



PROPAK EAST AFRICA 2024

DAILY
DAY 2 MARCH 13, 2024

PACKAGING PROCESSING PRINTING PLASTICS

CO-LOCATED WITH - **PRINT EAST AFRICA 2024** 12-14 MARCH 2024 SARIT EXPO CENTRE - NAIROBI - KENYA
PROAGRO EAST AFRICA 2024 12-14 MARCH 2024 SARIT EXPO CENTRE - NAIROBI - KENYA

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DAILY NEWS, REPORT & INSIGHTS AT THE SHOW

BIGGEST PROPAK EAST AFRICA EVER KICKS OFF TO A GREAT START!



The energy was electric on **DAY 1** at the region's leading largest packaging, plastics, printing, food and beverage processing exhibition and conference - **PROPAK East Africa** hence kicking off the 2024 edition to a great start!

Featuring more than **150 brands** from over **35 countries** around the world, this **8th edition** is no doubt the biggest PROPAK East Africa yet, thus establishing itself as the premier trade exhibition for

the entire East African manufacturing sector. Observers could see and feel the palpable excitement from both the main and adjoining extra halls as exhibitors connected with quality trade visitors seeking cutting-edge products and solutions. Not only that, the delights in seeing live demonstrations of state-of-the-art equipment on the show floor also contributed to **DAY 1** exhilaration in

virtually all stands where experts were on hand to educate players in the industry on latest trends and innovations across manufacturing value chain.

As the free-to-attend annual tradeshow continues today **Wednesday 13** through to tomorrow Thursday **14 March 2024** at Sarit Expo Centre, **PROPAK East Africa DAILY** shares **DAY 1** thrilling moments presented in the following action-packed but memorable images: **Continued on page 3>>**

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The PROPAC East Africa DAILY Team (R-L): Sam, Joju and Susi.
Continued on page 6 >>

“WE ARE ALWAYS BY OUR CUSTOMERS' SIDES”

- MR. DANIEL KIRUI NJOROGE, MANAGING DIRECTOR, AFROPACK ENGINEERING

As a packaging and equipment supplier, **Afropack Engineering** offers a wide range of fully-engineered integrated processing and packaging solutions for food, pharma & chemical industries while looking after them with dedicated customer care, local service and quick aftermarket support through its various hubs in Africa. At the ongoing **PROPAK East Africa 2024** at Sarit Centre Nairobi, **PROPAK East Africa 2024 DAILY Team** caught up with the Managing Director - **Mr. Daniel Kirui Njoroge** who assures that his company will always be by his customers' sides. Find out why in excerpt of this SPECIAL FEATURE INTERVIEW:



packaging solutions for various market segments. In **processing** like: milk and dairy processing, meat (red and white) processing, fruit and vegetable processing, sugar processing, grain/ dry foods processing, cotton processing, beverage processing, fresh, canned, and frozen food processing, oil and fat processing, pasta processing, snacks and cereals processing etc. Then in **packaging** such as: bakery products (like biscuits, cakes, etc.), beverages (coffee, tea, and fruit drinks),



AS A REGULAR EXHIBITOR, WHAT ARE YOUR EXPECTATIONS AT THIS YEAR'S PROPAK EAST AFRICA?

As we are always by our customers' sides, physical or virtual, this year's PROPAK East Africa 2024 is another platform to be by our customers' side in order to always meet their needs. And by doing this, we are also offering solutions to meet the various needs of the food and beverages, pharmaceutical and chemical industries across Africa and beyond. These are completely designed and manufactured 100% by the world's best manufacturers in Italy.

WHAT IS YOUR THOUGHT ON THE POTENTIALS OF EAST AFRICA AFRICAN MARKET?

The potentials are huge and our vision is to empower businesses across Africa and beyond with cutting-edge packaging solutions, while fostering sustainability for future generations.

WHICH PRODUCTS OR SERVICES ARE YOU OFFERING TO THE MARKET AND WHY ARE THEY DIFFERENT FROM COMPETITION?

We specialize in providing processing and



snacks, cheese and other dairy products, confectionery (sweets and chocolates), pasta, meat and poultry, milled products (refined grains: wheat, corn, and rice flour), and other produce (agricultural products), fish and other seafood etc.

