

ConvertingPROs – Bischof+Klein

Strategic suppliers offer decisive competitive advantages

The Konzell site has played a central role for Bischof+Klein SE & Co. KG for many years. As one of the leading converters in Europe, the company works closely with the Italian machine manufacturer Nordmeccanica, which is represented in the DACH region by megapak. On the occasion of the first Supplier Day in Konzell, we met Mike Schätzler, Managing Director of megapak, and Tobias Nautsch, Category Manager / Group Procurement at Bischof+Klein, for an interview.

PRO Flexconvert: Mr Nautsch, why does a producing company like Bischof+Klein invite its most important suppliers to its own location? What was your motivation?

Tobias Nautsch: We in the purchasing department had wanted to hold a supplier day for quite some time. First, we had to decide which location would be suitable and what the appropriate framework would be. The choice quickly fell on Konzell, which has modern and spacious premises and is also relatively close to FACHPACK, which was taking place at the same time. In the end, we focused on strategic suppliers within the respective product groups and welcomed around 60 guests.

PRO Flexconvert: What makes the Bischof+Klein site in Konzell so special?

T. Nautsch: Konzell is a real showcase location within our group of companies – and the second largest plant after our headquarters in Lengerich. Here we produce modern packaging solutions for consumer goods. These include, for example, aroma protection films for food or bags for hygiene products. Bischof+Klein in Konzell has received numerous awards, including the Climate Protection Award of the Straubing-Bogen district, the district's Training Award and the designation as a TOP Company in Lower Bavaria.



Mike Schätzler (left) and Tobias Nautsch at the Bischof+Klein Supplier Day in Konzell

PRO Flexconvert: What were the main topics of discussion at Supplier Day – and what role did megapak play in this?

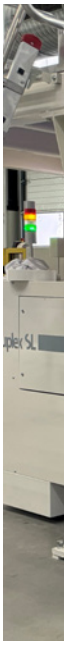
T. Nautsch: Under the motto 'Strong Partnership. Smart Solution.', selected partner companies came together at the Konzell plant to discuss key future topics with our purchasing team. Among other things, the discussion focused on market and business development, supplier management and the circular economy in the packaging industry. One question that was discussed intensively was how sustainable, strategic partnerships can be specifically structured at various levels. This was illustrated using practical examples. Input from external guest speakers and an interactive section in the form of a World Café ensured a lively exchange between the participants. Our suppliers are a central part of our value chain. They not only supply the materials for our products, but also ideas, innovations and valuable expertise. For Bischof+Klein to be successful in the long term, we need partners we can rely on – and who can rely on us.

PRO Flexconvert: Mr Schätzler, what were your impressions of Supplier Day?

Mike Schätzler: First of all, I would like to emphasise that the term 'Supplier Day' could possibly be misunderstood: there was not a single mention of prices. The atmosphere was very positive, and we did not feel like traditional suppliers, but rather like strategic partners. The focus for us was on how we can give Bischof+Klein a real competitive advantage. I find it particularly interesting that Bischof+Klein manufactures exclusively in Europe – where labour and tax costs are high. This makes it clear to everyone involved that it is not the price that matters, but the quality. A key topic was recycling and the associated megatrend of sustainability: how can we keep materials in circulation? How can the requirements of the PPWR be met at an early stage? And what will the packaging of the future look like?

PRO Flexconvert: How does the partnership between B+K and Nordmeccanica/megapak work in practice?

M. Schätzler: We have been working with Konzell for around two decades and the collaboration is very valuable for both sides. A total of five Nordmeccanica systems are in operation there. Over the years, we have succeeded in achieving extremely high precision in adhesive application, thanks in part to the excellent support of the local laminating department. We are talking about such low tolerances that we were able to reduce the application weight by about 0.1 to 0.3g/m² without compromising performance. This means that if we apply 1.3 grams instead of 1.5 or 1.6 grams, the adhesion in the composite remains completely intact. It is therefore only logical that we are now installing the same application technology at the British Bischof+Klein site in Telford, where laminating



is currently being started. This brings several advantages: cost reduction, material savings, greater sustainability – and the solution can be easily transferred to other sites.

PRO Flexconvert: At Supplier Day, other suppliers with their own expertise were also present in the auditorium. How did the exchange go? Is there potential for more cooperation?

M. Schätzler: I found the presentation by a recycler who deliberately chose to locate his site near Konzell particularly exciting. The short distance enables an extremely efficient and low-CO2 regranulation process – and the regranulate can be returned directly to Bischof+Klein. This form of customer proximity was a new and very convincing approach for me.

T. Nautsch: We have already received feedback from companies that are very interested in a possible continuation of the format. Our supplier base is broad, and we were unable to represent all of our strategic partners at one event. We are already considering how we can further optimise the potential for exchange in the future.

PRO Flexconvert: How can your partnership develop in the future – and what topics are on the agenda?

M. Schätzler: One clearly formulated goal on the part of Bischof+Klein is to achieve the PPWR requirements at an early stage. This gives the company a strong position in the market. As already mentioned, it is no longer just about supplying machines. Rather, we are collaborating in working groups to develop solutions that combine ecological and technological requirements.

T. Nautsch: We have taken many steps in the right direction, but we must not rest on our laurels. The Supplier Day was a great success – now it's time to work together to remain fit for the future.

www.bischof-klein.com
www.megapak.de
Image source: megapak



From left: Michael Schwarzfischer, Vincenzo Cerciello, Dr Markus Prommesberger and Mike Schätzler

