

THE PACKAGING LANDSCAPE IN KENYA

A USER'S GUIDE

ABSTRACT

The packaging landscape gives a pre-view of packaging companies in Kenya alongside the products that they offer and the possibilities of forming partnerships with the Micro, Small and Medium Enterprises (MSME's) sector.

The designations employed and the presentation of material in this paper do not imply the expression of any opinion whatsoever on the part of the Japan International International Cooperation Agency (JICA) neither does mentioning of firms, products or brands imply endorsement by JICA.

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Mr. Tom Owuor, one of the International Trade Center (ITC) certified packaging experts in Africa prepared this report.

The report presents the results of the main packaging converters in Kenya as was carried out between December 2011 and January 2012.

Acronyms and Abbreviations

| | |
|---------|--|
| OVOP | One Village One Product |
| JICA | Japan International Cooperation Agency |
| MSME | Micro Small and Medium Enterprises |
| KEBS | Kenya Bureau of Standards |
| UNIDO | United Nations Industrial Development Organization |
| ITC | International Trade Center |
| UNDP | United Nations Development Program |
| FCML | Friendship Container Manufacturers Limited |
| ROPP | Roll on Pilfer Proof |
| New KCC | New Kenya Cooperative Society |
| UN | United Nations |
| FDA | Food and Drugs Association |
| ISBM | Injection Stretch Blow Moulding |
| KAM | Kenya Association of Manufacturers |
| BRC | British Retail Consortium |

Preface

This study follows others that have been conducted by Japan International Cooperation Agency (JICA) aimed at supporting MSME's and enhance enterprise competitiveness. It aims at creating a network of packaging suppliers who can be relied upon to address the ever increasing packaging challenges facing enterprises at various levels in Kenya and indeed the African market.

JICA, through the One Village One Product (OVOP) concept operates in 11 African Countries where they have identified a number of self help group offering a range of products but of course with challenges that eventually make it difficult for the products to effectively penetrate the local markets. The Kenyan experience has indeed proved that most OVOP groups can only operate within their locality and cannot even dream of getting into the major supermarket chains in Nairobi.

Several reasons make it difficult for these products to be accepted by the local retail chain, chief among them being packaging. For one, the enterprises consider packaging as a cost that is meant strictly for big businesses like Unilever and other who play in that league. The products offered, much as are of good quality, in most cases do not have a good package as on a number of occasions they clean and recycle the packaging material offered by the big players. To this end most of the major packaging consumers have become wiser, they now have their brand names inscribed on the packaging material to avoid this.

Some of these challenges have drawn the attention of JICA and other development partners such as ITC, UNIDO, UNDP to try and work with MSME's across Africa in capacity building.

The information contained in this report is of interest to all stakeholders involved in enterprise competitiveness particularly MSME's that have challenges in bringing numbers that could make big packaging companies accept their orders and future partnerships going forward.

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EXECUTIVE SUMMERY

This report is a user's guide meant to help MSME's access information in terms of the packaging companies that they can contact to address their packaging needs. It gives a sector specific preview of packaging companies as well as the profile of industries that patronize these packaging suppliers, their physical location, contacts and contact persons. Beyond this, it also highlights in certain areas, minimum order quantities and estimated prices for these materials. This information is crucial since it demystifies packaging and makes it a necessary cost that each and every enterprise needs to invest in in order to penetrate the formal markets.

Because it is meant to be a user's guide, it has pictorials that will make its reading more meaningful and easy to interpret. Of course pictures speak a thousand words as they say.

1. INTRODUCTION

Development of Micro Small and Medium Enterprises has been at the core of major development initiatives in Kenya over the last couple of years and packaging has been one of the areas of interest. The Japan International Cooperation JICA has been working very closely with the government of Kenya in a “Technical Skills Upgrading Project” that is meant to develop support mechanisms for MSME’s in Kenya.

In order to strengthen MSME’s competitiveness, a study mission from Japan requested by the government of Kenya in 2009 identified packaging as one of the crucial pillars that would accelerate product acceptability both at the local and the international levels.

1.2 Objectives of the Study

The objective of this study was;

1. To develop a sector specific database of packaging companies in Kenya that would be used as a guide by the OVOP groups in Kenya.
2. To establish the Minimum Order Quantities that these companies would quote for and thereafter advise the OVOP groups to join forces to achieve economies of scale.
3. To list training institutions in Kenya that offer packaging related trainings. These would be used as resource base for the OVOP groups in Kenya.

1.3 Industry Audit

This study started in December 2011 up to January 2012 and with discussions with different companies within the packaging sub-sector. As packaging impacts on a diverse range of services and industries, industrial visits focused on covering the spectrum of “packaging” producers and some users in the private sector. It should however be noted that due to limited time based on

the deadline that was given for this study, only major packaging converters were covered. A more comprehensive study that would result in putting up a packaging directory that is sector specific would add a lot of value as the OVOP groups will then have the opportunity to know where to get their packaging materials from.

2. THE PACKAGING INDUSTRY IN KENYA BY SECTOR

2.1 Steel/Metal Sub-Sector

Kenya's annual demand for steel is estimated at about 480,000 tonnes to 600,000 tonnes, about a tenth of which is imported mainly from South Africa. Other big names in the steel industry include Mabati Rolling Mills, Devki Group, Insteel, Kikuyu Rolling Mills and Morris and Company.

According to the latest economic survey figures by the Kenya National Bureau of Statistics, the iron and steel imports have nearly doubled from KES 3.7 billion in 2003 to KES 5.2 billion as at 2009. The high growth in demand for steel products in the region has seen a proliferation of small steel mills in the past 10 years.

Discovery of huge iron ore deposits in Western Kenya has also prompted the government to encourage industrialists to put up big steel industries to tap into this readily available raw material.

Against this background, A Mombasa family business has invested KES 1.3 billion in a new steel mill that is set to boost production of metal in Kenya. This firm based in Mazeras next to the coastal city of Mombasa firm has a capacity to produce 84,000 tonnes of steel per annum.

The firm is considering constructing another one million tones steel factory to tap the Western Kenya iron ore deposits. This is according to the Chairman Mr Noraali Tarmal.

It should be noted that Kenya has got the biggest and most sophisticated steel converters in this region and that explains why neighboring Countries come to Kenya for their steel/metal packaging needs.

Below are some of the major steel converters in Kenya

2.2 Major Steel Converting Companies in Kenya

2.2.1 Friendship Containers

Friendship Container Manufacturers Limited (FCML) is a leading name in the metal packaging industry since 1978. FCML has a wide range of products including plain and decorated metal, plastic and composite containers and closures for professional commodities and household consumables.