ARE THERE SPECIALS, PROMOS OR DISCOUNTS THAT YOU'RE OFFERING TO YOUR CLIENTS AT THIS YEAR'S SHOW?

Yes, come meet with us at our Stand B4.

WHAT ADVICE WILL YOU GIVE TO A POTENTIAL CUSTOMER SEEKING THE BEST PRODUCT, SERVICE DELIVERY, AND VALUE FOR MONEY?

At Afropack, we prioritize your needs with: comprehensive planning and guidance from inception to completion; unwavering support before, during, and after installation; and access to seasoned food technologists, bringing extensive expertise in food testing and innovation to enhance your product development. Come meet us at our Stand B4 and we will give you tailor-made solutions to your specific needs.

HOW CAN YOUR CURRENT AND POTENTIAL CUSTOMERS CONNECT WITH YOU BOTH PHYSICALLY (IN THE COUNTRY) AND ONLINE AFTER THE SHOW?

For any inquiry, feel free to contact our dedicated Afropack Team here in Kenya through +254 71 179 4261 or check our website: www.afropackgroup.com for more.

WHAT ASSURANCE ARE YOU GIVING TO YOUR CUSTOMERS (DURING AND AFTER THE SHOW) TO GUARANTEE YOUR

Continue on page 5



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FINALLY, WHAT MESSAGE DO YOU WANT TO PASS TO YOUR CURRENT AND POTENTIAL CUSTOMERS?

As I noted earlier, we are always by our customers' side because we desire to leave a very positive impact to the market and industry, we 'fight' to exceed your expectations. Come to us for all your needs in processing and packaging solutions.

COMMITMENT TO THEIR NEEDS ANYTIME, ANYDAY?

At Afropack, our mission is to exceed our clients' expectations by providing top-notch world-class packaging solutions through continuous innovation, strategic partnerships, and a customer-centric approach. Our assurance is to continually strive to enhance their brand's impact, maximize efficiency, and contribute to a greener and more sustainable future.

TELL US ABOUT YOUR COMPANY?

As the leading packaging and equipment supplier, Afropack Engineering offers a wide range of fully-engineered integrated processing and packaging solutions. For more information, visit: www.afropackgroup.com

THANK YOU FOR YOUR TIME.



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Continue on Page 7 >>



“WE BELIEVE IN A 'ONE-STOP-SHOP' APPROACH”

- MR. FENTON CURLEY, MD - FC GROUP.

Founded more than 30 years ago, **FC Group** of Companies have established considerable reputation across strategic African countries for reliable and professional service with market-leading equipment and consumables, throughout its established user base. At the ongoing **PROPAK East Africa 2024** at Sarit Centre Nairobi, **PROPAK East Africa 2024 DAILY Team** caught up with the Managing Director - **Mr. Fenton Curley** who sheds light on what the company is doing across Africa and why you should talk to them for your print equipment and allied needs. Check this out in excerpt of this SPECIAL FEATURE INTERVIEW:

AS A REGULAR EXHIBITOR, WHAT ARE YOUR EXPECTATIONS AT THIS YEAR'S PROPAK EAST AFRICA?

We are expecting PROPAK East Africa 2024 to be even better than last year and provide more leads and potential customers.

WHAT IS YOUR THOUGHT ON THE POTENTIALS OF EAST AFRICA AFRICAN MARKET?

Demand for print services in East African countries is expected to remain robust, notably in the security, packaging, and textiles markets. Thus, FC Group, being the Authorised Distributor for both Kodak and Miraclon, have the right equipment and consumables to serve Printers in these markets.

WHICH PRODUCTS OR SERVICES ARE YOU OFFERING TO THE MARKET AND WHY ARE THEY DIFFERENT FROM COMPETITION?

We continue to push Kodak industry leading SONORA Process-Free plates in the East African Print Market. We believe SONORA Process-Free plates can help make print operations more sustainable in addition to boosting quality, productivity, and efficiencies. We have more than 60 Kodak equipment users in the region that we are engaging for preventative service contracts, but more importantly cost savings if they switch to SONORA. There have been several plate trials to support this vision.

Visitors can read more on the three reasons why going Process-Free with SONORA can make such a significant difference to their environmental efforts and their businesses here: <https://www.propakeafrica.com/news/why-going-process-free-is-better-for-the-environment>

ARE THERE SPECIALS, PROMOS OR DISCOUNTS THAT YOU'RE OFFERING TO YOUR CLIENTS AT THIS YEAR'S SHOW?

