



PROPAK WEST AFRICA 2024

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DAILY
DAY 3 SEP. 12, 2024

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PROPAK WEST AFRICA 2024 DAY TWO ENDS ON HIGHNOTE2025 DATES ANNOUNCED!



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QUOTE OF THE DAY...

PROPAK West Africa is a good platform for not only us but for everybody we know in the industry.

Mr. Sinker T. Vasan,
Speciality Group
(Stand No: 2F01)

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© PROPAK West Africa

With just a day to go, the atmosphere of the ongoing **PROPAK West Africa 2024** became charged with heartfelt and intense negotiations that ended with a couple of handshakes signifying series of successful bargaining outcomes.

No doubt, **DAY 2** of the region's leading packaging, food processing, plastics, and printing not only saw increased footfall of energetic quality visitors across the specially created four halls of Landmark Centre; it also signaled the outcome of an invaluable experience to all concerned.

While exhibitors are still calculating their figures as at the time of this report, PROPAK West Africa DAILY gathers that such figures when

completed will be more than mere numbers. For one thing; an appreciable numbers of quality visitors with ample purchase power were spotted right from **DAY 1** sealing deals worth millions of Naira while on the other hand, the concurrent educative presentations, insightful panel sessions and masterclass-themed conference have indeed added to the quality upshots witnessed throughout the first two days of the annual gatherings of stakeholders within the manufacturing value-chain.

And with the event drawing to a close today, organisers – Afrocet Montgomery have announced the **2025 dates** to be: **Tuesday 9 to Thursday 11 September** as Landmark Centre retains the host venue. Characteristically in the following pages,

Continued on page 3

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PROPAK West Africa DAILY presents pictorial news of DAY 2 highlights across the exhibition floors and conference arena:





“WE PRODUCE AND SUPPLY TO ALL CARTON MANUFACTURERS”

PROPAK West Africa DAILY discovers that **Specialty Group** started its journey way back in 2011 by setting up a steel plant at Ife in Osun State, South Western part of Nigeria. Realizing the missing link of raw substrate materials scarcity in the Packaging Industry, the company's management sets out (after stabilizing the steel plant) to set up a paper manufacturing plant - now a full-blown paper mill - to support the local Packaging Industry. **PROPAK West Africa DAILY Team** caught up with **Mr. Sinker T. Vasan** to find out more about the company whose hallmark is the relentless pursuit of excellence. Excerpts below:



Mr. Sinker T. Vasan

TELL US ABOUT YOUR COMPANY?

We are a group called Specialty; producers of writing and printing paper in Nigeria. We are also into the production of corrugated cartons using kraft. We have our plant at Ejigbo where we produce and supply to all carton manufacturers, and we also have cassava starch manufacturing plant. Our hallmark has been and continue to be the relentless pursuit of excellence.

ARE THERE SPECIAL, PROMOS OR DISCOUNTS THAT YOU ARE OFFERING TO YOUR CLIENTS AT THIS PROPAK WEST AFRICA 2024?

Of course; we do. Come visit us at Stand No. 2F01 to know more.

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

Yes; we do. We are present in Nigeria, Makurdi - the capital of Benue State, located in central Nigeria to be precise. One of our main factories is in Ife, Osun State

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

Our main target is the kraft plant manufacturing which involves recycling and reuse of carton papers in order to avoid wastage and also cleaner climate. All our manufacturing plants are equipped with cutting edge machinery that ensure we produce high quality products with remarkable precision, and efficiency.

“Our main target is the kraft plant manufacturing which involves recycling and reuse of carton papers in order to avoid wastage and also cleaner climate”

WHAT ARE YOUR EXPECTATIONS FROM PROPAK WEST AFRICA 2024?

Everything business; we look forward to good and mutually beneficial relations with customers. PROPAK West Africa is a good platform for not only us but for everybody we know in the industry. Our main focus here is to ensure we maintain our business relationships with our valued customers - we started last year; we are here again this year; and this will definitely continue.

THANK YOU FOR YOUR TIME.



