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- Peter Daniel,  
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Cover Story on page - 28

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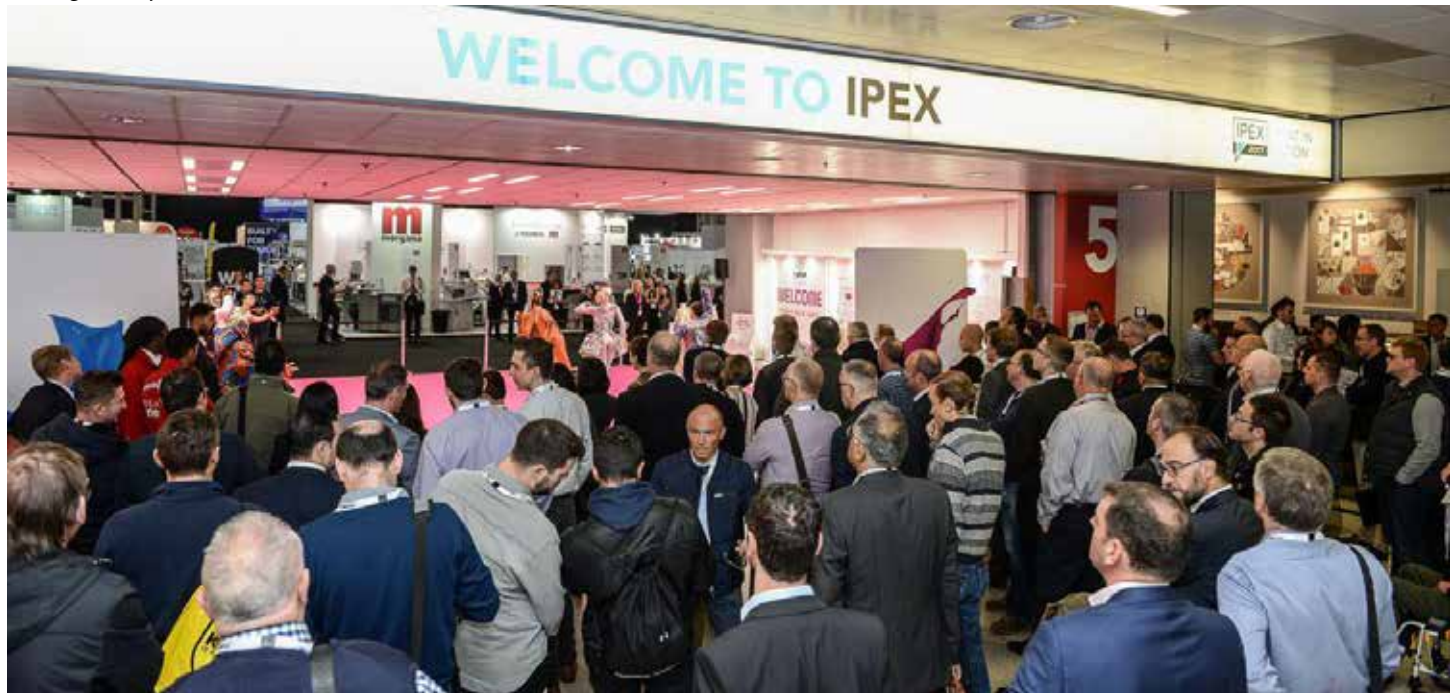
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# IPEX 2017 EXHIBITORS REFLECT ON ITS SUCCESS AND PLAN FOR THE FUTURE



Exhibitors have reflected on IPEX 2017 by responding with a positive outlook on the future of IPEX.

## BUSINESS BRISK AT IPEX 2017 - NEW, EXPORT AND USED EQUIPMENT SALES

The exhibitors including; Duplo, Fastbind, Friedheim International Ltd, International Finishing Systems (IFS), Lamina, Midland Machinery Supplies, Ricoh and Watkiss amongst others

confirmed that they sold a number of pieces of equipment from their stands at the just concluded UK's longest running international print show - IPEX 2017 from Tuesday 31st October up until Friday 3rd November 2017 at the NEC in Birmingham.

"The feedback we are receiving from various exhibitors, speakers and visitors about the event has been really positive. The level of

interest and sales activity has been impressive. We have not only seen local new equipment sales but also export sales. We have also heard of healthy sales activity in used equipment as well", commented IPEX Event Director, Rob Fisher.