FCML is ISO 9001:2000 certified and fully compliant with health and environmental regulations. The entire manufacturing process from first design to printing to assembling and delivering is done in-house at the production facilities in Nairobi Industrial Area.

Products and Services


(1) Closures - Roll on Pilfer Proof (ROPP)

| Specifications | | Diameters | Closures | Accessories |
|---|--|----------------------|----------|---------------|
| Heights of caps are standard, |  | 20 mm | | E.P.E. Liners |
| Deep draw also available | | 22 mm | | |
| All types of decoration and coatings possible | | 25 mm | | |
| | | 28 mm | | |
| | | 29/35 mm | | |
| | | 31.5 mm | | |
| | | 20 mm Tear-Off Seals | | |
| | | 25 mm Flanged Cap | | |

(2) Rectangular Cans

| Specifications | | Diameters | Closures | Accessories |
|--|---|------------------|----------------------|-------------|
| Heights can vary as per customer requirements |  | 300 X 202 X 178 | T-Type Lids | |
| Dimensions are in empirical units. | | 300 X 202 X 209 | Plastic Closure Tops | |
| Various combinations of closures, ends and handles available |  | 700 X 406 X 900 | | |
| | | 700 X 406 X 1104 | | |
| All types of exterior decoration and coatings possible | | 906 X 906 X 307 | Metal Handles | |
| | | 906 X 906 X 709 | | |
| | | 906 X 906 X 804 | | |
| | | 906 X 906 X 908 | | |
| | | 906 X 906 X 1003 | | |
| | | 906 X 906 X 1313 | | |
| | | 906 X 906 X 1414 | | |
| Interior Lacquering can also be done | | | | |

(3) Cylindrical cans

| Specifications | | Diameters | Closures | Accessories |
|--|---|-----------|-----------------|-------------------|
| Diameters are in empirical units. |  | 202, | Plain Lids, | Plastic Handles, |
| Heights can vary as per customer requirements | | 211, | Lacquered Lids, | Plastic Closures, |
| Various combinations of closures, ends and handles available | | 300, | Decorated Lids, | Screw Caps |
| | | 307, | Minted Lids | |
| All types of exterior decoration and coatings possible | | 401, | | |
| | | 410, | Ring/Lid/Tagger | |
| Interior Lacquering can also be done | | 603 | Seamed with | |
| | | & 700 | End supplied | |
| | | | Easy Open End, | |
| | | | Plastic | |
| | | | Closure Tops, | |
| | | | Screw Cap | |
| | | | Tops | |
| | | | Slip Lids | |


(4) Sanitary Cans

| Specifications | Diameters | Closures | Accessories |
|---|-----------------------|-----------------------|-------------|
| <p>Beaded or Non-beaded</p> <p>Diameters are in empirical units.</p> <p>Heights can vary as per customer requirements</p> | <p>300</p> <p>401</p> | <p>Easy open ends</p> | |





(5) Pails and Drums

| Specifications | Diameters | Closures | Accessories |
|---|---|--|-------------|
| <p>Various combinations of closures, ends and handles available</p> <p>All types of exterior decoration and coatings possible</p> | <p>15 LTR</p> <p>18 LTR</p> <p>20 LTR</p> | <p>Pail Covers</p> <p>Drum Tops</p> <p>Plastic Closure Tops</p> <p>Screw Cap Tops</p> <p>Metal Handles</p> | |



(6) Plastics-Industrials

| Specifications | | Diameters | Closures | Accessories |
|---|---|--|----------|-------------|
| All types of decoration and coatings possible |  | 20 litre buckets 4 litre buckets Composite buckets 50 mm Plastic Caps | | |
| Choice of Metal or Plastic Handles | | | | |
| |  | | | |

FCML is a fully comprehensive packaging company supplying a full range of plain and decorated metal, plastic, and composite containers and closures for professional commodities and household consumables.

The company manufactures all sizes and styles of metal containers, seamless and brilliantine cans, Roll-On-Pilfer-Proof (ROPP) caps, drums, pails, screw caps, plastics buckets, composite buckets and advertising materials like posters, badges etc. The choice of design is unlimited: plain, decorated, round, rectangular, irregular, minute to small to large all fitted with appropriate lids and closures.

FCML products are suitable for:

- Oil/Water/Solvent based Paints and Chemicals
- Solvents, White Spirits, Thinners and Hardeners
- PVC Cement, Glue, Adhesives,
Stucco/Putty

- Lube Oil, Hydraulic/Brake Oil
- Edible Oil, Sun Flower Oil, Soya Oil, Corn Oil
- Powdered Foods, Agro- seeds,
Processed Foods, Biscuits, Ghee
- Pharmaceutical and Beverage
closures
- Cosmetics
- General Household Use
- Spring Files, Box Files
- Advertising

2.2.2 Nampak Kenya Limited

Nampak is Africa's largest packaging company offering the most comprehensive product range and manufactures packaging in metal, glass, paper and plastics. It operates in over 21 Countries Kenya included. The Kenyan operation is based in Thika town.

It supplies divers industries across different sectors of the Kenyan economy and key among them are:

- Meat
- Fruits and Vegetables
- Dry Powder – Milo, Nescafe etc
- Shoe polish
- Agro-Chemicals
- Food and Beverage

The company also does metal crowns and is the sole supplier of these products to East African Breweries, Coca-Cola, Keroche Industries amongst others.

Because of its heavy presence in Sub-Saharan African Countries, it stands a good chance of offering OVOP groups standardized metal packaging as well as lids. It is the only beverage can manufacturer in Sub-Saharan Africa providing steel beverage cans and aluminium ends.

Nampak DivFood is South Africa's leading manufacturer of food, aerosol, general line cans and decorative tinware. DivFood is based in Durban South Africa and specializes in rectangular cans. Some of these have been supplied to New KCC for milk as well as to the Kenya Meat Commission. These specialized products can be imported directly from South Africa or better still through the Kenyan subsidiary. In this case the Kenyan subsidiary helps in logistics and customer service on behalf DivFood.

Some of the products from the metal division supply several industries as shown below:



Nampak Closures offer a comprehensive range of high quality aluminium and tinplate closures for the sealing of glass bottles and jars in the food and beverage markets. This is most ideal for the OVOP groups dealing in such products as honey as the closures will provide a tamper proof seal necessary to give assurance of quality to their customers.

Nampak has a partnership with major international players such as Silgan White Cap International to produce a high quality range of metal lids, metal caps and metal closures which are supplied to the following markets:

- processed Foods
- sauces
- baby Foods
- wine and Spirits
- carbonated soft drinks
- cordials and Concentrates.

They also supply and service capping equipment and offer technical assistance and expertise to customers.

Nampak Bevcan is the only beverage can manufacturer in sub-Saharan Africa and is the continent's preferred provider of steel beverage cans and aluminium ends.

