



# PROPAK GHANA 2023

PACKAGING ■ PROCESSING ■ PRINTING ■ PLASTICS

**DAILY**  
DAY 1 JUN. 06, 2023

CO-LOCATED WITH -



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**DAILY NEWS, REPORT & INSIGHTS AT THE SHOW**

## INAUGURAL PROPAK GHANA 2023 KICKS OFF

### .... GHANA IS OPEN FOR BUSINESS



Ghana's manufacturing sector receives a big boost as the doors of the purpose-built Grand Arena of the International Conference Centre (AICC) Accra opens for the inaugural edition of **PROPAK Ghana** starting today **Tuesday 6th** through to **Thursday 8th of June 2023**.

As the maiden edition, the three exciting days of action-packed packaging, food processing, printing and plastics exhibition and conference

will welcome more than 100 local and international brands that will be showcasing their unique products and services to over 2,500 quality visitors from countries such as Togo, Benin, Cote d'Ivoire, Burkina Faso and Senegal aside the huge attendance from host country - Ghana. This is because, Ghana remains a central driver in local development and international investment with its stable political landscape, budding

*Continued on page 3*

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entrepreneurial population and sustainable power infrastructure thus Ghana is indeed 'Open for Business' according to Ghana Investment Promotion Centre (GIPC).

Put together by the international exhibition company, **Afrocet Montgomery** - a division of Montgomery Group UK, PROPAG Ghana will act as a catalyst in the transformation of the manufacturing sector across Africa as it brings together professionals from across the entire packaging supply value chain.

Alongside the exhibition booths and product showcases, Afrocet

Montgomery has put together free-to-attend industry leading conference programme that will provide exclusive market insights, technology trends and crucial advice and thoughts on how to take your business to the next level.

With more than 40 industry leading speakers expected over the next three-day program, check out the sessions on **DAY 1** that focuses on circular economy, sustainability and financing options for SME and Multinationals among others from **page 10 of PROPAG Ghana DAILY**.

In the same vein, be sure to visit the following trade specific

exhibitors eager to welcome you to their stands at this year's PROPAG Ghana. Have a successful networking experience!

Visit [www.propakghana.com](http://www.propakghana.com) for more information.



## PROPAG GHANA 2023 EXHIBITORS' BRIEF PROFILE

### AFRA ASIANRAY GHANA LTD

STAND NUMBER: N01



**PRINT FINISHING - LIKE NO OTHER! BE A WINNER ALWAYS!!**

AFRA has a wide range of machines for all kinds of print finishing, no matter whether it's for Digital, Offset or Flexo Printing. Since its formation, AFRA has built a unique portfolio of products that covers almost the entire spectrum of Print Finishing & Paper Converting Applications. With Innovative & Affordable print finishing solutions AFRA can help you to be a winner. AFRA is known for its wholehearted support to the print industry regionally & internationally, has acknowledged the value addition provided by AFRA.

### ALEF RECYCLING COMPANY LTD

STAND NUMBER: P15



ALEF RECYCLING COMPANY LIMITED is a recycling company in the production of pet food grade flakes and pellets with a team of highly enthusiastic, energetic and tech savvy professionals.

### AMENA AFRICA STAND NUMBER: C06

### ASSOCIATION OF GHANA INDUSTRIES STAND NUMBER: P25

### BBM MASCHINENBAU UND VERTRIEBS GMBH

STAND NUMBER: J02-1



Almost 25 years ago, the founder of BBM, Bernhard Schulte, had the vision to break out of the rigid and sluggish development processes of other companies in order to establish a flexible, family-run company characterized by great innovative courage and quick decisions - a company that gains its inspiration to always want to be better first-hand by being close to its customers. Today, BBM (bbm-germany.de) is considered one of the European market leaders for the production of electric extrusion blow molding lines, which reliably produce everyday plastic products all over the world - from cosmetic bottles to canisters, barrels, huge underground tanks or - in a very non-technical way - nice accessories for home and garden. Until today, we have kept our family structures and flexible actions and employ about 100 people in our family business in a small contemplative town in East Westphalia, who share our passion for German engineering every day. The second generation is already actively involved in the company and ensures that the vision of a constantly evolving family business lives on. Sustainability, an energy-efficient design of our plants and the possibility of using innovative materials such as bioplastics or recycled materials is particularly close to our hearts.

### BLUE AIR SYSTEMS GMBH

STAND NUMBER: J02-2



Blue Air Systems GmbH - Total energy savings in the plastic industry with innovative technologies of Blue Air Systems, your specialist for dehumidifying, cooling and drying!

### CYPET TECHNOLOGIES LTD.

STAND NUMBER: J02-3



CYPET Technologies LTD is an international manufacturer of innovative single stage Injection stretch blow-molding systems. CYPET machines transform PET resin directly into finished PET containers, such as bottles, jars, jerrycans, kegs and drums. Blow mold anything in PET from 20ml to 120Ltr.

### DELTA EL-NILE STAND NUMBER: D05

### DOCUTECH LTD

STAND NUMBER: G04



Docutech Ghana is a Document Management System specialist, Xerox, Duplo, Kofax, Equitrac, Lenovo, HP, Dell, and Newgen distributor and implementation partner. We collaborate with our customers and use technology, products, and services to complete modern workspace design. We have built relationships with original equipment manufacturers over the years, allowing us to carry out our vision and provide our customers with cutting-edge, cost-effective solutions.

### DROL GLOBAL CONCEPT LTD

STAND NUMBER: A03

Drol Global Concept is an Engineering firm, established in 2008 to meet the engineering needs of manufacturers especially in the area of traceability. The company's niche is to provide the best printing service to production lines by partnering with manufacturers of printers who have efficient technology at a reasonable cost and introducing this onto the regional Market. In line with this motto, Drol Global Concept has always been on the lookout to bring the best of technology in the printing industry to our clients in the sub-region. We can confidently say that within the traceability industry, we are the best. With a team of

Continued on page 4

# “OUR QUALITY IS UNSURPASSED IN THIS SECTOR”

- MR. SUNIL, FAS AGRO MANAGER

Top-notch poly propylene sacks and allied bags production company - **FAS AGRO IND. CO. LTD** is exhibiting at this inaugural **PROPAK Ghana 2023**. In an exclusive interview session with Fas Agro Manager - **Mr. Sunil, PROPAK Ghana DAILY** unearths the firm's determination to continue to be the leading manufacturer of woven polypropylene packaging products in the West African sub region using the latest European technology to ensure efficient operation and delivery of quality products to its customers. Learn more on why Fas Agro's top-notch products are being showcased at this year's event and the company's plans for the Ghanaian market in excerpt below:



## TELL US ABOUT YOUR COMPANY?

Fas Agro has been in the packaging business for the past 40 years. We specialize in the manufacturing of polypropylene bags for the corporate and local market sector.

