



PROPAK

WEST AFRICA 2022

PACKAGING PROCESSING PRINTING PLASTICS

DAILY
DAY 3 NOV. 24, 2022

CO-LOCATED WITH -



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DAILY NEWS, REPORT & INSIGHTS AT THE SHOW

EXCITEMENT ACROSS SHOW FLOORS TO TRANSLATE INTO REAL BUSINESS



When the main door of Landmark Centre was flung open for visitors at 9:30am on DAY TWO of the ongoing **PROPAK West Africa 2022**, the Registration Desk was busier than ever as throng of enthusiastic industry players were eagerly waiting to connect with over 200 brands majority of whom are showcasing LIVE demos of latest innovations specific to each sector that make up the manufacturing value-chain.

Right from Hall 1 to 3, where live machine actions were manifest, **PROPAK West Africa 2022 DAILY** gathers that the excitement across the show floors will - in no distant future - translate into real business of equipment



Continued on page 2

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acquisition to boost production in the country with multiplier effects on the economy.

Just as the exhibition continues today with quality conference sessions, organisers - Afrocet Montgomery have announced 2023 dates: 12 - 14 September at the same venue.

As we look forward to next year's show, **PROPAK West Africa DAILY** presents memorable images for your delight:



Continued on page 6

“WE HAVE SUPPLIED AND INSTALLED MORE THAN 29 NUMBERS OF MANUGRAPH WEB OFFSET PRINTING MACHINES IN WEST AFRICA”

Mercongraphic Nig. LTD is the associate office of Mercongraphic FZC, Sharjah, UAE. The company is involved in the Marketing, Sales and Servicing business of various machines and equipment used in the Printing & Packaging industries. In this tête-à-tête with Country Manager in Nigeria - Mr. Anil Rai, at PROPAK West Africa 2022 in Lagos, PROPAK West Africa DAILY uncovers Mercongraphic successes in West Africa. Please read excerpt below of how Manugraph intends to do more:



TELL US ABOUT YOUR COMPANY?

Mercongraphic Nigeria LTD is the associate office of Mercongraphic FZC, Sharjah UAE. The Company is involved in the marketing, sales, and servicing of various Manugraph India LTD web offset machines (both in newspaper and book printing sectors), C.I. flexo printing, and other Packaging machines. We also have paper converting (that is for exercise notebook, A4 size) from Line O Matic India, Multitec Narrow web flexo label printing machine, Gravure, Bookbinding, Die cutting, and Packaging machinery in Africa and the Middle East.

Note that Manugraph India LTD is the leading web offset printing machine and CI flexo printing machine manufacturer in India. We operate the West African regional office as Mercongraphic Nig. LTD in Lagos, Nigeria to take care of aftersales service by a dedicated team of local engineers trained by Manugraph India.

We have supplied and installed more than 29 numbers of Manugraph web offset printing machines in West Africa. The model are: HILINE 45000, CITYLINE Express 35000, and ECOLINE 25000 IPH speed machines in

reputed newspaper publication houses and book publishing firms in both Nigeria and Ghana.

Also, we have supplied several Line O Matic Exercise notebook-making machines in Nigeria and Ghana. Again, others agencies' machinery we supplied and installed are: Die Cutting, Folder Gluer, UV Coating & VDP Systems Machines, Gravure Machines, and Bookbinding Machines. We are also agent of India's best manufacturers such as Multitec flexo labels printing, Raulimax Gravure, Robus India Die cutting, folder gluers, Lamination, paper converting exercise notebook-making machines from Line O Matic, and variable data printing systems from Condot.

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

As I've said before, Manugraph India LTD is the leading manufacturer of quality web presses ranging in speed from 25,000 to 70,000 copies per hour. In Africa, our

most selling models are: HILINE 50,000, CITYLINE EXPRESS 35000 and now ECO-LINE 25000.