Nampak Sacks offers a range of Kraft-based sacks, high gloss sacks and bags, and self-opening bags designed to customer specifications.

Below are samples of some of the products done at the plant.



2.2.3 Greif Kenya Limited

Situated in the coastal city of Mombasa, Greif manufactures standard and specialty steel drums in a range of sizes and thicknesses with a choice of linings, configurations and covers to transport materials for the chemical, paint and coatings, food, pharmaceuticals and hazardous waste industries.

Steel pails are offered in various options, such as tight head, open - head, straight- sided and open - head nested styles.

Greif also supplies specialty application pails for products requiring a high degree of cleanliness. These steel pails transport materials for various industries such as specialty chemicals, paints and coatings, pharmaceuticals, flavors and fragrances.

On a global scale, Greif is a world leader in industrial packaging products and services. The company produces steel, plastic, flexible and corrugated container board and provided blending, filling and packaging services for a wide range of industries in more than 200 operating locations in more than 50 Countries. Greif is positioned to serve global as well as regional customers.

Industries Served

Greif's diverse customer operates in a wide range of industries. These include agricultural, corrugated containers, food and vegetables, oils, lubricants and petroleum, pharmaceutical and sealants, agrochemicals, cleaning products and industrial coatings, paints and pigments.

Tight-Head Steel drums (210Litres)



Greif's 160- to 250-liter/42- to 66-gallon drums comply with stringent UN regulations for packing non-dangerous and dangerous goods in the packaging groups I, II and III.

The global standard drum, with a capacity of 216.5 liter/55 gallon, complies with the ISO 15750 standard and other major international standards for steel drums (ANSI, EN).

Open-Head Steel drums (210Litres)



Greif's 160- to 250-liter/42- to 66-gallon open-head drums comply with stringent UN regulations for packing non-dangerous and dangerous goods in the packaging groups II and III.

Composite drums (210Litres)



Composite drums, in a capacity of 205 liters/54 gallons, are designed for packing aggressive and corrosive materials. These drums comply with stringent UN regulations. Composite drums have been modified to contain a one-piece blow-molded polyethylene liner. For optimum safety, these liners are fitted with two 2" plastic Tri-Sure® closures which

can also be sealed with a Tri-Sure® Tab-Seal® Cap. Vent holes are available according to specified shipping regulations.

Composite drums combine the strength of a steel drum with the chemical safety of a plastic drum.

Tight Head Intermediate and Small Steel Drums



Greif's intermediate and small drums range from 15 to 159 liters/4 to 42 gallons and comply with stringent UN regulations for packing dangerous and non-dangerous goods in the packaging groups I, II and III. Several types are provided with a reduced top to allow for positive stacking. Intermediate and small tight-head drums can be supplied with an unlined interior (plain steel or sprayed with a rust inhibitor), a wide range of internal linings or a separate plastic liner for chemical applications.

The drums are widely used, particularly in the oil, lubricant, fertilizer, paint and pharmaceutical industries and, in addition, the edible product markets. Greif drums can be coated with a phenolic, epoxy-phenolic or special lining in accordance with the Greif RDL® lining system. Greif

provides customers with technical assistance in determining the ideal lining for the specific purpose. Greif offers a range of gauge combinations, covering the full range of UN certified containers for practically all filling goods. Optionally, special solutions are available for specific drums for extra high performance. Globally, Greif is standardizing on the international RAL colors for external coatings and decorations to ensure a consistent quality worldwide. All drums can be decorated by either screen or litho printing, depending on the country.

Open Head Intermediate and Small Steel Drums



Greif's intermediate and small drums range from 15-159 liters/4.3 to 30 gallons and comply with stringent UN regulations for packing dangerous and non-dangerous goods in the packaging groups II and III.

Drums can be supplied in a variety of capacities ranging from 5 to 50 liters/1.3 to 13 gallons in some countries. These drums are straight or conical. Empty conical drums can be nested and palletized, providing considerable savings in both storage space and transport costs. Greif offers a range of gauge combinations, covering a full range of UN certified containers for practically all filling goods. Optionally, special solutions are available for specific drums for extra high performance.

Bitumen Steel Drum



The bitumen or asphalt steel drum is a light gauge, one-trip drum with a 160-liter/42-gallon capacity and an internal diameter of 500 mm. This type of drum is used for hot filling of asphalt/bitumen solidifying or creating viscosity after cooling.

These externally painted drums are supplied with seamed or expanded lids for which a special hand-closing tool can be provided. Depending on the exact product to be packed, the lid contains a compound or no compound (to prevent vacuum collapse after filling and closing).

Sterilpac drums



USA, Sterilpac drums provide the right packaging for food products, ideal for tomato paste, diced tomatoes, tomato purees, chili sauce, peppers, pizza sauce and many more. All components used to manufacture Sterilpac drums conform to FDA regulations. Sterilpac drums have been designed with proven technology to maintain a hermetic seal and the sterility of

your products. Sterilpac drums are constructed according to the environmental preferred packaging guidelines; they can be reconditioned/re-used; they are made from recycled materials; and they are fully recyclable. The Enhanced Vacuum Reduction design allows the use of lighter gauges of steel, reducing cost. Sterilpac drums can be stacked up to five high indoors or outdoors to save your warehouse space.

3. Plastic Packaging

The plastics sector in Kenya is the better developed technologically with companies offering injection moulding, blow moulding, injection stretch blow moulding (ISBM) and blown film extrusion. The sector is also the most competitive since there are very many players fighting for the same market. According to the ITC report of 2008, the demand for plastic packaging materials has been on the increase a fact directly attributed to the growth in the economy.

Overall, there are 173 industries falling under the plastics and rubber sub-sector. Within the plastics industry alone, there are 134 companies. These companies are involved in production of various plastics articles such as PVC pipes and fittings, packaging bags, crates, bottles as well as containers. The large plastics include Acme Containers, Elgon Packaging, Kenpoly Manufacturers, Nas Plastics, BlwoPlast, Thermopack, Printpack amongst others.

Most enterprises within the plastics sub-sector have production capacities of between 1,000 to 8,000 tones per year.

3.1 Blowplast Limited

Blowplast, a member of the Kenya Association of Manufacturers (KAM), is one of the leading, plastic industry players involved in the manufacture of products for use in pharmaceuticals, paints, edible oils, cosmetic products, lubricants, chemicals, and power industries.

Established in 1996, the Company started operations in March of the same year and today has an impressive client base, including Total Kenya, Bidco, Brookside Dairies, Interconsumer Products, amongst others. Most major companies in and around East Africa are already taking advantage of BPL's plastic production packaging solutions, quality and service. The company products are used by the following industries

3.1.1 Dairy Packaging



The dairy plastic packaging are manufactured from the range of 5ml to 20 Ltr. These can be used for packing milk, yoghurt, cream and many more. All are made from general mould and customer design mould to meet diverse customer requirements & expectations.