## WHICH PRODUCTS OR SERVICES ARE YOU

### OFFERING TO THE MARKET AND WHY ARE THEY DIFFERENT FROM COMPETITION?

We offer top grade quality polypropylene packaging. The difference between us and others is that our quality is unsurpassed in this sector because we source quality raw materials and quality inks for all our products, and our delivery time is second to none.

### ARE THERE SPECIALS, PROMOS OR DISCOUNTS THAT YOU'RE OFFERING TO YOUR CLIENTS AT THIS PROPAK GHANA 2023?

Yes, sure. Since it is our first participation in PROPAK Ghana, we want use the opportunity to introduce our sister company - Arika Agric in Ghana.

### DO YOU HAVE REPS IN WEST AFRICA ESPECIALLY HERE IN GHANA TO ATTEND TO YOUR CUSTOMERS AFTER THE SHOW

### AND WHERE ARE THEY BASED?

Yes, we do. We also have a sister company representing us in Ghana called Arika Agric and they will be the ones to follow up after the fair.

### WHAT ASSURANCE ARE YOU GIVING YOUR CUSTOMERS THIS 2023 AND BEYOND TO GUARANTEE YOUR COMMITMENT TO THEIR NEEDS ANYTIME, ANYDAY?

As we mentioned earlier, our sister company - Arika Agric is based in Ghana and poised to meet all their needs.

### FINALLY, WHAT ARE YOUR EXPECTATIONS FROM PROPAK GHANA 2023?

We expect to see a good number of individuals and corporate entities that will patronize this exciting fair and also meet business partners that will be able to team up with us for the future.

**THANK YOU FOR YOUR TIME.**

## PROPAK GHANA 2023 EXHIBITORS' BRIEF PROFILE

experienced and highly skilled Engineers, Sales and Marketing person as well as other staff, we deliver nothing but the best service to all our clients. Drol Global Concept has a team of dedicated, well trained and experienced staff who have garnered experience from various fields. This team works to fulfill the vision of the company. Drol's multicultural environment is a friendly, focused and disciplined one.

### EMIRATES PRINTING PRESS

STAND NUMBER: C02



We specialize in printing and producing high quality Flexible laminates & pouches, self-adhesive & wrap-around labels, Folding cartons & Rigid Set-up boxes for perfumes, cosmetics, confectionaries, FMCG, Pharmaceuticals and Tobacco customers around the world.

### ENGEL

STAND NUMBER: K01



ENGEL is the world-largest manufacturer of plastics and rubber injection molding machines, offering electrical, hydraulic and hybrid injection molding machines. For over 75 years, we have been guaranteeing our customers a head start and constant progress - in line with our motto "be the first". With the development and production of injection moulding machines, technologies and digital solutions, we at ENGEL are shaping the plastics processing of the future. We have nine production plants in Europe, North America and Asia as well as subsidiaries and representatives in over 85 countries and over 6,500 employees worldwide.

### EREMA ENGINEERING RECYCLING MASCHINEN

UND ANLAGEN GMBH



STAND NUMBER: J03

EREMA Engineering Recycling Maschinen und Anlagen Ges.m.b.H. has its headquarters in Ansfelden near Linz in Austria and specialises in the development and manufacturing of plastics recycling systems and components. Founded in 1983, the company is now the world market leader. Some 7,000 EREMA recycling systems are now in use worldwide.

### EVERPACK LTD

STAND NUMBER: P01



We are pleased to introduce ourselves as the team at Everpack Industrial. We are a leading manufacturer of products for the consumer-packaged goods industry. From tissue and toilet paper to plastic and paper cups, straws, cling film and other high-quality packaging products. Our product range is diverse yet all manufactured with the highest quality, ensuring our customers receive the best products.

### FON LIMITED

Stand number: M04



FON Group the premier Paper Trading and Manufacturing group in Ghana has attained success in the paper industry over a 35-year span in business. The FON Group is a Ghanaian owned manufacturing group that began operations in paper trading and gradually branched out into Paper Converting & Manufacturing.

Continued on page 13

# FAS AGRO IND. Co. Ltd

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# "WE THRIVE ON SATISFYING OUR CUSTOMERS"

- MR. ISHMAEL TETTEH, MD/ CEO - FLEXOHUB GHANA LTD

With special interest in flexography, **FlexoHub** was incorporated over a decade ago as a limited liability company and as a leading pivot of the printing and packaging industry in Ghana and surrounding markets. Today, with strong alliance with global brands and multinational companies in the world of printing and packaging, the company has become the central source for many consumables in the printing and packaging industry. **WHERE To Print Ghana** caught up with **FlexoHub** MD/ CEO - **Mr. Ishmael Tetteh** to know how his company intends to continually make key flexography essentials and everyday consumables easily accessible to end-users aside other pertinent industry issues. Read his response from excerpt of this **SPECIAL FEATURE INTERVIEW** below:

## AS A FOREMOST SUPPLIER OF INKS IN THE SPECIALIST PRINT AND PACKAGING MARKET; WHAT MAKES YOUR BRAND UNIQUE AND BETTER THAN COMPETITION?

Our brands are special because they have been tested and tried under different circumstances and have proven to be the best. This is how they have become known as global brands. We are simply the best.

## CUSTOMISATION IS ONE OF THE CRITICAL SELLING POINTS IN PURCHASE DECISION IN YOUR SECTOR; HOW PREPARED ARE YOU TO MEET THE EXTREME DEMANDS (FROM YOUR CUSTOMERS) FOR SPECIALIST INKS AND OTHER CONSUMABLES?

This is one core characteristic of our business; we thrive on satisfying our customers. Satisfaction goes beyond delivery of products. It means meeting the need of the customer in question. We do this better by engaging the customer in the process so then, customer is involved in every stage of the process.