WHAT ASSURANCE ARE YOU GIVING YOUR CUSTOMERS THIS 2022 AND BEYOND TO GUARANTEE YOUR COMMITMENT TO THEIR NEEDS ANYTIME, ANYDAY?

Manugraph India LTD machine designs are reliable and operator friendly i.e. easy operation because of their ability to adapt themselves rapidly to meet the challenges of customers' requirements, competitive economy, cost-effective and excellent after-sales services. They therefore have best operator-friendly features, and cutting-edge technology.

As Manugraph India LTD is the leading web offset printing machine and CI flexo printing machine manufacturer in India, we operate the West African regional office as Mercongraphic Nig. LTD in Lagos Nigeria to take care of aftersales service by a dedicated team of local engineers trained by Manugraph India.

THANK YOU FOR YOUR TIME SIR.

"WE ARE OFFERING FAR BETTER QUALITY AND SERVICES AND PROVIDING SPECIAL DISCOUNT IN THIS EXHIBITION"

With years of experience in Roller manufacturing, *Zenith Rubber Pvt. LTD* has become a pioneer among roller manufacturing industries in India. This is because, as *PROPAK West Africa DAILY* discovered vide a one-to-one interview with Zenith Director - *Mr. Anish Kumar Gupta*, their products are manufactured with precision and quality in mind. Read more about Zenith Rubber Pvt. LTD in excerpts below:

TELL US ABOUT YOUR COMPANY?

I am Anish Kumar Gupta Director of Zenith Rollers Private Limited, New Delhi, India. We are into all kinds of rubber rollers as manufacturer and we are also roller making M/C manufacturer.

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

We are the leading printing and packaging rollers manufacturer in India. Our product is far better than others and we offer better quality and services.

ARE THERE SPECIALS, PROMOS OR DISCOUNTS THAT YOU'RE OFFERING TO YOUR CLIENTS AT THIS PROPAK WEST AFRICA 2022?

We are offering far better quality and services and providing special discount in this exhibition.

DO YOU HAVE REPS IN WEST AFRICA

TO ATTEND TO YOUR CUSTOMERS AFTER THE SHOW AND WHERE ARE THEY BASED?

Not yet but this will be finalized very soon in Lagos.

WHAT ASSURANCE ARE YOU GIVING YOUR CUSTOMERS THIS 2022 AND BEYOND TO GUARANTEE YOUR COMMITMENT TO THEIR NEEDS ANYTIME, ANYDAY?

After we've finalized with our Distributor in Lagos, we will be offering great services and products guarantee to our customers.

FINALLY, WHAT ARE YOUR EXPECTATIONS FROM PROPAK WEST AFRICA 2022?

We are hoping for more business and product branding/ marketing in the region.

THANK YOU FOR YOUR TIME SIR.



SPECIAL FEATURE INTERVIEW - ADECO (STAND 1B11)

"WE GUARANTEE OUR CUSTOMERS MAXIMUM SATISFACTION TO THEIR NEEDS ANYTIME AND ANYDAY"

Amongst others, *ADECO Project Engineering BV West Africa LTD* is a specialist in project implementation (Industrial Mechanical, Electrical & Automation), maintenance of industrial equipment, inspection & coding equipment, automation, and solar power. In this chat with its Technical Sales Engineer - *Mr. Augustine Nwachukwu*, *PROPAK West Africa DAILY* discovers that the company delivers more than can be imagined. Read more about what ADECO can do in excerpt below:



TELL US ABOUT YOUR COMPANY?

ADECO Project Engineering BV West Africa LTD was founded as an industrial engineering company in 2007. We specialize in the installation and maintenance of inspection and coding equipment, automation and solar power systems.

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

We are offering coding solutions, inspection solution, pumping solution, coupling solution, conveyor solution, solar solution, oil and gas services and poultry solutions.

Our products and services are international standard with the highest of quality.