We believe in a 'One-Stop-Shop' approach as such our customers enjoy a '360-degree' benefit once on board with team FC Group. Be it reduction in plate prices, free one-year service contract with equipment warranty after installation, or a combination of all.

WHAT ADVICE WILL YOU GIVE TO A POTENTIAL CUSTOMER SEEKING THE BEST PRODUCT, SERVICE DELIVERY, AND VALUE FOR MONEY?

With Kodak CTP and Consumables, customers can expect the "Rolls-Royce" end of product benefits. And with FC Group's exemplary and well-trained engineers and sales teams locally, as well as HQ expertise spanning more than three decades, customers can expect service excellence and value for money.

HOW CAN YOUR CURRENT AND POTENTIAL CUSTOMERS CONNECT WITH YOU BOTH PHYSICALLY (IN THE COUNTRY) AND ONLINE AFTER THE SHOW?

We have been proactively engaging our customers and prospects on email, social media and via WhatsApp and have been visiting customers prior to the show. Customers wanting to meet us at the show can find us at **Stand E6**. Or they can reach us on **+254 714 0696127** or via LinkedIn: <https://www.linkedin.com/company/fc-exports/afterwards>.

WHAT ASSURANCE ARE YOU GIVING TO YOUR CUSTOMERS (DURING AND AFTER THE SHOW) TO GUARANTEE YOUR COMMITMENT TO THEIR NEEDS ANYTIME, ANYDAY?

We have brought our partners and experts from Kodak and Miraclon who will be present on our stand during the 3-day show to answer all technical questions alongside my sales and engineering team. And so, I would urge our customers and prospects to take advantage of this captive audience. Our mantra at FC Group "Fit your needs, fit your Future" which is our promised assurance to all our customers and prospects. We believe in an all encompassing 360 degrees of onboarding, installation, service, and continued customer service!

FINALLY, WHAT MESSAGE DO YOU WANT TO PASS TO YOUR CURRENT AND POTENTIAL CUSTOMERS?

For our current customers we are grateful and thank you for choosing Kodak, Miraclon and FC Group and for your continued support. For our potential customers, we guarantee quality assurance and look forward to collaborating with you soon!

TELL US ABOUT YOUR COMPANY?

FC Group provides complete print solution. We are Kodak and



Managing Director, FC Group - Mr. Fenton Curley

Miraclon's long-established partner in East and West Africa with full local and Head Office infrastructure including sales, service, consumables, and parts. We fully support some 140 Kodak CTP installations in East and West Africa: (include 30 installs in Ghana and Côte d'Ivoire and 50 in Nigeria) and the rest in East Africa. We have warehouse facilities in Nigeria, Ghana as well as in the UK and have fully trained local engineers and technicians who support the needs of our customers in Kenya and its environs, Nigeria, and Ghana. We have been specialising in the distribution of Kodak's printing products and that of other industry leaders for over 30 years across African countries. Find out more at: www.fcexports.co.uk.

THANK YOU FOR YOUR TIME.



FC Group Team at PROPAK East Africa 2024

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**BOBST APPOINTS MULTIGRAPH MACHINERY EXCLUSIVE
AGENT FOR EAST AFRICA**



Mr. Mohamed Hassairi and Mr. Pradeep Shah in warm handshake at their Stand 10.

World's leading suppliers of substrate processing, printing and converting equipment and services for the label, flexible packaging, folding carton and corrugated board industries - **BOBST** has appointed **Multigraph Machinery (Kenya) LTD** as its exclusive agent for East Africa.

Sharing the good news with **PROPAK East Africa 2024 DAILY**, BOBST's Regional Marketing & Communications Manager for Africa & Middle East and Turkey/Caucasus - **Mr. Mohamed Hassairi** said the appointment reaffirms BOBST commitment to meeting the needs of Africa's growing markets which the Eastern region in an integral part.

Elated CMD of Multigraph Machinery - **Mr. Pradeep Shah** equally expressed delight on his company's appointment as he also assured total commitment to the region made up of strategic countries such as Kenya, Tanzania, Uganda, Ethiopia, Rwanda and Mauritius. He also reiterates Multigraph full assurance to BOBST's

wide-known quality machineries backed by utmost professional service delivery in the region.