## THE LAST FEW YEARS HAVE SEEN PLAYERS IN THE INDUSTRY EXPERIENCED SERIES OF CHALLENGES IN THEIR BUSINESSES MAJORLY BROUGHT ABOUT BY COVID, SCARCITY, LOGISTICS ETC; HOW HAVE YOU COPED AND HELPED GHANA MANUFACTURERS CUSHION THESE EFFECTS ON THEIR BUSINESSES?

These are not times to make profit, though one of our objectives as business is to make profit for shareholders. However, we understand that it's just a stage and things would soon stabilised. We advise businesses to be moderate in their exposure until there's some form of stability.

## CONSIDERING THE STATE OF THE NATION IN GHANA; WHAT ADVICE CAN YOU GIVE

## PRINTERS AND CONVERTERS (IN GHANA) IN MOVING THEIR PRINT & ALLIED BUSINESSES TO THE NEXT LEVEL?

I think competition demands innovation and visibility. They will need strong positioning of their products as the brand of choice. Secondly, physical presence at exhibitions, social media presence and media publicity will also help them. Thirdly, competitive pricing that offers value to clients and end users should be prioritized.

## AFTER-SALE SERVICE SUPPORT IS CRUCIAL TO SMOOTH RUNNING AND SUSTAINABLE PROFIT OF PRINT BUSINESS, WHAT DO YOU OFFER YOUR CUSTOMERS THAT ARE DIFFERENT FROM YOUR COMPETITION?

We educate them on the use and proper application of our products for optimum results. We also follow up on our customers to get feedbacks on the performance of our products. Furthermore, we offer complimentary products on FOC (Free of Charge) basis that help our customers to make full utilisation of resources for quality product output as well as profit maximisation.

## AS A CRITICAL ARM OF THE MANUFACTURING SECTOR, ARE THERE SUPPORT FROM GOVERNMENT IN TERMS OF TAX RELIEFS OR OTHER FAVOURABLE POLICIES?

The Government machinery is a very slow one. There are some initiatives under consideration but are yet to be confirmed. Taxes are among the main killer factors in industry and manufacturing in recent times.

## PROPAK IS COMING TO GHANA; WHAT UNIQUE OFFERINGS AND PROMOS ARE YOU GOING TO PRESENT TO YOUR CUSTOMERS AT THE SHOW?

To showcase our abilities to transform the printing and packaging experience in Ghana and beyond as well as within



the sub region. It would be a grand opportunity to exhibit some of the most advanced technology, share information and educate participants.

## WHAT ARE YOUR EXPECTATIONS FROM PROPAK GHANA 2023?

To attract the players in the industry who require services and products we have right within the region yet most of our potential customers do not know. Create awareness of the presence of most of the brands availability in Ghana.

## TELL US ABOUT YOUR COMPANY AND WHAT YOU HOPE TO ACHIEVE WITHIN THE NEXT 2 YEARS?

FLEXOHUB Limited is a leading company in the printing and packaging industry in Ghana. FLEXOHUB has a range of products and services tailored to the specific industrial needs of its clients that are designed to not only create value but also to distinguish them in their market space. With customer satisfaction as our outmost priority, the company ensures clients are involved from conception to post production in all projects. In the next two years, we want to build and maintain a reputation as the most authentic source for consumables in the industry and consolidate our grip on the market both within Ghana and West Africa.

## FINALLY, WE KNOW THAT YOUR JOB CAN BE HIGHLY DEMANDING, HOW DO YOU RELAX TO MAINTAIN A WORK-LIFE BALANCE?

One is planning my schedule and creating the right balance between work and managing your personal life and home. Secondly, having a proper time management and commitment to the demand of both sides of work and personal life.

**THANK YOU FOR YOUR TIME.**



# OUR PRODUCTS AND SERVICES

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**“WE ARE LAUNCHING OUR AVENIR ROLLXPRESS SQUARE BOTTOM PAPER BAG MAKING MACHINES AMONGST OTHER DIGITAL MACHINES”**

- MR. MOHAMMED RIYAZ AFRA INTERNATIONAL MANAGER



At the very outset, **AFRA** has been providing Affordable, Functional, Reliable, and Automated (AFRA) print finishing solutions and with a huge installation base of over 10,000+ major print finishing equipment in its area of operations, AFRA today is one of the leading and the most trusted supplier for automated and value-added print finishing and packaging equipment. AFRA has over the years built a unique portfolio of products that almost covers the entire spectrum of print finishing, paper packaging and converting applications thereby making their customers, Champions in their respective industries. That is why **PROPAK Ghana 2023 DAILY Team** caught up with AFRA International Manager - **Mr. Mohammed Riyaz** to find out which innovative and affordable print finishing solutions his company is showcasing at the inaugural **PROPAK Ghana 2023** that can help you to be at the top of your game. Find out in excerpt of the exclusive interview below:

**TELL US ABOUT YOUR COMPANY?**

Since more than 25 years, AFRA established in 1996 in Dubai U.A.E, has been the pioneer in print finishing and packaging solutions. We have been marketing, selling, installing, training, maintaining and offering solutions throughout the Middle East, East and West Africa, covering every aspect of automated print finishing and packaging equipment. We offer the best value-for-money machines in such areas as guillotines, lamination & UV, book making, binding, envelopes & folders, punching & perforation, packaging, labeling, and converting.

With our emphasis on prompt service, professional training and client satisfaction, we have become the most favoured and trusted business partners

for all finishing and converting needs. AFRA being strategically located in Dubai - UAE, a major transit point to many regions, with easy and quick access to many countries, by air and sea, has allowed us to offer efficient and on-time support for installation, after-sales service or spare parts anytime, anywhere.

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

AFRA is the pioneer in providing sustainable, packaging solutions throughout its markets. Our affordable, reliable, functional solutions always guarantee high ROI to investors in the print and allied industries. Our market share in this area is enviable and even during the past two years, we have converted many of the struggling commercial printers to sustainable



packaging service providers.

**ARE THERE SPECIALS, PROMOS OR DISCOUNTS THAT YOU'RE OFFERING TO YOUR CLIENTS AT THIS PROPAK GHANA 2023?**

Though we have solutions for Digital Print Finishing, Offset Print Finishing, Packaging Finishing, and Flexo Label - Packaging; at PROPAK Ghana 2023, we are launching our Avenir ROLLXPRESS Square Bottom Paper Bag Making machines amongst other digital machines - both with special offers to would-be buyers. So, visit our Stand Number: 01 to get mouth-watering offers only at PROPAK Ghana 2023.