ARE THERE SPECIALS, PROMOS OR DISCOUNTS THAT YOU'RE OFFERING TO YOUR CLIENTS AT THIS PROPAK WEST AFRICA 2022?

Yes. There are promos and discounts. However, they are subject to volume of purchase.

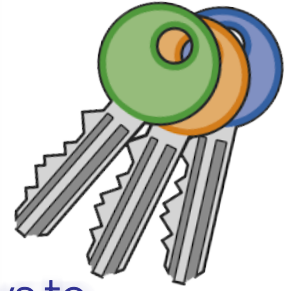
DO YOU HAVE REPS IN WEST AFRICA TO ATTEND TO YOUR CUSTOMERS AFTER THE SHOW AND WHERE ARE THEY BASED?

Yes. Adeco Project Engineering BV West Africa Limited has representatives in West Africa and in fact, the

entire Africa as a whole. They are currently based in Lagos, Nigeria at 708A Babatunde Atere street Omole Phase 2, Isheri, Lagos, Nigeria.

WHAT ASSURANCE ARE YOU GIVING YOUR CUSTOMERS THIS 2022 AND BEYOND TO GUARANTEE YOUR COMMITMENT TO THEIR NEEDS ANYTIME, ANYDAY?

We deal and are partners with Original Equipment Manufacturers (OEM) based in Europe with world class and international standard products. We guarantee our customers maximum satisfaction to their needs anytime and anyday.



3

keys to
**THE SUCCESS OF
ANY PRINT
ORGANISATION**

COLOUR MANAGEMENT,

MACHINE MAINTENANCE

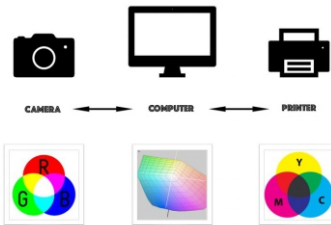
**& PRINT HEAD REPAIR
TRAINING**

As the business landscape in our industry keeps changing rapidly, we are focusing on **THREE KEY AREAS** we consider crucial to **THE SUCCESS, PROFITABILITY & SUSTAINABILITY OF ANY PRINT ORGANISATION.**

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LEARN CUSTOMISED PRINT MACHINE OPERATION AND MAINTENANCE SKILLS FROM EXPERTS IN EUROPE



COLOUR MANAGEMENT

This bespoke Colour Management training is with course contents tailored to your level of knowledge, experience and ability - making sure you get the most out of the training that will extensively deal with ICC (International Colour Consortium) profile education for your particular device as well as basics of colour theory for RGB & CMYK; choosing ink & print process; and the principles of L*a*b according to the Commission Internationale de l'Eclairage (CIE) - all in a bid to help you identify colour inconsistencies for the best and cost-effective production workflow.

At the end of the practical Colour management training sessions, participants will be able to realistically perform colour simulation that can be applied across a workflow, allowing them to simulate print before committing. This exercise will not only save time throughout the design process but also cut down on wastage as colours will now be consistent and reliable.



MACHINE OPERATION & MAINTENANCE

This practical-oriented training will show how print machinery works, and the role of the maintenance in ensuring proper operation and print profitability. Emphasis will be on Stress is laid on operator's skill development as well as machine diagnosis and troubleshooting for practical expertise in maintenance procedures.

At the end, participants will be able to perform basic maintenance functions such as machinery mounting; balancing; lubrication; bearings; power transmission; shaft alignment; seals; condition monitoring; troubleshooting; safety etc



PRINTHEAD REPAIR

The printhead is a very sensitive, delicate and no doubt costly component of every printer that must be treated with the necessary care especially noting the fact that printhead is subject to wear and tear. This is why this hands-on training will show you recommended, yet practical steps to clean your print head; choosing the right media; how environmental conditions affect printheads; and OEM's endorsed printhead maintenance and repair procedures.

After the training, participants will be able to expertly maintain, repair, and prolong the service life of their printers' printheads. The aim of this skill acquisition is not only to improve operator's knowledge on printheads but most importantly empower them for added skills that would no doubt add value to our industry.





