# 20 YFLEX premedia packaging specialists

### BRIDGING THE SUPPLY CHAIN GAP

#### POLYFLEX GROUP AS A PREMEDIA SOLUTION COMPANY

We operate from brand owner level & control the supply chain up to converter.

## Find

#### **BRAND OWNER**

Provides brief and milestone approvals

#### MARKETING

Research & Target Markets. Packaging audit.

#### DESIGN **AGENCY**

Creative -conceptualizes packaging based on brand identity.

#### **PROJECT MANAGEMENT**

WebCenter Mockups Prototypes Workshops & training

Finished art plate supply

#### **REPRO** & PLATES

and final print

#### **CONVERTER**

**POLYFLEX** 

Designs are printed on the substrate and is made ready for packaging.

#### **PACKER**

Product is packed and shipped to retail.

#### RETAIL LAUNCH

Market Analysis and customer feedback.





#### GRAPHICS FOR BRANDED PACKAGING SIMPLIFIED





## "SA's Packaging Industry enables SPAR's Innovative Tiering Project to Revolutionise their Brand Presence.

SPAR PRIVATE LABEL initiated a tiering project to enhance brand presence and convey diverse value propositions through packaging. Specialists Paton Tupper and Polyflex Premedia, as well as numerous packaging converters, collaborated to launch the project on time, leveraging packaging tech and design advancements to create tailored solutions for each tier.









#### SPAR'S INNOVATIVE TIERING PROJECT



Submission for the categories of African Innovation

(packaging innovation with major local creative and technological input)

+

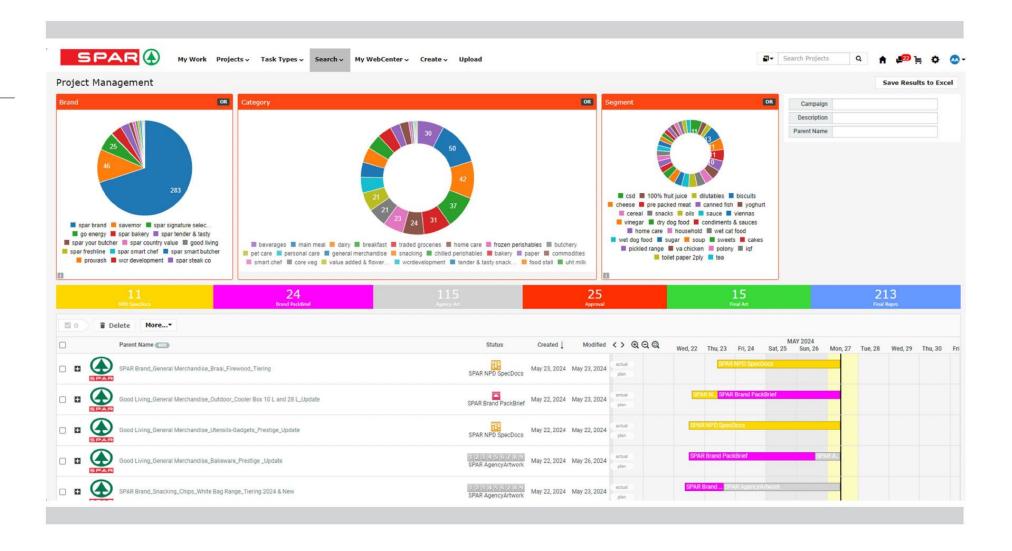
Judges' Special Medals Awarded (recognition for special features)



SPAR Encore's internal NPD, marketing and packaging teams worked with design agency, Paton and Tupper and premedia partner, Polyflex Premedia on this award-winning, three-tier Private Label rebranding project.

