



PROPAK EAST AFRICA 2022

PACKAGING PROCESSING PRINTING PLASTICS

DAILY
DAY 3 MAY 12, 2022

CO-LOCATED WITH -



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DAILY NEWS, REPORT & INSIGHTS AT THE SHOW

PROPAK EAST AFRICA 2022 RECORDS MILLIONS OF SHILLINGS WORTH OF DEALS!



DAY TWO of industry leading international show for the packaging, printing, plastics, and agro-processing industries - **PROPAK East Africa 2022** has recorded millions of shillings worth of deals as quality visitors responded enthusiastically with strong interest and

multiple commitments to unique brands from leading manufacturer and suppliers.

PROPAK East Africa DAILY discovered that while some of the deals were at expo prices with other mouth-watering offers; buyers also **Continued on page 3>>**

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varioPRINT 6000 series TITAN

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noted reasons such as: suitability, relative cost & process efficiency, automation, sustainability, and impact on the environment as other top motives for choosing the brands.

BRANDS THAT GENERATE RECORD SALES AT PROPAK EAST AFRICA 2022

The highpoint of this year's edition of **PROPAK East Africa 2022** is the sale of **smipack Automatic Overwrapper** by **ZAKKA MULTITEC KENYA LTD** at **Stand 11**. According to ZAKKA MULTITEC, the smipack HA automatic handle applicators can apply handles on shrink film packs, cardboard cases, bricks, paper rolls or any type of rigid packs. With different models to choose from according to client's specification either as automatic or semi-automatic, the shrink wrappers are extremely versatile as they can pack various products such as glass and PET bottles, cans, boxes, trays, jars, cartons of different sizes in a wide range of pack collations. They can be used in several industry segments such as beverages, food, chemicals, wine and spirits, cosmetics, detergents, wood, textile, graphic etc.

At **ROTOCON Stand D21**, the versatile, easy-to-use and affordable **ECOLINE** range - **ROTOCON RSI 340** was sold. According to ROTOCON's Director of Business Development - **John Lomberg**, each **ECOLINE** label finishing and printing system has a compact footprint, easy-to-use control panel and open machine design to maximise operator friendliness. Specifically, the **RSI 340** is superb for SMEs due to its affordable cost, operator ease of use and a full suite of cost-efficient standard features for inspection and slitting of printed labels.

And at **KEP SERVICES LTD Stand A14**, **Videojet® 1580 Industrial Inkjet Printer** was sold along with other exceptional brands offered by the value-driven OEM representative. **PROPAK East Africa DAILY** gathers that the Industrial Inkjet (CIJ) Printer delivers uptime peace of mind and offers guidance to help ensure error-proof operation by monitoring individual printer consumption to assess and offer suggestions to improve the way an Operator uses printer.

According to Epson Regional Sales Manager - East Africa - **Krishnakumar MV** at **Epson Europe B.V Stand A9** while **WorkForce Enterprise WF-C21000** was sold at the show, **SureColor SC-T5400M** also generated

lots of interest with serious deals expected within the next few days. The **WorkForce Enterprise WF-C21000** has the fastest print speed of 100 ISO print per minute (ppm). With the lowest power consumption in its class and its versatile options that ensure perfect solution for stacking, stapling, creating booklets, and hole finishing, investors are fully assured of high return on their investment on **Epson WF-C21000**.

Another product that generates instant purchase at the show is **Zebra ZD 220 Printer (ZD220)** at **CYBERNAPTICS AFRICA Stand B32**. **PROPAK East Africa DAILY** discovered that ZD220 is a simple to install and right out of the box Printer - ideal for use in transportation and logistics, light manufacturing, retail and healthcare applications to print a variety of tickets, tags, passes, labels and receipts.

With other thousands of qualified sales leads recorded throughout the **DAY TWO** of show, **PROPAK East Africa 2022** has thus confirmed its relevance as industry's number one meeting place for real business networking and partnership within the sub-region.

As the show continues today as the last day - Thursday 12 May 2022 from 10am, here are some **DAY TWO** picture highlights as captured by **PROPAK East Africa DAILY** Team:



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PARTICIPANTS LEISURELY MINGLE AND GET TO KNOW EACH OTHER BETTER

Characteristic of Montgomery East Africa, **PROPAK East Africa** organiser, all exhibitors at this year's edition of the show were hosted to a night of relaxation and entertainment where participants leisurely mingle and get to know each other better.