PROPAK WEST AFRICA EXHIBITOR'S FUNCTION: OPPORTUNITIES TO MINGLE WITH FELLOW COLLEAGUES, SHARE BANTERS, MEMORIES AND IDEAS



After a very busy second day, **PROPAK West Africa** organiser - **Afrocet Montgomery** characteristically hosted exhibitors to a Thank You Cocktail Function at Landmark's Lagos Beach Club - set in a serene atmosphere overlooking the great Atlantic Ocean.

With much to eat and drink, the function also provided exhibitors opportunities to mingle with fellow colleagues, share banter, memories and ideas in an ambiance that soothe nerves after a hard day's work. **PROPAK West Africa DAILY** was there to capture memorable images for your delight:



Continued on page 9 

“OUR COVERAGE EXTENDS BEYOND NIGERIA”

Though PERCOSO (Perfect Congruence Solution LTD) is all about innovation, value, and technology, however a chat with **Mr Afolabi Abrahams** at the ongoing **PROPAK West Africa 2022** in Lagos Nigeria reveals more about Percoso in excerpt below:



TELL US ABOUT YOUR COMPANY?

We are into a lot of things that focus basically on manufacturing support. In terms of manufacturing support, we provide services in mechanical, electrical and even civil projects. We are representations to some Original Equipment Manufacturers (OEMs). We’re in PROPAK West Africa 2022 today showcasing one of the products that we have. This product is a Japanese technology however assembled in India and we have about 250 units of this machine installed in Nigeria and another 150 units in Ghana. We have a lot of other products from mechanical, electrical to civil, fire systems, full installations of hydrants and fire control, and automation valves. There’s another arm of this business that focusses on facility management.

ARE THERE SPECIALS, PROMOS OR DISCOUNTS THAT YOU’RE OFFERING TO YOUR CLIENTS AT THIS PROPAK WEST AFRICA 2022?

The kind of products we sell do not come with promos or discounts; it comes with after-sales assurance and guarantees to our clients. These machines cost thousands of dollars and I do not think the clients we have here are looking for discounts rather



they are looking for value for money - which is what we guarantee.

DO YOU HAVE REPS IN WEST AFRICA TO ATTEND TO YOUR CUSTOMERS AFTER THE SHOW AND WHERE ARE THEY BASED?

We are actually an indigenous business representing OEMs based outside of Africa however our coverage extends beyond Nigeria.

WHAT ASSURANCE ARE YOU GIVING YOUR CUSTOMERS THIS 2022 AND BEYOND TO GUARANTEE YOUR COMMITMENT TO THEIR NEEDS ANYTIME, ANYDAY?

The guarantee we are giving our customer is obvious; You see us; you see our people, you see our culture, we stand by what we say we are.

FINALLY, WHAT ARE YOUR EXPECTATIONS



FROM PROPAK WEST AFRICA 2022?

I think PROPAK West Africa has done well in terms of setting and putting things in place. In terms of people traction, traffic inflow, I think it is a bit low on the first day but they have done a beautiful job. I do think a lot needs to be done more in terms of online presence and engagement to give the best. There is more from where this came from, so I do not think as a business we know how to take less than the best. They should keep up with what they are doing, they will get there.

THANK YOU FOR YOUR TIME SIR.



