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FEPE Magazine

A magazine about the envelope
and light packaging industries.

BASTIAN STEINMETZ
NEW CHAIR OF THE
FEPE MARKETING COMMITTEE



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EDITORIAL

Dear readers,

Welcome to the latest edition of the FEPE Magazine.

In this issue, we bring you an overview of some of the most important developments, discussions, and initiatives currently shaping the European envelope and light packaging industry.

We are pleased to introduce several new FEPE members, including Bomeca, Partners III Nations, and Ventapel, and we warmly welcome them to the FEPE community.

This edition also looks ahead to the FEPE Congress 2026, which will take place in Palma de Mallorca from 30 September to 2 October 2026. We sincerely hope many of you will join us there for what promises to be another excellent opportunity for networking, discussions, and exchange within the industry.

You will also meet the new Chair of the FEPE Marketing Committee, Bastian Steinmetz, through a dedicated interview discussing the future priorities and activities of the committee.

Another important topic covered in this edition concerns the challenges currently faced by the industry following actions taken by a major European postal operator. FEPE raised these concerns at the highest international level during the Universal Postal Union Consultative Committee General Assembly, underlining the importance of proper communication and realistic implementation timelines for the entire value chain.

This issue also includes contributions from our members and partners, including an article from Offmar, as well as a new perspective on the Keep Me Posted EU initiative through an interview with ANEC, the European consumer voice in standardisation. Their contribution highlights why consumer choice and accessibility remain essential in an increasingly digital society.

Finally, we also look at the example of Estonia and discuss how digital-only approaches can create new challenges and why maintaining hybrid communication systems continues to be important for many consumers and businesses alike.

We hope you enjoy this edition and thank you, as always, for your continued support and cooperation.

Kind regards,

Viktor Kovačič

Managing Director

FEPE



Viktor Kovacic (photo: personal archive)

WHEN DIGITAL-ONLY FAILS: LESSONS FROM EUROPE'S MOST DIGITAL SOCIETY – ESTONIA

Maja Menard Cedilnik - MM KUVERTA d.o.o., FEPE President

For years, Estonia has been presented as the European success story of digitalisation. Citizens can vote online, access healthcare records digitally, establish companies in minutes and communicate with public authorities almost entirely online. The country has become a symbol of efficiency, innovation and modern governance.

And indeed, many aspects of digitalisation bring undeniable advantages. Faster administration, easier access to information and simplified public services can improve everyday life for citizens and businesses alike.

However, the Estonian experience also demonstrates something equally important: a digital-only approach can create vulnerabilities that are often overlooked in discussions about the future of communication and public services.

The more digitalised a society becomes, the more dependent it becomes on electricity, internet connectivity and the uninterrupted functioning of centralised digital systems. When one of these elements fails, the consequences can be immediate and widespread.

This became particularly visible during the major cyberattacks against Estonia in 2007. Government institutions, banks, media outlets and public services were targeted in what many experts described as one of the first large-scale cyberattacks against a country. While Estonia managed to recover and later strengthened its cybersecurity systems, the attacks served as a wake-up call for Europe and the rest of the world.

The lesson was clear: highly digital societies are also highly vulnerable societies.

But cybersecurity is not the only concern. Increasingly, criticism is also emerging from within Estonia itself. A recent commentary published by the Estonian public network ERR by Nils Niitra, former journalist and

communications adviser, described Estonia's digital state as something that was sold to citizens as a "lean and efficient state," but which has gradually evolved into what he called a costly and dependent "digital parasite."

According to the article, digitalisation did not eliminate bureaucracy, it merely transformed it. Paper forms became digital forms, stamps became electronic approvals and queues became online portals. Instead of simplifying procedures, many systems simply transferred old bureaucratic processes onto screens.

The article also highlighted the enormous and continuously growing public spending on IT systems and external contractors. Estonia's public sector reportedly paid more than EUR 171 million to private IT companies in 2024 alone, while at the same time continuing to expand its own state IT apparatus. Critics increasingly question where the promised savings and simplification for taxpayers actually are.

Another important issue raised was dependence. The state has become heavily reliant on a relatively small number of private IT providers managing key digital systems, making replacement difficult and creating long-term structural dependency.

The concerns do not stop there. Large-scale digitalisation can unintentionally exclude part of the population. Not every citizen has the same level of digital skills, permanent internet access or the financial ability to constantly update devices and software. Elderly people, vulnerable groups and citizens living in rural areas may struggle when important services or communications are available exclusively online.

Digital communication also depends heavily on trust. Citizens must trust that their data is protected, that systems are secure and that access to essential services will remain available at all times. Yet even advanced

digital systems have faced security flaws, technical outages and concerns regarding privacy and centralised data collection.