Specialty Group Team at their Stand 2F01 during the ongoing PROPAK West Africa 2024

SPECIAL FEATURE INTERVIEW – ANKAN GRAPHICS (STAND NO: 4B06)



“OUR STRENGTH LIES IN OUR ABILITY TO PROVIDE QUALITY PRODUCTS ON A CONSISTENT BASIS”

In this **SPECIAL FEATURE INTERVIEW** with **Mr. Gilbert Bernard** of **Ankan Graphics LTD**, **PROPAK West Africa DAILY** discovers that the company is at the verge of launching a first of its kind press in Middle East & Africa. Find out more in excerpt below:



Ankan Graphics Team at the ongoing PROPAK West Africa 2024

TELL US ABOUT YOUR COMPANY?

Ankan Graphics is our local partner. We're coming from the UAE, providing flexo plate for the flexible packaging and labelling industries. We have brand new machine (newly announced at drupa in Germany) coming into the country around December or early January and it will be the first in the Middle East and Africa region. It is a new technology that produces wonderful quality prints. Although we already have customers here, we want to expand this market, we want to put our presence in this market.

ARE THERE SPECIAL, PROMOS OR DISCOUNTS THAT YOU ARE OFFERING TO YOUR CLIENTS AT THIS PROPAK WEST AFRICA 2024?

This is a B2B business; we are not connected directly to customers but directly to Printers. But when customers come to us base on potential and volume, we can discuss on any area of their needs.

“Once the machine arrives, it will be the first in Middle East & Africa region and of course, our partner – Ankan Graphics will be representing us”

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

As noted earlier, once the machine arrives, it will be the first in Middle East & Africa region and of course, our partner – Ankan Graphics will be representing us and the technology is available to all Printers. Do note that our strength lies in our ability to provide quality

products on a consistent basis to Business-to-Business (B2B) and Business-to-Consumers (B2C) wide network of customers in manufacturing, printing, packaging and converting industries in Nigeria.

WHAT ARE YOUR EXPECTATIONS FROM PROPAK WEST AFRICA 2024?

That is what I want to see; I want to connect with the people and want to see how people

from Nigeria responds because this is the first time we are participating in PROPAK West Africa. So, we want to see the response. Although we have customers here, we still want to see market response.

THANK YOU FOR YOUR TIME.

SPECIAL FEATURE INTERVIEW – PROCESS AND PACKAGING EQUIPMENT LTD (STAND NO: 3F03)



“WE ARE ALWAYS AND EFFECTIVELY COMMITTED TO OUR EXISTING AND POTENTIAL CUSTOMERS”

Process & Packaging Equipment LTD is a leading engineering firm providing sales and technical services on manufacturing equipment for the Fast Moving Consumer Goods Industry. According to its Managing Director - **Mr. Jacob Omodunni, PROPAK West Africa DAILY** uncovers the company's services to include sales of packaging equipment and process plants, installation, commissioning, production supports and maintenance services. Find out more in excerpt below:



Process & Packaging Equipment LTD Team at their Stand 3F03 during the ongoing PROPAK West Africa 2024

TELL US ABOUT YOUR COMPANY?

We are into sales of machines right from the process line, down to the packaging line - just as our name implies: **Process & Packaging Equipment Limited**. And we are base here in Nigeria but our machines are European manufactured.

WHICH PRODUCTS OR SERVICES ARE YOU OFFERING TO THE

MARKET AND WHY ARE THEY DIFFERENT FROM COMPETITION?

We have tube filling machines for pharmaceutical products, labelling machines, processing machines etc.

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

Yes; we do. We are located at Industrial Area, Lagos-Benin Expressway, Nigeria opposite Coleman Cables and Wires.

“We have tube filling machines for pharmaceutical products, labelling machines, processing machines etc”

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

We are always and effectively committed to our existing and potential customers.

WHAT ARE YOUR EXPECTATIONS FROM PROPAK WEST AFRICA 2024?

More potential customers, willing to buy our machines.

THANK YOU FOR YOUR TIME.

SPECIAL FEATURE INTERVIEW – SNETOR (STAND NO: 1G01)



“WE ARE PRESENT IN THE WHOLE AFRICAN REGION”

Though a French company – **Snetor** is a leader in Africa and France, specializing in distribution and sales of plastic raw materials and chemical products for over 40 years. In this **SPECIAL FEATURE INTERVIEW, PROPAK West Africa DAILY Team** caught up with **Mr. Xavier Hostekint** – General Manager, Africa and found out that the Group is also present in Latin America, where it has acquired real expertise in the market and is also experiencing strong development on the American and European markets. Read excerpt below:



Mr. Xavier Hostekint

TELL US ABOUT YOUR COMPANY?

