



# MAJOR INVESTMENTS BROADEN PACKAGING POTENTIAL

Dunav Press is the Balkan region's foremost printer of IML, Wet-glue and Wrap-around labels. Major investments in new plant have extended the horizons for this dynamic and enterprising packaging company that will shortly celebrate 150 years in the print industry. Philip Yorke spoke to Nikolay Alexiev, the company's CEO, about its latest state-of-the-art facilities and move into folding-carton manufacturing for the pharmaceutical and cosmetics industries.

**D**unav Press JSC is based in Bulgaria and is one of the world's longest established printing houses. The company continues to see strong growth thanks to its combination of dedicated customer services and high print standards that compare favourably with the best in Europe. During the last three years the company has continued to focus on growing its packaging sector in areas such as in-mould labelling (IML), pressure sensitive labelling (PSL), blister cards, shrink-sleeves and wrap-around labels. More recently, and following its major investments in a range of new equipment, the company is also producing folding cartons for the pharmaceutical industry. Today Dunav Press JSC employs more than 150 people and in 2012 recorded sales of around €6.5 million.

## **New technology driving sales and productivity**

Dunav's commitment to a continuous programme of investment and renewal is paying big dividends and attracting global players from outside the Balkan region. Some of Europe's largest beverage and food companies now rely on Dunav Press for their specialised labelling requirements. In fact, in one case, Dunav is responsible for the labelling of beers produced for seven European countries.

New funding amounting to more than €4 million has been allocated by the company to upgrading and increasing its production capabilities. This major funding includes a significant contribution from the EU Community Development Fund.



Most recent high-tech acquisitions at Dunav include the new GIDUE Master M5°, Arc-Simotion, servo controlled flexographic press. This state-of-the-art machine currently delivers the highest levels of converting flexibility along with an infinite array of handling configurations. In addition, the company has taken delivery of Heidelberg's 'peak-performance', Speedmaster XL 106, which offers 18,000 sheets per hour in straight printing, and production output levels that are 20 per cent higher than its predecessor, the XL105.

Alexiev said, "In the last three years we have doubled our capability and our production output. This is thanks to our major investment programme in the latest flexo and offset technology presses utilising advanced HD camera optimisation. These investments have made it possible for us to enter the high-end of the label market and we have been able to extend our product portfolio in a number of key areas as a result. Our new Gidue and Heidelberg presses are state-of-the-art machines that offer us a wide range of options in both our flexo and offset printing operations. In addition, we are targeting new market ▷





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J+S is developing not just ink, but liquid technology, for example high efficient inks for UV, HiReactive and LED applications. We offer low migration inks for food and non-food packaging, for shrinksleeves and many other printing applications. We are the strategic supplier of Dunav Press, printing high-end labels in Bulgaria. We are proud to deliver inks for many brand owners applications and global printing houses. Furthermore, we produce inks for conventional offset, water- and solvent based flexo and gravure printing. As a leading producer of high quality products we offer customer oriented solutions for printers and brand owners in a world of highest requirements.

If you have any questions or proposals for improvement, please contact us, anytime.



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## Müller Martini

Müller Martini - a global leader in developing, manufacturing and marketing for web-offset printing presses, Muller Martini offers its customers innovative products and services.

Muller Martini Printing Presses GmbH in Maulburg, Germany, is the Muller Martini Group's production facility for printing presses, especially for flexible packaging, labels and cardboard packaging as well as security printing and pharmaceutical inserts.

Muller Martini's machines fulfill the needs of label, flexible packaging and cardboard printing, and the company is well equipped to meet current and also future market demands for short runs, short lead times and high quality with its printing machines.

Web offset has numerous financial benefits for packaging printers, like lower printing process costs, more varied substrate options and a reduced environmental impact, and Müller Martini is keen to showcase these advantages using its VSOP and Alprinta V machines.

## A bright future in the Europe

Based on a motivated and flexible sales team, in cooperation with our specialized service technician in the background, Müller Martin is absolutely confident to serve our customer's needs in the packaging market.

Under the support of the production plant in Maulburg and guided by the Vienna based Regional Sales Manager Bernhard Brandstätter, our local sales specialists in the Region East Europe are able to answer all questions that can rise up. Partnership with its customers is the way Müller Martini solves their needs and challenges. Numerous success stories in the market give evidence to our abilities and experience.



## Prisco® (Printers' Service)

Prisco® (Printers' Service) is the world's leading manufacturer and distributor of offset pressroom chemistry. Headquartered in Newark, NJ, USA, customers have been able to count on quality pressroom chemicals and superior support services from Printers' Service for over 100 years.

Efforts have been made to adapt the products to the typical European demands, and since more than 20 years we have proven to be capable in offering the same added value in the EU market. Many European Printers are demonstrating every day, that IPA-free printing has become possible without losing flexibility on press. If you want to learn more about our product range and its benefits, feel free to contact us.

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sectors for our folding carton boxes with a key focus on the pharmaceutical industry, as well as appealing to the healthcare and cosmetics market segments.

“We have also installed a new, flat die-cutting machine from Heidelberg exclusively for cards and folding boxes, which has been supplemented this year with the latest Heidelberg Diana X80 folding carton gluing machine. We also have the brand new Diana inspection control and Diana Braille modules for certain pharmaceutical carton applications.

“In addition to these important acquisitions, we have invested in a new ink-mixing station which has been developed using our own in-house technology and employs special photometers for mixing precise pantone colours. This equipment has fully automated, electronic scale mixing facilities for optimised colour consistency and we believe that we are the first in the region to have such an advanced ink-mixing capability. From a business management perspective we have also invested in new business software systems from the USA. As you would expect, we also subscribe to the latest environmental protection programmes for improving our carbon footprint and for the implementation of sustainable production processes.

Alexiev added, “We will be attending the forthcoming Label Expo Trade show in September and we look forward to meeting all our existing customers there as well as many potential customers during the event”.

## Eco-friendly solutions

Dunav's commitment to more sustainable production technology is endorsed by its latest investment in the most advanced flexo and offset equipment. Heidelberg's Speedmaster XL106 for example offers significant reductions in CO2 process emissions as well as having an impressive track record for reducing waste. The machine's high energy-efficiency and stringent use of resources make it the most eco-friendly machine in its class.

At Dunav Press an on-going management programme for waste and energy reduction has helped to play a significant role in its successful application for EU funding for new plant and the latest software technology. This commitment to the environment in combination with its ability to satisfy the most exacting standards of the big global beverage and food companies has confirmed its place as a packaging provider of choice for many European manufacturers. □

For further details about Dunav Press and its latest products and services visit:  
[www.dunavpress.com](http://www.dunavpress.com)

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The partnership between Koehler and Dunav Press is a good example of the successful application of the specialties of Koehler in the packaging industry.

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