Several studies and publications have highlighted these concerns. The article Estonia, the Digital Republic published by The New Yorker explored both the impressive achievements and the growing concerns surrounding Estonia's digital dependence. Similarly, research published by Foreign Policy Research Institute examined vulnerabilities linked to digital identity systems and cybersecurity risks in highly digitalised societies.

The official report Cyber Security in Estonia 2025, published by the Estonian Information System Authority, also acknowledged the growing number of cyber incidents, ransomware attacks and threats targeting digital infrastructure.

This is precisely why initiatives such as Keep Me Posted EU continue to emphasise the importance of preserving consumer choice and maintaining multiple communication channels. The discussion is no longer about "paper versus digital." It is about resilience, accessibility, inclusion and security.

Physical communication continues to play an essential role because it offers stability and independence from digital infrastructure.

Paper-based communication does not disappear during internet outages, does not require passwords and remains accessible to all citizens regardless of age, income or technical knowledge.

This does not mean that digitalisation should be rejected. On the contrary, digital tools can provide enormous benefits when implemented responsibly and alongside alternative channels.

The key issue is balance.

Digitalisation should expand choice, not eliminate it. A resilient society is not one that depends entirely on a single system, but one that preserves multiple secure and accessible ways for citizens to receive information, communicate and participate in society.

The Estonian experience demonstrates that innovation alone is not enough. Efficiency must be accompanied by security, accessibility and redundancy. As Europe continues to digitalise public services and communication systems, these lessons should not be ignored.

In the end, the strongest societies may not be those that are the most digital, but those that are the most resilient.



BASTIAN STEINMETZ NEW CHAIR OF THE FEPE MARKETING COMMITTEE

Viktor Kovačič - FEPE

FEPE is pleased to announce the appointment of Bastian Steinmetz as the new Chair of the FEPE Marketing Committee. As Managing Director and owner of STEINMETZ BRIEFUMSCHLÄGE GMBH & CO.KG, Bastian brings many years of industry experience, a strong understanding of the market and a clear commitment to strengthening cooperation and dialogue within the European envelope and light packaging sector.

The FEPE Marketing Committee has long served as an important platform for networking, exchange of market information and discussions on the future of the industry. At a time when the sector continues to face significant market and regulatory challenges, the role of the Committee is becoming increasingly important.

FEPE would also like to express its sincere thanks to André Wienströer, Director General of Tompla and former Chair of the FEPE Marketing Committee, for his years of dedication and contribution to the work of the Committee and the wider FEPE community. His commitment helped strengthen the Marketing Committee as an important meeting point for the industry and laid strong foundations for future activities.

Interview with Bastian Steinmetz

Could you briefly introduce yourself and your company?

My name is Bastian Steinmetz, I am 43 years old and was born and raised in Hamburg. I am the Managing Director and owner of Steinmetz Envelopes, a German envelope manufacturer founded by my parents in the 1970s. Our company has now been active in the market for more than 50 years.



Bastian Steinmetz

Although I officially joined the business in 2009 after completing my degree in business administration, I often say that I was born right into the envelope industry in 1983.

What motivated you to take over the role of Chair of the FEPE Marketing Committee?

I consider FEPE meetings to be an excellent platform for connecting with people from across the industry and discussing market developments. By taking on the role of Chair, I hope to encourage even more companies and colleagues to participate actively in the Committee and FEPE activities.

Especially today, dialogue and exchange

within the industry are becoming increasingly important.

How do you see the current situation on the European envelope and light packaging market?

The situation has become much more challenging again in recent years. Global developments and changing market conditions continue to force companies to adapt to circumstances that often could not have been foreseen.

At the same time, the envelope market has been marked by sharp declines for many years. Nevertheless, I still see opportunities for the sector. If I did not see opportunities, I would not have taken on this role. The challenge is to recognize these opportunities and react to them quickly enough.

How important is cooperation and exchange of information within FEPE?

I believe that dialogue within FEPE is absolutely crucial. As an industry, we must work together to respond proactively to legal developments at EU level and to wider market changes.

The Marketing Committee is becoming increasingly important because there are fewer and fewer other platforms, such as trade fairs, where the industry can openly discuss market developments and regulatory issues. FEPE therefore plays a very important

role in connecting manufacturers, suppliers and partners across the sector.

What would you like to achieve as Chair of the Marketing Committee?

My main goal is to continue strengthening the Marketing Committee as a platform for networking, cooperation and information exchange.

I believe it is extremely important that we stand together not only as envelope manufacturers, but as an entire industry together with our suppliers and partners. Only through cooperation and exchange can

we better respond to future challenges.

Is there any message you would like to share with FEPE members and industry colleagues?

We should continue trying to look ahead and keep pace with market developments so that the market does not constantly leave us behind. I know this is not an easy task, but I believe that maintaining dialogue, cooperation and openness to change will be essential for the future of our industry.