## IPEX 2017 SUCCESSES

At IPEX 2017, Friedheim International secured the first UK sale of its MBO K80 combination folder which was

launched on the opening day of the show, as well as an MBO B26 and many other pieces of equipment. Friedheim's Managing Director, Mark Bristow commented: "We are extremely pleased with the show, and the success we have had with our new product launch. To have taken one order of a new product in the UK is great, but to have taken more than one is exceptional. The level of

[Continued on page 22>>](#)



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# To Readers

By Joju Adekanbi | jojuadekanbi@yahoo.com | 0803 862 9114

## WE SAY A BIG THANK YOU WITH A RESOUNDING HAPPY 2018!

Yuletide is here again. The Season to felicitate and honour Christ – The Reason for the Season. It is also the time that we appreciate and felicitate with you our loyal & avid readers, advertisers and patrons whose inputs have made our vision of positively influencing purchase decision in B2B industries indelible on the sand of time. To this we say a very **BIG THANK YOU**. And for the Season, we wish you and your family - Merry Christmas & a 2018 that is full of robust health, prosperity and unending joy.

From the bottom of our hearts, we say a **BIG THANK YOU** with a resounding happy 2018!

**BACK TO THIS ISSUE.** We start this edition loaded with latest information from around the world and Nigeria in our regulars: **PRINT IMPACT AROUND THE WORLD** (from page 12) and **PRINT IMPACT AROUND NIGERIA** (from page 14). There are also **SPECIAL FEATURES** on the happenings in the industry such as **WHERE TO PRINT VOX POP** (from page 21), **SPECIAL FEATURE INTERVIEWS** (on pages 32 and

36) and **POST SHOW REPORT** of UK's leading print and allied industry exhibition – **IPEX 2017** where **WHERE To Print** magazine exclusively participated and covered for your reading delight. I know you may be wondering; which international (print) trade exhibition is a **MUST VISIT** in 2018? Turn over to the next page to see some of the best and leading **INTERNATIONAL PRINT**

**EXHIBITIONS IN 2018.** To join the Official Nigeria Delegation to any of the listed event, just give me a call.

**BACK TO BUSINESS.** After recession, we've seen steady growth in short run prints (direct imaging), light packaging, and the likes across the market closing up 2017 Business Year. With what analysts believe, this trend should grow to about 30% in

the coming year. The question now is: which sector(s) in the industry will command investment attention and why? The answers to these questions form the focus of this issue's **COVER STORY** (from page 28) aptly captioned: **2018 PREDICTIONS FOR THE PRINT AND PRINT-RELATED INDUSTRIES.** It's a **MUST READ** if you're **Continued on page 10>>**



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looking at an investment in print for 2018! Flip over and enjoy the read! As I leave you to savour this edition, I will like to use this opportunity to again thank you

for supporting us over the past 12 months. We as a Team cherish your patronage and continuous positive criticisms.

Please continue to do good!

## INTERNATIONAL PRINT EXHIBITIONS IN 2018

S/N	EXHIBITION NAME	DATES	LOCATION
1.	SGI Dubai 2018	14 – 16 January	Dubai World Trade Centre, Dubai - UAE
2.	GOA 2018	22 – 24 February	Greater Fort Lauderdale, Broward County Convention Centre, Orlando - Florida, USA
3.	PROPAK East Africa 2018	27 February – March 1	KICC, Nairobi, Kenya
4.	Gulf Print & Pack Summit 2018	4 – 5 March	Roda Al Buston Hotel, Dubai UAE
5.	RT Imaging Summit & Expo 2018	22 – 23 March	Intercontinental Hotel Cairo Citystars, Cairo - Egypt
6.	International Sign Expo (ISA) 2018	22 – 24 March	Orange County Convention Centre, South Hall, Orlando - Florida, USA
7.	Global Shop 2018	27 – 29 March	Chicago - Illinois, USA
8.	FESPA 2018	15 – 18 May	Messe Berlin, Germany
9.	PRINT4ALL 2018	29 May – June 1	Rho, Fiera Milano, Italy
10.	IPACK-IMA 2018 (incorporating MEAT-TECH 2018)	29 May – June 1	Rho, Fiera Milano, Italy

