



# PROPAK EAST AFRICA 2022

PACKAGING PROCESSING PRINTING PLASTICS

**DAILY**  
DAY 2 MAY 11, 2022

CO-LOCATED WITH -



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## DAILY NEWS, REPORT & INSIGHTS AT THE SHOW

### AS PROPAK EAST AFRICA 2022 OPENS... EAST AFRICA IS BACK IN BUSINESS!



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After COVID-19 pandemic hiatus, 2022 edition of East Africa's largest dedicated packaging, plastics, printing and processing industry exhibition in the region - **PROPAK East Africa** has confirmed that East Africa is

back in business as the doors of Sarit Exhibition Centre, Nairobi Kenya open to visitors.

With over 5,500 quality visitors

[Continued on page 3>>](#)



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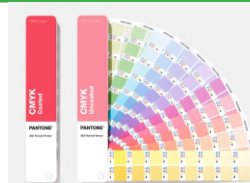


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# Canon

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Enjoy superb image quality and optimised output speeds with our range of digital production printers



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### Canon imagePRESS C910 series

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- Upto 1300mm simplex
- Textured media support
- Uncompromised quality with outstanding productivity and flexibility



### Canon imagePRESS C10010VP series

- Experience a new standard of productivity
- Produce a wide range of high-quality applications with the ability to handle paper weights between 60gsm and 400gsm, synthetic media and long-sheets up to 1,300mm

### varioPRINT 6000 series TITAN

The varioPRINT 6000 series are the fastest black and white production press on the market in its category. Ideal for high volume printing of up to 10 million impressions per month, the varioPRINT 6000 series combines offset-like monochrome printing with low power consumption, minimal noise and ozone emissions. Print from 45 gsm for your inserts and books. The varioPRINT 6000 series TITAN features a substantial redesign of the press, with an ultra-robust steel body to support customers' industrial production requirements, facilitate maintenance and maximise press uptime's your print business workhorse.



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expected from more than 35 countries around the world over the next 3 days, **PROPAK East Africa 2022** has further confirmed its relevance as industry's number one meeting place for real business networking and partnership within the sub-region. And to exhibitors, the international trade show co-located with **PRINT East Africa 2022** and **PRO-AGRO East Africa 2022** is a unique platform to expand their businesses internationally likewise market and sell their brands to

current and potential customers whom they must have lost physical contact with as a result of the pandemic.

Therefore, with special focus on process efficiency, automation, sustainability, and the environment among others, this COVID-delayed PROPAK East Africa 2022 edition has inveterate that East Africa is now ready for real business as the 3-Day show is expected to offer industry players invaluable insights and up-to-date market trends in their daring

future investment decisions.

**DAY 1 HIGHLIGHTS IN IMAGES:** Eager to connect with industry leading manufacturers, suppliers, and experts within the packaging, printing, plastics, and agro-processing markets, first day visitors to this year's edition of **PROPAK East Africa** could not wait for the doors of Sarit Exhibition Centre to open. Here are some highlights as captured by **PROPAK East Africa DAILY Team:**



Continued on page 6 >>



# WHAT ARE YOUR EXPECTATIONS FROM PROPAK EAST AFRICA 2022?



As the Sarit Exhibition Centre doors open to visitors, **PROPAK East Africa DAILY Crew** went round quickly to meet some of the exhibitors to know their expectations from this year's edition of **PROPAK East Africa**. Expectedly, their answers range from meeting old customers/ acquaintances (as a result of COVID hiatus) to networking and business opportunities. Please read all their responses below and do visit their stand to find out more about their offerings:



PROPAK East Africa is an excellent platform for label printing and packaging companies to network, share experience, partner but most of all; to keep one another update with latest innovations and development in the sector. It is an excellent platform - and its empowering!

**MR. JOHN LOMBERG – DIRECTOR, ROTOCON (STAND D21)**



Starlinger is very well known in the East African market for PP woven bags and plastic recycling. Our expectations are to deepen the contacts we have already and to look for new opportunities for our circular economy equipment - "CIRCULAR ECONOMY AT ITS BEST".

**MR. STEFAN ERNST - GENERAL MANAGER, STARLINGER (STAND 49)**



As PROPAK East Africa has come after long break, we are exhibiting to get the opportunity of introducing my products into the East African market. We expect good enquiries from PROPAK East Africa 2022.