Steinmetz Brieftüllen Headquarters in Schenefeld, Germany

With his strong industry background and commitment to cooperation and communication, Bastian Steinmetz takes over the Chairmanship of the FEPE Marketing Committee at an important moment for the European envelope and light packaging industry. FEPE looks forward to working together with him to further strengthen networking, information exchange and industry cooperation across Europe.

FEPE CALLS FOR STRONGER COOPERATION AND BETTER COMMUNICATION

Viktor Kovačič - FEPE

At the recent UPU Consultative Committee General Assembly in Bern, FEPE raised an important issue on behalf of the European envelope and light packaging industry, highlighting the growing need for better communication and cooperation between postal operators and industry stakeholders during periods of operational and technical change.

Speaking during the General Assembly, Viktor Kovačič, Managing Director of FEPE, addressed concerns related to several recent technical and operational changes introduced by a major European postal operator. These



UPU General Assembly Consultative Committee Meeting, Bern

developments include new requirements connected to envelope gusset dimensions, window specifications linked to digital postage systems and the use of environmental logos on mail products.

The intervention did not challenge the direction of change itself. On the contrary, FEPE clearly emphasised that the envelope and light packaging industry has repeatedly demonstrated its ability to adapt to changing market realities, postal developments and customer expectations. The sector has a long history of resilience and innovation, particularly in areas such as automation, sustainability and evolving communication trends.

However, the key concern raised at the UPU level was the manner in which these changes were introduced.

According to FEPE, the industry did not receive formal or sufficiently early communication regarding the upcoming modifications. Instead, companies became aware of the changes indirectly through the market itself, only later being able to verify and confirm the information with the postal operator involved.

This situation creates significant practical challenges for manufacturers and suppliers across the value chain. Products that may soon no longer comply with the updated postal specifications continue to be produced, ordered and distributed, often because companies simply were not informed in time to adjust production processes, stock planning or customer communication.

The issue extends beyond envelope manufacturers alone. FEPE underlined during the General Assembly that abrupt changes without sufficient transition periods can impact the entire value chain, including converters, printers, suppliers, mailers, customers and postal operators themselves. In some cases, customers faced with



UPU General Assembly Consultative Committee Meeting, Bern

restrictive or unclear specifications may not switch to alternative compliant formats, but instead move entirely towards different communication or packaging solutions, potentially reducing overall mail volumes.

Another important aspect raised by FEPE concerns the lack of harmonised technical standards in some of the newly introduced requirements. One example discussed relates to digital postage systems displayed through envelope windows. Without clear and coordinated technical specifications, multiple incompatible approaches may emerge on the market, creating unnecessary complexity, inefficiencies and confusion for both producers and users.

In response to these developments, FEPE first identified the issue through direct dialogue

the relevant UPU committees and working bodies responsible for operational and technical coordination.

For FEPE, this approach is not about confrontation, but about ensuring constructive cooperation and creating a framework that allows the entire value chain to adapt efficiently and responsibly to future changes.

The message delivered in Bern was constructive and solution-oriented. The industry is not opposing modernisation, digitalisation or operational improvements. What FEPE is advocating for is a framework that allows the entire value chain to adapt efficiently and responsibly. This requires earlier communication, realistic transition periods and coordinated technical solutions



FEPE – UPU CC Secretariat meeting; from left: Viktor Kovačič, FEPE, Walter Trezek, Chair UPU CC and Alexander Thern-Svanberg, UPU CC Secretary

with the postal operator involved and through exchanges within the industry. However, as no clear or satisfactory solution emerged, FEPE decided to raise the matter at the highest international postal level through the UPU Consultative Committee General Assembly.

The intervention at the UPU level represented an important step for the European envelope and light packaging industry, as it ensured that the concerns surrounding communication, transition periods and technical harmonisation were officially brought to the attention of the wider international postal community. Following the discussions at the General Assembly, the matter is now expected to be forwarded to

developed through dialogue between postal operators and industry representatives.

The envelope and light packaging sector remains fully committed to cooperating with postal operators and international institutions to ensure that future changes can be implemented smoothly, efficiently and without unnecessary disruption.

As markets continue to evolve, cooperation, transparency and harmonisation will remain essential for maintaining a strong and sustainable future for the European envelope and light packaging industry.

DESIGNING PACKAGING THAT IS READY FOR WHAT'S NEXT

Offmar

E-commerce has changed the role of packaging. What used to be a simple protective layer is now expected to reduce waste, improve efficiency and adapt to fast-moving operations.

At the same time, regulation is raising the bar. The PPWR is pushing the industry towards packaging that is easier to recycle, uses fewer resources and avoids unnecessary complexity. For companies, this is not just about compliance, but about design.