Snetor is a French distributor of plastic raw materials. We are into distribution of plastics and chemical in about one hundred countries all over the world for more than 40 years. We are present in the whole African region; supplying small, medium size and big customers in the industry with our products which includes Polypropylene, Polyethylene, PVCs, Polyolefin etc.

ARE THERE SPECIAL, PROMOS OR DISCOUNTS THAT YOU ARE OFFERING TO YOUR CLIENTS AT THIS PROPAK WEST AFRICA 2024?

No; we do not do that. It is not the best place to do special deals because it's

important we sell at market price. But of course, having live contacts with customer is always better compared to emails and phone calls.

“We should practice more sophisticated and sustainable ways of production in order to not only have more efficient plastic consumption but also help our environment”

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

We do not have any office in Nigeria but we have in Ghana where we have a warehouse and sales



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"THANK YOU FOR HAVING CONFIDENCE IN US"



After months of busy preparations with **DAY 1** and **DAY 2** over, **PROPAK West Africa 2024** organiser, **Afroset Montgomery** put together an **Exhibitor's Cocktail Function** to ease the stress associated with an event of the magnitude dedicated to the region's leading and indeed largest packaging, food processing, plastics, and printing industries.

Set in a tranquil, cool music ambience of the Atlantic Ocean to relax nerves and to specially express gratitude to PROPAK West Africa 2024 exhibitors for having confidence in their ability to host yet another successful show.

While participants reminisced on the last two days, the cocktail party also afforded participating exhibitors to start planning ahead of time for **2025** edition whose dates of **9 to 11 September** were recently announced by Afroset Montgomery. As usual, PROPAK West Africa DAILY Team was there to capture memorable images below and in subsequent pages:



Continued on page 11



Continued on page 12 >>



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WHAT ARE YOUR EXPECTATIONS FROM PROPAK WEST AFRICA 2024?

With more foothold across the show floors, **DAY 2 of PROPAK West Africa 2024** was even more electrifying than observed on **DAY 1**. And from the **VOX POP** responses conducted by **PROPAK West Africa DAILY Team**, it is clear that the annual show dedicated to growing and developing the region's packaging, food processing, plastics and printing industries is rightly fulfilling its mission. Check this out in excerpt below:



I am here at PROPAK West Africa 2024 to check out new machines that are not only in trends in the Printing Industry, but can also be adaptable to our peculiar market needs and sensitivities such as epileptic power supply and after sales service issues.

AJALA SOLOMON
- PRINT OWNER



My main reason to be here is to market the number one stationery brand in Nigeria (The Kangaroo). After that, I look forward to having great connections to grow my business.

SAMUEL
- SAMBEST BUSINESS AGENCY



To find and connect with genuine machine producers and also to connect with other players that complements my business. I believe partnership is key for us at this time of the country.

KELOM
- PEACHTREE CITY PRODUCTION LTD



I am here to network with other Printers that are into offset printing. The second reason for my visit is to see new machines available that I can acquire to increase our revenue.

SEGUN SHITTU
- JUSLIFYALL CONCEPT



I am at PROPAK West Africa to source for raw materials and some engineering spare parts for my business.

GOVINDRAJAW CANDE
- DYNAMIC INDUSTRY LTD



As food manufacturer, I am here to understand and search for manufacturers of packaging plastics for my business.

OGUNBANWO SEYI
- FAMTIME FOOD



Apart from the fact that this is a great platform for networking opportunities, my primary purpose here is to source for packaging machines.

SUNDAY
- SALYBAY VENTURES



As power solution provider, I am at PROPAK West Africa to promote our gas power solutions.

ENUMAH DAVID
- GASAVANT AFRICA

>> "THE PRODUCTS WE ARE OFFERING ARE INJECTION MOULDING MACHINES AND OTHER AUXILIARY EQUIPMENT" PAGE 16



Though, I am here as an exhibitor - I am also looking at owning rice milling factory in the future.

YUSUF EMMANUEL
- MAKEPEACE INTERLOCKING (E-ONE)



I am here to meet with industry colleagues and to also network with suppliers and manufacturers of presses in our industry while also discovering new trends.

AHMED JAC
- ABU PRESS LTD



We know that our industry is evolving; so, I'm at PROPAK West Africa to get insights about new trends in the Printing Industry.

AWOPETU DAMILOLA
- BTECH DIGITAL



This year's PROPAK West Africa for me is to discover new innovations that are comm this year to discover new innovations that are coming into the industry.