While BOBST's specialties are in machinery, services, packaging, and converting, Multigraph Machinery is known for its market understanding in

providing localized support to its customers. Therefore, this novel synergy is expected to seamlessly improve manufacturing processes in the region thereby enabling the production of high-quality labels, flexible packaging, folding cartons, and corrugated boxes to meet market's extreme demands.



"WE OFFER OUR CUSTOMERS GUARANTEED SERVICE SUPPORT"

PROPAK East Africa 2024 DAILY Team met with PACTAFRICA Team of Vanessa James, Vaughn Ashford and Jamil Jorge at the ongoing PROPAK East Africa 2024 to ask about what industry players can benefit from PACTAFRICA years of experience and partnerships with market-leading brands. Read their answers in excerpt below:

TELL US ABOUT YOUR COMPANY?

PACTAFRICA is the Africa division based in Mauritius of Plastic & Chemical Trading. Established in 2022 to target customers in Africa who demand a high-quality technical solution and top-class after-sales service in order to stay ahead of the competition.

To achieve this end, PACTAFRICA has partnered with market-leading global machinery suppliers to offer solutions to the niche markets defined here:

- **Extrusion:** Plastic Pipes, Civil profiles like window frames, Foam PS board for insulation; based on the successful partnership with KRAUSSMAFFEI.
- **Thermoforming:** Punnets trays for the farming, fresh produce export industry, fridge liners for the white goods industry; in partnership with KIEFEL.
- **Injection Moulding for Pails Containers Crates Pallets and PET Preforms.** Also, in partnership with

KRAUSSMAFFEI.

- Quality inspection solutions for packaging lines in the food, beverage and pharma industries in partnership with HEUFT SYSTEMTECHNIK, and
- For market leading solutions for Hot-runners, Hot-runner controllers, additional 2nd Injection units and Multi-Layer/Sandwich moulding, we have partnered with MoldMasters, and lastly;
- For Process Cooling and Material Handling and Powder Handling amongst other ancillaries, we work with MATSUI FRIGEL and PLASTIC SYSTEMS.

WHAT ASSURANCE ARE YOU GIVING YOUR CUSTOMERS THIS 2024 AND BEYOND, TO GUARANTEE YOUR COMMITMENT TO THEIR NEEDS ANYTIME, ANYDAY?

We offer our customers guaranteed service support as we have 18 Service Technicians in South Africa. Spare parts are



PACTAFRICA PROPAK East Africa 2024 Team from R-L: Vanessa James, Vaughn Ashford and Jamil Jorge

readily available from South Africa and many customers hold their own. Our international suppliers also guarantee their service supports.

FINALLY, WHAT ARE YOUR EXPECTATIONS FROM PROPAK EAST AFRICA 2024?

The reason we are exhibiting at PROPAK East Africa 2024 is not only to grow the market but also to provide technical solutions to companies in the market; who want to be market leaders.

THANK YOU FOR YOUR TIME.

SPECIAL FEATURE INTERVIEW - USS PACTECH - STAND NO: A11)

"OUR SUCCESS IS BASED ON A FORMIDABLE TRACK RECORD OF INSTALLATIONS AND PROJECTS"

Johannesburg, South Africa based leading packaging equipment suppliers & servicers - **USS PACTECH** has been supplying and servicing packaging equipment to Fast-Moving Consumer Goods (FMCG) and Pharmaceutical Industries in South Africa and Sub-Saharan Africa since 2000. Known as the supplier of quality and cost-effective packaging solutions, **PROPAK East Africa 2024 DAILY Team** in this SPECIAL FEATURE INTERVIEW with **Mr. Gavin Lundin** discovers what makes the company tick. Find out in excerpt below:



USS PACTECH PROPAK East Africa 2024 Team from R-L: Farai Mushaniga, Dailey Moli, Gavin Lundin

TELL US ABOUT YOUR COMPANY?

USS Pactech has been supplying and servicing packaging equipment to the FMCG and Pharmaceutical Industries in South Africa and Sub-Saharan Africa since 2000. Our company has its head office in Bryanston, Johannesburg with branch and service support offices in Durban, Cape Town and Port Elizabeth.