#### WebCenter

The WebCenter
Project Management
dashboard provides
the real-time status
of each project to the
Project Manager





#### The STP model

#### 1. Segmentation – Dividing the Market

- Demographics
- Geographics
- Psychographics
- Behavioural

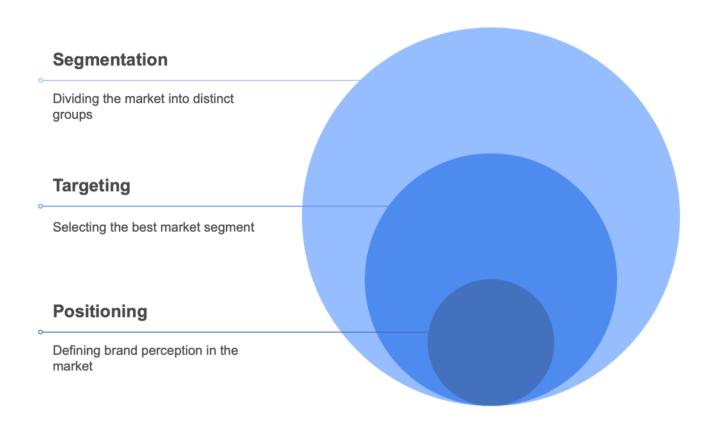
#### 2. Targeting – Selecting the Best Segment

- Mass Marketing
- Differentiated Marketing
- Niche Marketing
- Micro-Marketing

#### 3. Positioning – Defining Brand Perception

- Price Positioning (budget vs. premium)
- Quality Positioning (luxury vs. everyday)
- Benefit Positioning (health, convenience, sustainability)

#### **Market Strategy Framework**





#### SPAR SIGNATURE SELECTION

SPAR()

MATURE

A STRONG & CREAMY MATURE CHECOAR CHEESE



GOUDA WITH Chilli

SPAR

Crafted in small batches. Locally grown blueberries.











SPAR(0)

Signature

CHORIZO

ROUNDS

AN AUTHENTIC SPANISH PORK
SAUSAGE WITH A COARSE TEXTURE 6
SMOKY, DELICATELY SPICY FLAVOUR
MILE DAY











#### **Sustainable Packaging Solutions**



#### **Use of ECG Printing Process**

Employing an efficient, sustainable printing method



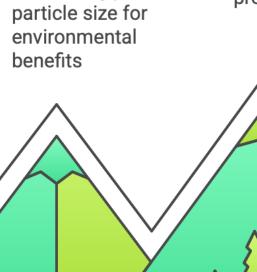
#### **Conversion to Recycled Board**

Transforming materials into ecofriendly board products



#### **Transition to Mono-layer Materials**

Initiating the shift to simpler material



**Reduction of** 

Minimizing plastic

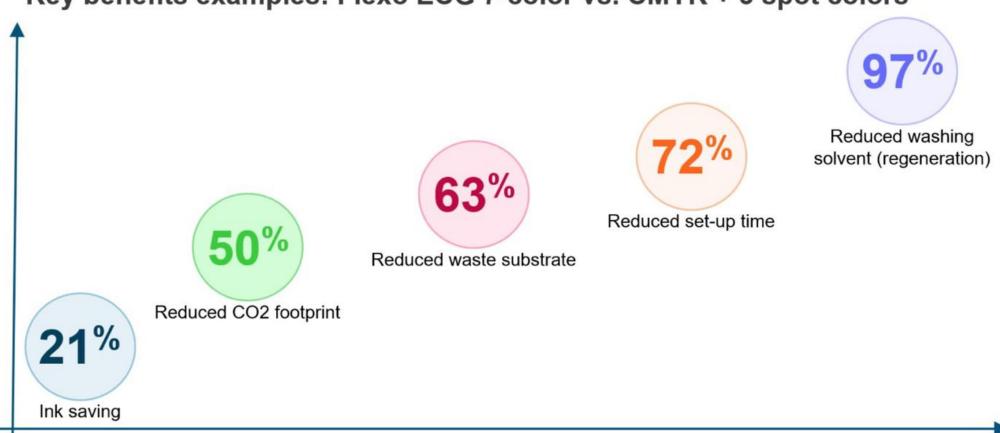
**Plastic Microns** 





### **Key Benefits**

#### Key benefits examples: Flexo ECG 7-color vs. CMYK + 3 spot colors



#### **KPIs**

Source: Lankinen, 2021 (PhD thesis: Evaluation of Expanded Gamut Printing in Flexography)





#### **Coordination Between Brand, Designer, Premedia, and Printer**

#### • Integrated Project Management:

Utilize centralized platforms like **Polyflex's WebCenter** to streamline communication, track progress, and manage approvals among all stakeholders.