**DO YOU HAVE REPS IN WEST AFRICA**

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**PARTICULARLY IN GHANA TO ATTEND TO YOUR CUSTOMERS AFTER THE SHOW AND WHERE ARE THEY BASED?**

Yes, we are in Cote d'Ivoire, Nigeria and Ghana. We have our duly registered company in Ghana - **AFRA Asianray Ghana LTD** with a fully functional office backed by support staff and factory-trained engineers to attend to our Ghanaian customers 24/7. We are located at **Tsatse Dzani Street, GD 234-5674, Near to Sahara Royal Gold Refinery, Adjiringanor, East Legon, in Accra**. Our telephone line is **+233 20 986 3815** Email: **ghana@afraprintequip.com** or visit our website - **www.afraprintequip.com** for more information.

**WHAT ASSURANCE ARE YOUR GIVING YOUR CUSTOMERS THIS 2023 AND BEYOND TO GUARANTEE YOUR COMMITMENT TO THEIR NEEDS ANYTIME, ANYDAY?**

As our name - AFRA connotes; we offer **Affordable, Functional, Reliable, and Automated** machines, which are always excellent value for money. More importantly also, we have a consultative approach that prioritizes relationships and open dialogue to identify and provide solutions to each customer's need(s). We believe that proper assessment of

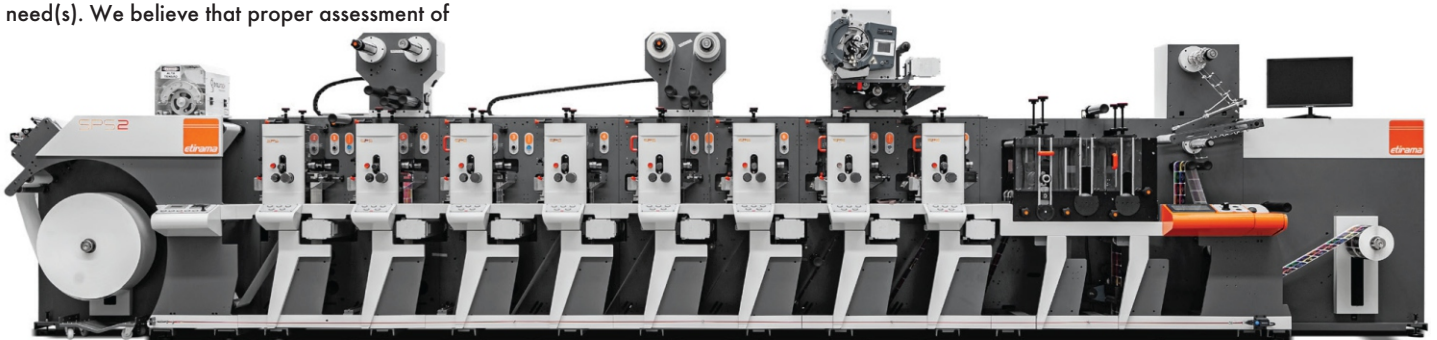
requirements, planning, implementation, and overall handholding till our customers get into the flow, are the keys to successful customer relationships. We're always committed to meeting and surpassing the needs of our customers everytime.

**FINALLY, WHAT ARE YOUR EXPECTATIONS FROM PROPAK GHANA 2023?**

PROPAK West Africa has always been a platform that we use to reconfirm our commitment to serving our customers all over West Africa and this first edition of PROPAK Ghana 2023 is no exception. As I've said before, we're using PROPAK Ghana 2023 to launch our Avenir ROLLXPRESS Square Bottom Paper Bag Making machines and other digital label making and finishing machines into Ghana market. The other products that we have are; Champion ROBOFORM XL Flatbed Die Cutter and Champion DIGIMATRIX Digital Label Die cutting Machine. While both comes with mouth-watering offers only at PROPAK Ghana 2023, we're also assuring our

customers and would-be ones to always count on us to give them the best machine solutions for Case Making, Paper Bag Making, Food Bag Making, Roll-fed Bag Making, Sheefed Bag Making, Paper Board Packaging, Rigid Box Manufacturing, Take Away Food Packaging, and many more. So, visit us today at Stand No. 1!

**THANK YOU FOR YOUR TIME.**





**PROPAK Ghana's annual free-to-attend Conference is taking place simultaneously with the main exhibition from 6th to 8th June 2023 at the Grand Arena, Accra and its meant to unveil exclusive market insights, technology trends and crucial advice on taking businesses in the packaging, printing, food processing and plastics value chain to the next level. Below are DAY 1 Agenda with contemporary topics and industry leading experts as speakers.**

**10:00 - 11:00: OFFICIAL OPENING CEREMONY**



**Mr. George Pearson,**  
Regional Director -  
Afrocet Montgomery



**Mr. Seth Twum - Akwaboah,**  
CEO - Association of Ghana  
Industries (AGI)



**Mr. Albert Kassim Diwura,**  
Deputy CEO - Ghana Export  
Promotion Authority (GEPA)



**Mr. Kwame Sarpong Barnieh,**  
Partner - KPMG

Kwame is a Partner with KPMG Ghana's Advisory function. Having practiced in Ghana, USA, Nigeria, and Liberia, Kwame brings a wealth of expertise across multiple industries.

With over 20 years of professional experience in board advisory, ESG, risk management, process and internal controls reviews, Kwame assists clients in understanding their business risks and generating sustainable returns.



**Mr. Yaw Amoateng Afriyie,**  
Deputy CEO - Ghana Investment  
Promotion Centre (GIPC)

Mr. Yaw Amoateng Afriyie is the Deputy Chief Executive Officer (DCEO) of the Ghana Investment Promotion Centre (GIPC). As DCEO of GIPC, he assists with the Centre's strategic direction and business development objectives, among other core mandates. Mr. Amoateng Afriyie is a management and political risk professional, with considerable commercial, tactical, and strategic experience on issues impacting business and investment in sub-Saharan Africa. Prior to joining GIPC, he was the Managing Director of Elmina Advisory Ltd, a Ghana-focused government affairs consultancy that advises blue-chip companies and global consultancies on assessing opportunities and managing the impact of politics and policy, macroeconomics, and security in Ghana. He has also worked as West Africa head at Africa Matters Ltd (AML), a London-based Africa-focused consultancy; a research analyst in the international office of the campaign headquarters of the Conservative Party UK; a researcher at Africa Practice, London; an external consultant at the global business advisory firm FTI Consulting; and a freelance contributor on anglophone West Africa at the Economist Intelligence Unit (EIU).

