**CUSTOMER CASE STUDY**

**Mex, Switzerland, 25th February 2025**

**Grigeo Packaging installs BOBST folder-gluer to expand capacity and future-proof business**

**A dedicated user of BOBST technology for decades, Grigeo Packaging has bolstered its inventory with an EXPERTFOLD 165. Chosen for its high efficiency, expanded range and built-in quality control, the new BOBST folder-gluer has immediately increased capacity and improved quality for the Lithuanian packaging company.**

Leading corrugated manufacturer Grigeo Packaging UAB is a subsidiary company of Grigeo Group, one of the largest paper and hardboard manufacturers in the Baltics. The company has recently invested in an EXPERTFOLD 165 folder-gluer, the fifth BOBST machine to be installed since 2016. It joins a host of other BOBST equipment already used for flatbed die-cutting, flexo post-printing, flexo printing and folding-gluing in the factory.

“Our existing machinery for multi-point glued boxes reached the limit of its capacity, so we had an urgent need to expand. The new BOBST EXPERTFOLD 165 will let us increase the production volume for the Baltics significantly, and in the process, improve the quality of our products,” stated Otonas Valiušis, General Manager at Grigeo Packaging.

He emphasized the reason behind choosing another BOBST machine, “BOBST has been our main supplier partner for a long time and we’re very satisfied with the performance of the equipment on our factory floor. Our large machine fleet clearly reflects the huge amount of trust we have put in BOBST over the years, and we continue to do so.”

**Expanding capabilities in folding-gluing**

Operating from a modern, purpose-built facility on the outskirts of the Lithuanian capital Vilnius, Grigeo Packaging specializes in the production of corrugated sheets, food and beverage packaging, furniture packaging, and other custom-made packaging products. In the food industry, the company proudly serves numerous large brand owners and has recently achieved BRCGS Packaging Materials Level A certificate, evidence of its commitment to food safety and product quality.

This new BOBST EXPERTFOLD 165 folder-gluer allows Grigeo to produce a wide range of box types, including 6-corner boxes. It features ACCUFEED integrated blank aligner with wider conveyors for perfect feeding precision, and high-speed, variable angle pre-breaking with an extra-long module. The 5-meter-long folding section with crease relief and crease control device also ensures reliable and precise box opening, facilitating downstream processing for Grigeo Packaging’s customers. Even at highest running speeds, the inline quality control combined with ACCUEJECT, which automatically ejects non-standard boxes, guarantees that only top-quality boxes make it to the end of the line.

“We chose the EXPERTFOLD 165 because of its advanced quality control capabilities and the higher efficiency compared to our older machines,” said Kristina Žvinytė, Design Manager. “The wider size range lets us propose more packaging designs, allowing us to better respond to our customers’ varied needs. Average order quantities don’t tend to increase, so the ability to easily and quickly set up orders, with low waste, is very important for us.”

**Investing with BOBST for a profitable future**

Having already experienced its efficiency, reliability and high quality, Grigeo Packaging is satisfied that the BOBST EXPERTFOLD 165 was the right choice for its business. Giedrius Valdemaras, Head of Technology Development, explained, “We’re experiencing growing demand for multipoint-glued packaging as customers seek cost-effective solutions that simplify operations. Rising labor costs are driving the need for quality packaging that is user friendly and designed with automated and robotic systems in mind. These solutions must be affordable, efficient, and compatible with modern packaging technologies.”

Another important aspect that influenced the decision for Grigeo Packaging was the option to configure the folder-gluer for e-commerce box production. The modularity of the BOBST machine provides the company the perfect tool for e-commerce and other complex, multipurpose boxes, produced in a single pass. Grigeo plans to take full advantage of this opportunity.

Mr Valiušis explained: “With the rise of online shopping, the quality of the corrugated packaging has become crucial, not only for protecting the product during shipping, but also to enrich the customer experience. Therefore, it’s essential for us that we have the capability to integrate e-commerce modules in near future.”

To maximize the potential of the new folder-gluer, Grigeo Packaging has invested in training. “We expect the new BOBST machine to double our production capacity of multipoint glued packaging and we’re seeing good results already. As the training of our operators progresses, the numbers will no doubt be even better,” he concluded.

**PICTURES**

(01\_Grigeo\_EXPERTFOLD 165)

From left to right: Andrejus Ješčaninas, Engineer Technologist; Otonas Valiušis, General Manager; Kristina Žvinytė, Design Manager and Giedrius Valdemaras, Head of Technology Development

(02\_ACCUEJECT)

With ACCUEJECT, non-standard boxes are ejected automatically

**About BOBST**

We are one of the world’s leading suppliers of substrate processing, printing and converting equipment and services for the label, flexible packaging, folding carton and corrugated board industries. Our vision is to shape the future of the packaging world based on four pillars: connectivity, digitalization, automation and sustainability.

Founded in 1890 by Joseph Bobst in Lausanne, Switzerland, BOBST has a presence in more than 50 countries, runs 21 production facilities in 12 countries and employs more than 6 300 people around the world. The firm recorded a consolidated turnover of CHF 1.960 billion for the year ended December 31, 2023.

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