3.1.2 Juice Packaging



The company manufactures the above from the range of 5ml to 20 Ltr. These can be used for packing various types of juices, squashes, quenchers and many more. All are made from general mould and customer design mould to meet diverse customer requirements & expectations.

3.1.3 Edible Oils



These packaging range from 5ml to 20 Ltr. They can be used for packing various types of edible & cooking oils. All are made from our general mould and customer design mould to meet diverse customer requirements & expectations.

3.1.4 Pharmaceuticals



Like the other product portfolios these range of products also vary from sizes and can be manufactured from the range of 5ml to 20 Ltr. These can be used for products such as eye drops, water guards, medicines, syrups and many more. All are made from our general mould and customer design mould to meet diverse customer requirements & expectations.

3.1.5 Chemicals



Blowplast manufactures the above from the range of 5ml to 20 Ltr. These can be used for packing various types of detergents, disinfectants, soap solutions, horticultural solutions,

chemicals, insecticides, pesticides and many more. All are made from our general mould and customer design mould to meet diverse customer requirements & expectations.

3.1.6 Cosmetics



These packaging containers also range from 5ml to 20 and can be used for packing various types of lotions, nail polish removers, jelly, shampoo, conditioner, hair products and many more. They are all made from general mould and customer design mould to meet diverse customer requirements & expectations.

3.1.7 Lube Oils



The above range from 5ml to 20 Ltr. These can be used for packing various types of lotions, nail polish removers, jelly, shampoo, conditioner, hair products and many more. They are all made

from general mould and customer design mould to meet diverse customer requirements & expectations.

3.2 Thermopack Limited

Thermopak is a subsidiary of Blowplast and specializes in the packaging of fresh fruits and vegetables.

Products and services

Below are some of the products manufactured by Thermopak:

Punets for packing of vegetables , meats , fruits



Other range of punets and disposable plates



3.3 Elgon Kenya Limited

Elgon Kenya Limited was established in 1953 and was certified ISO 9000: 2000 in 1999 and also recently achieved BRC-SGS certification from Britain.

It is one of the leading manufacturers of packaging materials, distributor of agrochemical and fertilisers and prefabricated buildings.

They have operations in Kenya, Uganda, Tanzania and Ethiopia which they serve with a strong sales force.

Elgon Kenya Limited specializes in the following areas;

3.3.1 Manufacturing of plastic extrusion film and bag making division:

Elgon manufactures a range of products some of which are listed below:

- BOPP flower sleeves (Plain & Printed),
- Green house sheeting (Clear & Green UVI),
- Polythene bags (Plain & printed),
- Shopping bags
- Planting/harvesting bags,
- Strapping rolls
- Sutli twine

3.3.2 Injection moulding:

The injection moulding division manufactures plastic Caps as well as plastic Buckets.

3.3.3 Blow moulding:

The blow moulding division specializes in the manufacturing of plastic jerry cans and bottles.



Blow moulding packaging above are used by the Lube oil industry as well as the edible oil industry in Kenya.



Elgon is one of the leading suppliers of packaging materials to the edible oil industry as can be seen from the above photographs taken from one of the leading supermarket chains.

3.3.4 Manufacturers of self-adhesive Labels:

Elgon is a major player in the manufacturing of self – adhesive labels. They do flexo-printing on different materials like:

- Paper and removable papers.
- Polypropylene labels for HDPE containers.



Self adhesive labels as seen here comes in roll forms and this is what informs they way pricing is done.

3.3.5 Manufacturers of Corrugated cartons:

They manufacture corrugated boxes for all the sectors and Boxes include normal RSC cartons, flower boxes and SFK material.



3.4 General Plastics Limited

General Plastics is one of the largest rigid plastic packaging manufacture in East Africa - ISO 9002 certified with capability to do 5 color printing on plastic containers. The company manufactures plastic packaging by injection moulding as well as blow moulding using PET, Polypropylene, Polyethylene, PVC and Polystyrene.



The company products are used across several subsectors as can be seen above and these include:

- Edible Oil
- Chemicals
- Cosmetics
- Dairy
- Margarine

3.5 Printpack Kenya Limited

Printpack is a major player in blow moulding as well as injection moulding in East Africa. The company is a major supplier to Unilever and this has earned them recommendations to do business with Unilever across some African Countries.

The industries served are as follows:

- (1) Edible Oil
- (2) Detergents
- (3) Pharmaceutical
- (4) Cosmetics
- (5) Chemicals



Some of the packaging materials manufactured by PrintPack are used by major edible oil manufacturing companies like Bidco and Unilever as shown in the picture above.



The Dairy Sub-sector also gets its supply of their packaging materials from PrintPack. This comes in form of round and rectangular tubs.



Major detergents and chemical manufacturing companies are also supplied by the company.

4. Paper and Paperboard Sub-Sector

Kenya converts about 250,000 metric tones of paper annually according to the Kenya Association of Manufactures report, 2008. The industry has a total turnover of Kshs 40 Billion and employs about 13,000 people. Kenya has the capacity and therefore many paper based packaging materials are manufactured in the Country. Pan Africa Paper Mill, the only one in the Country has been bedeviled with a myriad of problems and was recently once more shut down due to its inability to dispose of the 3000MT tones that it recently manufactured. Being a state owned cooperation, it will require massive financial support by the government to ensure this facility is brought back to profitability.

Overall, there are four paper mills in operation within the East Africa Community. These are not enough and hence the reason why the government of Kenya should ensure that the Webuye based Pan Paper Mill is revived.

4.1 East African Packaging Industries Limited

Established in 1959, East African Packaging Industries (EAPI) is Eastern Africa's market leader in the supply of innovative, high-quality packaging solutions for the removals, archiving, logistics and courier industries. EAPI operates two divisions: The Paper Sack Division (PSD) in Mombasa and the corrugated Cartons Division (CCD) based in Nairobi which produces over 1,000 tones of paper packaging products per month. EAPI is a wholly owned Canadian Overseas Industries (COPI) group.

EAPI supplies high quality bespoke corrugated cartons and Single Face Kraft (SKF) to the region's major logistics and courier firms. EAPI also supply durable archive boxes with lids – excellent for storing, organizing and recording documents.

SKF, single and double walled boards are manufactured in a wide range of grades. Intricate die-cutting and four – colour printing are completed on-line ensuring a high impact, high quality finish and a fast turnaround.