AKINNODI AMBROSE
- ETIGRAPHICS



We are the manufacturer of valves for the Food and Beverages Industry. Our valves are required for businesses in the industry.

SHRINIWAS DHADAKE
- REPORT INTERNATIONAL FZCO



I am here to meet with new packaging manufacturers in the industry, which will translate into purchase of new printing and packaging machines.

YEMISI ADEYEMO
- SINGLESTONE NIG LTD



My mission here is to keep abreast of latest trends in the Packaging Industry.

ABIODUN OLANIYI
- ABBEYDGURU COMMUNICATION LTD



Basically, I am here at this year's PROPAK West Africa to network and meet potential clients.

AJAYI DAVIES
- BHOJAJ INDUSTRIES LTD

OUR VERDICT?

As the curtain falls on this year's **PROPAK West Africa**, it is recommended that participants utilize every opportunity that come their ways in order to sustainably grow their businesses. Also, they should start getting ready for next year's edition whose dates of **9 to 11 September** has been confirmed by **Afroset Montgomery**, PROPAK West Africa organiser.



SPECIAL FEATURE INTERVIEW – NEOFYTON (STAND NO: 1H01)



"THE PRODUCTS WE ARE OFFERING ARE INJECTION MOULDING MACHINES AND OTHER AUXILIARY EQUIPMENT"

Neofyton is a dynamic company oriented toward innovations, established in 1992 in Serbia (Europe). **PROPAK West Africa DAILY Team** caught up with **Mr. Anyangbeso Kingsley Ebagbota** – Sales Manager to find out that the company's success results from representing world leaders within the plastics and rubber industry. Read excerpt below to know more about Neofyton:



Mr. Anyangbeso Kingsley Ebagbota

solutions to manufacturing plastics that require injection moulding machines. It is a Serbia company; we provide corporate solutions of manufacturing solutions to customers in West Africa since 2016 and we have been exhibiting since 2018. This year we are here again looking forward to receiving customers to present to them new innovative technologies and solutions for the plastic manufacturers in West Africa.

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

So, the products we are offering are injection moulding machines and other auxiliary equipment that work with the injection moulding machines to produce plastics. We have Engel as a product; we also have Chiller which is for cooling system, and Tria for granulated system among others.

ARE THERE SPECIAL, PROMOS OR DISCOUNTS THAT YOU ARE OFFERING TO YOUR CLIENTS AT THIS PROPAK WEST AFRICA 2024?

We do always have special promos and discounts to offer our customers, they are always available.

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

Neofyton is representing the products mentioned above in Nigeria to West Africa and Southeast Europe.

"We have Engel as a product; we also have Chiller which is for cooling system, and Tria for granulated system among others"

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

We are assuring our customers that we are here, like I said earlier we have been here since 2018 and we have been exhibiting every year ever since then. That alone shows commitment, so I am here as a Sales Representative for West Africa.

WHAT ARE YOUR EXPECTATIONS FROM PROPAK WEST AFRICA 2024?

Our expectation is always to get new orders at the event; to meet new customer prospects; to increase our data-base based on new contacts. We also expect to use the opportunity to showcase that we have new solutions to help manufacturers achieve their desires.

THANK YOU FOR YOUR TIME.



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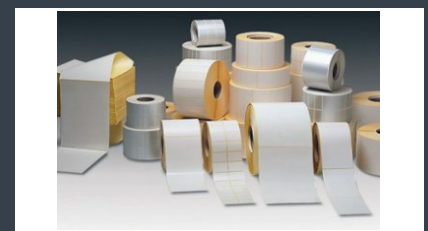
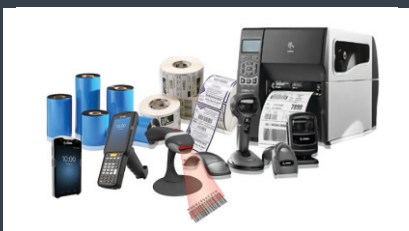
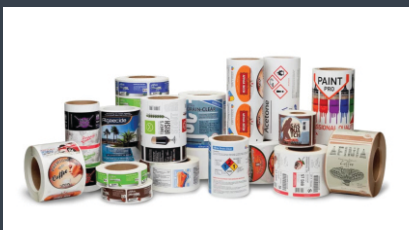
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team but we have dedicated representatives based in Paris to handle Nigerian market.