**MR. SHIV OM KAUSHIK - MANAGER - SALES EXPORT, SHUBHAM FLEXIBLE PACKAGING MACHINES PVT. LTD (STAND C7)**



To establish a foothold in the East African market and expand our client base looking for end of line automation to increase production throughput and efficiencies on their lines.

**MR. PIYUSH BHANDARI - AREA SALES HEAD, CLEARPACK GROUP (STAND C5)**



To get acquainted with market situation and developments in Eastern Africa and hopefully to get in touch with potential customers. Orders are even better!

**MR. MARIUS VAN LITH - REGIONAL SALES DIRECTOR, MPS SYSTEMS (ROTOCON STAND D21)**



Continued on page 5 >>>





Meet potential customer; know the market better; meet the local actors and create a network of sustainable relationships.

**MR. LUCA CAPUANO - ICA S.P.A ITALY (STAND C8)**



After a long break, we hope to see a lot of customers especially new customers. The market in the region is growing so also is the demand for new, creative, and healthy products. We hope to be on board and partner with some key players in the market.

**MR. DILESH KARIA - SERVICE KEY ACCOUNT MANAGER, KHS E. A. LTD (STAND A18)**



We are looking for visibility, more businesses, and wider reach which PROPAK East Africa presents in the East African market.

**MR. NARESH PATEL - SALES DIRECTOR, TECHPAK INDUSTRIES LTD (STAND 26)**

**SEE YOU NEXT YEAR!**



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# “OUR EXPECTATION IS TO PROMOTE EPSON SUSTAINABLE TECHNOLOGY IN THE EAST AFRICAN MARKET THAT IS HEAT-FREE” - EPSON



...Charles Muhuko and Mukesh Bector

Epson is one of the top companies in the world that takes issues of the environment and sustainability seriously. With many products in its kitty that consume less energy thus reduce environmental impact of printing, **PROPAK East Africa DAILY Team** caught up with **Charles Muhuko - Epson Tech Sales Generalist Local - East Africa** to find out some of the products Epson is showcasing to the East African market. Read excerpt of the interview below:

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

Out of the many innovative products on offer, we'd like to mention these two: **WorkForce Enterprise WF-C21000** and **SureColor SC-T5400M**. If you want to



revolutionise your business productivity, the WorkForce Enterprise WF-C21000 color MFP blazes through prints at 100 ISO print per

minute (ppm). It's the fastest print speed in its class and its powered

by PrecisionCore® Heat-Free Technology. Other unique features WorkForce Enterprise WF-C21000 are: lowest power consumption in its class; saves up to 50% of your paper supply with automatic 2-sided printing; and its remarkable reliability with auto-sensing Nozzle Verification Technology. Its versatile options ensure perfect solution for stacking, stapling, creating booklets, and hole finishing; fax and multi-network options. Not only that, WorkForce Enterprise WF-C21000 has a full suite of advanced security features that you can count on. So, come check it out at our Stand at PROPAK East Africa 2022.



We are also showcasing SureColor **SC-T5400M** at the show. This is an entry-level, competitively-priced, 36-inch multi-functional technical printer with integrated scanner. The SureColor SC-T5400M has been developed for those working in construction and reprographics, who value detail, precision and flexibility. It features a truly integrated scanner/copier that allows the user to scan, save and reprint old maps and blueprints, that are usually stored as hard copies. The machine is also fully on ground at PROPAK East Africa 2022.

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

Yes, we have different options to suit the

Continued on page 9 >>

# CONFERENCES AT PROPAK EAST AFRICA 2022



Day I Conference Pix

Collocating with two brand-new shows - **Print East Africa** and **Pro-Agro**, this year's **PROPAK East Africa 2022** is packed with exclusive but free-to-attend Conference Sessions led by carefully selected industry experts who will share important insights on a broad range of topics during the three-day show.

Taking place concurrently from today Tuesday **10** to Thursday **12 May 2022** at the **Conference Area** of Sarit

Exhibition Centre, Nairobi- Kenya, the Conference will therefore provide latest information on the state-of-the-industry, general trends, and broad range of valuable information on current developments, new government policies and legislation as they affect the industry, businesses, sustainability and the environment.