Our success is based on a formidable track record of installations and projects with almost every large FMCG and

pharmaceutical company in South Africa and beyond. We partner with leading Original Equipment Manufacturers (OEM's) that are highly specialized and have core competence in their respective fields and industries, coupled with local engineering and service resources. Our seamless, integrated approach towards local value-added service solutions encompasses consultation, project management, turn-key competence, after-sales service, technical support and skills development. In short, 360 ° solutions and partnerships with our clients.

WHY ARE YOU AT PROPAK EAST AFRICA?

USS Pactech has decided to focus more on growing its foot print in East Africa and expanding its

presence. Our main purpose for exhibiting at PROPAK East Africa this year is to get the USS Pactech brand out there and to introduce our offerings to the East African market.

DO YOU HAVE REPS IN EAST AFRICA?

Local support is very important to us. We currently have representatives based in Tanzania, Uganda, Zambia, Zimbabwe and now Kenya, specifically in Nairobi. We feel that with this local presence, we can continue to provide the best support to our customers and grow our customer base.

THANK YOU FOR YOUR TIME.



“WE OFFER OUR CUSTOMERS THE LATEST AND MOST TECHNICALLY ADVANCED EQUIPMENT AVAILABLE ON THE MARKET”

-DIRECTOR, GREENTECH PLASTICS MACHINERY - MR. PATRICK BRACKE

As a team of experts in machine knowledge, **GREENTECH PLASTICS MACHINERY** imports, installs, services best-in-class European designed plastics machinery and ancillary equipment. In this SPECIAL FEATURE INTERVIEW, **PROPAK East Africa 2024 DAILY Team** engages with Director - **Mr. Patrick Bracke** to know how the company supports customers in Southern- and East African regions. Find this out in excerpt below:



Director, GREENTECH PLASTICS MACHINERY - Mr. Patrick Bracke

TELL US ABOUT YOUR COMPANY?

GreenTech Plastics Machinery is based in Johannesburg, South Africa. We import, install and service best-in-class European designed plastics machinery and ancillary equipment. Our Sales Team will guide you from expert machine knowledge fit for your business and project planning to the commissioning of your equipment. We offer technical support to our customers in the Southern- and East African regions.

WHICH PRODUCTS OR SERVICES ARE YOU OFFERING TO THE MARKET AND WHY ARE THEY DIFFERENT FROM YOUR COMPETITION?

We specialise in ENGEL Injection Moulding machines and automation (robotics). We also supply Motan Material Handling Systems. This includes Material Feeding, Drying, Dosing and Blending of plastic materials. Furthermore, we represent Battenfeld-Cincinnati (Extrusion Machines), HB-Therm (Temperature Control Equipment), Tampoprint (Pad printing machines). We are the Service Agents for NGR (Recycling Equipment).

Our products are sourced from Austria, Germany, Switzerland and the Netherlands. We offer our customers the latest and most technically advanced equipment available on the market. Our main drivers are energy efficiency, circular economy (recycling) and digital solutions (A.I.) At the same time, we

offer technical support - including training, processing support and Preventive Maintenance Packages.

ARE THERE SPECIALS, PROMOS OR DISCOUNTS THAT YOU ARE OFFERING TO YOUR CLIENTS AT THIS YEAR'S PROPAK EAST AFRICA?

We have a number of special offerings on our wide range of products and services. Come and visit us for more details on these promos.

DO YOU HAVE REPS IN EAST AFRICA, ESPECIALLY HERE IN KENYA TO ATTEND TO YOUR CUSTOMERS AFTER THE SHOW AND WHERE ARE THEY BASED?

Since 2019, we have a Technical & Sales Specialist based in Nairobi, Kenya. All the equipment we sell in this region is supported 100%. Service and back-up is the core of our business.

WHAT ASSURANCE ARE YOU GIVING YOUR CUSTOMERS THIS 2024 AND BEYOND, TO GUARANTEE YOUR COMMITMENT TO THEIR NEEDS ANYTIME, ANYDAY?

For the last 5 years we, and our Original Equipment Manufacturers (OEM's), have increased our commitment to the region. We believe that the future for the region looks bright, and we will be strengthening our footprint in this market.

FINALLY, WHAT ARE YOUR EXPECTATIONS FROM PROPAK EAST AFRICA 2024?