At Offmar, this shift is reflected in the evolution of WaveBag.

Originally developed as a paper-based alternative to plastic padded mailers, WaveBag has progressively aligned with this direction. Made primarily of paper, it is designed to be compatible with existing recycling streams, where appropriate systems are in place, helping simplify end-of-life management compared to multi-material solutions.

But being "PPWR-ready" is not only about materials. It is also about reducing what is not needed.

Traditional shipping often relies on a box combined with additional protective materials. WaveBag integrates protection directly into the packaging, reducing components, material use and packing complexity.

It also helps address one of the most overlooked inefficiencies: empty space. Flexible formats adapt to the product, improving space utilisation in storage and transport. This is particularly relevant in sectors such as beauty, spare parts, consumables and retail, where speed and consistency are critical.

This approach is further extended with solutions like WaveBag 3D. Thanks to its expandable bottom, it can accommodate a

wider range of product sizes and, in some cases, replace box-based systems with a single paper-based format.

Beyond structure and materials, WaveBag is developed with attention to regulatory requirements on substances, can be labelled according to market needs and, in some configurations, is designed to enable reuse.

Taken together, these elements reflect a broader idea.

Being "PPWR-ready" does not mean ticking a box. It means moving in the same direction as the regulation: less waste, fewer materials and simpler systems.

In this sense, WaveBag is not just an alternative material, but part of a wider shift in packaging design, from protecting products to simplifying the entire process around them.

As both operational and regulatory pressures increase, this approach is likely to become not just relevant, but necessary.



Offmar packaging solutions



SCAN THE CODE.



SIGN THE PLEDGE.

**SUPPORT
THE CAUSE.**

**WE UNDERSTAND WHY CHOICE MATTERS,
AND THAT IS WHY WE ARE A PRO-CHOICE
CAMPAIGN, NEVER ANTI-DIGITAL.**

VENTAPEL BRINGS LATIN AMERICAN EXPERTISE AND SUSTAINABLE VISION TO FEPE

Ventapel

FEPE is pleased to welcome Ventapel as a new member of the Federation, further strengthening the association's international dimension and expanding cooperation across the envelopes and light packaging sector.

Founded in 1972 and headquartered in Buenos Aires, Ventapel has developed over more than five decades into a recognised provider of paper-based packaging and logistics solutions. Through continuous development and investment, the company has established itself as a trusted partner for businesses seeking efficient, reliable, and sustainable packaging products tailored to modern distribution and logistics needs.

Today, Ventapel operates through manufacturing facilities in both Argentina and Brazil, under Ventapel SAIC and Ventapel Brasil. This regional footprint enables the company to serve customers across Latin America with flexibility and responsiveness, while maintaining a strong focus on operational quality and customer service. The company's long-standing market presence reflects not only its manufacturing capabilities, but also its ability to adapt to evolving industry demands and changing customer expectations.

Ventapel offers a broad portfolio of products and services, including paper packaging materials, mailers, protective packaging solutions, and packaging equipment. By combining packaging materials with process-oriented solutions, the company supports customers in improving operational efficiency, optimising packaging workflows, and reducing unnecessary material use. This integrated approach has become increasingly important as companies across various industries continue to search for smarter and more sustainable logistics solutions.

Sustainability is a central element of Ventapel's philosophy and long-term strategy. As environmental considerations continue to shape the future of the packaging sector worldwide, the company places strong emphasis on paper-based products and responsible resource management. The growing demand for recyclable, fibre-based, and lower-impact packaging solutions has accelerated innovation throughout the industry, and Ventapel's activities reflect this broader transition towards circular and sustainable packaging systems.

The company's expertise is particularly relevant at a time when businesses and policymakers are increasingly focusing on

We are official distributors of leading brands in the world packaging market.



reducing environmental impact while maintaining efficiency and product protection within supply chains.

Paper-based packaging continues to play an important role in this transition, offering solutions that combine functionality, recyclability, and consumer acceptance.

By joining FEPE, Ventapel contributes valuable international experience and strengthens the Federation's position as a platform for cooperation and exchange across the envelopes and light packaging value chain. FEPE continues to expand its international outlook, recognising the importance of collaboration between companies and organisations from different regions facing similar regulatory, environmental, and market challenges.

The addition of Ventapel also highlights the growing global relevance of fibre-based packaging solutions and the increasing importance of international dialogue within the sector. Innovation, sustainability, and operational efficiency are becoming common priorities worldwide, creating opportunities for closer cooperation between companies operating in Europe and beyond.

