

# NEOFYTON AT PROPAK 2019, NIGERIA



BOOTH  
1B07

17-19 September 2019  
Landmark Centre | Lagos | Nigeria

## SERBIAN COMPANY NEOFYTON SECOND TIME AT THE LARGEST PLASTICS FAIR IN WEST AFRICA

Largest plastics fair in West Africa, PROPAK 2019, is taking place in the largest Nigerian city Lagos, from September 17<sup>th</sup> until September 19<sup>th</sup> 2019, and European company Neofyton will be attending the fair again with the most modern plastics injection machines and equipment by renowned manufacturers ENGEL and Inmold.

As representatives of the Austrian company ENGEL for the entire ex- Yugoslavian region and West Africa, the company Neofyton is keeping up with world business trends and places quality as its primary goal. At the fair in Nigeria, they are bringing one of the fastest, most reliable and energy efficient machines from ENGEL's array of electric plastics processing machines - E - motion 740/160t.



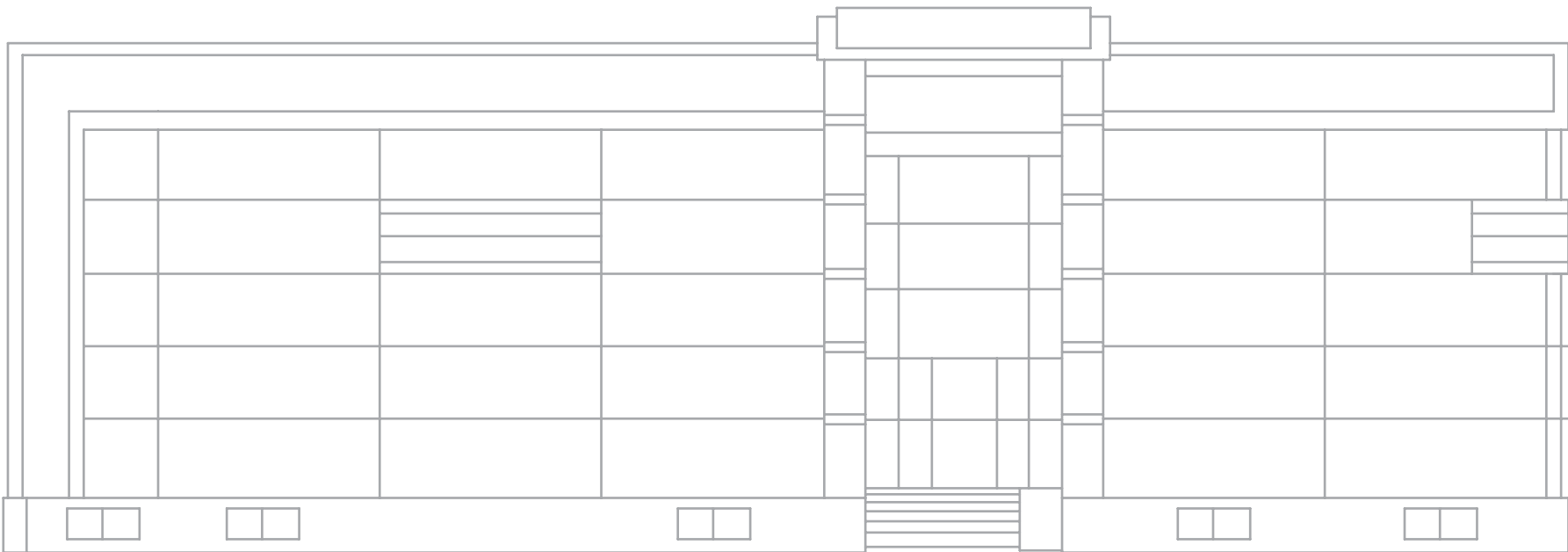
# WHO WE ARE ABOUT NEOFYTON

WE DELIVER THE HIGHEST STANDARD OF SERVICES AND THE HIGHEST QUALITY EQUIPMENT FROM A SINGLE SOURCE.