PROPAK offers a great opportunity to meet with our existing customers within a short space of time. We also look forward to meeting new players in the plastics industry to showcase our products.

THANK YOU FOR YOUR TIME.



GREENTECH Team of Patrick Bracke and Patrick Kamene at PROPAK East Africa 2024

“PLASTICS IS IN OUR DNA”

- MR. TANER TOI - TECHNICAL SPECIALIST, EREMA

With its headquarters in Austria, **EREMA Engineering Recycling Maschinen und Anlagen Ges.m.b.H.** which was established over 4 decades ago as a specialist in the development and manufacturing of plastics recycling systems and components is today a global market leader. In this SPECIAL FEATURE INTERVIEW with **Mr. Taner Toi** - EREMA's Technical Specialist, **PROPAK East Africa 2024 DAILY Team** uncovers what makes EREMA world leader in excerpt below:



TELL US ABOUT YOUR COMPANY?

We are the number one recycling company in the world. We are the first contact for plastics recycling systems and components. This is because plastics is in our DNA and our blood is blue! We also believe our customers are part of the EREMA family.

WHICH PRODUCTS OR SERVICES ARE YOU OFFERING TO THE MARKET AND WHY ARE THEY DIFFERENT FROM COMPETITION?

- In-house recycling equipment
- PET recycling equipment

(Bottle to Bottle)

- Post-consumer recycling

DO YOU HAVE REPS IN EAST AFRICA ESPECIALLY HERE IN KENYA TO ATTEND TO YOUR CUSTOMERS AFTER THE SHOW AND WHERE ARE THEY BASED?

Yes, in Nairobi Kenya.

FINALLY, WHAT ARE YOUR EXPECTATIONS FROM PROPAK EAST AFRICA 2024?

Having good time with our existing and future customers and learning about the Kenyan market.

THANK YOU FOR YOUR TIME.



WHAT ARE YOUR THOUGHTS ON (AND EXPECTATIONS FROM) THIS YEAR'S PROPAK EAST AFRICA 2024?



Right from the opening of the doors of Sarit Expo Centre, the excitement of participants was palpable throughout the extremely busy halls. **PROPAK East Africa DAILY Crew** met with a number of exhibitors to know their thoughts (and expectations). Find these out in excerpt below:



'We are very excited to be at PROPAK East Africa 2024 with our new water-based barrier paper coating. Visit us at stand C7 to find out more.'



Team Filmatic is very excited about the opportunities PROPAK East Africa has brought and continues to bring. Growth in East Africa is looking very positive.



"We are looking forward to the show and hope it will be another successful one"



Joseph Nyongesa and Zippy Shiyoya of the Institute of Packaging Professionals Kenya (IOPPK) celebrate the first day of the East African Packaging Summit with the presentation of the Afristar Award 2023 Winners!





"OUR CUSTOMERS HAVE IDENTIFIED US AS A RELIABLE SOURCE FOR THEIR PACKAGING NEEDS AND APPRECIATE OUR INTEGRITY"

-ALLWIN PACKAGING INTERNATIONAL LTD MANAGING DIRECTOR - MR. SAJI KURIAKOSE

With a humble beginning as a supplier of hand sealing machines, **Allwin Packaging International LTD** today is the largest supplier of packaging machines in East and Central Africa supplying more than 200 different types of packaging machines and materials to cater to a wide range of manufacturing industries. **PROPAK East Africa 2024 DAILY Team** met with the Managing Director - **Mr. Saji Kuriakose** who discloses how the company continues to grow by helping its customers grow:



Mr. Saji Kuriakose with a copy of DAY 1 of PROPAK East Africa 2024 DAILY at the ongoing show.

TELL US ABOUT YOUR COMPANY?

Allwin Packaging International LTD is your premier destination for cutting-edge packaging and coding solutions. With over 20 years' experience, we stand as pioneers in the industry offering diverse range of state-of-the-art machines. Our mission is to provide the best and cost-effective packaging solutions to the small, medium and large-scale manufacturing industries.

WHICH PRODUCTS OR SERVICES ARE YOU OFFERING TO THE MARKET AND WHY ARE THEY DIFFERENT FROM COMPETITION?