This will further add to the learning opportunity PROPAK East Africa show provides while participants are also expected to have hands-on learning

and engagement experience with technical experts/ speakers thereby providing an invaluable networking opportunity within the East African region and beyond. In all, attendees will learn about market trends and opportunities to take their businesses to the next level.

Note that while the PROPAK East Africa Conference will be running throughout the show and its free to attend, seating is however organised on a first come first serve basis.

## CONFERENCE PROGRAMME

Here are some of the Conference Sessions of interest.



### WEDNESDAY 11 MAY

#### THE DAY'S THEME: AGRO PROCESSING, FOOD SAFETY AND FOOD TECHNOLOGY SOLUTIONS

Many nations within the continent boast suitable agro-climatic conditions that allow for the production of diverse agricultural commodities yet these same countries continue to rely on the import of large quantities of food and other agricultural products. Despite a general increase in export of manufactured goods, imports of raw commodities have also increased

significantly. Moreover, Africa's exports are mainly dominated by raw materials highlighting how less and less of its commodities are being processed locally.

Agro-processing which covers post-harvest activities carried out for the preservation and preparation of raw material for final consumption or other purposes is essential for sustained and accelerated economic growth, food security, job

creation and poverty reduction. Agro-processing also has the ability to boost ancillary economic activities in the tertiary sector.

Developing ways to process, preserve, package and store food safely. This includes physical, mechanical, chemical, and biological procedures which modify foodstuffs aesthetically, nutritionally, texturally, and organoleptically

### SECTION 1: FOOD SAFETY

Post-harvest infrastructure is key to store, transport and trade commodities. Poor infrastructure, or rather a lack thereof, can disrupt supply chains and lead to a reduction in yields that could have been utilised for the sale or processing of commodities. Raw commodities are naturally perishable however African countries boast higher than average post-harvest losses. Interventions are therefore needed to directly address these gaps.

Continued on page 9 >>



10:45-11:15

THE IMPORTANCE OF THE DRAINAGE SYSTEMS INSIDE FACTORIES IN TERMS OF FOOD SAFETY

Presented by



Stefano Pisanu  
Managing Director Kenya  
& East Africa  
- ACO KENYA &  
EAST AFRICA



11:30-12:00

THE BENEFITS OF PACKAGING  
AUTOMATION FOR FOOD  
SAFETY

David Mulwa  
Regional Sales Manager - ISHIDA  
EAST AFRICA



SECTION 2: SUSTAINABILITY, THE PACKAGING AND PLASTICS INDUSTRY, WASTE, RECYCLING AND THE ENVIRONMENT

12:15-12:45

SUSTAINABLE PACKAGING INNOVATION

Packaging has an important role to play in addressing our waste crisis and climate change challenges. Packaging development today requires a systems-based approach to the innovation process and embedding of new packaging design principles and best practice, for brands to thrive in the future. Essentially it prompts decision-makers to carefully consider what they would change on their packaging to make it more environmentally sustainable, providing some practical example and case studies.

Presented by



Michelle Penlington  
National Executive, Marketing  
and Sustainability  
- POLYOAK  
PACKAGING (PTY) LTD



From page 7

needs and budgets of our customers and potential ones. Come visit us at Stand No. 28.

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

We are fully on ground in Nairobi to support our customers on all their needs be it for new machines, spare parts, consumables or 24/7 machine support. We are on the 4th Floor of Fedha Plaza, Mpaka Road, Westlands.

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

Our expectation is to promote Epson Sustainable Technology in the East African market that is heat-free (as outlined above) and will go a long way in helping our clients reduce their carbon footprint and improve the Corporate Social Responsibility on the environment.

THANK YOU FOR YOUR TIME.



Epson TEAM @ PROPAK EAST Africa



We want to ensure that we are known in the market!

**RAKHEE CHANDARIA - PAPERBAGS LTD  
(STAND 24)**



We are exhibiting at this year's PROPAK East Africa to increase our business in the East African market.

**MR. ROSSI - SOTTORIVA SPA (STAND 21)**



We are here to grow our client base, create networking in East Africa and see competitors' products.

**MR. RITESH MUNGRA & YASH GOODUR - SALES & MARKETING, EXPLAST LTD (STAND 16)**



What we expect from PROPAK East Africa 2022 is to help us spot deals by getting relevant visitors to our stand.