**11:00 - 11:45: OPPORTUNITIES IN GHANA'S MANUFACTURING SECTOR WITH A FOCUS ON THE PACKAGING, PLASTICS, FOOD PROCESSING AND PRINT INDUSTRIES IN GHANA**



**Mr. Edward Benjamin Ashong-Lartey,**  
Director – Investor Services - Ghana  
Investment Promotion Centre (GIPC)

**11:45 - 12:30: PANEL DISCUSSION: THE IMPACT OF PACKAGING ON THE COMPETITIVENESS OF GHANA'S EXPORT PRODUCTS**



**Mr. Kofi Essuman,**  
CEO - GS1 Ghana



**Mr. Thomas K. Abaidoo,**  
President - Institute of Packaging Ghana (IOPG)

Kwesi has experience working with multicultural and diverse environments; provided training and coaching in various change management consulting and transformational leadership. Working to create and empower individuals, leaders and teams in diverse and inclusive work environments since 2005. Kwesi has facilitated organization development and change management processes, including whole system re-structuring, team building, and group dynamics retreats. He engages to facilitate transformational change and sustained growth through co-creation with concepts based on simple profound truths. Bringing unique expertise and capability in learning to build new capacities and the competencies required to deal with the mercurial changes. Dealing with uncertainty and ambiguity that seems to be ever present. **Continued on page 11**

## 11:45 - 12:30: PANEL DISCUSSION: THE IMPACT OF PACKAGING ON THE COMPETITIVENESS OF GHANA'S EXPORT PRODUCTS



**Prof. Justice N. Bawole,**  
Dean - University of Ghana  
Business School

Professor Justice Nyigmah Bawole is the Dean of the University of Ghana Business School and a former Head of Department for Public Administration and Health Services Management at the Business School. He is a Professor of Public

Administration and Management. He is a trained Teacher from Wesley College of Education, Kumasi. He obtained a PhD in Development Policy and Management from the University of Manchester, UK. He also holds MPhil. (Public Administration), BSc. Administration (Public Administration) and Diploma in Public Administration degrees from the University of Ghana Business School. Before joining the University of Ghana, he worked for an Accra-based NGO as Director of Research and Projects, where he led several capacity building programmes; conducted community development needs diagnosis and designed and implemented projects to address community needs. He has over 100 publications comprising edited books, book chapters, encyclopaedia entries, peer-reviewed technical reports and peer-reviewed journal articles in reputable international journals. He has consulted for a number of local and international organisations such as KFW, State Secretariat for Economic Affairs (SECO) in Accra, CDD, UK Ghana Chamber of Commerce, OXFAM, UNDP, UNEP, ECASARD, Ministry of Finance and MESTI. He has organised panels and presented academic papers in many international academic conferences and has won a number of grants for research projects.



**Mr. Fred Asante – Omame,**  
Principal Export Development  
Officer - Ghana Export  
Promotion Authority (GEPA)

Fred is a dynamic product development expert, with a strategic mindset and hands-on approach in the sector of agri-business. Fred supports Exporters in the Agribusiness sector by matching

their business requirements with innovative and efficient solutions backed by technology and acceptable practices. As Head of Product Development/Agribusiness in GEPA, Fred's commitment makes him a driving force in product innovation



**Mrs. Gifty Mensah Kwarko,**  
General Manager - Sales -  
Royal Crown Packaging  
| Council Member of the GNCCI

Gifty Mensah Kwarko is currently the General Manager (sales) at Royal Crowning Packaging, a leading corrugated paper carton manufacturer with over 20 years' experience within the packaging field (Corrugated paper carton and flexible plastic industry). She is also a council member of the Ghana National Chamber of Commerce and Industry and team lead of the Manufacturing sector of the Tema Branch of the Chamber.

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## PROPAK GHANA 2023 EXHIBITORS' BRIEF PROFILE

**FAS AGRO IND. CO. LTD**  
STAND NUMBER: P14



We are a top-notch facility for the production of Poly Propylene sacks specializing in Jumbo bags from 1Ton to 4Ton as well as corporate printed sacks for the cement, flour, salt, fertilizers and many other industries that use poly propylene bags. Our quality and service is unsurpassed.

**FILMATIC PACKAGING SYSTEMS (PTY) LTD**  
STAND NUMBER: L04



We help shape the future of the packaging & filling industry with innovative & cutting-edge machines.

**FINEPACK INDUSTRIES LTD**  
STAND NUMBER: A17



**FLEXOHUB LTD**  
STAND NUMBER: B02



FLEXOHUB Limited is a leading company in the printing and packaging industry in Ghana. FLEXOHUB has a range of products and services tailored to the specific industrial needs of its clients that are designed to not only create value but also to distinguish them in their market space. With customer satisfaction as our outmost priority, the company ensures clients are involved from conception to post production in all projects.

**FUJAIRAH PLASTIC FACTORIES GROUP** STAND NUMBER: M01

**GALDI S.R.L.**  
STAND NUMBER: A06



Galdi provides turnkey packaging solutions for fresh and ESL milk, dairy products, fruit juice, liquid egg, wine, water, soups and dry foods in Gable Top cartons. We design flexible packaging solutions that adapt to customer needs and are compatible with any type of Gable Top carton on the market. Our filling machines meets the highest food and hygiene safety standards in accordance to the latest technologies and materials.

**GALAXY SIVTEK**  
STAND NUMBER: P11



Galaxy Sivtek, a company certified with ISO 9001:2015, is at the forefront of manufacturing industrial sieves, separators, and filters. Our primary goal is to deliver exceptional quality products while guaranteeing that your powders, granules, and liquids remain uncontaminated and free from foreign particles

**GHANA NATIONAL CHAMBER OF COMMERCE & INDUSTRY**  
STAND NUMBER: A02

**GHANA PRINTERS & PAPER CONVERTERS ASSOCIATION**  
STAND NUMBER: P02



**GUANGZHOU KESHENGLONG CARTON  
PACKING MACHINE CO. LTD**  
STAND NUMBER: A04



Guangzhou Keshenglong Carton Packing Machine Co., LTD., is one of the leading carton packing machine manufacturers in China, specialized in manufacturing carton printing machinery and carton packaging machinery. Registered fund at RMB 80 million, fixed asset at RMB 185 million.

