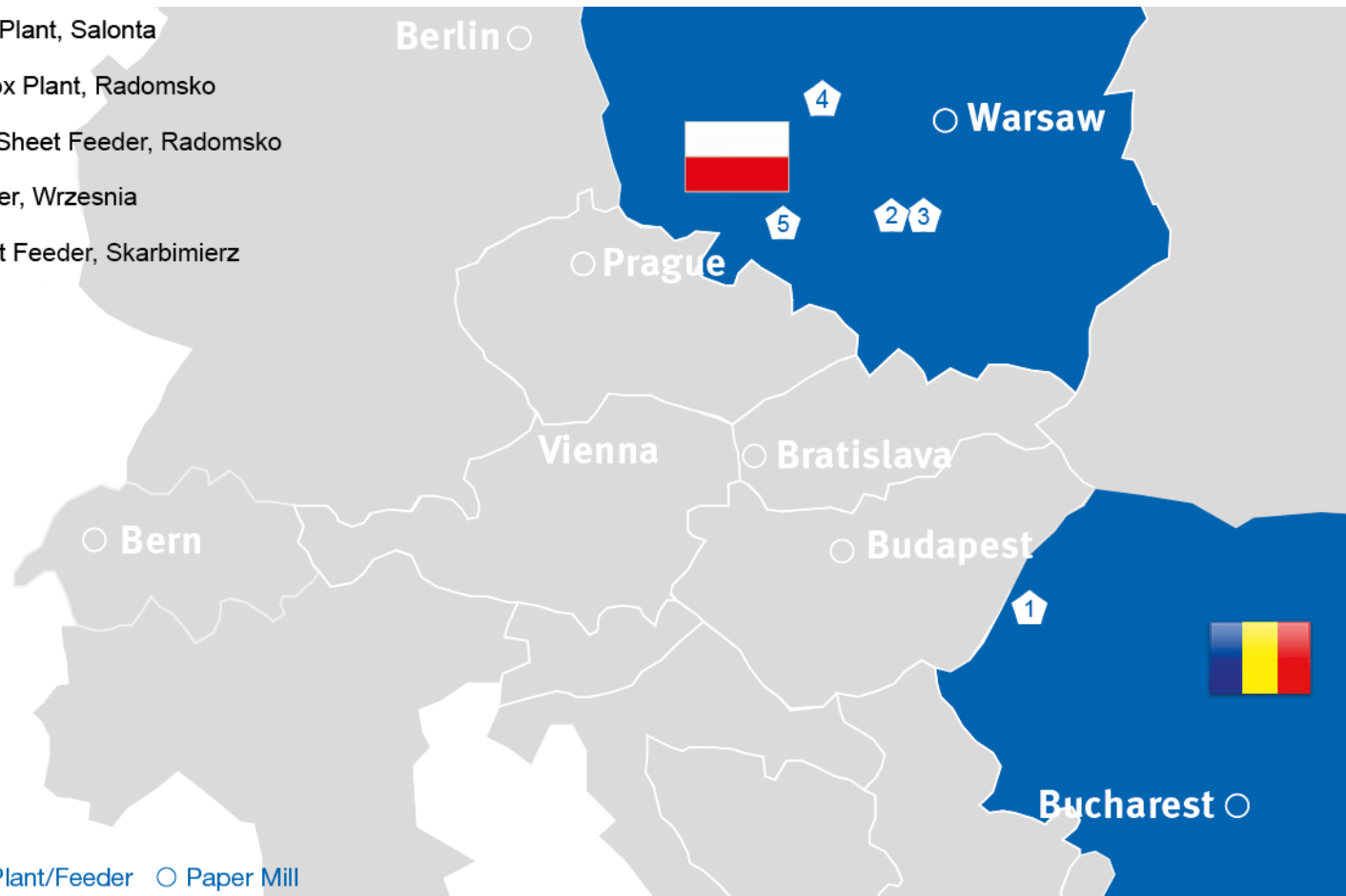


◇ Box/Specialities Plant, Sheet Plant/Feeder ○ Paper Mill

## Our Locations

# Plants in Poland and Romania

- 1 SC VPK Packaging srl. Box Plant, Salonta
- 2 VPK Packaging Sp.z o.o. Box Plant, Radomsko
- 3 Aquila Radomsko Sp.z.o.o. Sheet Feeder, Radomsko
- 4 Aquila Sp.z.o.o. Sheet Feeder, Wrzesnia
- 5 Aquila Brzeg Sp.z.o.o. Sheet Feeder, Skarbimierz



🏠 Box/Specialities Plant, Sheet Plant/Feeder   ○ Paper Mill

## Our Locations

# Plants in Scandinavia

- 1 Peterson Box Plant, Sarpsborg
- 2 Peterson Display Plant, Sarpsborg
- 3 Peterson Sheet Plant, Sykkylen
- 4 Peterson Box Plant, Bäckefors
- 5 Peterson Box Plant, Norrköping
- 6 Peterson Box Plant, Randers

🏠 Box/Specialities Plant, Sheet Plant/Feeder    ○ Paper Mill





## Our Locations

# Plants in Spain

- 1 Hinojosa Xàtiva Head Office & Box Plant, Xàtiva