4.1.1 Paper Sacks Division

EAPI's Paper Sack Division is the largest manufacturer of paper sacks in Eastern Africa. EAPI offers packaging solutions to tea producers, tea blenders, cement producers, grain millers, and coffee exporters. The main products are multiwall paper sacks for both the tea and cement industries. The various sacks are manufactured according to customer's preferences and conform to the statutory and regulatory requirements of KEBS, quality standards of ISO9001:2000 and food safety standards of ISO22000:2005. EAPI supplies sacks across Eastern Africa and South East Asia.



Multiwall Paper Sacks for Packing Tea.

Multiwall paper sacks for tea are manufactured in different sizes and plies to accommodate the various grades. They can either be stepped –end or flush cut in construction. In the tea industry, the standard T-Pak can pack between 65kgs to 70kgs dependent on the grade of the teas. EAPI also manufactures other packages that can pack 5kgs, 25kgs and 55kgs of tea. They can either be in 2ply, 3ply or 4ply. The inner ply in contact with the tea is Aluminium or metalized film lined, which is food grade, moisture and taint resistant. Transport, warehouse and ship your teas in EAPI T-Paks to protect your valuable investment! It will reach the destination the same way it was packed from the factory. Multiwall Paper Sacks for Packing Cement.

These are manufactured to pack 50kgs of cement and are in different sizes and plies dependent on the density of the cement. Innovations are also underway to manufacture a 25kg cement sack. We also manufacture sacks for lime, which are mainly designed to pack 25kgs and 10kgs. Show us your product and we'll make a paper sack for it.

Coffee Container Liners

Coffee Container Liners (container inlets) are manufactured using woven polypropylene material and mainly sold to coffee exporters. The bag is lined in a 20ft container that acts like a

package and coffee is blown into the bag. This is a replacement of the jute or sisal sacks previously used to send coffee to Europe and America.

Tea Sampling Bags

After teas have been tested and blended, the tea samples are packed in sampling bags by tea traders and sent by courier to their export markets. These tea sampling bags are manufactured in different sizes: 50grams, 100grams, 250grams, and 500grams of tea samples. They are manufactured using brown sack kraft laminated with Aluminium foil to retain the moisture and taste of the tea.

Sack Tickets

Grain millers use sack tickets to control their stocks and traceability of their products in the market in case of any complaints. These are preprinted tickets with serial numbers manufactured using sack kraft. The main sizes are in 30mm width or 50mm width and each roll manufactured has 1000 tickets.

4.1.2 Corrugated Cartons Division



EAPI's Corrugated Carton Division one of the largest manufacturer of corrugated cartons in Eastern Africa.

EAPI offers various types of corrugated carton depending on the planned end- use. They are also specialists in the manufacture of single face kraft ("SFK") used in a number of industries for protecting fragile or sensitive items.

The various cartons and SFK are manufactured according to customer's preferences and conform to the statutory and regulatory requirements of KEBS, quality standards of ISO9001:2000 and environmental standards of ISO14001:2004.

Whether it's just plain sheets of corrugated board or complex carton and fitting packs, they have the capabilities and experience to do the job right.

- Exact sizes made to order
- All styles produced in-house
- Plain or 4 color print
- Stitched, glued or self locking
- Extensive die-cutting capabilities

- Hand holes & locking tabs
- Dividers and pads
- Vast range of board grades
- Single face kraft and kraft paper



Finished products

Die Cut Box

As their name suggests die cut boxes are made with specially made die forms which ensure that all the required holes and slots are punched out of the basic card board sheet in exactly the correct place.

Typically these boxes are used for packing fruit and vegetables in the horticulture industry. Other uses include boxes for transporting day chicks in the poultry industry.

Full Depth Telescopic Box

These are boxes with a full depth lid such as the classic standard flower box. EAPI is the regional expert in flower boxes and can offer you a number of packaging solutions depending on your requirements.

Aside from the standard flower box, EAPI is able to offer larger Jumbo boxes, Zim boxes and any size in between!

Regular Slotted Carton

These cartons are primarily shipping and storage boxes, and always require glue, tape or staples to close. They are typically used in the FMCG sector.

Kraf Paper

Basic kraft paper in a wide range of grammages are also offered by EAPI. Kraft paper in its most basic form can be used in a number of different ways from wrapping flower heads to wrapping up fragile items for export.

Single Face Kraft

Better known as SFK this product has been mostly used in small sheets (of differing dimension) to protect sensitive rose heads but it is also widely used in the removals industry for protecting china and other fragile items.

SFK is usually supplied in rolls and by the kilo.

4.2 Dodhia Packaging Limited

Dodhia Packaging Ltd is one of the largest manufacturers of corrugated cartons in Eastern and Central Africa. They manufacture various types of corrugated cartons for various fields depending on the customers' requirements. Dodhia Packaging Limited (DPL) was established in 1974. The factory is located on Kampala Road, Industrial Area, in Nairobi. The company was established primarily to produce corrugated cardboard boxes.

The company is one of the largest manufacturers of corrugated carton boxes in East Africa. DPL provides a comprehensive array of products intricately designed to tailor to the customers' needs.

They have been able to adapt to the ever changing technology and have over the last 5 years invested in the state of the art machinery from board making to printing and finishing to cater for the ever increasing demands in packaging of industrial, horticulture, floriculture, fisheries and trays.

4.2.1 Product Specifications - Corrugated Cartons

Dodhia Packaging manufactures various types of corrugated cartons for various fields depending on the customers' requirements. They also manufacture single face Kraft ("SFK") which is mostly used in the flower industry. It is also used to protect fragile or sensitive products. These products are available in both Brown and white paper.

Specifications

When ordering, the customer is advised to give specifications as follows, indicating whether its outside dimensions (OD) or inside dimensions (ID):

Length (L) x Breadth (B) x Height (H)

Length (L) = the longer dimension at the opening

Breadth (B) = the shorter dimension at the opening

Height (H) = the dimension from the top to the base.

You should also indicate the paper specs where they are known.

Standard Board Guide.

The following is just a guide to the most commonly used flutings. They provide different levels of strength which also depend on the board grade used in both the lining and fluting.

Single Wall Board (3PLY)

Board made from one layer of fluting between two liners. There are many different flutes depending on what you require.

E Flute - A fine flute used for corrugated 'cartons'. It gives excellent crush resistance.

B Flute - By far the most widely specified flute profile; difficult to crush, good compression strength and compactness which minimizes storage space.

C Flute - A larger flute than "B", offering greater compression strength, but it may be crushed more easily. It also takes up more storage space than "B" flute.

Double Wall Board

BC - A combination of two flute sizes, usually "B" and "C", specified when compression strength is more important.

BE - A combination of two flute sizes, usually "B" and "E", specified when compression strength, crush resistance and reduced carton weight is required.

A combination of two flute sizes, usually "B" and "E", specified when compression strength, crush resistance and reduced carton weight is required.

