



Deliverable D.T1.1.2 “National workshops on value chain mapping with stakeholders”

Prepared by: RERA S.D. (PP4) Gorana Baničević and Mili Novak

Location of the workshop

COUNTRY: CROATIA

Title of the workshop in English: Paper and plastic packaging – value chain in Split Dalmatia County

Location: Split, HGK Croatian Chamber of Commerce premises, Obala Ante Trumbića 4

Date: 22nd of May, 2018

N° of participants : 10 (including project partners- signed participants list attached)

SHORT DESCRIPTION OF THE WORKSHOP

The seminar took place in Split at Croatian Chamber of Commerce (HGK) premises. The workshop was organized with the introductory presentation pointing out:

- BIOCOMPACT CE project in general
- Development of audit toll within the project
- Presentation of pilot activities and involvement of local entrepreneurs willing to participate in these pilots

Presentations have been carried out by RERA S.D. (PP4) project team members (Gorana Baničević and Mili Novak).

Additionally, the main point of the workshop was the discussion about the value chain packaging industry in Croatia with the emphasis on Split Dalmatia County.

Afterwards a round table with key company players (DES and Jafra print d.o.o.) was carried out to open the discussion among participants.

KEY FEEDBACKS GATHERED FROM STAKEHOLDERS

Mateja Zuanić, Obrt Lagena, Sutivan, Croatia: The company is mainly involved in packaging for pharmaceutical industry, mainly cartoon packaging.

Tonko Laus, Jafra print d.o.o., Spli, Croatia: The company is mainly involved in packaging for large domestic (regional) retail producer in food industry. Additionally, they are active in packaging for other actors combining paper and plastic materials (food industry sweets, textile industry-socks etc.).

Goran Mlinar, DES Institution: The company is mainly involved in packaging for large number of different domestic actors (such as publishing and printing of different promotional material). However, the representatives said that they are preparing for large investment for the autumn 2018/winter 2019 where the company is adjusting the machinery and tolls in order to keep going the large demand in bakery industry on local market (approx.. 500 tons per year, 1/3 plastic window product). The majority of products on new production line will consist of paper and plastic packaging products.

The idea of **BIOCOMPACK CE pilot activities** was presented at the workshop, meaning that:

- 1st pilot activity includes the companies already included in BIOCOMPACK as project partners;
- 2nd pilot activity includes 3 /three/ companies from each country willing to be assessed economically, while the
- 3rd pilot activity includes the assessment of the technological readiness for implementing the innovation in the production.

All three companies confirmed that up to now they did not have experience with bio-plastic products. They confirmed that the idea of inclusion within the pilots is interesting and appealing although they need additional information. In order to assess the readiness and possibility to offer and adjust the existing machinery and/or to join the pilots, all three companies confirmed that they need additional information related to:

- Material elements and composition (technical specification)
- Glue requirements etc. meaning the relationship between paper and new material (bioplastic)
- Price of material
- Presentation of the material to the entrepreneurs
- Implementation within the existing machinery

Representatives from RERA S.D. confirmed that the additional contact will be made to Lead partner in BIOCOMPACK project in order to check whether the above mentioned infos/requirements would be possible (samples of materials etc.).

Related to value chain, the major problems/obstacles were pointed out:

- The raw material is hard to get. The companies need to go to international market although in previous period they had 'local'/national supplier "Europapir". Now they are mainly concentrated on the market of Serbia and Bosnia and Herzegovina;
- Lack of good and active relationship with the academic community

The representatives from the HGK - Chamber of Commerce from other departments (*Trade and waste Management*) were also present at the workshop and confirmed the willingness to participate in the organization of the 2nd workshop where broader scope of industries/sectors will be included (trade, waste management companies, product designers in packaging industry).