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S/N	EXHIBITION NAME	DATES	LOCATION
11.	FESPA Africa 2018	12 – 14 September	Gallagher Convention Centre, Johannesburg, South Africa
12.	PROPAK West Africa 2018	18 – 20 September	Landmark Centre, Lagos – Nigeria
13.	Graph Expo 2018	September 30 – October 3	McCormick Place South Chicago - Illinois, USA
14.	All in Print China 2018	24 – 28 October	New International Expo Centre, Shanghai, China

**TO JOIN OFFICIAL NIGERIA DELEGATION TO ANY OF THE LISTED EVENT, CONTACT:**  
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## Print impact around Nigeria

Stories by Joju Adekanbi & Stephen Mangai

### STATE OF THE INDUSTRY: CIPPON AGM

On Tuesday 7th of November 2017, outgoing Governing Council of **Chartered Institute of Professional Printers of Nigeria (CIPPON)** inaugurated two Committees: Electoral and Sponsorship Request Committees on the proposed Annual General Meeting (AGM) of the Institute hitherto slated for March 2018 which is expected to birth a new CIPPON+Governing Council. The Members of these Committees are:

1. Alhaji Biliyaminu Alogba (Chairman).
  2. Mr. Lai Bankole.
  3. Mrs. Osasanna.
  4. Mr. Akeem Olayiwola.
  5. Mrs. Catherine Oluwale.
  6. Mr. Emmanuel Egu.
  7. Alhaji Lawal Abdullahi Oladimeji.
- Sponsorship Request Committee**
1. Pastor Olugbemi Malomo (Chairman).
  2. Mr. Okoroafor.
  3. Mrs. Yemisi Ayankoya.

4. Mr. John Oladipupo.  
 5. Mr. Joju Adekanbi.  
 However, based on the deplorable state of affairs of the Institute vis a vis the industry, CIPPON outgoing Governing Council has agreed to meet Elders of CIPPON Change Agenda Pressure Group - **The #CHANGE@CIPPON** on Tuesday 12th of December 2017 to discuss current state of CIPPON for the progress of the Nigerian printing industry in particular, and growth of print business in general. The Elders to meet the outgoing Governing Council are:

1. Mr. Babs Fashanu.
2. Mr. Femi Jalaolu.
3. Mr. Akinlabi Olawuni.
4. Princess Layo akare Okeowo.
5. Mr. Bayo Ogundogba.
6. Chief Ogundogba.
7. Dr. Anthony Azeez.
8. Mr. Akin Oduwale.

As the industry awaits the outcome of the meeting which was yet to take place as at Press Time, **WHERE To Print** will bring you exclusives as event unfolds through our other channels such **WHERE To Print WhatsApp Group** Platform and online – [www.wheretoprintmagazine.com](http://www.wheretoprintmagazine.com)

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# Print Impact Around the World

HEIDELBERG CELEBRATES WORLD PREMIERE OF PRIMEFIRE 106 WITH PACKAGING PRINTERS FROM EUROPE



More than 70 customers from 40 packaging manufacturers from all over Europe took advantage of an opportunity at the beginning of November for an in-depth visit to the packaging printing company MPS-WestRock in Obersulm. Part of the global WestRock packaging group based in Atlanta (USA), it is the first commercial user of Heidelberg's new digital flagship, the Primefire 106 for the 70x100 cm format. MPS-WestRock produces high-end packaging for consumer goods products in the luxury segment, and the technical requirements for the machines used for this are correspondingly high. These prerequisites offer Heidelberg the perfect platform to be able to extensively test and enhance the new machine in real-life operation.

"Our customers are extremely demanding," emphasized Managing Director Steffen Schnizer at the open house event. It is therefore important for us to use the most suitable machines for the specifications of the job. "For a long time, digital printing presses were not able to meet our customers' high standards for quality and color fidelity", he said. "The Heidelberg Primefire 106 meets these requirements." The extremely high density of 1200 dpi or more than 10 billion dots per printed sheet provides a level of sharpness and brilliance previously unknown in digital printing. Manufacturers of packaging for high-ends products in particular appreciate this.

...read more at [www.wheretoprintmagazine.com](http://www.wheretoprintmagazine.com)

## KONICA MINOLTA'S ACCURIOPRESS C6100 WINS INTERNATIONAL AWARD



An international industry award recognising "outstanding" technology in mid-volume production markets has been handed over during Konica Minolta's European Leadership Campus where senior executives hosted more than 1,000 retail partners from 53 countries.