- 2 Hinojosa Pacs Box Plant, Pacs del Penedés
- 3 Onduembalaje Box Plant, Alovera
- 4 Rambleños Box Plant, La Rambla
- 5 Vegabaja Box Plant, Dolores
- 6 Papelera de l'Alquería Paper Mill, Alquería de Aznar
- 7 Cartonajes Bernabeu Box / Specialities Plant, L'Ollería
- 8 CIPASI Polypropylene Plant, Massamagrell
- 9 Vicusgraf Specialities Plant, Vigo
- 10 Onduflex Rolls Printer Plant, Alquería de Aznar
- 11 San Cayetano Box / Specialities Plant, Aldeamayor de San Martín
- 12 Papelera de Sarrià Paper Mill, Sarrià de Ter
- 13 Customer Service Center Portugal, Lisbon
- 14 Envases Universal S.A. Logistics Centre, Las Presas
- 15 Ondunova S.L. Monjos del Penedés Box Plant, Santa Margarida

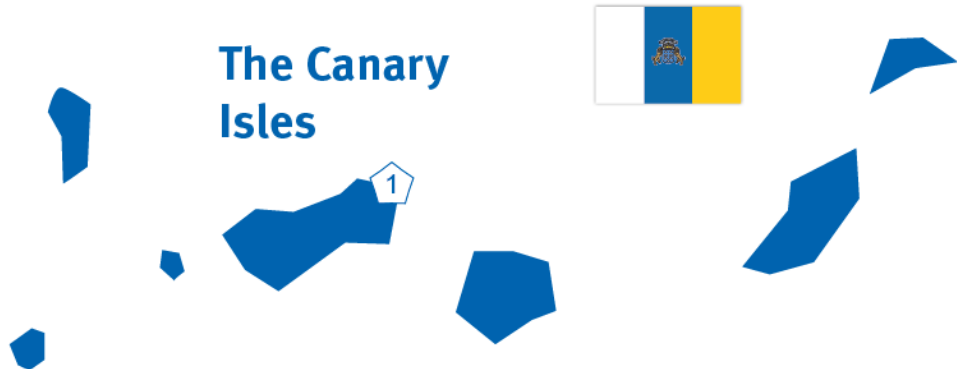
⬠ Box/Specialities Plant, Sheet Plant/Feeder    ○ Paper Mill