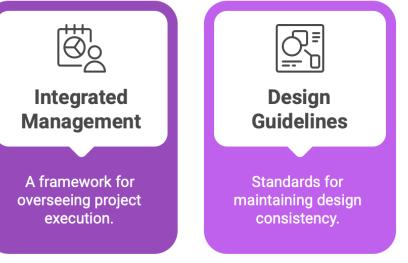
#### • Clear Design Guidelines:

Establish comprehensive **brand guidelines** to ensure consistency across all packaging tiers, as demonstrated by SPAR's distinct identities for Premium, Everyday, and Value ranges.

#### • Regular Collaborative Meetings:

Schedule frequent touchpoints to align objectives, address concerns, and adapt to any changes

promptly.







#### **Managing Multiple Suppliers and Printers**

## Supplier Vetting and Onboarding

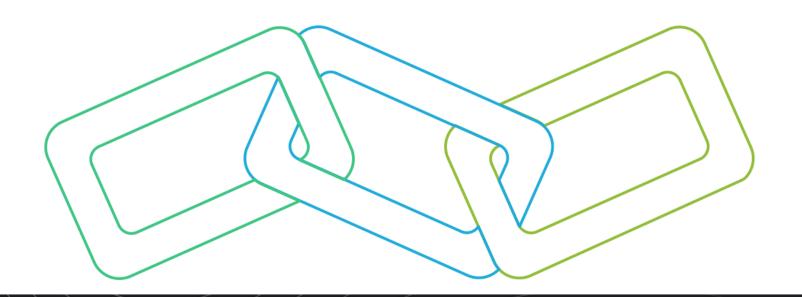
Ensures reliable and quality suppliers are selected

## **Standardized Processes**

Establishes consistency and efficiency in operations

## Flexibility and Contingency Planning

Prepares for and mitigates potential disruptions





#### Navigating Different Print Technologies: Flexo, Digital, and Offset

- Flexographic (Flexo) Printing: Ideal for high-volume runs with consistent quality on various substrates. ECG when possible.
- **Digital Printing:** Best suited for short runs, prototypes, or designs requiring frequent changes. It offers quick turnaround, limitations in color matching and material compatibility.
- **Offset Printing:** Delivers high-quality results for large-volume projects, especially on paper-based substrates.
- **Strategic Application:** Choose the printing method that aligns with the project's specific needs, considering factors like run size, material, design complexity, and budget.
- Colour Management: Ensure colour consistency across different print technologies by collaborating closely with premedia specialists and conducting thorough proofing processes.



#### **Accelerating Time-to-Market**

#### Concurrent Workflows:

Encourage **overlapping tasks** where feasible, such as initiating premedia preparations while finalizing designs, to reduce overall project timelines.

#### Automated Systems:

Leverage automation in areas like artwork generation and **approval tracking** to minimize manual interventions and expedite processes.

#### • Proactive Risk Management:

Identify **potential bottlenecks** early and develop mitigation strategies to prevent delays.









#### **Brand Alignment** Paton Tupper

The project required

- strategic thinking and design expertise
- brand guidelines and created distinct tiers



INNOVATIVE BRAND SOLUTIONS

#### STRUCTURED APPROACH TARGETTING SPECIFIC SEGMENTS OF THE MARKET.

#### Through brand-specific

- photographic treatment,
- typography,
- limited font set tailored to the brand identity
- cohesive brand colour palette
- design treatment of product benefits and sustainability claims

, the designers ensured that each tier had a distinctive yet recognisable design architecture.



#### **Premedia Execution** Polyflex Pre-media

WebCenter, hosted by Polyflex Premedia. Realtime dashboards Project's planning Status at each step of the way.