FEPE looks forward to working closely with Ventapel and to further developing cooperation in areas such as sustainable packaging, industry innovation, and the future role of paper-based solutions within modern logistics and communication systems.



ventapel

Website: <https://ventapel.com/en/>

BOMECA - FEPE'S NEW PARTNER FOR INDUSTRIAL CUTTING TOOLS IN PAPER CONVERTING INDUSTRY

Bomeca

Based in Limoges, France, BOMECA is a family-owned company specialized in the manufacturing of industrial cutting tools for more than 25 years.

The company has developed strong experience in the envelope and paper converting industry, supplying tooling solutions to manufacturers in France and abroad.

BOMECA produces a wide range of cutting tools used in envelope production, including window cutters, side cutters, sever cutters, perforating tools, and custom-made parts adapted to customer requirements and machine specifications. All tools are manufactured with particular attention to precision, durability, and production reliability.

In high-speed envelope converting, cutting quality and machine stability are essential. BOMECA works closely with its customers to provide tooling solutions that help maintain consistent production quality while reducing downtime and improving tool lifetime. Depending on the application, tools can be

adjusted or specifically designed to suit different paper grades, formats, and machine configurations.

Alongside the production of new tooling, BOMECA also offers refurbishment, sharpening, and regrinding services. These services allow customers to extend the life of their tools while maintaining good cutting performance over time. This approach also helps reduce material consumption and unnecessary replacement costs.

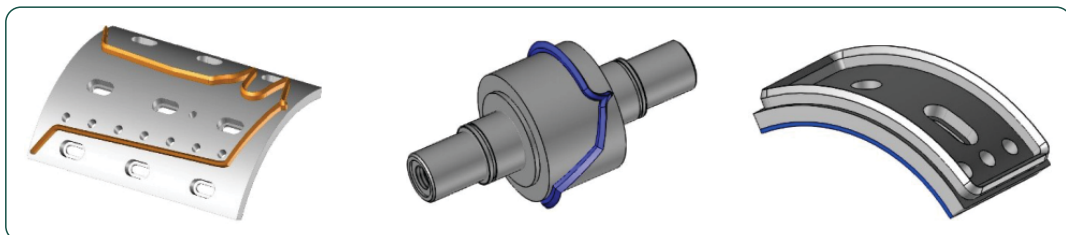
As the paper packaging market continues to evolve, manufacturers are increasingly looking for flexible and reliable tooling solutions. New packaging formats linked to e-commerce and lightweight paper materials require precise and stable cutting operations. Thanks to its experience in precision machining and industrial tooling, BOMECA supports customers in adapting their production processes to these new requirements.



Bomeca production hall in Boisseuil, France (photo: Bomeca)

Over the years, the company has also expanded its expertise into other industrial sectors such as healthcare, hygiene products, and energy. BOMECA manufactures cutting

BOMECA focuses on responsiveness, technical support, and long-term cooperation with its partners.



tools for applications including surgical masks and hygiene-related products, where accuracy and consistency are particularly important.

One of the company's main strengths is its flexibility and direct relationship with customers. As an independent family business,

With more than two decades of experience in precision cutting tools, BOMECA continues to support the envelope and paper converting industry with practical, reliable, and tailored solutions adapted to modern production needs.

BOMECA
by **LUM**
mecanic industry

Contact: e.girault@bomeca.fr
Website: <https://www.bomeca.fr>

INNOVATION MUST NOT MEAN EXCLUSION - ANEC'S PERSPECTIVE ON IMPORTANCE OF KEEP ME POSTED EU

Viktor Kovacic - FEPE

Over the past years, FEPE and the Keep Me Posted EU initiative have regularly informed readers about the ongoing debate on digitalisation, accessibility, and consumers' right to choose how they receive essential communications. Through articles, updates, and advocacy activities, Keep Me Posted EU continues to promote a balanced “pro-choice” approach in which digital innovation goes hand in hand with inclusion and accessibility.

One of the organisations supporting and cooperating with the Keep Me Posted EU initiative is ANEC, the European consumer voice in standardisation. ANEC represents consumer interests in the development of technical standards and policies at European level, with a strong focus on accessibility, inclusion, consumer rights, and protection of vulnerable groups.



Michela Vuerich

In this interview, Michela Vuerich, Lead Programme Manager at ANEC, shares the NGO perspective on why preserving consumer choice remains essential in an increasingly digital society.

Interview with Michela Vuerich- Lead Programme Manager at ANEC: The European consumer voice in standardisation.

Where is the line between innovation and exclusion?

From ANEC's perspective, digitalisation becomes exclusion when it **removes choice and creates barriers to essential communications**. Innovation is positive when digital tools complement existing channels, but problematic when they replace them. The line is therefore crossed when consumers are effectively **forced into digital-only systems** they cannot access, use, or trust.

This affects not only those lacking connectivity or digital skills, but also older persons, people with disabilities, those in rural areas, and consumers concerned about privacy. Importantly, exclusion is not just technical: it also concerns **loss of autonomy and control over communication**. Some consumers deliberately choose paper to better manage

administrative tasks or avoid digital footprints.