Continued on page 13

**12:30 - 13:30: PANEL DISCUSSION: GHANA'S RISING ENTREPRENEURS - THE MANUFACTURING & EXPORTING JOURNEY. KEY CHALLENGES AND LESSONS SO FAR**



**▶ Melissa Mensah,**  
**Attorney | Founder & CEO -**  
**Accra Premium Foundation**  
**and the Accra Food Festival**

Melissa Mensah is an Attorney licensed in Washington, DC and Ghana, Partner at ACA Law Consult in Accra. She is the

Founder of the Accra Premium Foundation, producers of the Accra Food Festival, Ghana's finest Food, Wine, and Cultural celebration for the past 10 years. She is the founder of the Hair brand Unicorn Ponytails. Her favourite pastimes include Rollerskating, Dancing, Cooking and Traveling with family.



**▶ Anthea Ohene,**  
**Greater Accra Regional Director -**  
**Ghana Enterprises Agency**



**▶ Georgina Koomson,**  
**Founder -**  
**Ideal Providence Farms**

Georgina Koomson is the Chief Executive Officer of Ideal Providence farms with over twenty years' experience in farming. She is from Ghana and has extensive knowledge in the shea value chain since 2001. Georgina has been working with

women group in the Upper West Region of Ghana. She was instrumental and part of the first company in the certification of organic wild shea nut collection in the Upper West Region being the first in West Africa. She is a member of the Global Shea Alliance, a network that aims to be the premier platform to satisfy the strategic interest of its members, share stakeholders both large and small worldwide. She is the chairperson for the Bio Ghana Network which brings together certified organic exporters and importers for the promotion and development of organic production, processing and marketing. In 2014, she was adjudged the Greater Accra Regional Best Farmer in Ghana. Georgina has participated in International Trade Fairs in Germany, Switzerland, Holland, France, Senegal, Dubai (Green Week, Vitafood, Biofach, HI). She also a member of the Ghana Soya beans Committee, MoFA, IFOAM, Bonn/Germany and APOG, Accra/Ghana. Currently she manages a farm with about 150 acres of land in citrus, tea and other agriculture produce. She has been instrumental in getting the farm



**▶ Lucy Afari,**  
**Founder & CEO - Flexy Foods,**  
**Producers of Kamini Chocolate**

A chocolate Artisan and a food value addition enthusiast in Ghana. She is CEO & Founder of Flexy Foods, producers of Kamini Chocolate. Lucy started this family business in 2017 as a result of identifying opportunities in the artisanal chocolate sector in Ghana. Currently, she leads a team of artisans to produce Kamini authentic Ghanaian chocolates.



**▶ Mr Winfred Djabatey,**  
**Founder & MD -**  
**Gold Coast Cocoa Limited**

Winfred is originally from a legal background having qualified and worked as a lawyer abroad for many years. He is the founder and current MD for Goldcoast Cocoa Company. A wholly private indigenous cocoa processing company, Goldcoast produces and trades under the "Goldcoast Cocoa" brand name.

**13:30 - 14:00: NETWORKING LUNCH BREAK**

**14:00 - 14:45: PANEL DISCUSSION: HOW FLEXIBLE PACKAGING FACTORS INTO THE NEW PRODUCT LANDSCAPE**



 **▶ Carol Annang,**  
**Ghana Country Director -**  
**Invest in Africa (IIA)**

Carol Annang is Country Director for Invest in Africa (IIA) Ghana where she leads the development and execution of activities under the 3 key business platforms: Access to Skills,

Markets and Finance. Carol has over 20 years' experience in investment banking, asset management, pensions administration and capital markets where she helped both listed and unlisted companies raise equity and debt capital through public and private equity. Carol was involved in the concept development, set-up, and management of a collective savings/retirement scheme for the 300,000 members of the Ghana National Association of Teachers, the largest worker Union in Ghana). She holds academic credentials in business both at the Bachelor's and Master's levels.



**▶ Mr. Victor Sosah,**  
**General Manager -**  
**ePac West Africa**



**▶ Mr. Sam Addo-Quaye,**  
**Co-founder -**  
**AuraFoods LLC**

Sam Addo-Quaye is a seasoned banker with at least 15yrs experience in banking in Ghana, the United States of America and other West African countries. Sam holds a first degree in Management & Economics and a Master's degree in Business with a concentration in Finance. He is also a

Chartered Management Consultant and a Chartered Professional Administrator. He currently serves on the board of InnoHub Limited, an Accelerator program designed at nurturing the next generation of entrepreneurs in Ghana. Sam currently is a co-founder of AuraFoods LLC, a US based healthy food sourcing company that looks at promoting healthy lifestyles via various healthy and nutritious foods from the African continent.

**14:45 - 15:15: PRESENTATION SESSION: THE STORY OF HENDY FARMS**

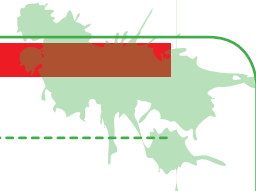


**▶ Sandra Snowden,**  
**Hendy Farms** 

Sandra Snowden is CEO and Co-founder of Hendy Farms. She has a BSc. degree in Information technology from Brunel University in the UK. She serves as treasurer on the executive board of DAMFA Dangme Mango Farmers Association and is a member of the Ghana Mango Week Planning Committee. Hendy Farms is a successful Ghanaian company producing mangoes, mango preserves and condiments. Hendy Farms is a 2nd generation family business. The company produces value added mango products that are Global GAP and FDA certified and sold in premium recyclable packaging. Hendy Farms delicious award-winning mango products were adjudged best packaged product by the Netherlands support agency Hortifresh in 2019, and their mango moringa sauce won a great taste star with the Guild of Fine Food in the UK 2021.