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

Snetor is developing engineering plastics and

specialty products - trying to help the market convert to a more sophisticated and environmentally sustainable product. We should practice more sophisticated and sustainable ways of production in order to not only have more efficient plastic consumption but also help our

environment. We like to sell plastics for sure, but we also like the plastics produced in a sustainable way.

THANK YOU FOR YOUR TIME.

SPECIAL FEATURE INTERVIEW – FAS AGRO IND. CO. LTD (STAND NO: 1B27)



“WE ARE DIFFERENT BECAUSE OF OUR OUTSTANDING QUALITY”

Fas Agro Ind. Co. LTD is a top-notch poly propylene and allied bags production company located at Plot 38, Sharada Industrial Estate, Phase III, Kano in northern Nigeria. In this **SPECIAL FEATURE INTERVIEW** with its Sales Manager – **Mr. Quazeem Olodo, PROPAK West Africa DAILY** discovers that the company has the right packaging solutions for Agro sacks, laminated shopping bags, polytwine, valve bags, FIBC, and BOPP. Read excerpt of the tete-a-tete below:



Fas Agro Sales Manager – Mr. Quazeem Olodo

TELL US ABOUT YOUR COMPANY?

The name of the company is **Fas Agro Industrial Co. LTD**. We have our factories in Kano in northern Nigeria and Agbara in south-western Nigeria. Our cooperate office is in Apapa – Lagos. In all, we have about 40 years reputable experience in sacks manufacturing.

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

We are a leading sacks manufacturing company in Nigeria. We produce different types of bags from (Agro sacks, laminated, BOPP and FIBC). We are different because of our outstanding quality.

ARE THERE SPECIAL, PROMOS OR DISCOUNTS THAT YOU ARE

OFFERING TO YOUR CLIENTS AT THIS PROPAK WEST AFRICA 2024?

No promotion at the moment but you can visit us here at Stand No. 1B27 or later in any of our offices across the country for us to understand your needs then we can provide you with tailored solutions.

“We are different because of our outstanding quality”

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

Yes; we are based in Kano and Lagos, Nigeria.

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

I am assuring our customers that they will get the best bag quality at a much competitive price.

ANY NEWS OR INFORMATION YOU WILL LIKE TO SHARE?

You can visit us at www.fasagro.com

WHAT ARE YOUR EXPECTATIONS FROM PROPAK WEST AFRICA 2024?

We expect to have more potential customers added to our data base.

THANK YOU FOR YOUR TIME.

SPECIAL FEATURE INTERVIEW – ALL MANUFACTURING SOLUTION AFRICA LTD (STAND NO: 2A07)



“WE PRODUCE PROCESSING, PACKAGING AND SECONDARY PACKAGING MACHINES AND AFTER SALES SERVICE”

All Manufacturing Solution Africa Limited aka AMSA is a globally dependable partner for manufacturing industries; providing quality and affordable tailor-made solutions for manufacturing industries which includes food, pharma, and other non-food manufacturing industries. In a chat with **Mr. Fakokunde Babatunde David** – Service and Sales Manager, **PROPAK West Africa DAILY** reveals the company's commitment to quality, innovation, and integrity. Find out in excerpt below:



AMS Team at their Stand 2A07 during the ongoing PROPAK West Africa 2024

TELL US ABOUT YOUR COMPANY?

All Manufacturing Solution Africa Limited (AMSA) is an engineering solution provider for all food, non-food, confectioneries, cosmetics and pharmaceuticals industries. We produce processing, packaging and secondary packaging machines and after sales service.

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

We provide processing, packaging and end of line machineries. We are

unique in our quality of solutions - the state-of-the-art solutions tailored to our customers' needs with locally available technical support team.

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

AMSA is a local company representing different Original Equipment Manufacturers (OEM's) like Syntegon, Hansella, Unipack, Boatopack, Coperion Statec Binder. The solutions we provide define our commitment to quality, innovation, and integrity, ensuring we provide solutions tailored to meet customer's specific needs ranging from new machines to after-sales services.

“We are unique in our quality of solutions - the state of art solutions tailored to our customers' needs with locally available technical support team”

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

We are here to support them better with our local technical experts.

WHAT ARE YOUR EXPECTATIONS FROM PROPAK WEST AFRICA 2024?

Quality lead from existing and new customers.

THANK YOU FOR YOUR TIME.



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