**MR. SABAN YENER - MANAGING DIRECTOR, ICS MAKINE (STAND 1)**



We're exhibiting at this edition of PROPAK East Africa 2022 to introduce our range of quality ink products to the East Africa market.

**MR. HATEM QUOUD & AMR MUSTAFA - QUALITY & SALES MANAGER, ENKANA PRINTING INKS (STAND D25)**



**OUR VERDICT?**

*With the enthusiasms and positive energy captured around exhibitors in today's - DAY 1 of PROPAK East Africa 2022, it is expected that the value-driven networking, business deals and insightful knowledge sharing as observed today will reverberates throughout the next two days of the region's largest industry's dedicated exhibition for the packaging, plastics, printing, and agro-processing sectors. See you tomorrow from 10am!*



# Canon

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**"WE ARE THE ONLY COMPANY IN THE WORLD TO PRODUCE THESE THREE PRODUCTS TOGETHER"**



Headquartered in St Opolska, Chorula Poland, **Chespa sp. z o. o** has been at the forefront of providing the highest quality of wide range inks and coatings in its over 30 years existence. As a house-hold name in world-class production of essential products in flexo, gravure and digital printing sectors such as inks and coatings on a variety of substrates, photopolymer plates, flat and rotary dies among others, **PROPAK East Africa DAILY Team** interviewed the duo of **Tomasz Stachelski** and **Slawomir Janecki** - Managing Director and Export Director - Asia & Africa respectively to know their plans for the East African market. Read excerpt of the interview below:

**TELL US ABOUT YOUR COMPANY?**

**Long version:**

The range of goods and services offered by Chespa includes printing inks, photopolymer plates, flat and rotary dies and the preparation and processing of graphic reproductions.

Our range of printing inks includes a wide range of products specially designed for flexographic and gravure printing applications. Our inks are widely used on corrugated and solid board, coated and uncoated paper, tissue paper, napkins, envelopes, paper bags, labels, PE / PP / PET / PVC foils, aluminum foils and many more.

We also produce a wide range of Flexo varnishes for various applications and with custom-made properties, e.g. preserving, protective, decorative, etc. Others are:

- FLEXI water-based inks
- Solvent based CELIO nitrocellulose paints
- VARIO PVB solvent inks
- PVC VINYL based inks
- PURE polyurethane inks
- OPTI 2 components inks

QIUVI UV curable inks  
Inks for NANOJET inkjet printers

We also offer a comprehensive service for the preparation of graphics and photopolymer printing plates:

- photopolymer plates from 1.14 to 6.35 mm for printing on all substrates
- endless sleeves: reports from 290 to 1290 mm
- varnishing plates
- installation of polyester films with or without compensation foams
- assembly of photopolymer printing plates on large-size sleeves
- proofs with simulation of raster points, width up to 610 mm
- mock-ups - patterns of ready-made packaging printed on various surfaces
- machine research, analysis and profiling
- a wide range of graphics services for flexo, gravure and thistle / lithography

Chespa manufactures rotary and flat cutting dies with stripping sections using the following systems or their combination: conventional, dynamic, Strip Clip, Tele-Spring, FLY.

Chespa Repro Studio (CRS) directed to

the so-called brand-owners  
- manufacturers of FMCG sector who:  
- sell their products not only locally,  
- pay attention to the colour consistency of packaging,  
- expect help in the management of a large number of patterns,  
- require the use of internal information systems

**Short version:**

The range of goods and services offered by Chespa includes printing inks, photopolymer plates, flat and rotary dies and the preparation and processing of graphic reproductions. We actively participate in all projects, from the submission of the inquiry, until the printing of packaging. We can help and provide products and reliable services in all matters related to obtaining high-quality printing.

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

We are the only company in the world to produce these three products together. This gives us a great

Continued on page 13 >>



opportunity to combine experiences from these three areas and support customers in the printing process.

Our strength is that we are big enough (over 700 employees) to compete with the largest international corporations and, on the other hand, small enough (family business) to be flexible.