For ANEC digitalisation must follow a “**not either, but both**” approach. Innovation should enhance accessibility, not replace traditional formats. True progress is therefore defined by **inclusion and accessibility by design, combined with a guaranteed right to choose** how to receive essential information.

What consumer impacts are often overlooked?

Digitalisation is not just an efficiency issue, but should also be seen as a matter of **equal participation, trust, and social inclusion**. Discussions focused on cost savings and efficiency often overlook several critical impacts:

- **Exclusion from essential services:** When services move online only, people without the necessary skills or connectivity can struggle to access banking, healthcare, or public administration for those without skills or connectivity.
- **Unequal access and vulnerability:** Persons with disabilities or limited digital literacy face inaccessible interfaces and complex systems.
- **Loss of consumer rights:** When only one communication channel is available, the fundamental right to choose is undermined.
- **Practical reliability risks:** Digital solutions can fail (e.g. unreadable QR codes, or system outages), whereas physical documents remain directly accessible.
- **Social and emotional impacts:** Consumers may experience frustration, loss of independence, and disconnection from public life.
- **Privacy and security concerns:** Some

consumers are also reluctant to use digital channels because of concerns about data misuse, privacy, or digital tracking.

What is the value of a cross-sector coalition like Keep Me Posted EU?

A coalition such as Keep Me Posted EU is valuable precisely because it brings together **civil society organisations, industry, and policymakers around a shared “pro-choice” objective.**

First, it allows for a **balanced and practical approach:** civil society organisations highlight real-life exclusion risks, while industry contributes operational solutions. Second, it helps build **consensus around hybrid communication models**, demonstrating that inclusion and efficiency are not mutually exclusive.

Third, such coalitions increase **policy impact and visibility.** By presenting a united voice, they help frame communication access as a **fundamental right linked to inclusion and consumer protection**, rather than a niche concern.

Finally, they promote **evidence-based dialogue**, drawing on user experiences (e.g. testimonials) and best practices across Member States. This supports the development of realistic solutions that work across sectors and demographics.

What concrete changes are needed?

ANEC would like to see a combination of regulatory, policy, and market-driven changes:

- **Guarantee the right to choose:** Consumers should be able to rely on EU rules that ensure public and essential private services (e.g. utilities, banking, healthcare) offer both digital and non-digital communication options, without any penalty or disadvantage for choosing one over the other.
- **Maintain and modernise Universal Service Obligations (USO):** Postal services must remain accessible, affordable, and reliable for all, including vulnerable consumers, with delivery and communication services fully included.
- **Embed accessibility by design:** All digital communications must comply with accessibility standards (e.g. EN 301 549),

ensuring usability for persons with disabilities.

- **Promote inclusive standards and frameworks:** Use tools such as ISO 22458 on inclusive services to ensure services are designed for consumers in vulnerable situations.
- **Strengthen enforcement of existing legislation:** In particular, ensure effective implementation of the European Accessibility Act so that rights translate into real-world accessibility.
- **Support digital literacy, but not as a substitute for choice:** Education should complement, not replace, availability of physical communication channels.

Ultimately, ANEC supports a hybrid communication ecosystem where digital innovation is encouraged, no consumer is excluded, and meaningful choice is preserved. We believe these principles must be at the core of the future EU Delivery Act.

The cooperation between Keep Me Posted EU and organisations such as ANEC demonstrates that the discussion around communication choice goes far beyond one sector or industry. It is increasingly recognised as an important issue of accessibility, inclusion, consumer protection, and equal participation in society. Through cooperation with NGOs, consumer organisations, industry representatives, and policymakers, Keep Me Posted EU continues working toward a balanced approach where innovation and inclusion can successfully coexist.



PARTNERS3N: MORE THAN A DECADE OF INNOVATION AND SUSTAINABLE SOLUTIONS FOR THE POSTAL INDUSTRY

Juan Melgarejo, CEO of Partners3n

Many FEPE members will know Juan Melgarejo from FEPE Congresses, EMA meetings, Marketing Committee gatherings, and



Juan Melgarejo

numerous industry events over the years. Having been actively involved in the postal and envelope sector for more than 13 years, Juan has built a strong reputation for supporting the industry through innovation, technical expertise, and a commitment to sustainability.

Today, Juan continues this journey through Partners3n, bringing the same enthusiasm and dedication that have characterized his work

traditional mail into areas such as packaging, labeling, parcel delivery, and logistics services. In response to these developments, Partners3n has continuously adapted its offering to support customers across a wide range of applications.