Continued on page 12



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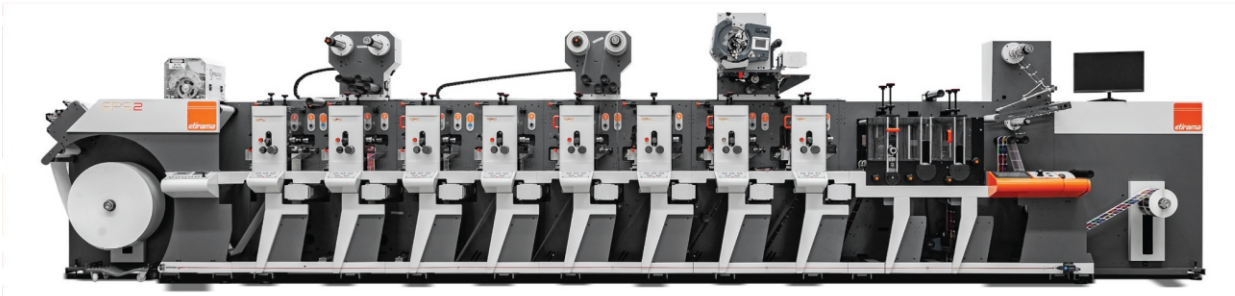


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- Impressive Print Quality
- Chill Drum + UV



REW ONE



REW EVO

etirama

Etirama is the principal manufacturer of Flexo Printing Presses in Southern Hemisphere and exports its products to over 40 countries worldwide.

The Brazilian company managed by the Schroter Family, of German origin, has more than 50 years of experience in the graphic machinery and 21 years of experience in the manufacture of modular flexo label presses for the specific segment of self-adhesive and shrink labels.

With more than 1,200 equipments installed in the world and with different experiences in international alliances, Etirama maintains a manufacturing facility in the same concepts of the European Industries, guaranteeing an excellent quality in its products and punctuality with its services and commitments.



www.afraprintequip.com/www.flexoprintpack.com/www.digitalprintfinish.com



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The ULTRAFOIL series are well equipped and almost can adapt to all die cutting requirements of products.



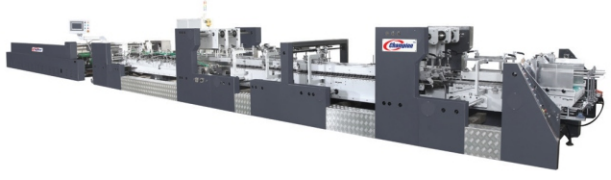
CAVL 1060 AUTOMATIC PET HOT KNIFE LAMINATING MACHINE

CHAMPION CAVL 1060 AUTOMATIC PET HOT KNIFE LAMINATING MACHINE is a multipurpose machine. It is suitable for water-based glue, oil-based glue, non-glue film and pre-coated / thermal film.



CHAMPION CWB 1080 DBF AUTOMATIC WINDOW PATCHING MACHINE

The **CHAMPION CWB 1080 DBF AUTOMATIC WINDOW PATCHING MACHINES** are special equipment for carton box, color box window lamination.



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A perfect fit for small to large packaging companies for the Production of Cosmetic Packaging Boxes, Pharmaceutical Boxes, Perfume Boxes, Food Packaging Boxes and it is also suitable for Double Wall Boxes, E & B flute corrugated Boxes like wine boxes, home appliance boxes.

The Machine Key Components are Feeder, Side register section, Pre-folding section, Crash lock bottom section, Lower gluing Unit, Folding and Closing section, Trombone section, Press section, 4 and 6-corner device.

AFRA

AFRA ASIANRAY, established in 1996 in Dubai - UAE has 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.

At the very outset, Afra has been providing Affordable, Functional, Reliable, Automated (AFRA) print finishing solutions and with a huge installed base of over 5000+ major print finishing equipment in its area of operations. 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.

AFRA is the official dealer for the Etirama in AGCC south and west Africa. Today AFRA is one of the leading and the most trusted supplier for automated and value-added print finishing and packaging equipment.

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Continued on page 13



WHY ARE YOU AT PROPAK WEST AFRICA THIS YEAR AND WHAT KIND OF INVESTMENT ARE YOU LOOKING AT FOR YOUR BUSINESS?