- Selected converter
- print specification applied
- colour accurate proofs
- print technology ECG or Conventional/Digital Print process
- printing plates were supplied
- Polyflex and SPAR attended most on-press approvals

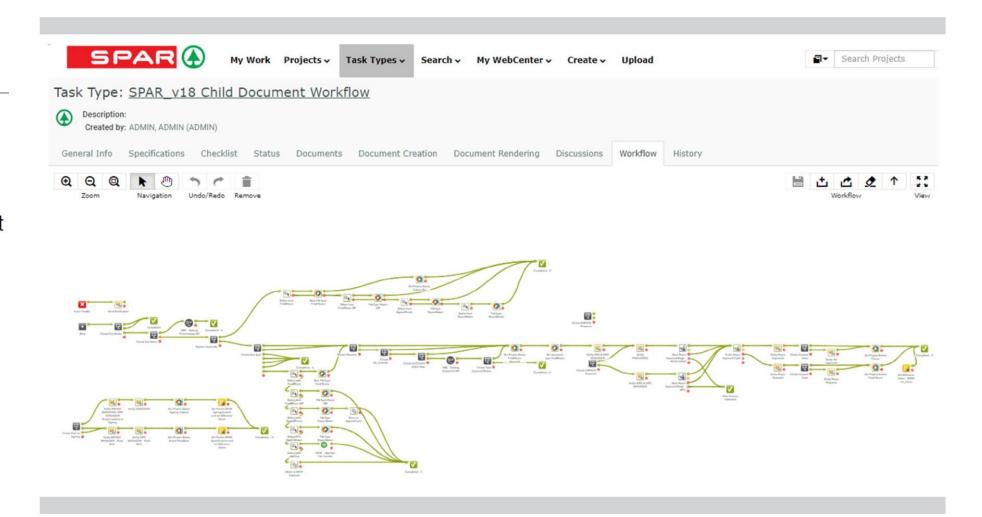
demonstrating, once again, the ability of industry players to meet stringent deadlines and standards.





#### WebCenter

On WebCenter,
each project moves
automatically through
the approval gates.
The WebCenter Support
Team constantly
monitors progress
and investigates any
delays