The company's value proposition extends well beyond the products themselves. Sustainability plays a central role in its activities, with a strong focus on the development of 100% recyclable materials as well as biodegradable and compostable alternatives. Supported by unique global patents, Partners3n is able to address a broad spectrum of technical requirements while ensuring that environmental responsibility never comes at the expense of performance, efficiency, or functionality.

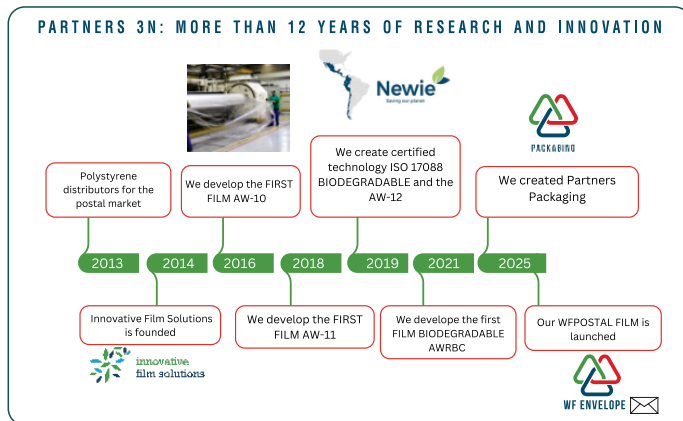
Adaptability and flexibility remain key strengths of the company. By continuously expanding its portfolio and strengthening its international presence, Partners3n is well positioned to support customers in an increasingly dynamic marketplace.

As the industry moves toward more sustainable solutions, Partners3n actively embraces technological innovation to help companies transition from traditional materials to environmentally responsible alternatives. This transition is achieved while maintaining the highest standards of quality, safety, and operational

performance.

The company's vision is clear: to contribute to a more responsible, efficient, and innovative future for packaging and postal applications, creating value throughout the entire supply chain.

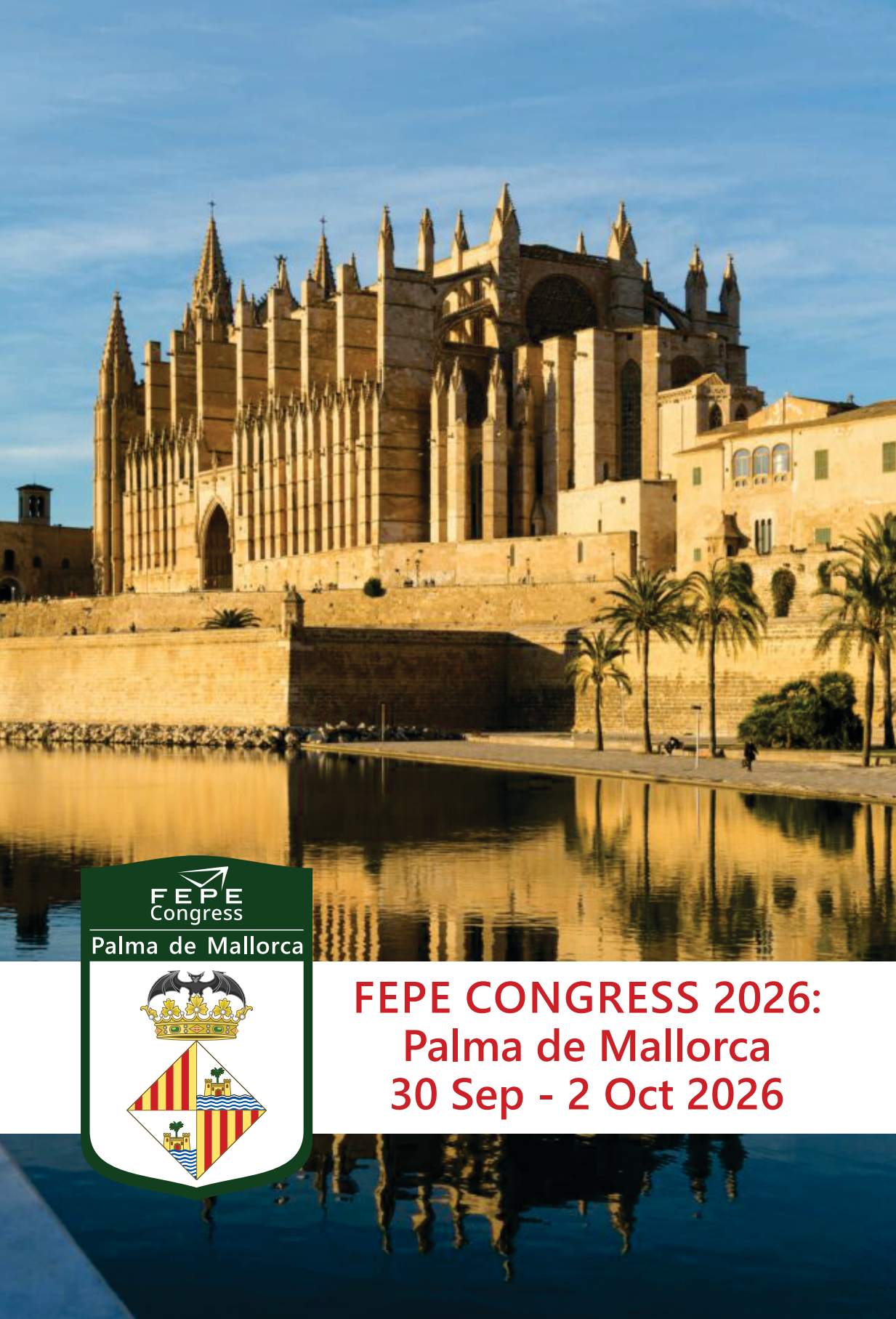
Juan Melgarejo would also like to express his sincere appreciation to the members of FEPE for their continued trust and support. Their collaboration and commitment to the industry remain a source of motivation and a testament to the sector's dedication to innovation, sustainability, and long-term development.



