

From flower to jar: Beekeeping in harmony with bees and nature



How DTM Print solutions have helped one small business ensure quality labelling.

Maries Bihantverk AB is a small-scale beekeeping, located in Malmö, in the southern part of Sweden. Marie Backmann, the woman behind everything, is a passionate professional beekeeper with a positive attitude, who loves nature, bees and that she is crafting something, plus passing it along to others. And with Primera's LX500e, she found a label printer that makes her honey labels stand out at retail.

Maries Bihantverk AB is known for its beehives all over Malmö and the carefully handled honey with well-preserved ingredients, bottled without any heating. True to her motto, 'beekeeping in harmony with bees and nature', Marie has dedicated her life to the bees. As a teacher, she imparts her values and knowledge to the students at the beekeeper school in Malmö.

"You're more an ambassador of the bees, instead of 'just a beekeeper,'" emphasises Lea König, Product Manager at DTM Print (formerly Primera Technology Europe). While Marie added proudly: "Yes, that's what I am; an ambassador of the bees. Beekeeping is astonishingly important as bees do outstanding pollination work that no species could do better, plus they collect nectar for incredibly good fresh honey."

Labelling needs

The honey is available through resellers in the market hall of Lund and Malmö, as well as through a direct trade group between producers and consumers in Sweden called



REKO-ring and is bottled in jars of different sizes and types. When it came to labelling, Marie was searching for an easy to handle label printing solution that works with ecological



looking labels, with a small footprint to fit in her office shelf and has a driver for Mac OS X.

Marie became familiar with Primera label printers at the trade show, Natural Products Scandinavia, in 2017. Here, she saw the LX500e live in action and learnt more about the advantages of the printer. She was convinced that the easy-to-use tri-colour cartridge with built-in print head would simplify her workflow of printing her well-designed labels. Previously, she used her desktop office printer with A4 label sheets, with the disadvantage of positioning the labels properly and throwing away unused A4 sheets where only a few labels were left.

In May 2018, the time was right and Marie decided to buy the LX500e for the honey labels of the upcoming season. As the U.S. manufacturer, Primera Technology, Inc. sells the label printers through local distributors, which is where DTM Print and its Swedish distributor came into play.

Marie was delighted about the possibility of printing on-demand personalised, seasonal and promotional labels, from one label to hundreds.

"As a trained graphic designer, I'm designing the label artwork on my own. It's great to print just one label as a design proof without any lead times or wasted materials, just to see if it looks nice," Marie explained.

"Lea did an excellent after sales support, helping me to print with Adobe Illustrator on my MacBook and I'm pleased to continue



working with her under the new company name. I'm recommending the LX500e to all my beekeeper students in school as it's perfect for small businesses and start-up with its low investment and no maintenance costs."

With the huge variety of label materials provided by DTM Print, it was not an easy choice to choose a substrate, but in the end, she decided for the DTM Vintage Paper Eco to highlight the ecological and nature-loving part of her work and honey.

Personalised label printing comes in place with the project, Bifadder, (See more at <https://www.instagram.com/bifadder/>). It gives each of us the opportunity to be the father or mother of 1,000 worker bees and follow the life in the hive and, in the end, taste the harvest from your 'own' bee colony as one jar of the first harvest. The bee-fathers (and of course bee-mothers) will receive a jar labelled with the individual name or number of the bee-parent. The hives are managed by Marie and two additional local professional beekeepers. They also receive their labels from Marie and her LX500e label printer.

FIND OUT MORE

DTM Print will be exhibiting at Eco Life Scandinavia (formerly Natural Products Scandinavia) on November 13-14, at Malmö, Sweden, on stand number C37.

Email sales@dtm-print.eu or visit dtm-print.eu