TAKE CONTROL



COLLABORATE



EXECUTE RAPIDLY

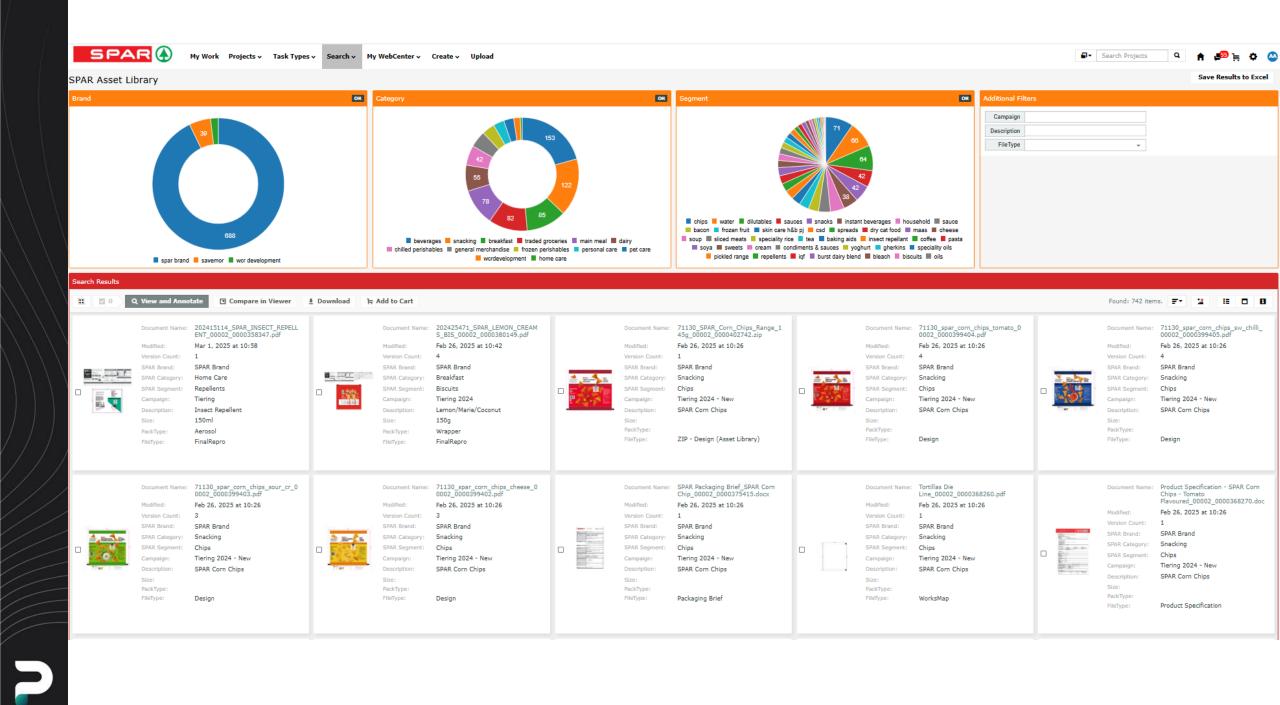


## WEBCENTER ARTWORK APPROVAL PLATFORM









Document Name: 71130 SPAR Corn Chips Range 145g 00002 00004

02742.zip

Modified: Feb 26, 2025 at 10:26

Version Count: 1

SPAR Brand: SPAR Brand

SPAR Category: Snacking

SPAR Segment: Chips

Campaign: Tiering 2024 - New

Description: SPAR Corn Chips

Size:

PackType:

FileType: ZIP - Design (Asset Library)

Document Name: 71130\_spar\_corn\_chips\_sw\_chilli\_00002\_000039940

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Modified: Feb 26, 2025 at 10:26

Version Count: 4

SPAR Brand: SPAR Brand

SPAR Category: Snacking

SPAR Segment: Chips

Campaign: Tiering 2024 - New

Description: SPAR Corn Chips

Size:

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FileType: Design

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Version Count: 4

SPAR Brand: SPAR Brand

SPAR Category: Snacking

SPAR Segment: Chips

Campaign: Tiering 2024 - New

Description: SPAR Corn Chips

Size:

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Version Count: 3

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SPAR Category: Snacking

SPAR Segment: Chips

Campaign: Tiering 2024 - New

Description: SPAR Corn Chips

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Version: 3
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**Graphics Information** 

**Document Information** 

Approval

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**Attributes** 

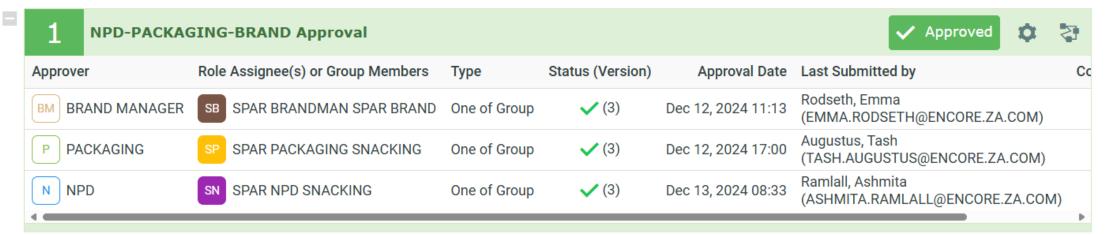
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Document Approval Setup