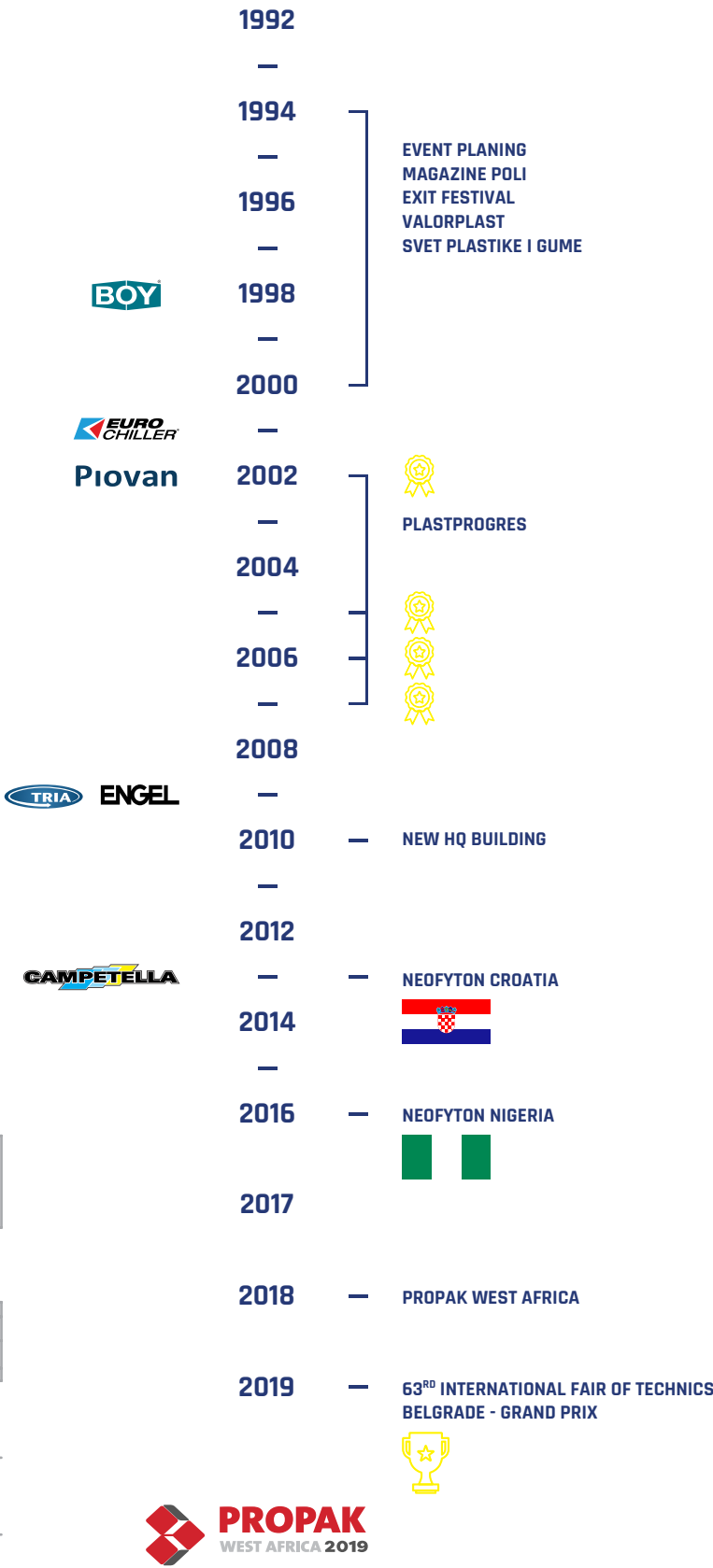
**Company Neofyton** has built a leading position in Serbia and the surrounding region during 27 years of operating and providing the top quality service for plastics and rubber industry, marked by our moto **“Partnership to success!”** Neofyton will again be attending the **Propak 2019** fair with the latest technological innovations - **Engel** machine, and by representing the world's renowned manufacturers, driven by quality, innovation and latest market trends.



New Neofyton  
HQ Building  
Novi Sad  
Serbia



## NEOFYTON COMPANY TIMELINE



# INTERVIEW WITH MR. ZORAN TADIC, MD OF NEOFYTON CO.

## LAST YEAR'S EXHIBITION AT PROPAK 2018 MADE US VERY EXCITED ABOUT THE NIGERIN MARKET, ITS DEVELOPMENT AND AFRICA'S PLASTICS PRODUCTION IN GENERAL.

We understood level of development, we understood complexity of technical requirements, and most importantly we understood price sensitivity of Nigerian customers.

We were positively surprised, by learning how competitive Nigerian market is, and how strong in technical requirements Nigerian customers are. Being the Agent of High Class, and by definition expensive Brands, we were happy to understand that Nigerian market is slowly moving from price sensitive toward performance/efficiency sentiment. Right place to be for Neofyton, and all the Brands we represent in Nigeria.

### WHAT MADE YOU ATTEND THE PROPAK WEST AFRICA 2019 FAIR AGAIN?

After last year's exhibition at the Propak 2018, we realized potentials of Nigerian plastics market. We were pleased by the number of contacts and potential clients that we have encountered. I am convinced that Nigerian plastics market will be developing at a very fast rate, in next 3 to 5 years, especially packaging sector, where Engel is taking over world leading position from its Swiss German and Italian competitors.



Mr. Zoran Tadic,  
MD of NEOFYTON Co.