As the doors of Landmark Centre, Lagos open to a three-day of live demonstration of innovative solutions, **PROPAK West Africa DAILY** Crew sought the opinions of visitors to why they are attending this year's **PROPAK West Africa** and what kind of investment they are looking at for their businesses. Their diverse answers to the above-subject matter question is in excerpt below:

MR. ADEMOLA ALLEN - NEW HORIZONS

I am here at PROPAK West Africa 2022 to get more information of printing machines that gives finished products.



MR. OLAIDE AKANDE - REJOICE ARC PACKAGING

To search for tissue paper packaging machine. Well we are looking to invest up to 10,000 US Dollars on any machine we find suitable.



MRS. ADENIKE ODUNUGA - BOMIN FOODS

I am here to see if there are new technologies for packaging and processing for small businesses. I will definitely invest in packaging machines that are rugged in outlook and offer real value and after-sales services.



MR. ADAMU MOSES - DOMINICA INTERNATIONAL CONSULTANT LTD

To gain awareness about the new technology in my sector. I am going to be investing in biscuit making and packaging business.



SIR JOHN ONUGBULEM - HEIDELBERG NIG. LTD (08033047027)

I am here to get acquainted with the latest trends in the industry.



MR. OLORUNOJE JOSEPH ADERELE - OLA VENTURES

I am looking at investing in Laser and UV machines.



MR. KAYODE ABDULWAHAB - VISUALSPOT COMMUNICATION LTD

My interest at this year PROPAK West Africa is in the food production and printing, specifically - rice production and sack. Also, I'm very likely to invest on the machine.



MR. OLAOLUWA KEHINDE - FABULOUS PRINTS LTD

I am here to see and know more then, probably invest in the machines.



MR. BABATUNDE SULAY ELEKEDE - SULAY NIGERIA ENTERPRISES

I am here to make business contact with company on packaging of my agricultural products for exportation.



MR. AJAYI ABAYOMI - SUNAJ PRINTS LTD

I am in this year's PROPAK West Africa mainly to invest in the latest digital press equipment for optimum business profit.



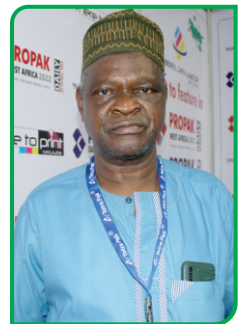
MR. TUNDE SHOBANDE - GCIT INVEST

I am interested in the printing and packaging sector to know more about it and see new trends in the industry.



REV SEGUN ADE - DIVINE VICTORY ENTERPRISES

This exhibition seems impressive, it is an improvement to last year. I believe there's still room for improvement.



Continued on page 16

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my line of business -
print packaging.



**MR. EMMANUEL
INYANG -** INFINITO
BRANDERS
To explore more
branding solutions. I
want to partner with top
branding companies.



OUR VERDICT?

As it shows, this year's **PROPAK West Africa** (on over the next three days of **Tuesday 22, Wednesday 23 and Thursday 24 of November 2022**) is set to meet the growing needs of the packaging, plastics, printing and processing industries in West Africa. This is because as **PROPAK West Africa DAILY** discovers, the show provides invaluable platform to showcase LIVE demos of latest innovations specific to sectors that make up the manufacturing value-chain. It also offers free networking opportunities to like-minded professionals to explore new ideas and insights expected to move their businesses to the next level. See you next year - **12 - 14 September 2023!**



SHS-CAS

Graphische Maschinen GmbH



Dear Colleagues, we like to offer you these machines subject to prior sale.