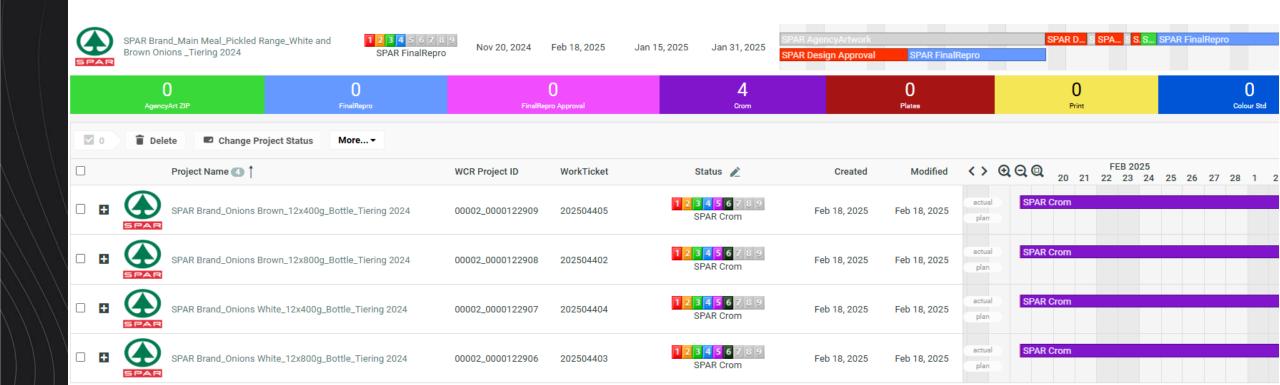




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#### Project: SPAR Brand\_Main Meal\_Pickled Range\_White and Brown Onions \_Tiering 2024

SPAR FinalRepro ▼



**★** Upload Multiple Documents

Mail link to

More...▼



Manager: SPAR NPD MAIN MEAL

Customer: THE SPAR GROUP LTD/La Lucia Office Estate

Due On:

Modified: Feb 18, 2025

Description:

ProjectID: 00002\_0000118088

AE\_OrderID:

ProofReadStatus:

Documents 19

Bill Of Materials 112

Discussions 1

Characteristics

Attributes

Project Information

Approval

Uploaded

Tasks 32

Version Approval

Notifications

Folders 10 *▶* \* **= Project Documents** 

4 AgencyArtwork

AgencyArtwork ZIP

nBarcode

nProductSpec

nPrinterSpec

nWorksmap

Packaging Brief

Project Charter

0 Supporting Docs



Documents (4)

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Stage

Feb 10, 2025 at 12:23 PM Schafer, Karen (KAREN@PATONTUPPER.CO.ZA)



71970\_SPAR\_tiering brown pickled onions\_800q.pdf (160.7KB)



NPD-PACKAGING-**BRAND Approval** 

Feb 10, 2025 at 12:23 PM Schafer, Karen (KAREN@PATONTUPPER.CO.ZA)



71970\_SPAR\_tiering white pickled onions\_400q.pdf (154.1KB)



Feb 10, 2025 at 12:23 PM NPD-PACKAGING-Schafer, Karen (KAREN@PATONTUPPER.CO.ZA) **BRAND Approval** 



71970\_SPAR\_tiering white pickled onions\_800q.pdf (168.9KB)