### WHAT ARE YOU SHOWCASING AT THE PROPAK FAIR THIS YEAR?

"On the Propak West Africa 2019 fair, we are showcasing one of the fastest and most energy efficient machines in the world. ENGEL e-motion 740/160 machine will produce plastic food container of 1200 ml, with 1- cavity mold and cycle time of only 4,5 sec. This is equal to 6.4 million pieces per year in 350/24/7 production run. This year we are exhibiting a similar e-motion machine as in 2018, but using food container mold this time. So, seeing the production process will be very interesting to all our visitors", said Zoran Tadic, Owner and GM of Neofyton.



Taking into account Nigerian challenges regarding stable electricity supply, this machine concept is the best solution for WA plastic producers. Visitors will be able to see how precise the machine is, how flexible and how fast the mould movement are, and most importantly - **consistency in part weight, cycle after cycle**. In addition, Engel innovative clamp concept with absence of friction between tie-bars and platens, complete the great features of all ENGEL e-motion machines.

### WILL YOU BE OFFERING ANY SPECIAL EXHIBITION PROMOTIONAL DISCOUNTS FOR VISITORS?

Not really. We have decided to penetrate African market with very attractive price policy. That strategy is leaving almost no-room for further Fair discounts, but of course, some attractive special offers will be offered to all our PROPAK visitors.



Propak 2018, Zoran Tadic with  
members of Austrian Trade  
Chamber (WKÖ) officers from  
Lagos office



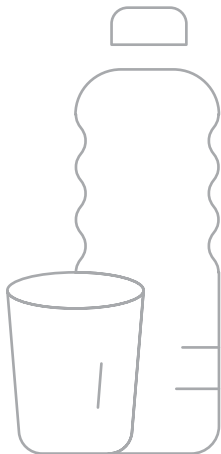
# WHAT MAKES YOU STAND OUT FROM YOUR COMPETITORS? WHY SHOULD A VISITOR PICK YOUR BRAND OVER ANOTHER?

We have actually two questions here. First one is regarding our Fair presentation and second on our stand. Neofyton has always had a straight forward strategy during Fair presentations – meaning if we are at the Fair, we have to exhibit a machine in running conditions. Combining running high class equipment with attractive stand design and professional staff, we are confident our presentation will “steal the show” this year again.

Talking about brand quality, we as Neofyton have a lot of experience in running operations in foreign markets. Starting from our home market in Serbia back in 1998, then expanding into Bosnia and Hercegovina and Macedonia in 2001, starting our operations in Croatia in 2009, we learned how to operate at foreign markets. Opening our operations in Nigeria and Cameroon in 2016 were continuation of our expansion plans, this time not only into another country but to another continent as well. This should put trust into our respected customers in Nigeria, that we are here to stay, and that we carefully planned our activities that include not only sales and promotion but (even more importantly) after sales support and service.

Coming to Nigeria without proper offering would be a huge mistake, and therefore we are presenting ENGEL, SIPA, EUROCHILLER and TRIA, cooperating with PIOVAN, and since few months ago we started Exclusive Representation of High Class European Mold and IML Robots producer company “INMOLD”. All these brands have one thing in common – top class quality - We are confident that only strategy for sustainable development is investment into top class equipment. Since CAPEX costs represent only 10% to 15% of final production costs of plastic part, it is obvious that production capacity per year, and energy costs are much more important factors than CAPEX. Only with very fast and energy efficient equipment, companies could expect long term development and profitability.

Just as a small example, difference of only 0,5 seconds in cycle time, let's say from 3,5 sec. to 4,0 sec. would result in 700.000 parts less produced per year. What if your final customer needs this 700.000, or even 250.000 pcs. **this year**, and you are running your plant at 99% productivity? You would have to buy one more machine, one at least one more mould, and one more robot in case of IML, and employ 4 more persons to produce this extra capacity. You see, sometimes 15% more production capacity means 100% more CAPEX.



# ARE YOU PLANNING ON MEETING EXISTING CLIENTS OR IS YOUR GOAL ON MEETING NEW AND POTENTIAL ONES?

Generally, 80% of Fair time is used to meet existing customers, and to show them respect for putting their trust and time in us. But, knowing the entire market can be very difficult. So, these 20% we use to present our company to new and potential clients. This year we would be happy to host **ENGEL President, Mr. Walter Jungwirth**, and he will, not only support our customers at the stand, but he will also make a lecture on **“High Performance Machines and Operational Excellence”**.

Our WA customers will be able to get most innovative insides on best procedures in high class/high speed production in packaging industry. In addition, Mr. Jungwirth will be ready to share his 30+ of experience of doing business not only in Europe, but in Americas, and Africa too. Most common mistake in our industry is when a businessman start believing that his problem is “very unique”, and that his boundaries are unbreakable – trust me they are not. Fairs like this, should be use to present best practices, from all over the world, and help local entrepreneurs to exchange opinions with colleagues from our profession, and to find solutions for faster and more rapid development.