since entering the industry. Throughout his career, innovation and sustainability have remained at the core of his approach, driving the development of solutions tailored to the evolving needs of customers and markets.

Over the years, Partners3n has steadily grown and established itself as a trusted partner within the industry. The company has achieved this by providing high-performance materials designed to meet the increasingly demanding requirements of the postal sector and related markets.

The postal industry itself has undergone significant transformation, expanding beyond




FEPE
Congress

Palma de Mallorca



FEPE CONGRESS 2026:
Palma de Mallorca
30 Sep - 2 Oct 2026

FEPE CONGRESS 2026, PALMA DE MALLORCA: INDUSTRY INSIGHTS, NETWORKING AND MEDITERRANEAN ATMOSPHERE

Viktor Kovacic - FEPE



From 30 September to 2 October 2026, the FEPE Congress will bring together members of the European envelope and light packaging industry in Palma de Mallorca, Spain, for three days of discussions, networking and strategic exchange.

Hosted at the Meliá Palma Marina Hotel, the Congress will combine a professional conference programme with a relaxed Mediterranean setting, offering delegates the

MELIÀ
PALMA MARINA
MALLORCA

opportunity not only to stay informed about the latest industry developments, but also to strengthen personal and business relationships across the sector.

The FEPE Congress has long been recognised as one of the most important annual meeting points for the European envelope industry and its suppliers. In recent years, the Congress has evolved into a broader platform for discussions on market developments, sustainability, direct mail, e-commerce



Hotel bar at Meliá Palma Marina Hotel



Meliá Palma Marina Hotel - Premium room sea view

packaging, postal developments and international cooperation within the wider light packaging sector.

The 2026 edition in Palma will continue this tradition with a programme designed to provide both strategic insights and practical business perspectives.



Gastronomic experience at Meliá Palma Marina Hotel

Among the confirmed speakers is Andrea Boltho from Oxford Economics, who will provide an overview of the European economic outlook and its implications for the envelope and packaging industry. Patrick Raab from PRC Consulting will address practical pricing strategies for industrial companies, while Tom Ridges from Herdify and Ben Briggs from Join the Dots will discuss developments in direct mail campaigns, AI-driven communication and smarter mail solutions.

Marie Clarke from EMA will provide an international perspective on challenges and opportunities across the Atlantic, while Bastian

Steinmetz, newly appointed Chair of the FEPE Marketing Committee, will present an overview of the European envelope market and the latest sector statistics. Viktor Kovačič, Managing Director of FEPE, will provide an update on the Keep Me Posted EU initiative and its relevance for the European envelope and light packaging industry. More speakers and programme details will be announced in



View from the terrace of Meliá Palma Marina Hotel

the coming months.

Beyond the conference sessions themselves, the FEPE Congress remains particularly valued



Bahía Mediterráneo

for its networking atmosphere. The Palma programme has therefore been designed to combine professional content with opportunities for informal discussions and relationship building.

The Congress will officially open with a Welcome Event held on the terrace of the Meliá Palma Marina Hotel, overlooking Palma's marina and Mediterranean coastline. Delegates will then gather on the second evening for the Gala Dinner at Bahía Mediterráneo, a historic venue that has hosted distinguished international guests over



View from Bahía Mediterráneo terrace

the decades, including Ava Gardner, Agatha Christie and Richard Nixon, and offers a unique combination of architecture, history and seaside atmosphere.



Palma de Mallorca

The final evening will conclude with a guided city tour through Palma's historic old town, combined with local tapas and wine tasting, allowing participants to discover the cultural and gastronomic character of Mallorca while continuing discussions in a more relaxed setting.

REGISTER NOW!



or visit

www.fepe.org/latest/events/congress2026/



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