4.2.2 Packaging Design



Standard Carton Style Guide

The range of carton style is vast allowing you to have a carton produced that is fit for any purpose. Here below, are a few styles, however there are a greater range of options.

Slotted-type boxes (RSC)

Consist of basically one piece with a glued, stitched or taped manufacturers joint and top and bottom flaps. They are shipped flat, ready to use and require closing using the flaps provided.

Telescope-type

Boxes consist of more than one piece and are characterized by a lid and bottom telescoping over the body of the box.

Folder-type boxes and trays

Usually consist of only one piece of board, generally known as Die Cut Cases. The bottom of the box is hinged to form two or all side walls and the cover. Locking tabs, handles, display panels etc., can be incorporated in some designs. Trays can either be self locking or stitch type.

4.2.3 Markets Served

(1) Horticulture



(2) Floriculture



(3) Fisheries



4.2.4 Board Making

DPL specializes in various types of corrugated carton boards dependant on the end use required. They make SFK rolls in 3 flute types; B, C & E and single wall boards on any of the 3 types of flutes. In addition, they do double wall boards on two forms BE or BC.



4.3 Allpack Industries Limited

Allpack Industries Limited manufactures and supplies corrugated cartons and polypropylene woven bags. The company converts approximately 20000 tones of corrugated boxes in a month and is one of the biggest carton manufactures in the region. The company does both RSC and Die Cut boxes.

It offers corrugated cartons, including regular slotted, die cut, glue/stitched, and coated cartons; and polypropylene sacks/bags, tubing, and slit cloth. It serves fast moving consumer goods, tobacco, floriculture, horticulture, sugar, fertilizer, salt, wheat and maize flour, animal feeds, seeds, and tea industries.

IT was founded in 1992 and is based in Nairobi, Kenya.

4.3.1 Brown Kraft Wrapping Papers

Allpack stocks two main types of brown kraft wrapping papers, these are, imitation kraft and pure kraft. The main differences between the two are that the pure is as its name suggests made of pure wood pulp, whereas the imitation is manufactured from recycled paper fibres. This gives the pure kraft the properties of higher strength and is a more durable paper; the imitation has lower burst strength but is quite suitable for the majority of applications.



Brown Craft Paper



Standard corrugated cartons manufactured by Allpack which can be bought from the company without having to place orders. These are very ideal for the OVOP groups who cannot afford to place huge quantities due to the small size of their operations. All they have to do is to buy labels for their products and stick on the cartons.

4.4 ASL Limited

4.4.1 Packaging Division

ASL LTD Packaging Division offers value added corrugated cartons, expanded polystyrene boxes and allied products. Founded in 1995, the company provides packaging solutions to a diverse clientele that includes the horticultural industry, pharmaceutical companies, agricultural producers and the paint & allied industries. ASL Packaging is a fully certified ISO 9001-2008 company.

Product Range

The ASL Product Range includes Corrugated Cartons, Offset Cartons and Styropore Products.

Regular slotted carton RSC – These are the most common and the most economical range, offering a good combination of functions with excellent protection. RSC offers a good print surface and to add value to these cartons one can print the product brand, the product quantity, company logo and address. RSC are the most widely used carton across all industries and support the industries in product handling logistics.

Offset printed carton –these range of cartons are top of the range and are exclusively meant for Brand marketing and addition value to the premium range of product. Offset Printed Cartons are ideal for shelf display of premium products and are the best way to market the brand product as well as to of good product protection.

Self Locking cartons & Trays –the widest range of carton/tray for packing fresh or processed vegetables, fruits and even frozen fish: The backbone to the export oriented agro/food producers.

The company has a range of standard size carton for the export of Mangos, Avocados, Pineapples Bean, Magantout and Sugar snaps. These cartons are ex stock and can be bought from our counter. This makes ASL unique in that the MSME's do not have to go by the minimum order quantities that most packaging companies insist on.

Flower cartons – These are exclusively designed for flower export and are used by all the flower producers and exporters, the tops are 3ply and bottoms are 5ply the commonly used cartons are standard, Zim and Jumbo.

Single facer (SFK) –most commonly known as SFK, these are 2ply (2 layer paper combination) used by flower producers and exporters to protect flower buds. Also used for wrapping products which are odd shaped, used by furniture companies.

Product Specifications

All the cartons are custom made for the specific requirements

- Brown or white finish
- Plain or Printed

The company expects the client to give the three basic dimensions

- Length
- Width
- Height

Upon receipt of this information, ASL will go a step further to advice on:

- The dimension of each unit to be packed
- Mass of the filled unit
- Number of units where applicable
- Method of packing
- Height of stacking and duration of storage under given humidity and temperature
- Samples of units to be packed where applicable
- The type of internal fitments to be used if required

The carton can be developed into 3ply (three layer of paper) or 5 ply (five layer of paper) with a combination of various fluting levels.

3ply combination can be offered with these fluting types:



E flute



B flute



C flute

5ply combination



flute

B & C



C & E flute

Basic function of fluting is adding the strength to the corrugated board of the carton, based on the predetermined load to be packed in the carton.

5. PACKAGING MACHINERY

5.1 ASL

5.1.1 Heavy Fabrication Division (HFD)

The ASL Heavy Fabrication Division is a provider of Industrial-scale steel fabrication services to a wide array of industries in varying sectors. Since establishment in 1999, they have grown into a company that is a synonym for stainless steel industrial products.

ASL HFD provides solutions for the Dairy, Pharmaceutical and Beverage sectors. In addition, they also cater for clients in the Chemical, Cosmetic, Brewing, Paint, Fishing, Hotel & General Food industry.

Product categories

ASL offers the following products:

- a. Milk cooling machines
- b. Dairy Processing Equipments
- c. Holding tanks
- d. Milk Tankers as well as
- e. Milk mixing tanks



ASL milk tanker

5.1.2 ASL HFD Mini Dairy Plant

ASL HFD Mini Dairy Plant is a milk processing unit that allows small scale pasteurization of milk in a safe, hygienic environment from start to finish. With over 80% of milk production in Kenya contributed by small-scale holders, who include individual farmers and small-scale co-operatives, the Mini Dairy Plant can offer increased earning power, business expansion and flexibility to these and more groups, which they may not have experienced in bulk production dairies.

5.2 Signode Packaging Systems Limited

Signode Packaging is a manufacturer and distributor of protective packaging systems that apply plastic and steel strapping, stretch film and pressure sensitive tape. It has subsidiaries in Uganda as well as Tanzania with a turnover of \$7 million and employs 40 staff in its Kenyan operations.

5.2.1 Plastic Strapping Systems

Signode Packaging Systems is the leading worldwide provider of plastic strapping systems for the securement of a wide range of products, from newspapers and produce to PVC pipe and cotton bales.