Mr. Walter Jungwirth,  
ENGEL President

# IN YOUR OPINION, ARE THERE ANY SPECIFIC CHALLENGES YOU FORESEE FOR THE GLOBAL PACKAGING MARKET?

Not really. If there would be an industry segment that is “stress free” packaging market would be one of few. During previous economy downturn back in 2008-2009, only food packaging and medical segment of plastic industry were growing. Number of people in the world, and especially in Nigeria is rising at 2,5% pace per year. That means **5 million “new customers” are born in Nigeria every year**. Almost half of Nigerian population is living in cities, where food products have to be prepacked and delivered to supermarkets. That is a strong indication of future growth potential not only in Nigeria, but in global market as well. In addition, if WA producers would consider USA and Europe as potential export markets, it would change mind-set, strategy targets, and open new ideas for future development.





**AND MORE LOCALLY, WHAT KIND OF POTENTIAL DO YOU SEE IN THE WEST AFRICAN PLASTIC INDUSTRY - SPECIFICALLY?**

I think most of the answer is already presented in Q7, but I would like to share one more idea. I strongly believe in WA packaging market, not only due to WA growth potentials, but even more for global market potentials. Thinking about Lagos as “Capital of Africa” is fine, but thinking of Lagos as the biggest city in the world in 25 years time, is something totally different.

**In addition I would argue that “next big thing” in Nigeria will be Automotive industry.** Again, taking into account 200 million population in Nigeria alone, or 360 millions in WA, that is similar to the population of USA. If we would include young, smart, motivated and skillful work force, it is becoming obvious that Automotive sector will search its production/assembly options in Nigeria.

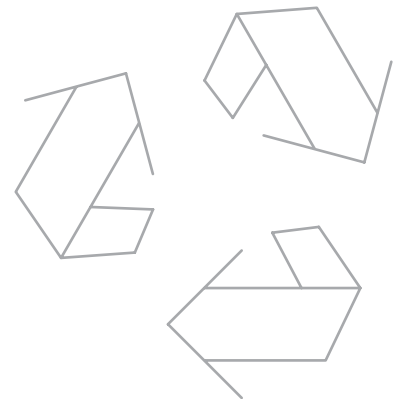
**SUSTAINABILITY AND RECYCLABLE PACKAGING ARE EXTREMELY POPULAR IN THE MARKET AT THE MOMENT, WHAT DO YOU THINK ABOUT THIS APPARENT TREND AND HAVE YOU SEEN IT PERSONALLY AFFECTING YOUR AUDIENCE?**

It should be carefully considered, but advocating glass or paper packaging is not so reasonable. So, what do we do? We focus on recycling plastic waste. Taking care of the plastic waste on a proper level is crucial and it can benefit everyone. I recently presented an idea/initiative on LinkedIn called **“Keep the Plastic, recycle the Plastic - save the Planet”**.

Uncritical bans on use of plastic, especially in food packaging in already taking its toll. According to UK “Mirror” paper published in few weeks ago, “Mc Donalds” internal memo admits that new “eco-friendly” paper straws are non-recyclable, while plastic ones, that were banned last year were 100% recyclable.

**Plastic packaging is not a problem, but wrong management of plastic waste is!**

Nigerian Government is already focusing in tackling this issue, and I am convinced that in very near future new regulation will be imposed, that would force people to sort the waste, and allow local communities to organize local Waste centers and convert plastic waste in new raw material.



**Recycling and Converting industries are second “Big thing”, that are going to happen in Nigeria in next 5-10 years.**

That would mean not only cleaner and healthier environment for all of us, but new jobs and higher employment rates as well.

Our partners ENGEL, SIPA and TRIA, are fully focused on recycling. ENGEL in machines for “big” products such as pallets, crates and waste containers where even 20% to 30% of recyclable raw material could be used with same/very similar part quality. SIPA in using recycled PET flakes in production of new preforms <https://recyclinginside.com/open-house-at-sipa-and-erema/> TRIA with latest most developed grinders, with excellent quality of grinded material are the final integral part of our offering regarding Recycling and circular economy.

**AND NOW, ONE YEAR LATER, WHAT IS THE RESPONSE FROM THE NIGERIAN MARKET AND IS THE INTEREST IN THE MACHINES INCREASING?**

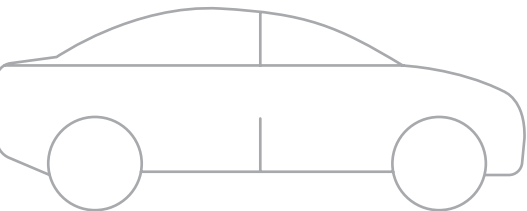
The response from the Nigerian market is increasing significantly and companies show more and more interest in the equipment that we represent. **From the previous Propak 2018 fair, we have sold 25 machines in total.** We are very proud that the plastics market is recognizing the quality of the machines and their efficiency, and level of after sales support we are providing to our valuable Nigerian customers.