All types of packaging machines. We'll show you the best that meets your needs at our Stand B24 here.

DO YOU HAVE REPS IN EAST AFRICA ESPECIALLY HERE IN KENYA TO ATTEND TO YOUR CUSTOMERS AFTER THE SHOW AND WHERE ARE THEY BASED?

We have our main office here in Nairobi, Kenya. Customers can visit our office on Enterprise Road-Likoni Road Junction, Industrial Area, Nairobi

WHAT ASSURANCE ARE YOU GIVING YOUR CUSTOMERS THIS 2024 AND BEYOND, TO GUARANTEE YOUR COMMITMENT TO THEIR NEEDS ANYTIME, ANYDAY?

We have a clear understanding that in order to grow our customers, we need to help them grow by providing them with the best products at the best prices. Allwin has been known within the industry for providing quality products as well as extending an outstanding service. We believe that people do business with people they respect and trust. Our customers have identified us as a reliable source for their packaging needs and appreciate our integrity.

THANK YOU FOR YOUR TIME.



"WE OFFER 10 TO 20% DISCOUNTS ON OUR FOOD AND PACKAGING SOLUTIONS"

-MR. HENDRIK PAPPENFUS, SALES MANAGER - AFRICA, GRACO

Founded by the Gray brothers nearly 100 years ago, **GRACO** is one of the world's leading suppliers of fluid management products and packages. The company is built on the idea that great engineering and meticulous manufacturing leads to high-quality, long-lasting products. And in this SPECIAL FEATURE INTERVIEW with its Sales Manager for Africa - **Mr. Hendrik Pappenfus**, Graco is offering 10 to 20% discounts on its food and packaging solutions at the ongoing **PROPAK EAST AFRICA 2024**. Find out how you can benefit from this great discount in excerpt of below:

TELL US ABOUT YOUR COMPANY?

Graco is an American based manufacturer of pumps and fluid handling equipments.

WHICH PRODUCTS OR SERVICES ARE YOU OFFERING TO THE MARKET AND WHY ARE THEY DIFFERENT FROM COMPETITION?

Pumps to move, measure, dispense and control all sorts of fluids up to 2,000,000 CPS (CPS is Centipoise - that is, the viscosity value that is assigned to liquids).

ARE THERE SPECIALS, PROMOS OR DISCOUNTS THAT YOU'RE OFFERING TO YOUR CLIENTS AT THIS YEAR'S PROPAK EAST AFRICA?

We offer 10 to 20% discounts on our food and packaging solutions. Come to Reda Chemicals here on Stand E5

to take advantage of this offer!

DO YOU HAVE REPS IN EAST AFRICA ESPECIALLY HERE IN KENYA TO ATTEND TO YOUR CUSTOMERS AFTER THE SHOW AND WHERE ARE THEY BASED?

Graco has a local sales representative based here in Nairobi, Kenya. That is, Graco sells through our distributors - Reda Chemicals.

WHAT ASSURANCE ARE YOU GIVING YOUR CUSTOMERS THIS 2024 AND BEYOND, TO GUARANTEE YOUR COMMITMENT TO THEIR NEEDS ANYTIME, ANYDAY?

Graco supplies top quality products with assurance of lifetime service.



Mr. Hendrik Pappenfus (middle) flanked by his Team Members at the Reda Chemicals Stand E5 at the ongoing PROPAK East Africa 2024.

FINALLY, WHAT ARE YOUR EXPECTATIONS FROM PROPAK EAST AFRICA 2024?

To meet people from the industry and to offer solutions to challenges manufacturers have in the industry.

THANK YOU FOR YOUR TIME.



PROPAK EAST AFRICA 2024 CONFERENCE AND EASTERN AFRICA PACKAGING SUMMIT GOT OFF TO A GREAT START!

PROPAK EAST AFRICA 2024
PACKAGING • PROCESSING • PLASTICS • PRINTING
 12-14 MARCH 2024
 SARIT EXPO CENTRE • NAIROBI • KENYA



DAY 1 (Tuesday 12 March 2024) got off to a great start with huge turnout at the **Eastern Africa Packaging Summit** held in collaboration with Institute of Packaging Professionals Kenya (IOPPK). Top speakers from the packaging, printing, plastics, and processing industries in the Eastern African region and internationally made insightful presentations

expected to shape the region positively. Check out memorable images of **DAY 1** as you plan to attend today's - **DAY 2** Summit. **Programme Schedule** for DAY 2 (today - Wednesday 13 March 2024) and **DAY 3** (tomorrow - Thursday 14 March 2024) is on **page 18**.



