

## Company

Macedonian Paper Mills (MEL) was founded in 1964. Its rapid expansion, thanks to investments in technology and know-how, made a significant contribution to the region's economy and MEL quickly became one of the few paper producers in Greece. MEL has been a member of the PAK GROUP B.V. since March 2012, which is the company's sole shareholder. Today, MEL is a leader in the production of recycled cartonboard in Greece and the Balkans, Europe, and countries of North Africa and the Middle East, while it is also the only industrial facility in Greece to produce recycled cartonboard, with an annual coated carton production of 120,000 tons.

- Location: Thessaloniki, Greece
- Industry: Paper
- Products and Services: Coated printing carton
- Annual production: 120,000 tons
- Employees: 190
- ERP System: SAP
- Go-live: 2015

## Objectives

- Integrate the planning, production and quality recording all in one system:
  - Has a high quality control and traceability requirements due to the possible end-use of the carton board paper
  - Has a comprehensive solution that eliminates time consuming manual data entry and can increase the production output
- Optimise the raw materials and reduce the amount of waste produced

## Implemented Solutions

- opt-Studio: for scheduling orders
- X-Trim: for minimising cutting waste
- GreyconMill: for recording production and quality measurements

## Benefits

- MEL Paper can now rely less on custom spreadsheets due to wider visibility of the whole process
- More structure and discipline on the shop floor and through the production cycle
- Improved trim efficiency and reduction of raw materials used in production
- Overall improvement of the delivery estimations for orders
- Real-time updates from GreyconMill to the sales office using SAP
- Time is saved throughout the company as now key information is just a click of a button away

*"The implementation was carried out to the highest standard, it was completed on time and the communication throughout the process was flawless. Greycon has changed the way we work, we have never been more efficient!"*

Eleni Parisi  
Project Manager  
MEL Paper