Consequently, on the second day - Wednesday 11 May - after the show, exhibitors were ushered into the well-known PINS ENTERTAINMENT located just a floor below the exhibition venue at the Sarit Centre for a night of entertaining relaxation and fun

activities like bowling, pool, darts, virtual golf, and of course lots of food and drinks at the bar. **PROPAK East Africa DAILY** captures memorable images:



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10 - 12 MAY 2022

THE SARIT EXHIBITION CENTRE • NAIROBI • KENYA

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“WE HAVE EXPERTISE IN PET, RGB AND CAN FILLING LINES”



As an international manufacturer of filling and packaging equipment for the beverage, food, and non-food sectors - **KHS Group** holds a leading position within the industry. **PROPAK East Africa DAILY** caught up with **Dilesh Karia** - KHS's Service Key Account Manager, Coca Cola at **PROPAK East Africa 2022** who shares succinct information about the company in an interview excerpt below:

TELL US ABOUT YOUR COMPANY?

We are manufacturers of packaging and filling machines for the Beverage Industry.

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

We offer machines made in Germany and we have been in the industry for more than 150 years. We have expertise in PET, RGB and can filling lines.

DO YOU HAVE REPS IN EAST AFRICA TO ATTEND TO YOUR CUSTOMERS AFTER THE SHOW

AND WHERE ARE THEY BASED?

We have an office in Nairobi with 85 permanent staff out of which 45 are Field Service Engineers. We also have offices in South Africa and Nigeria.

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

New up and coming businesses to get to us is our expectation.

THANK YOU FOR YOUR





PROPAK EAST AFRICA 2022 CONFERENCE PROVIDES LATEST INFORMATION ON THE STATE-OF-THE-INDUSTRY AND MORE

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 share important insights on a broad range of industry-specific topics.

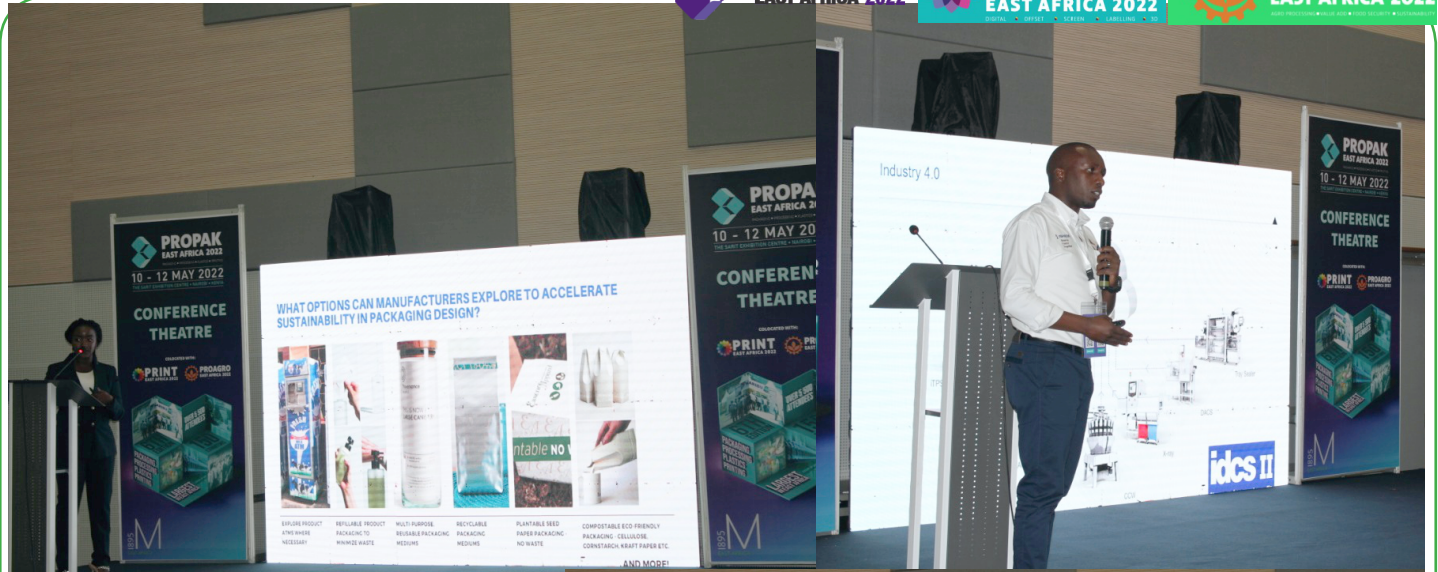
DAY TWO at the Conference Area of Sarit Exhibition Centre saw industry experts provide latest information on the state-of-the-industry, general trends, and broad range of valuable information on current developments, new government policies and legislation as they affect the industry, businesses,