Two plastic strapping materials — Contrax® polypropylene and Tenax® polyester — are the basic components of the plastic strapping systems that the company offers to the market. They also offer an extensive line of application equipment, ranging from simple hand tools to fully automated, and operator less machines.



5.2.2 Semi-automatic and Automatic Strapping Machines.

These are high-speed machines that feature jam-resistant technology, auto strap feeding and easy maintenance in a variety of chute sizes and head configurations.



HBX- 4330



MOD -710

5.2.3 Steel Strapping Systems

- Strapping
- Seals
- Accessories
- Hand Tools and Automatic Systems



Magnum mill and Ribbon wound



SCM-Ti sealless

6. PRINTING AND LABELS

What is a Label?

A label is a paper, polymer or any material affixed to a container or article on which is printed a legend, information of the product, address etc.

Most widely used label today are “Self Adhesive Labels”

Self adhesive labels have the following construction:

Print Receptive Topcoat - Matt or gloss topcoats printable with graphic inks on flexo, letterpress technology using foils, screen, variable info printing by thermal transfer, laser or dot matrix techniques.

Substrate - Coated paper, white or clear polyester, polypropylene, polyethylene, speciality materials like – destructible acetate, vinyl, voiding materials.

Adhesive - General or special purpose adhesive based on application.

Liner- 65gsm glassine or Kraft papers or PET film.

6.1 Food Industry Labels

As in any industry, labels form a vital component of product packaging. Below are samples of Food Industry Labels.



6.1.2 Features of Food Industry Labels

Food labels provide information from the manufacturer to the consumer. The labels

- Provide information about the product so that the consumer knows exactly what they are buying.

- Provide instructions for storage and preparation so the consumer is able to store and prepare the product safely.
 - Enable the consumer to make choices for dietary or other reasons.
- .. allow consumers to compare food products for value for money.

Typical Food Labels



6.1.3 Label Types

Product labels

This is a decorative label which is applied onto the food container, bottle, can or pouch that mentions about the brand, product name, illustration or product graphics.

This label ranges from regular papers to films such as polyester, polypropylene to high end clear labels that give no label look.

Basically a multi-coloured label, having graphics & various effects with a protective overprint coat or overlam.

These are some of the samples of product labels.



Shipper Identification labels

Identification labels are functional labels that are applied on the shipper cartons which carry variable information about the product which includes:

- Product type
- Lot No & size
- Manufacturing date
- Country of Origin

This label is basically a plain paper label on which the variable information is printed on demand at site using a thermal transfer printer which is vital for the supply chain.



Specialty labels

A specialty label caters to specified requirements either with respect to the label material or the application.

Some examples are:

- Direct food contact label
- Low/refrigeration temperature label
- Promotional / offer label
- Tamper evident label
- Other Security feature label for countering duplicacy



6.2 Automatic Labeling

- Self adhesive label progress had paved the way for automatic label application.. a labeling experience

- Today label applicators, dispensers and print-n-apply systems are custom made to suit every budget, theme and requirement
- Striking features of these systems include:
 - a) Modular designs
 - b) Flexibility of multiple operations
 - c) Ease of setting & operating controls
 - d) Efficient labeling accuracy

6.2.1 Labeling Equipment Types

Depending on the application there are various machine options

- Single side labeling - Flat/Oval containers
- Double side labeling - Flat/Oval containers
- 3 side labeling - square/rectangular containers
- Wraparound labeling- Round/square containers
- Top labeling
- L or U seal labeling
- Combo
- Pre-formed unfilled pouch labeling
- Pouch laminate labeling for FFS machines.

6.3 The Label Manufacturing Industry in Kenya

The labeling industry in Kenya is very competitive and most companies have had to contend with making very thin margins to survive. The main players are:

- Manipal Press
- Interlabels Africa
- Label Craft (Paper Converters Limited)
- Label Converters Limited
- Colour Labels Limited
- Paper House of Kenya
- General Printers
- Carton Manufacturers
- Kartasi Industries
- Dofran Limited

Pricing Structure for Labels

Pricing for labels is done in units comprising 1000 labels. In most cases, most companies offer their quotations as below:

| Item | Option 1 Units | Option 2 Units |
|-------------------|-------------------|-------------------|
| Quantity | 20,000 | 50,000 |
| Price/1000 (Kshs) | 2,000 | 1,400 |
| Price (Kshs) | 40,000 | 70,000 |

One time cost for Die - Ksh 7,000.00, Films - Ksh 3,000.00 and Plates - Ksh 4,500.00.

Overall, Micro, Small and Medium Enterprises (MSME') should not shy away from making

good use of quality labels since the price is not very prohibitive.

6.4 Manipal Press Kenya Limited

Manipal Press is a part of the \$500 million Manipal Group. It is India's largest printing press in the private sector and only the second press in India (after Reserve Bank of India) to own the Intaglio press. With over 20,000 man years of combined experience, Manipal Press has a professional team of over 1,800 printing specialists and caters to the needs of 1,500 plus clients spread across from America to Australia .

Manipal International Printing Press (MIPP) in partnership with Manipal Press of India has brought world-class labeling solutions in Kenya . It has a state-of-the-art, 24 x 7 production facility in Nairobi, Kenya .

MIPL is one of the leading companies in self-adhesive labels and automatic labeling machines in Kenya, offering high quality, cost-effective and customized labeling solutions

MIPPL entry in the African market with specialised security printed labels which protects counterfeit labels & products while protecting brand identity is going to take care of small & large manufacturing organisations in Africa. This is very relevant information for the One Village One Product (OVOP) since the fear of meeting their Minimum Order Quantities is largely addressed.

They also of new technologies like RFID, which helps in controlling & monitoring each & every product coming out of manufacturing plant.

The products and services range include:

- In-house state-of-the-art Pre-press solutions for Film Making & Plate Processing
- Gallus UV Flexo & Screen Printing Machine
- Hsing Wei Roto Gravure Printing Machine

- Omega Inspection Slitter Rewinder
- Printing up to 8 colours
- Printing on films and papers with varnish or lamination finishes
- Customised printing

Manipal International Printing Press (MIPP) delivers total labeling solutions for a wide range of applications.

6.4.1 Self Adhesive Labels

MIPP offers high quality self adhesive labels in roll and sheet forms. Its range of multicolor Self Adhesive Labels can be used for adhesive purposes and also as a protective medium. Made from PVC, polyester and PP films, the MIPP range of labels has excellent temperature resistance and a unique sticking action. The labels are available in all types of sizes, shapes and in a number of bright colors and patterns.

6.4.2 Tamper-proof Shrink Sleeving

Shrink Sleeving finds a variety of applications and is used in a wide range of industries. The product will be safe and the seal will remain unbroken.