“WE SUPPLY SOLUTIONS TO THE FILM MANUFACTURERS AS WELL AS PRINTERS AND CONVERTERS”

- MR. NIGEL POPE - SALES MANAGER, ATLAS CONVERTING EQUIPMENT LTD.

With over 100 years of service in the machinery and plants for processing web-shaped materials, **JAGENBERG** is still world leader in winding and slitting technology with new mission statement: **“Create.Future.Together.”** In this SPECIAL FEATURE INTERVIEW, **PROPAK East Africa 2024 DAILY Team** caught up with Sales Manager, **Atlas Converting Equipment LTD** (part of Jagenberg Group) - **Mr. Nigel Pope** to know how the innovative company aims to create the next future with its customers within the East African subregion. Find this out in excerpt below:



Mr. Nigel Pope, Sales Manager, Atlas Converting Equipment LTD

TELL US ABOUT YOUR COMPANY?

The Jagenberg Group is world leader in slitting and winding solutions. We supply solutions to the film manufacturers as well as Printers and Converters.

WHICH PRODUCTS OR SERVICES ARE YOU OFFERING TO THE MARKET AND WHY ARE THEY DIFFERENT FROM COMPETITION?

European manufactured slitters and winders for reliability, consistency, durability and service support.

ARE THERE SPECIALS, PROMOS OR DISCOUNTS THAT YOU'RE OFFERING TO YOUR CLIENTS AT THIS YEAR'S PROPAK EAST AFRICA?

We always offer competitive pricing especially for new customers.

DO YOU HAVE REPS IN EAST AFRICA ESPECIALLY HERE IN KENYA TO ATTEND TO YOUR CUSTOMERS AFTER THE SHOW AND WHERE ARE THEY LOCATED?

We sell directly in this region.

WHAT ASSURANCE ARE YOU GIVING TO YOUR CUSTOMERS (DURING AND AFTER THE SHOW) TO GUARANTEE YOUR COMMITMENT TO THEIR NEEDS ANYTIME, ANYDAY?

We are major suppliers to the film and paper trade and have been here for 50+ years. The company is structured for another 50+ years.

FINALLY, WHAT ARE YOUR EXPECTATIONS FROM PROPAK EAST AFRICA?

To make contact with new prospects and to bring the name of Kampf & Titan to the flexible packaging and paper markets.

THANK YOU FOR YOUR TIME.



Kampf Prime Slitter - BlackLine.



Jagenberg Atlas Titan Slitter



WEDNESDAY, 13TH MARCH – CONFERENCE 10:30 – 14:30

Confirmed Speakers:



Andrew Muiruri,
Sales Manager
Kenya, Buhler
Group



Jackline Kittony,
Marketing &
Portfolio
Director, Tetra
Pak East Africa



**Joyce Gachuhi
Waweru, CEO,**
PAKPRO



**Mourade El
Hassouni**, General
Manager | Middle
East, Africa, AGF
Freezers



Annie Krut, Loyola
Marymount
University's, 2024
EMBA Class



Clarissa Castillo,
Loyola
Marymount
University's, 2024
EMBA Class



**Abdelkarim
Hamdaoui**,
Managing
Director,
PACKTEC



Hager Ben Mami,
Marketing
Manager,
PACKTEC




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20-22 MAY 2025
SARIT EXPO CENTRE • NAIROBI • KENYA

THURSDAY, 14TH MARCH – CONFERENCE 10:30 – 13:00

Confirmed Speakers:



**Gurpreet Kaur
Kenth, CEO, T3
KENYA**



Ikreet Singh Kenth,
Chief Operating
Officer (COO), T3
KENYA



Sam K. Mwangi,
Founder and CEO,
Socialmeds Digital
Limited



Michael Reisner,
Polo Handels
GmbH



**Marta
Rutynowska**, Polo
Handels GmbH




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**SAVE THE
DATE FOR
2025 SHOW !**



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**SEE YOU
NEXTYEAR !**



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UNWRAPPING THE FUTURE



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