## Our Locations

# Plants on the Canary Isles (Spain)

1 Klingele Embalajes Canarias S.A. Canaries Box Plant, Santa Cruz de Tenerife

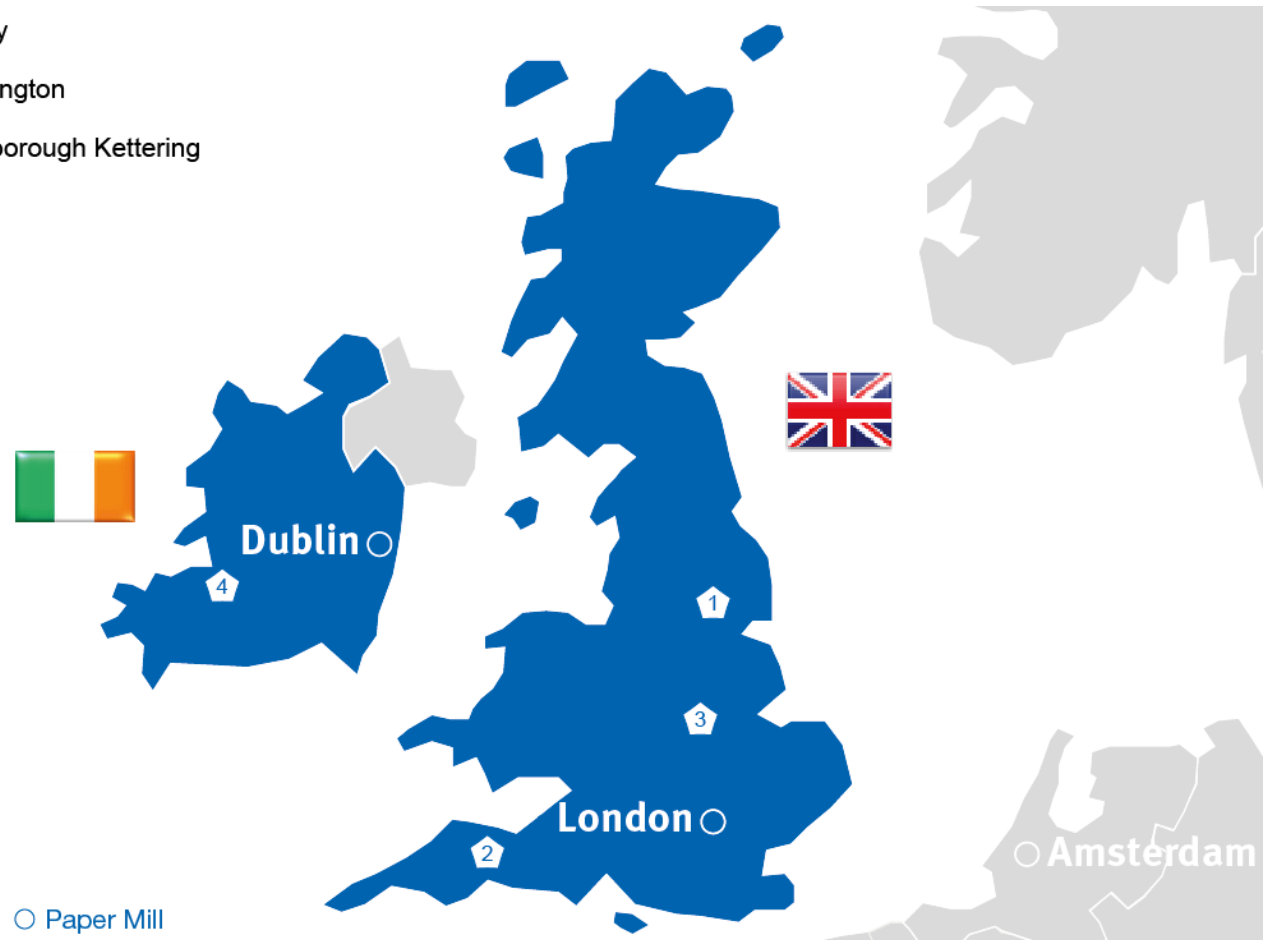


⬠ Box/Specialities Plant, Sheet Plant/Feeder ○ Paper Mill

## Our Locations

# Plants in the UK and Ireland

- 1 Rigid Containers Limited Box Plant, Selby
- 2 Rigid Containers Limited Box Plant, Wellington
- 3 Rigid Containers Limited Box Plant, Desborough Kettering
- 4 Rigid Ireland Box Plant, Limerick