**IS THERE ANYTHING ELSE YOU'D LIKE TO HIGHLIGHT ABOUT YOUR BRAND OR PRODUCTS TO OUR EXHIBITORS AHEAD OF THEIR VISIT IN SEPTEMBER?**

We hope that exhibiting at Propak fair will become our tradition, and that Nigerian market and African market in general will become a successful business story for us and our customers. I would like to invite all Nigerian and other WA business participants to join us at our booth and share this positive spirit with us.

Because Nigerian market is very exciting for us, we are extremely proud to welcome in our team **two new colleagues that would be our representatives in Africa: Mr. Anyangbeso Kingsley Ebagbota** (Sales Manager Africa) and **Mr. Ogunleye Gbolabowale** (Service Engineer Africa).

The second thing we are very excited is that Neofyten company as ENGEL partner is the proud winner of Grand Prix of the 63<sup>rd</sup> International technology fair in Belgrade (Link). Also, we are the winner of the most prestige “Đorđe Vajfert award” for Socially responsible business awarded by Chamber of Commerce of Serbia.

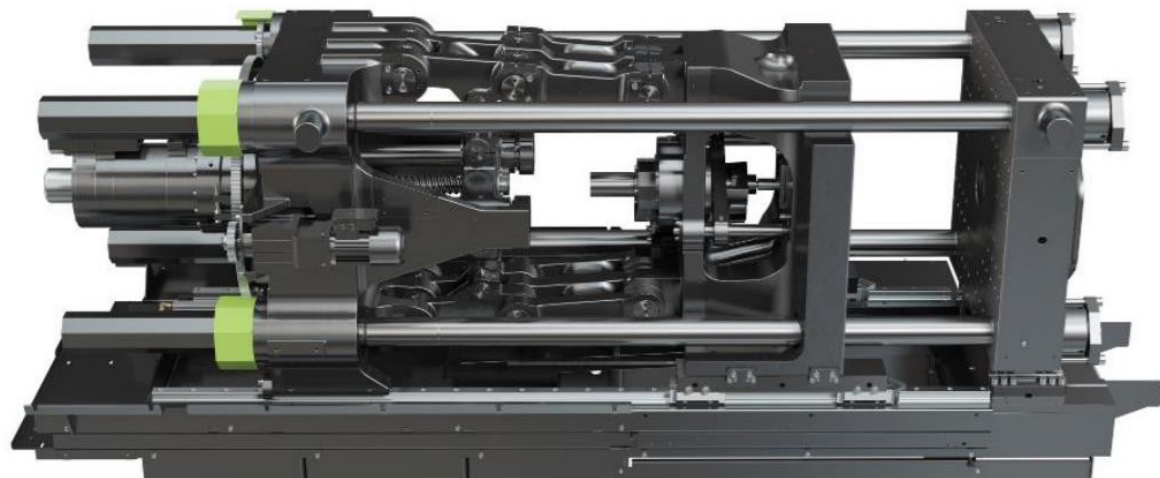
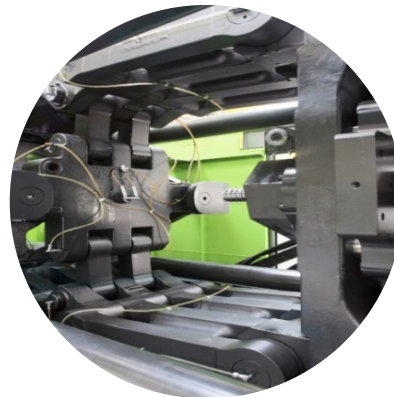


# ENGEL E-MOTION 740/160T MACHINE FROM EUROPE

## E-MOTION | CLAMPING UNIT FAST & STRONG - THE ENGEL TOGGLE LEVER

This year we decided to deliver an all-electric machine with 160 ton clamping force from Engel company (Austria) to our exhibition premises at the Nigerian fair in order to show to our partners the top quality machines that we are representing. Engel E-motion machine series for plastic injection moulding process is the „high end“ production unit for ever-growing demands of a dynamic market, **high speed cycle time, improved precision and high quality of the final product,**“ as stated by Pedja Sandic, Sales manager at Neofyton company.

- FAST MOULD MOVEMENTS
- SHORT DRY CYCLE TIME
- OIL TEMPERATURE MONITORING
- PERFECT LUBRICATION SYSTEM
- LONG LIFESPAN OF SPLINDER AND TOGGLE



# MORE PRECISE, FASTER, ENERGY EFFICIENT AND CLEANER!

## ALL-ELECTRIC

ALL MAIN MOVEMENTS SERVO-ELECTRIC STANDARD

## HIGH-PERFORMANCE CLAMPING UNIT

FAST DRY CYCLE TIMES, ENCAPSULATED TOGGLE LEVER

## EXCELLENT INJECTION POWER

EUROPE'S STRONGEST INJECTION UNITS. VERY FAST INJECTION SPEED

## ENERGY EFFICANCY

OUTPUT IS INCREASED SIGNIFICANTLY AS ENERGY COSTS ARE CUT BY AS MUCH AS 70%

## FULL FLEXIBILITY

TAYLOR MADE SOLUTIONS ALSO FOR MULTI-COMPONENT APPLICATIONS

## HIGHEST LEVEL OF PRECISION

GUARANTEES HIGHEST PROCESS STABILITY  
AND THE BEST QUALITY OF FINAL PRODUCTS

**ENGEL**



### ENCAPSULATED TOGGLE LEVER

No waste here! Gaskets patented by ENGEL ensure that no oil whatsoever can escape from the high quality bushings. All lubrication points are supplied simultaneously via metering elements, while the oil pressure is continuously monitored.