Continued on page 14

## PROPAK GHANA 2023 EXHIBITORS' BRIEF PROFILE



**I.C.C. PLASTIC LIMITED**  
**STAND NUMBER: A07**

**INMOLD**   
**STAND NUMBER: K01**

Inmold is a family-owned company which was established in 2006. If we compare that date and present time, we notice that much has changed except the non-compromised quality of our products.

**INSTITUTE OF PACKAGING GHANA**  
**STAND NUMBER: P07**

**JAY KAY INDUSTRIES & INVESTMENTS LTD.**  
**STAND NUMBER: L02**



Over 20 years, Jay Kay Industries & Investments LTD has been committed to providing excellent products and services to the Paper & Printing Industry across Ghana and West Africa. Our team achieves this by sustaining appropriate balance between demand supply, even in the highest pressure and time sensitive situations.

#### OUR SERVICES:

##### Digital Printing

We undertake jobs such as: Calendars, Posters, Magazines, Folders, Flyers, Financial statements, Annual reports, Invoice books, Brochures etc.

##### Printing Accessories

Being a sole distributor for Technova Imaging Systems Pvt. Ltd, India, we have in stock a variety of Printing Plates, Printing Inks, and machine parts, etc.

Exercise books & Textbooks Printing

Our book printing division is a print solution provider with a strong network of business associations across the country.

##### Packaging

We are the go-to source for Pharmaceutical, Food, Beauty & Cosmetic Packaging services for close to 15 years.

##### Stationery

As the largest distributor of stationery in Ghana, we have a wide range of Stationery at wholesale prices.

##### Paper Bags

We are leaders in supplying quality retail and promotional paper bags for boutique shops, thrift stores, and more. Paper bags are 100% biodegradable, reusable, and recyclable so trust us to deliver quality paper bags for all your needs.

##### FMCG

We pride ourselves in being your one-stop-shop for delivering large volumes of consumer goods to every part of the country.

**KANE-EM INDUSTRIES LIMITED**  
**STAND NUMBER: P18**



Manufacturer of PET-Preforms, Plastic Closure, household products, pharmaceuticals, cosmetic containers, cleaning products, pet bottles, pet jars, industrial gallons, and toy products.

**MOONSTONE RESOURCES LTD**  
**STAND NUMBER: M06**



Moonstone Resources Limited provides a wide range of Industrial and Packaging Products & Services to Manufacturing, Food and Beverage, Brewing & Bottling, Pharmaceutical companies and Glass manufacturing companies. We make available high-quality products from reputable manufacturers in Europe, America, and Asia countries, committed and dedicated to ensuring timely delivery through our skilled marketing and technical sales executives. We provide engineering support services to our clients such as overhauling, line maintenance & construction and technical training through our professionally in-house personnel.

**MOTAN GMBH**

**STAND NUMBER: J02-4**



The **MOTAN Group** based in Constance was founded in 1947. As leading provider for sustainable raw material handling, they operate in the areas of injection moulding, blow moulding, extrusion and compounding. Innovative, modular system solutions for storage, drying, conveying, dosing and mixing of raw materials for the plastics manufacturing and processing industries are part of the application orientated product range. Production takes place at different production sites in Germany, India, and China. motan distribute their products and system solutions via their regional sales centres. With over 630 employees currently, a yearly turnover of roughly 147 million euros is achieved. Because of their network and long-standing experience, motan can offer their customers what they really need: Individually tailored solutions with real added value.

**NEOFYTON**

**STAND NUMBER: K01**



Neofyton is a dynamic company oriented toward innovations, established in 1992 in Serbia (Europe). The company's success results from representing world leaders within plastics and rubber industry – ENGEL, WINTEC, EUROCHILLER, MB CONVEYORS, TRIA, IFW. Neofyton is the exclusive manufacturer's representative for the West Africa and Southeast Europe markets.

**NINGBO JFLY MACHINERY**  
**PRODUCTION CO. LTD**  
**STAND NUMBER: P26**



JFLY is the manufacturer of injection molding machines with high quality, high efficiency precision and energy saving features.

**PIOVAN GROUP**

**STAND NUMBER: L05**



Piovan Group is a world leader in the development and production of systems for the automation of production processes for the storage, transport and treatment of polymers, plastic and food powders. Piovan Gulf is the branch of Piovan Group located in Dubai, UAE.

**P.E.T. ASSOCIATES LIMITED**  
**STAND NUMBER: A18**



We are authorized representative of Ateliers Francois S.A of Belgium in the supply of high pressure and low-pressure oil free compressors. We work with an impressive list of customers in our region to minimize their equipment downtime by providing fast and efficient spare parts delivery and local technical support. We deliver solutions to every customer for the purchase of new equipment, spare parts and maintenance through our trained team of engineers and technicians.

Continued on page 14 

## 15:15 - 16:15: HIGH BARRIER - BOBST SUSTAINABLE PACKAGING SOLUTIONS



**Mr. Oshiole Imoesi Aliu,**  
Sales Manager,  
Sub Saharan Africa - BOBST

### BOBST

Oshiole Imoesi-Aliu is a Sales Manager for Sub-Saharan Africa at BOBST with responsibilities in Folding cartons, Corrugated, and Flexible

Packaging. With an illustrious career in Sales, Key Accounts Management, and Customer Service spanning close to 15 years, Oshiole has traversed the industries of Print and Packaging, Telecommunications, and Oil and Gas. Before joining Bobst, he worked with AOS Orwell as a Key Account Manager, managing accounts such as Chevron and Addax. Due to his drive for constant development, he is currently enrolled at Edinburgh Business School for an MBA with Specialism in Strategic Planning. He believes that buried in every challenge is an opportunity to create value.

## 16:30: CONFERENCE CLOSE

From page 13 >>

### POLYTEC MASTERBATCH LLC

STAND NUMBER: C04



Polytec Masterbatch LLC is a leading provider of high-quality masterbatch solutions. With expertise in PET, color, additive, and specialty masterbatches, we cater to diverse industries worldwide. Our state-of-the-art manufacturing facilities ensure consistent product excellence, while our dedicated team offers tailored solutions and technical support. Committed to sustainability, Polytec Masterbatch LLC strives to deliver innovative, environmentally friendly solutions that enhance product performance and aesthetics.