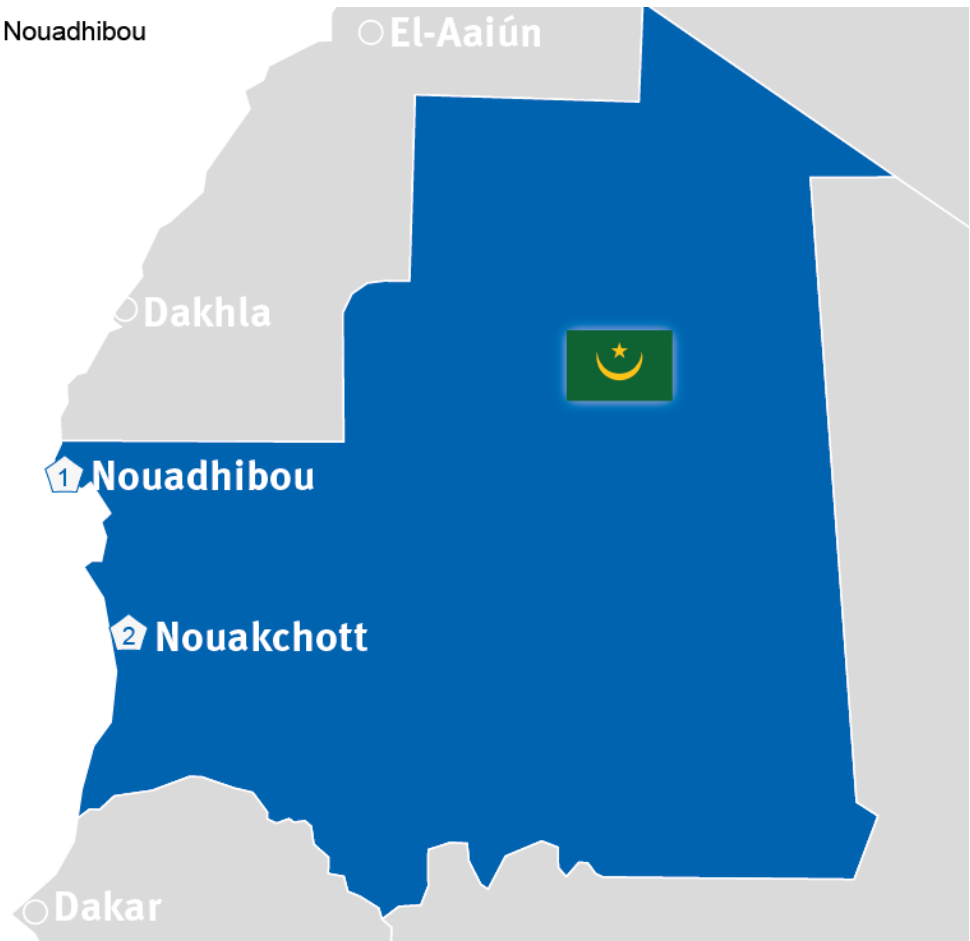


🏠 Box/Specialities Plant, Sheet Plant/Feeder   ○ Paper Mill

## Our Locations

# Plants in Mauritania, Africa

- 1 MPE Mauritanienne des Produits d'Emballage SARL Sheet Plant, Nouadhibou
- 2 MAURIPACK-SARL Sheet Plant, Nouakchott



🏠 Box/Specialities Plant, Sheet Plant/Feeder    ○ Paper Mill



## Our Locations

# Plants in Cuba

- 1 Compacto Caribe Box Plant, Havana
- 2 Compacto Caribe Box Plant, Santiago de Cuba
- 3 Compacto Caribe Solid Board Plant, Santiago de Cuba