### CLOSED SYSTEMS

Cleanliness is of the utmost importance. Due to the closed system for toggle lever and spindle, optimum and clean lubrication for all elements is provided at all times. Moreover, sensors determine required the cooling water amount for the spindles, which results in reduced cooling water consumption.

### MINIMAL WEAR

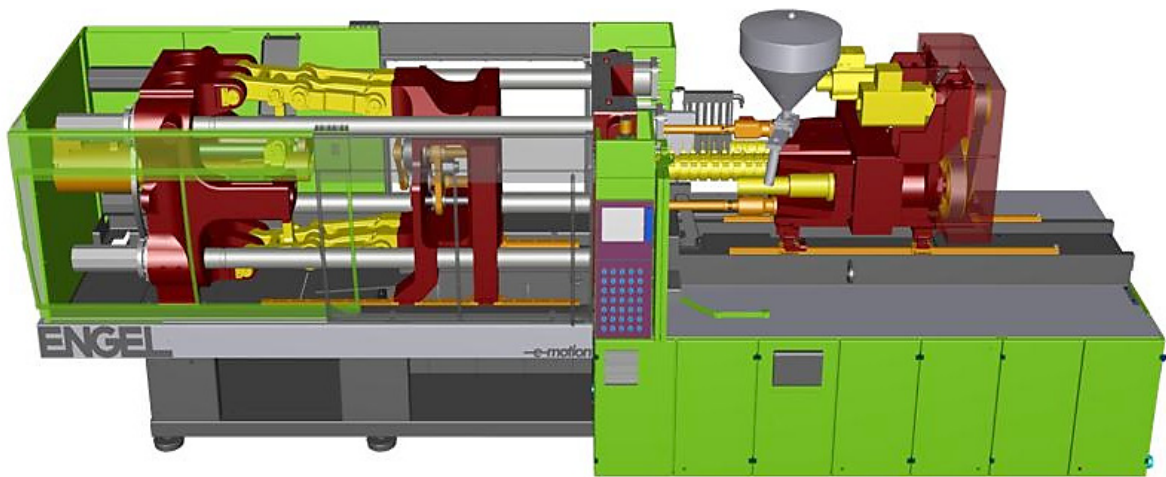
The enclosed system ensures that the bolts are permanently covered in a film of oil. This reduces friction on the bearings, thus minimising wear. The result is a much longer service life for all relevant parts.

### LOWER MAINTENANCE COSTS

Investing in a closed lubrication system can significantly cut maintenance costs: compared to conventional systems, consumption of lubrication alone is reduced by as much as 90%.

### ULTIMATE PERFORMANCE

Faster mould movement means shorter dry cycles - a distinct advantage for the closed lubrication and cooling system of the spindles. Other advantages are the longer service life and continuous oil temperature monitoring.



# PIOVAN

## MACHINES SPECIFICALLY DEDICATED TO THE DIFFERENT PRODUCTION DEMANDS AND TYPOLOGIES OF MATERIAL.

Piovan develops machines specifically dedicated to the different production demands and typologies of material. A whole range of machinery and components allows the customer to solve all the problems relating to raw material handling and conveying. Piovan is specialized in the development of centralized systems. Their machines are suitable for both small and medium industrial realities and for those of large dimensions. Controlled speed of pneumatic material transportation, optimization of energy consumption, constant quality of injection moulded parts are something that makes central systems irreplaceable in further innovations in production systems. Dozers, dryers, cores, mills and thermoregulators as part of the central system will enable:



- **FLEXIBLE**  
QUICK AND SAFE HANDLING OF MATERIAL  
WITHOUT ANY MATERIAL WASTAGE AND RISK  
OF MISTAKE
- **NO MATERIAL DEGRADATION  
AND FORMATION OF DUST**  
PNEUMATIC CONVEYING IS CARRIED OUT AT  
CONTROLLED SPEED
- **RATIONAL AND ORGANIZED  
DISTRIBUTION**  
ENSURENCE OF HIGHER PRODUCTION  
RHYTHMS AND CONSTANT QUALITY
- **OPTIMIZATION**  
MANAGING OF ENERGY CONSUMPTION
- **MANAGEMENT**  
ACCURATE MANAGEMENT OF STOCKS  
AND PRODUCTION JOBS WITH THE  
POSSIBILITY TO CONSTANTLY MONITOR  
BOTH STORAGE AND CONSUMPTION DATA



# Piovan

# EUROCHILLER

LEADING ITALIAN COMPANY IN THE INDUSTRIAL REFRIGERATION AND THERMOS-REGULATION FIELD, NOW PART OF ATLAS COPCO GROUP.