Our strengths:

1. Very flexible towards individual customer's requests and could offer customised products
2. We strive for the highest quality by implementing the latest technologies and solutions together with customers
3. Highest Health Safety and Environmental standards
4. Analytical laboratories enables to provide all kind off analyses concerning heavy metals, aromatic amines, VOC and other substances
5. Research and development laboratory which in cooperation with customers develops new products and improve properties of existing products
6. Experience not only in printing inks, but also in design, repro, printing plates, cutting tools, which helps to solve any technical difficulties
7. We offer a full service in implementation of colour management system, ink formulation and colour quality control
8. During cooperation we offer a



**Tomasz Stachelski and Slawomir Janecki**

- technical support regarding mixing systems, spectrophotometers
9. Printing Academy trainings for employees
  10. Continuous improvement projects (KPI – optimisation of ink formulas, inks consumption, re-using of return inks)
  11. GMG colour proofing
  12. International experience / local support

**ARE THERE SPECIALS, PROMOS OR DISCOUNTS THAT YOU'RE OFFERING TO YOUR CLIENTS AT THIS EDITION OF PROPAK EAST**

**AFRICA?**

We talk about the terms individually depending on the needs of our clients. We do not want to provide products and services for everyone, but each time we choose parameters to individual conditions.

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

We collect all contacts and inquiries at our headquarters in Europe at the e-mail address:

chespa@chespa.eu

**FINALLY, WHAT ARE YOUR EXPECTATIONS FROM PROPAK EAST AFRICA 2022?**

PROPAK East Africa is an opportunity for us to return to Kenya after COVID. Our sales during the pandemic decreased slightly and we want to meet customer expectations. Then we want to see what model of cooperation we want to apply in the local market.

**THANK YOU FOR YOUR TIME.**



**SEE YOU NEXT YEAR!**



**PROAGRO**  
EAST AFRICA 2023

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**14 - 16 March 2023**

THE SARIT EXHIBITION CENTRE • NAIROBI • KENYA

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## “WE ARE PUSHING THE BOUNDARIES OF INTELLIGENT AUTOMATION IN OUR MACHINE”



Family-owned printing and converting machinery manufacturer - *SOMA spol. s r. o.* is one of the companies exhibiting at this year's **PROPAK East Africa** from 10 to 12 May. **PROPAK East Africa DAILY Team** caught up with **Matteo Melegatti** - SOMA Africa, Italy, Spain Sales Manager to know more about the company and its unique offerings to the East African market. Below is excerpt of the interview:

### TELL US ABOUT YOUR COMPANY?

SOMA is a manufacturer of machinery for the printing and converting industry. We are based in Czech Republic and founded by Eng. Ladislav Verner back in 1992. We are still a family-owned company and we are proud of it.

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

We are focused on high level of quality for our machines, our product portfolio includes CI flexo printing presses, laminators, slitters rewinders and plate mounters.

We are pushing the boundaries of Intelligent Automation in our machines and for this reason, we recently won the FTA Technical Innovation Award 2022. Our newly developed software called Change-Over Wizard is able to guide the operator during the job change-over process on our Optima CI flexo press; and by doing this, we dramatically decrease the risk of mistakes, waste but also, we are able to support the operator during his working routine. We know how struggling is for companies in our industry to find skilled people, this is why we want our press to support them and guide the operators.

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

We are looking to expand our business here; thanks to our very high level of technology and



Matteo Melegatti & Colleague

interesting price, we are sure we can meet the customer's expectations in this fast-growing market.

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

Yes, we have agency representing us in Kenya and they are based in Nairobi. Company name is ACE - they are specialized in additive, chemicals and technical support for the Packaging Industry.

### FINALLY, WHAT ARE YOUR EXPECTATIONS FROM PROPAK EAST AFRICA

### 2022?

We would like to grow our business here because we are confident of our high level of technology (which is) able to guarantee fast growth to our customers, responsive technical support and reduce of waste during every day production. We are also a family-owned company and we really like to deal with family-owned industries because of the true partnership and trust we are able to generate with them.

### THANK YOU FOR YOUR TIME.







# 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 alpatronic 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:

Sheet-fed Press | 1-colour Offset | 2-colour Offset  
4-colour offset | 5-colour Offset | 6-colour Offset  
8-colour Offset | 10-colour Offset  
12-colour Offset | 1-colour Letterpress  
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### contact us @

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