🏠 Box/Specialities Plant, Sheet Plant/Feeder   ○ Paper Mill

A group of five men in business suits are walking towards the camera on a paved surface in front of a modern building with large glass windows. The man on the far left is wearing a dark suit and a striped tie. The second man from the left is wearing a dark suit and a blue tie with a small pattern. The third man is wearing a dark suit and a patterned tie. The fourth man is wearing a bright blue suit and a dark tie with a small pattern. The man on the far right is wearing a grey suit and a blue tie. The text "EUROPEAN SALES MANAGEMENT" is overlaid in large, bold, white capital letters on the left side of the image.

# EUROPEAN SALES MANAGEMENT

# European Sales Management

## Comprehensive Customer Support

- The European Sales Managers (ESM) take care of your individual international and regional requirements in the language of your choice.
- **European Customer Service – a single point of contact for you**  
We offer longstanding expertise in terms of end-to-end tender management for our European clients. The ESM will be the only reference point transmitting a global European offer and will carry out the subsequent negotiations.
- Our six designated ESMs, one of which will be your point of contact and assisted by our European Customer Service, will be glad to cater to your every expectation.



Armin Höttges  
European Sales Manager for  
Germany and The Canary Islands



Marc Daguzan  
European Sales Manager for  
France



Martin Peral Rodriguez  
European Sales Manager for  
Spain and Portugal



Nicolas Bossuyt  
European Sales Manager for  
the Benelux, Romania, Poland, Hungary  
and Scandinavia



Simone Di Federico  
European Sales Manager for Italy



Andy Botterill  
European Sales Manager for the UK and  
Ireland



A photograph of five men in business suits standing in front of a modern building with large glass windows. From left to right: the first man is in a dark suit and patterned tie, giving a thumbs up; the second man is in a dark suit and blue tie with a small logo, giving a thumbs up; the third man is in a bright blue suit and patterned tie, giving a thumbs up; the fourth man is in a dark suit and striped tie, giving a thumbs up; and the fifth man is in a grey suit and patterned tie, giving a thumbs up. The text 'OUR SUPPORT AT A GLANCE' is overlaid in white on the bottom left of the image.

# OUR SUPPORT AT A GLANCE



## Our Range of Services

# In constant Dialogue with You

**R&D Team:  
Research &  
Development**

**Key Account  
Management**

**Innovation  
Management**

**Blue Box  
Partners  
Academy**

**Packaging  
for every need**

**Packaging  
Design**

**Technical  
Support**

**Social and  
Environmental  
Responsibility**

**Laboratory**

# Innovation Management: Customer Centricity

## European Cross-Functional Bootcamp Event



In our continual search for a proactive approach, customers' satisfaction and innovation we organise internal cross-functional Bootcamp events.



### The main topics are

- Trends analysis
- Best know-how and experiences sharing
- Focus on our European “VIP” customers
- Cross-functional attendees to have a holistic view of one client's situation



# SUSTAINABILITY

# Sustainability

## We assume responsibility...

### ...towards people, society and the environment

As independent family-run companies, the BBP Partners are distinguished by solidarity with their business partners and employees, and gladly assume responsibility. With a focus on people, society and the environment, each BBP Partner designs the business in a respectful and sustainable manner.

**“Sustainability is an essential part of our corporate philosophy.”**



Have a look at our current  
Sustainability Report





## Our Contact Information

# Please do not hesitate to Contact us



### **Blue Box Partners EEIG**

Kareelstraat 108

9300 Aalst

Belgium

[contact@blueboxpartners.eu](mailto:contact@blueboxpartners.eu)

[www.blueboxpartners.eu](http://www.blueboxpartners.eu)



### **Armin Höttges, Managing Director**

Office Germany

phone: + 49 7151 701 188

mobile: + 49 172 873 5443

[armin.hoettges@blueboxpartners.eu](mailto:armin.hoettges@blueboxpartners.eu)

**Thank you very much  
for your attention!**