The company has been providing cooling systems for plastics industry (for technologies such as extrusion, injection moulding and blow moulding) since 1990. Eurochiller is based in Castello D'Agogna, Italy where their state of art cooling systems are developed from R&D to manufacturing and marketing activities: **water cooling chillers, air process chillers and temperature controllers**. Eurochiller tests itself daily to improve every single product according to the demands of the customer, in delivering cooling units and systems from 5kW to 2 MW of cooling power.

- **SUSTAINABILITY**  
SOCIAL AND ENVIRONMENTAL RESPONSIBILITY. SYSTEMS ARE DESIGNED TO WORK IN HARMONY WITH ENVIRONMENT FOR LONG-TERM SUSTAINABILITY
- **THE KNOW-HOW**  
COMPANY SUPPLIES COMPETENT SUPPORT AND ACCOMPANY THEIR CUSTOMERS FROM THE CHOICE OF THEIR SYSTEM TO THE INSTALLATION
- **FLEXIBILITY**  
EUROCHILLER SUPPLIES SOLUTIONS WHICH ARE SPECIFIC FOR EACH SINGLE APPLICATION AND FLEXIBLY ADAPT TO CUSTOMER'S NEED TO BOOST PRODUCTION
- **INNOVATION**  
CONSTANT IMPROVEMENT AND GROWTH
- **TAILOR MADE SOLUTIONS**  
MOST DISTINGUISHING FEATURES: THAT OF PROBLEM SOLVERS
- **ENERGY SAVINGS**  
REDUCING ENERGY CONSUMPTION AND THEIR IMPACT ON THE ENVIRONMENT



# TRIA

A FAMILY BUSINESS COMPANY ESTABLISHED IN 1954 BY MR ANGELO ANCESCHI. ANGELO'S SON, MR SERGIO ANCESCHI, JOINED THE COMPANY IN 1957 AND BROUGHT AN INTERNATIONAL DYNAMIC TO SALES AND MARKETING.

Today, third generation Anceschi's manage TRIA with their technical support team and staff as a leading manufacturing company of blade granulators, conveying and grinding system of scraps from the plastics and associated industries. They focus on effective technical solutions to meet their customer needs to gain their growth in all markets. TRIA vision can be summarized : Your recycling needs - Our grinding solutions.

TRIA provide cost effective technical solutions for in line and off line grinding, improving knowledge in technologies: injection, blow molding, extrusion, film, thermoforming and postconsumer.

- **REGRIND MATERIAL QUALITY**  
MECHANICAL AND PHYSICAL PROPERTIES OF PLASTICS UNCHANGED. LOWER DUST, FINES AND ANGEL HAIR. HOMOGENEOUS AND UNIFORM REGRIND CONSTANTLY PRODUCED
- **EASY OF OPERATION AND MAINTENANCE**  
ADVANCED ENGINEERING DESIGN. PROVIDES SAFETY OF OPERATOR DURING USE AND MAINTENANCE AND REDUCED MAINTENANCE FREQUENCY AND DOWN TIME
- **EFFICIENT SOLUTIONS**  
RETURN ON INVESTMENT SPECIFIC TO EACH APPLICATION. RELIABILITY THROUGH RUNNING TIME. MAINTENANCE FREQUENCY ACCORDING TO PRODUCTION LINE DOWN TIME