NPD-PACKAGING-**BRAND Approval** 

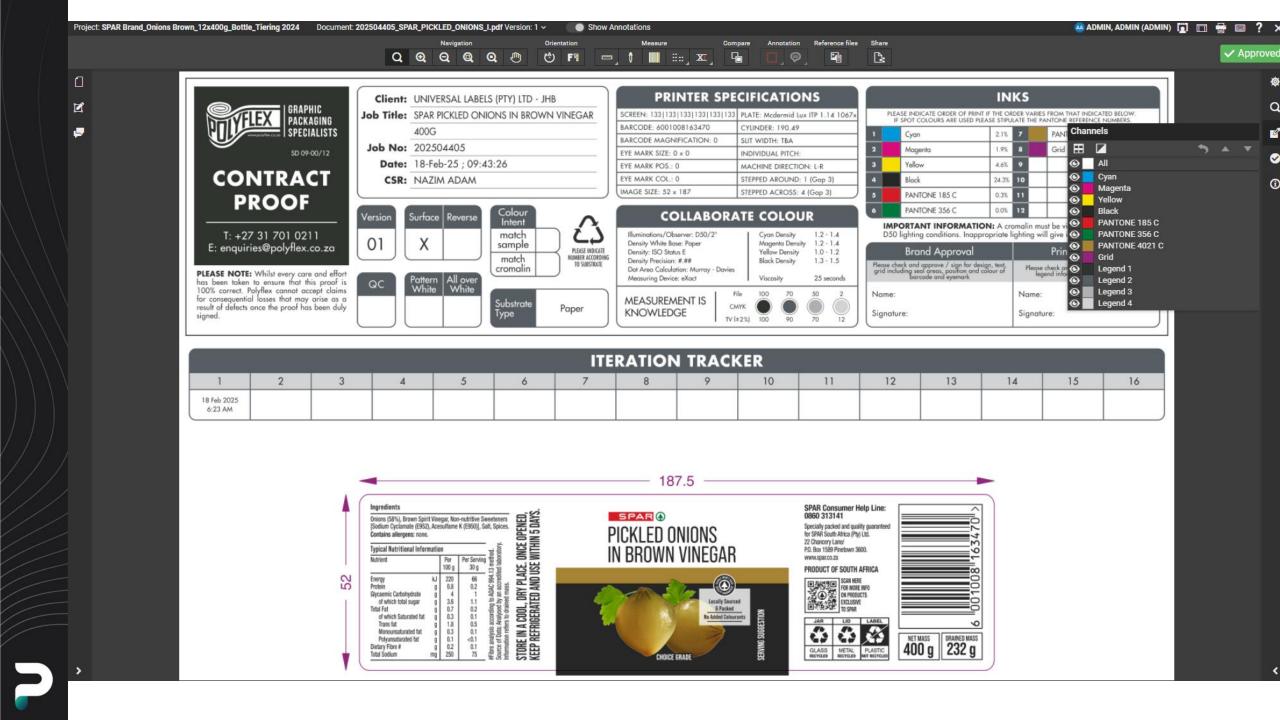
Feb 10, 2025 at 12:24 PM Schafer, Karen (KAREN@PATONTUPPER.CO.ZA)



| Project Documents 0 |                   |   |  |  |
|---------------------|-------------------|---|--|--|
|                     | AgencyArtwork     | 4 |  |  |
|                     | AgencyArtwork ZIP | 1 |  |  |
|                     | nBarcode          | 1 |  |  |
|                     | nPrinterSpec      | 4 |  |  |
|                     | nProductSpec      | 4 |  |  |
|                     | nWorksmap         | 4 |  |  |
|                     | Packaging Brief   | 1 |  |  |
|                     | Project Charter   | 0 |  |  |
|                     | Supporting Docs   | 0 |  |  |

| □ Documents 4 |  | Version   | Approval |                      |
|---------------|--|---|----------|----------------------|
|               |  | SPAR Printer Form_INTERACTIVE Pickled onoins in brown vinega () (229.4KB) | 1        | Setup Approval Cycle |
|               |  | SPAR Printer Form_INTERACTIVE Pickled onoins in Brown vinega () (229.5KB) | 1        | Setup Approval Cycle |
|               |  | SPAR Printer Form_INTERACTIVE Pickled onoins in white vinega () (229.4KB) | 1        | Setup Approval Cycle |
|               |  | SPAR Printer Form_INTERACTIVE Pickled onoins in white vinega () (229.5KB) | 1        | Setup Approval Cycle |













### PICKLED ONIONS IN BROWN VINEGAR





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By effectively tiering the SPAR private label brands and implementing sustainable packaging solutions, we have enhanced the brand's market position and contributed to a more efficient and sustainable future for the industry as a whole.

Judith Gale – SPAR Brands Marketing Manager



## https://www.napkin.ai

Brand Development and Launch Process



#### Marketing **Design Agency Project** Develops and **Brand Owner** Creates the Management brand's visual and implements Ensures timely Initiates and marketing conceptual and coordinated oversees the strategies identity brand strategy project execution

**Plates** 

Involves the

preparation of

printing plates

Converters

Handles the

conversion of

materials for production

**Packer** 

Responsible for

packaging the

final product

Repro

Manages the

reproduction of

design materials

**Brand Development Process Overview** 





## **TUESDAY 11 MARCH**

## INNOVATIONS & DEVELOPMENTS IN PACKAGING MATERIALS AND TECHNOLOGY