Advantages

- Prevents loosening of the cap
- Excludes dust, dirt & dampness
- Prevents leakage and spoilage
- Tamper-proof
- Prevents counterfeiting
- Reduces evaporation
- Bio-degradable

6.4.3 Flower Sleeve for Delicate Packaging

A flower sleeve is an ideal solution for packing flowers. MIPP offers sleeves for packing flowers in transparent, foil, pearl paper, perforated non-woven, perforated foil, gift-wrap and perforated pearl paper types. The sleeves can either be custom-made for bouquets or chosen off-the-shelf from stock sizes.

For both categories, MIPP provides tailor-made solutions that suit varied conditions like variations in temperature, humidity and climatic changes.

6.4.4 Cosmetics Labels

This is ideal when your organization wants to showcase its products with vibrant colours, lively graphic designs and elegant looks.

6.4.5 Film Labels

Best for specialty products and various applications, film labels are non-reactive and have unique chemical resistant properties.

6.4.6 Food & Beverages Labels

These labels are moisture-resistant and protect against humid conditions.

6.4.7 Liquor Labels

Liquor labels are available in a wide range of spirited colours and images. They bring about a touch of class to the brand.

6.4.8 Lubes

These are labels designed to last in the demanding industrial environment.

6.4.9 Metallic Labels

Can be used for a wide array of applications like Personal Care Products, Cosmetics, Beverages, Confectionary, Collapsible Tubes, Edible Oils, Hair Oils etc.

Paper Labels

Paper labels enhance the aesthetics of the packaging and grab attention.

Paper Tags

These are mostly ideal to convey information with a touch of elegance.

Performance Label

These are high performance labeling solutions fit for :

- (1) General Industrial Performance Labels
- (2) Electrical Industry Performance Labels
- (3) Power and Communication Identification Labels
- (4) Electronic Industry Performance Labels
- (5) Security Solutions and Harsh Environment Labels

Pharma Labels

These cover a wide spectrum of Pharma labeling solutions like vials, ampoules, plastic and glass bottles.

Toiletries

Designed to withstand demanding conditions, they make sure that your product stands out in the clutter.

Tyre Labels

These labels meet the stringent demands of adhesion and look good on newly made tyres. They also remain on the tyres during hot and humid environmental conditions.

Two-sided Labels

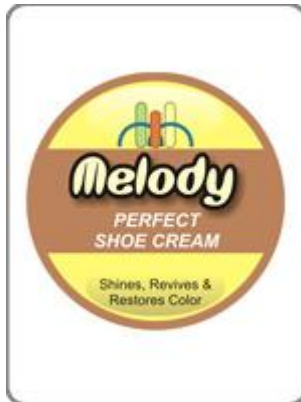
Printing can be done on the face as well as the adhesive side of the label. They are ideal for areas like Cosmetics, Beverages, Liquor, Confectionery, Edible Oils, Shampoos, Collapsible Tubes etc.

Specialised Business Units of Manipal Press

- Security Printing
- Business Forms
- Commercial Printing
- Variable Data Printing
- Specialized Card Solutions
- Confidential Documents
- Packaging & Labels

Samples of Self adhesive labels





7.0 GLASS PACKAGING

There are two main manufacturers in the Country producing glass bottles. These are mainly used within the beer, soft drinks, alcoholic beverages and spirits as well as for honey and juices.

Central Glass Industries, a subsidiary of the East African Breweries manufactures glass bottles for the beer and beverages industry.

Milly Glass, based at the coastal city of Mombasa is another player in the sector and supplies mainly Coca-Cola.

Below are some of the glass bottles manufactured in Kenya



8.0 TRAINING INSTITUTIONS OFFERING PACKAGING RELATED COURSES

Kenya as it is does not have a training institution that offers packaging related trainings. Our Universities that offer Food Technology degree programs at the undergraduate and post graduate levels do cover some topics in Packaging but this is not enough given that this remains one of the biggest industries in this Country and a major player in Kenya's economy. These institutions include the University of Nairobi, Egerton University, Jomo Kenyatta University of Agriculture and Technology amongst others. Kenyatta University has a very elaborate training in graphics design and has continued to produce graduates in this field over the years.

The Kenya Polytechnic, now a constituent college of the University of Nairobi has equally been offering printing technology courses at Diploma and Higher National Diploma levels.

However, a private institution, The Academy of Graphic Design and Technologies owned by KulGraphics one of the largest printing houses has been offering trainings in this field for the last 15 years. They specialize in Repro Graphics, Offset Printing and Gravure engraving courses.

CONCLUSION

Most OVOP groups are doing products ranging from cosmetics, yoghurt, honey, handicrafts and detergents. These products vary in their quality but the most challenge currently being experienced is packaging. This explains why these groups cannot sell these products beyond their localities as some of the products do not even have KEBS logo, bar codes, manufacturing date as well as Sale by dates. To get out of this, it is recommended that the groups are connected with the packaging material suppliers, label manufacturers as well as GS1 Kenya. This however is very short term.

In the long run, there is need to create a national packaging directory where packaging producers and converters, importers, printers, equipment suppliers and designers can easily be accessed not only by OVO groups but other stakeholders as well.

Packaging Resource Center

A study done by the International Trade (ITC) in 2008 recommended the establishment of a Packaging Resource Center. This will act as a focal point through which Micro, Small and Medium Enterprises (MSME) and in particular the OVOP groups will acquire packaging related knowledge. The center should act as a point of knowledge acquisition and transfer regarding information sharing, training activities and expertise transfer. The Center would serve the needs of the suppliers and users of packaging materials. It could as well provided information and advisory support on materials, packaging and filling technologies, marketing, labeling, as well as provided training.

A round Table Discussion with Leading Supermarkets chains

The second African Regional OVOP seminar that will be taking place in Nairobi in February will be focusing on Packaging as a major component to product development. Once the OVOP groups have applied quality packaging materials and products are branded, the next step should be to ensure that then products are listed within the mainstream supermarkets. This therefore requires that the OVOP secretariat works on modalities of organizing an international

conference in Kenya where the leading supermarket chains in Kenya will be in attendance. The theme of the conference could be geared towards addressing challenges that Micro Small and Medium Enterprises are facing in penetrating the mainstream supermarket chains. This conference could also bring on board such companies like **Bio-Foods**. This company has partnered with a Community Based Organization in West Pokot that is doing honey. Using its already established network with the Supermarket chains and Airlines in Kenya, **Bio-Foods** brand of honey is now one of the leading brands in this market. This round table discussion coupled with the Cooperate Social Responsibility that Nakumatt, Uchumi and other Supermarkets have will facilitate the support that is eagerly needed from the Supermarket chains.