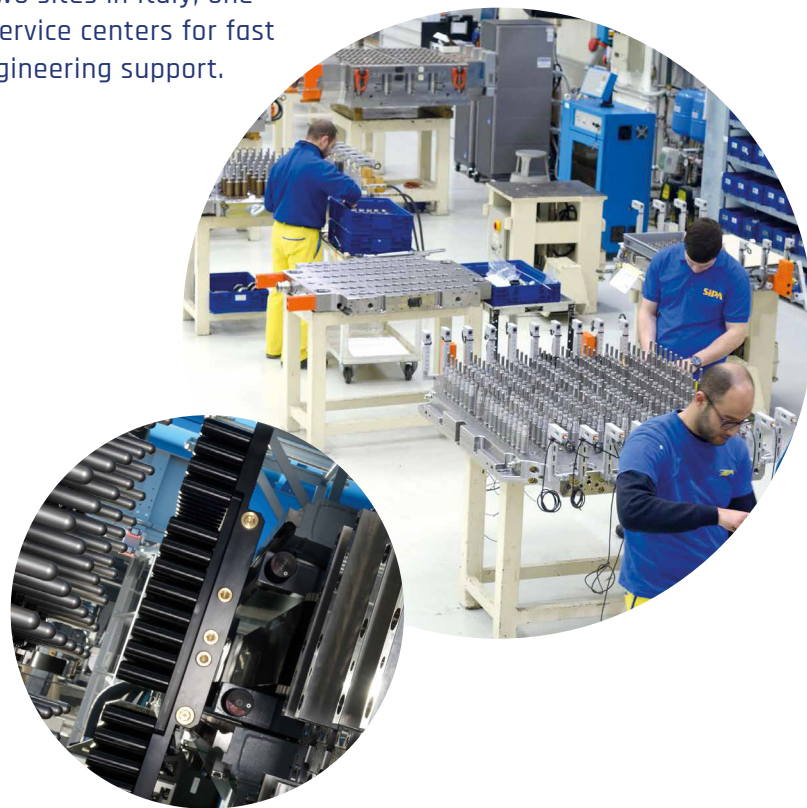
# SIPA

WORLDWIDE EXPERT IN PET CONTAINERS SOLUTIONS, PROVIDING TECHNICAL SOLUTIONS THAT BEST MEETS CUSTOMER'S REQUIREMENTS, OPTIMIZING THEIR PRODUCTION PROCESS CONSIDERING FACTORS SUCH AS BOTTLE COST, MATERIAL AND ENERGY SAVINGS, SPACE AND THE NEED FOR FLEXIBILITY.



With headquarters in Italy, the company can rely on 17 sales branches, 4 manufacturing facilities (two sites in Italy, one in Romania and one in China) and 28 service centers for fast access to service, parts, and expert engineering support.

- **MOLD DESIGN AND PRODUCTION**  
FOR BLOWING AND PREFORM INJECTION SYSTEMS - INJECTION TOOLING AND REFURBISHMENT, FOR SIPA AND NON-SIPA SYSTEMS
- **PREFORM SYSTEMS- PRODUCTION**  
OF PET PREFORMS FOR DIFFERENT APPLICATION
- **SINGLE-STAGE INJECTION-STRETCH-BLOW MOULDING SYSTEMS**  
HIGH AND LOW SPEED
- **STRETCH BLOW MOULDING EQUIPMENT**  
LINEAR
- **BOTTLE DESIGN AND PROTOTYPING**

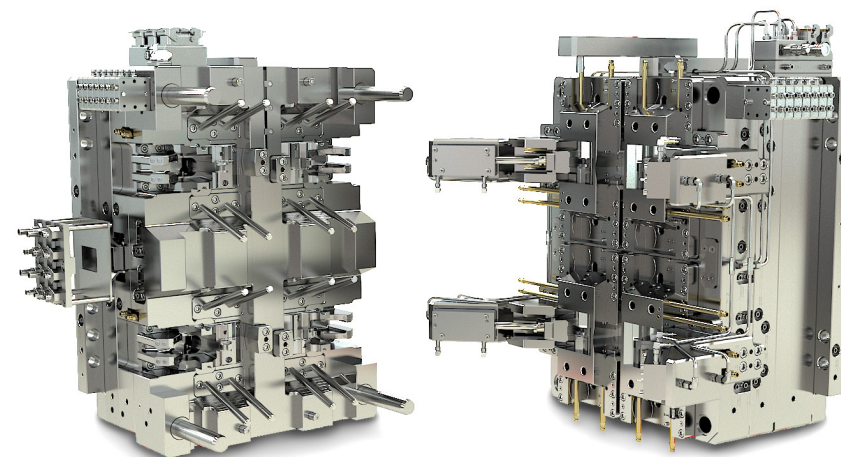


# INMOLD

IN-MOLD PLAST IS A FAMILY-OWNED SERBIAN COMPANY, 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.

This sense of quality is present in each project phase, beginning with the first contact with the client, product development to the manufacturing and final product. Bearing this in mind, we can proudly say that the foundations of our business lie in top quality and client relations.

Specialty of In-mold Plast is the production of injection moulds for thin-wall packaging and technical components. Besides moulds, we manufacture fast cycle IML robots. Most important differentiating factor vs. our competitors is the fact that, we are a system supplier, supplying molds and the robot as one package, thus reducing risks and complexity of delivery process to our customers.



**PROPAK 2019**  
**17-19 SEPTEMBER 2019**  
**LANDMARK CENTRE | LAGOS | NIGERIA**

**JOIN US AND WITNESS**  
**THE PERFORMANCE OF ENGEL MACHINES**

**VISIT US AT BOOTH 1B07**

**PARTNERSHIP TO SUCCESS!**

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**GENERAL DISTRIBUTOR FOR PLASTIC EQUIPMENT**

**ENGEL**

**Penta**  
A Piovan Company

**EURO**  
**CHILLER**

**Piovan**

**TRIA**

**SIPA**

**MB**  
Conveyors

**INMOLD**



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