### SAFRIQUE INTERNATIONAL LTD

STAND NUMBER: L06



Safrique International was established in 1996 & is based in Johannesburg, South Africa. We are an Export Trading Company & an Exclusive Distribution Agent for Local & International Manufacturers for cost-saving solutions from Virgin to Reprocessed Plastic Polymers as well various Additives and Solvents and Recycled and Packaging machineries. We pride ourselves in fulfilling our customers' requirements with our extensive product knowledge. The Company Quality Management System is thus directed towards achieving the following objectives:

- Provide customers with an assurance that goods & services supplied will comply with agreed terms & or specifications, at competitive prices.
- Provide quick response to all enquiries.

### SINTEX GHANA LIMITED

STAND NUMBER: N05



Sintex is a leading manufacturer of plastic products and solutions based in Ghana. The company has a diverse range of products, including water storage tanks, preforms, lamination, bottles and caps, courier box, wheel bins, cones, traffic barriers, nestable tanks, utility drums, pallets, pre-fabricated structures, and custom-molded products. At the upcoming PROPAK exhibition, Sintex will showcase its latest range of products and solutions. These will include innovative water storage solutions designed for both residential and commercial use. Sintex's water storage tanks are made from high-quality materials and are designed to withstand extreme weather conditions. The company will also showcase its range of custom-molded products, which are used in various industries, including automotive, construction, and agriculture. These products are designed to meet specific customer requirements and are manufactured using advanced technologies.

### SOCIETE DE COMPOUNDAGE NIGERIA LIMITED

STAND NUMBER: P16



SCN will be exhibiting between 6th and 8th of June, 2023 at the PROPAK Ghana 2023, the venue will be The Grand Arena, ICC Accra, Ghana West Africa, the biggest exhibition for the packaging, printing, plastics and food industries! Looking forward to seeing everyone!

### STARLINGER & CO GMBH

STAND NUMBER: J01-1

### STARLINGER RECYCLING TECHNOLOGY

STAND NUMBER: J01-2



Starlinger recycling technology is a business unit of Starlinger & Co GmbH, world market leader in the field of machinery and process technology for woven plastic sacks. For more than 30 years, Starlinger recycling technology has been supplying machinery solutions for the recycling and refinement of a wide scope of plastics such as PE, PP, PA, PS, BOPP and PET. The recycling processes for producing food-safe rPET and rHDPE regrainulate have been approved for use in food applications by many brand owners as well as various national and international authorities.

Extensive technical expertise as well as the worldwide sales and service network help customers achieve optimum results in the manufacturing process.

### STARLINGER VISCOTEC GMBH

STAND NUMBER: J01-3

### PAT MANUFACTURING SOLUTIONS

STAND NUMBER: D01



PAT Manufacturing Solutions is a leading provider of food processing and packaging solutions. With over 20 years of experience in the industry, we offer a wide range of high-quality equipment that helps businesses efficiently start or scale up FMCG industry. Our offerings include filling machines, sealing machines, packaging machines, and more. We work closely with our clients to understand their unique needs and provide customized solutions that are both cost-effective and efficient. With a commitment to quality and customer satisfaction, we are dedicated to helping our clients grow and succeed in the FMCG industry.

### POLY TANKS (GHANA) LIMITED

Stand number: H06



The Mohinani Group is a 3rd generation leading family business and we are proud to be associated with offering the best and most trusted brands both locally and internationally. Our business operation spans from packaging & storage, consumer durables and tyres, chemicals and polymers, real estate and hospitality. In West Africa, we command leadership and enviable reputation in the Packaging Industry, especially for manufacturing solutions that meet the entire plastics and packaging needs of industries across the African continent. We can boast of a One-stop-shop for all packaging solutions across West Africa. Our packaging business has succeeded in providing innovative packaging solutions to many FMCG businesses from thin wall containers, Gallons & Bopp laminated Sacks, where we are market leaders in West Africa.

### QATAR POLYMER INDUSTRIAL COMPANY

STAND NUMBER: A05



Qatar Polymer leading manufacturer and supplier of a wide range of PP woven products. We specialize in multiple Polypropylene products such as PP Woven Fabric (Laminated / Un-laminated), PP Woven Sacks, FIBC all type of jumbo bags.

### SARSOLI COLOURS

STAND NUMBER: P13



### SARTEN AMBALAJ SAN. VE TIC. A.Ş.

STAND NUMBER: L03



SARTEN is the Major producer for Metal and plastic packaging for food, cosmetic and industrial products in Middle East, Europe and Africa. It started metal packaging production at its Çorlu plant in Türkiye on 20 March 1972, and since then has opened a number of new plants in order to meet the needs of its customers in the growing Turkish market. SARTEN currently owns 21 plants in Türkiye and Europe. Sarten Export their products to more than 100 countries around the world

### SML MASCHINENGESELLSCHAFT MBH

STAND NUMBER: K02



SML is a manufacturing company specialising in plastics processing machinery and a global market and technology leader in manufacturing high-end extrusion lines. Products manufactured on machinery from SML range from packaging films to textile yarns and from medical applications to laminates and compounds. Moreover, SML manufactures machines for the production of special films for optical applications and separator films for batteries.

### SPECIALITY ADHESIVE AND COATINGS

STAND NUMBER: M03



Lamination adhesive And Printing Inks

### THE GAPP

STAND NUMBER: A05



If you can print it, on it or with it - The GAPP Magazine covers it.

The GAPP Magazine reaches key decision makers in the Printing, Packaging, Signage, Graphics, Advertising, Corporate and FMCG industries. Our readers are the decision-makers, movers and shakers behind this multi-billion-rand industry. This premium industry publication boasts top level editorial content that is complemented by a sophisticated look and feel. We are the media that covers the print, packaging and signage in Africa.

### TINPAK (PVT) LTD / REBMECH GHANA LTD

STAND NUMBER: B04



Tinpak Manufactures and Exports Metal Tins in Round, Square, Rectangular shapes and Paper Cans for packaging of Biscuits, Sweets, Confectionery, Cocoa, Coffee, Tea, Spices, Oats, Seeds, Health Foods Nutritional Supplements, Ghee, Oil, Fish, Coconut, Milk, Condensed Milk, fruits and Vegetables. Industrial products such as Paints, Inks, Adhesives Waxes and Shoe Polish are packaged in our cans. Twist off caps for Glass Jars.

### ZHANGJIAGANG KING MACHINE CO. LTD

STAND NUMBER: C07


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