Ref.-No.: 9293
Model: SM 52-4 H+LX
Manufacturer: Heidelberg
Year of manufacture: 2000
Serial No.: 204293
Imps.(mio.) ca.: 92 Mio.
Delivery: Installed in our warehouse
Equipment: Alcolor with MGE cooling, CP2000, Autoplate, Preset, all washers, coating unit, extended delivery X1, IR dryer, Eltex antistatic, Grafix alphantronic 200 powder sprayer

Ref.-No.: 9498
Model: 304 P HOB
Manufacturer: Roland
Year of manufacture: 2000
Serial No.: 28764 B
Imps.(mio.): 121 Mio
Delivery: In stock
Equipment: Rolandmatic dampening, CPL, RCI, Perfecting 4/0; 2/2, Multi CCI, WEKO T77, IR dryer Eltosch



Other current offers:

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4-colour offset | 5-colour Offset | 6-colour Offset
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Wrapping machines & others | Spare parts

We are dealers for used printing machines, post-press and pre-press. Main brands: Heidelberg, MAN Roland, Polar, KBA Stahl, Wohlenberg, Schneider Senator, MBO and all the other brands around. If you are searching for anything or you have any questions, please don't hesitate to

contact us @

SHS-CAS Graphische Maschinen GmbH
Oststraße 87, 22844 Norderstedt Germany

Tel.: +49 (0) 40 52 10 20 60

Fax: +49 (0) 40 52 10 20 620

Email: office@shsgm.com

Website: www.shsgm.com

CONFERENCE PROGRAMME

THURSDAY – DAY 3

KEYNOTE SESSION: REPOSITIONING THE PLASTIC INDUSTRY TOWARDS ACHIEVING THE UNITED NATIONS (UN) SUSTAINABLE DEVELOPMENT GOALS



10:00-10:20
Prof. Sobukola O. Philip
Professor
Federal University of Agriculture, Abeokuta



10:20 - 11:35

PANEL DISCUSSION: CIRCULAR ECONOMY: CLOSING THE LOOP WITH PLASTICS RECYCLING



Adebisi Adeoti
Business Manager,
East & West Africa
Dow Chemicals



Sade Morgan
Corporate Affairs
Director



Mariam Lawani
Founder/CEO
Green Hill Recycling
Food & Beverage Recycling



Agharese Onaghise
Executive Secretary
Alliance (FBRA)

11:35 - 12:50

PANEL DISCUSSION: EMERGING TRENDS IN FOOD PACKAGING: BALANCING PACKAGING, PROFITABILITY AND ECO-FRIENDLINESS



Chinedum Okereke
Managing Director
The Lacasera Company



Abayomi Alli
Manufacturing Director
Unilever Nigeria



Victoria Uwadoka
Nestle Nigeria



Yewande Adeyi
Manager
ESG/Sustainability
Services KPMG Nigeria

12:50 - 13:00 BREAK

13:00 - 14:00

PANEL DISCUSSION: THE CHALLENGES OF RECYCLING FOOD-GRADE POLYMER. CAN THEY MEET FOOD AND BEVERAGE INDUSTRY SUSTAINABILITY TARGETS?



Ibrahim Odumboni
Managing Director/CEO
LAWMA



Ajai Musaddi
Group Managing Director
SONA Group



Dr Femi Idowu-Adegoke
EngD. MCIWM. FPLPI.
President
Lagos Recyclers
Association (LAGRA)



Agharese Onaghise
Executive Secretary
Food & Beverage
Recycling Alliance (FBRA)

14:00 - 14:45

PRESENTATION SESSION: CHEMICAL RECYCLING: TURNING PLASTIC WASTE INTO CHEMICAL FEEDSTOCK. HOW CAN A CHEMICAL COMPANY CONTRIBUTE TO CLOSING THE LOOP IN THE PLASTICS INDUSTRY



Dr Jean Marc Ricca
Managing Director Nigeria
BASF Nigeria



Dr Akintayo Adisa
Project Manager - SPS
BASF West Africa



Aruna Oshiokamele
Managing Director
Tetra Pak West Africa

15:15 - 15:30

EXHIBITOR PRESENTATION: CLOSING THE LOOP WITH PET-PACKAGING TECHNOLOGY FROM STARLINGER GROUP



Christian Winkler
Area Sales Manager
Starlinger Viscotec



Reinhard Lechner
Senior Product Manager
PET Textile Packaging, Starlinger Viscotec





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