sustainability and the environment. Participants at the conference also engaged with technical experts/speakers in order to take their businesses to the next level.

Below are news worthy images as captured by **PROPAK East Africa DAILY**:



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“THE ECOLINE RANGE IS DESIGNED TO MEET THE TECHNOLOGY INVESTMENT NEEDS OF SMALLER LABELLING OPERATIONS AND START-UP VENTURES”



In just a short time of existence, the company - **ROTOCON** has become synonymous for tailor-made turnkey solutions for the label printing and packaging industries particularly for SME's and start-ups. **PROPAK East Africa DAILY** in a chat with **John Lomborg** - ROTOCON's Director of Business Development during **PROPAK East Africa 2022** discovers more about the company and its solutions to the entire print, packaging and labeling markets. Find out this from the interview excerpt below:

TELL US ABOUT YOUR COMPANY?

Rotocon is established in 2008 and is a family-owned business. Collectively, the company boasts 66 years of hands-on experience and ultimate knowledge of the label printing industry specialising in label printing and finishing machines, accessories and consumables enabling customers' tailor-made thinking solutions.

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

The company is a supplier of top-quality, high speed finishing machines for inspection, slitting, rewinding, die-cutting, digital labels and booklet labels. The Ecoline range is designed to meet the technology investment needs of smaller labelling operations and start-up ventures which carefully balance the highest possible technology specifications with competitive pricing.

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



AFRICA?

We are offering customers a special discount at the trade show floor price should they sign a purchase order whilst the trade show is running.

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

We are establishing a presence in Nairobi to serve the needs of our customers starting with sales & service support, collection and delivery of printing equipment. We are busy planning to invest in training and investing on service technicians to serve the needs of the local market.

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

There is a huge potential for growth in East Africa and my expectation is that PROPAK East Africa grows from strength to strength to offer the market appropriate and innovative solutions to customers changing needs.

THANK YOU FOR YOUR TIME.





SEE YOU NEXT YEAR!



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"WE HAVE BOTH OFFSET AND ROTOGRAVURE PRINTING CAPABILITIES"



The Egyptian Canadian Co. for Printing & Packaging S.A.E (CanPack) has no doubt achieved tremendous growth in its printing capacity that caters for increased demands from both domestic and international markets. PROPAK East Africa DAILY Team caught up with CanPack representative - Osama Mounir at the ongoing PROPAK East Africa 2022 to find out - how the company ensures it serves the extreme demands of its clientele. Read excerpt of the interview below:



TELL US ABOUT YOUR COMPANY?

CanPack is one of the leading companies in the board and flexible packaging industry in Egypt. CanPack was founded in 2008 with the vision of becoming the leader in board and flexible packaging in the Middle East & North Africa (MENA) region. With our headquarters being situated on a total of 9,000 square meters, and employing over 400 workers have amassed a working area that boast productivity, quality, and performance.

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

At CanPack, we are sure to provide our clients with all available options. For this reason, we have both Offset and Rotogravure printing capabilities.



YOUR CLIENTS AT THIS EDITION OF PROPAK EAST AFRICA?

Nowadays; it is not a time of promotion or discount. It is the time for availability of materials and to be - on time. That is what we always assure our clients.

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

We don't have. In the meantime, we are looking for a reputable one.

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

I expect to get some of the market share in the field of offset and rotogravure packaging.

THANK YOU FOR YOUR TIME.

ARE THERE SPECIALS, PROMOS OR DISCOUNTS THAT YOU'RE OFFERING TO





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Manufacturer: Roland
Year of manufacture: 2000
Serial No.: 28764 B
Imps.(mio.): 121 Mio
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