Konica Minolta Business Solutions Europe was presented with award by Keypoint Intelligence and Buyers Lab International (BLI), at the event in Berlin, Germany, for dealers and distributors from Europe and Central and Middle East Asia.

BLI and Keypoint Intelligence are the global document imaging industry's

insight and resource organisations for unbiased and reliable information, test data and competitive selling tools. Konica Minolta's AccurioPress C6100 was awarded BLI's 2018 PRO Award as Outstanding Colour Mid-Volume Production Device with Fiery IC-315EFI Controller.

This recognised excellent, consistent image quality, superior productivity, media handling flexibility and outstanding job management capabilities. The digital production machine delivers on all fronts for users looking to maximise uptime.

...read more at [www.wheretoprintmagazine.com](http://www.wheretoprintmagazine.com)

## KODAK'S "PRINT FOR GOOD" CAMPAIGN MAKES A GLOBAL IMPACT ON LITERACY

Across the world, Kodak's Print for Good campaign supports communities with book drives, book donations and



the printing of school materials in support of increasing literacy.

Continued on page 30 >>

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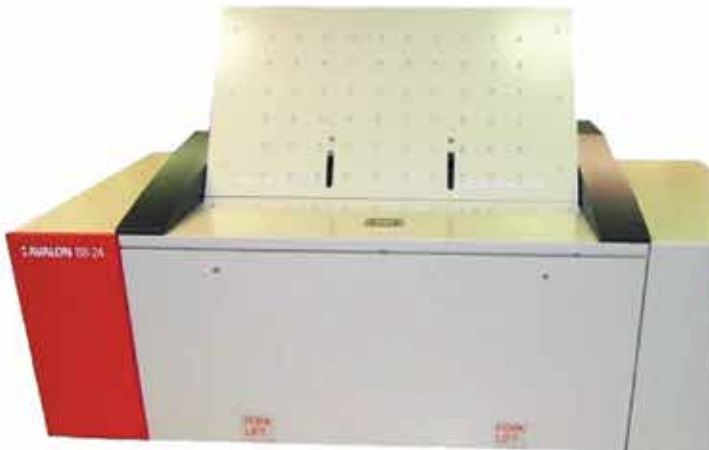
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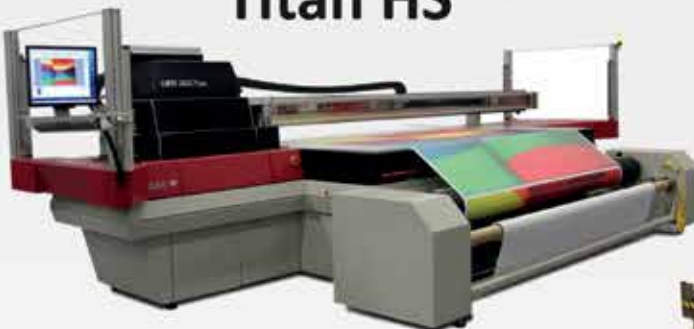


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# Print impact around Nigeria

Stories by Joju Adekanbi & Stephen Mangai

## PRINTERS IN NIGERIA CALLED UPON TO ENTER FESPA AWARDS 2018



We call upon printers from Nigeria to enter the FESPA Awards, which

recognise printers and signmakers from around the globe who have produced quality projects with technical expertise relevant to the application. Entrants for all categories in the FESPA Awards 2018 will be required to submit their work by 26 January 2018. Judging will take place from 28th of February till 2nd of March by an independent panel of industry experts.

South African printer Screenline won a bronze award for its branded table cloth in the Point of Purchase

Products - Plastic Category at the most recent FESPA Awards, held in Hamburg earlier this year. Director Nico de Greef stated that the company will use the award to motivate the team to keep striving towards printing excellence.

Christian M Walter, managing director of 2017 winner, Taller de Serigrafia, stated: 'There is no better publicity for a print studio than winning a prize as prestigious as a FESPA Gold Award. Anybody who is entirely convinced to have done something extraordinary

should send their submissions, as these awards are a major showcase for a printer's work and skills'.

The FESPA Awards are open to all print service providers and signmakers anywhere in the world, with categories spanning the full spectrum of the industry from commercial, packaging and wide format print to customer service and cross-media.

Entries will be judged on technique, colour, appearance, image definition, job complexity, use and creativity. The full list of awards criteria and judging deadlines can be found at [www.fespaawards.com](http://www.fespaawards.com)

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The full list of the 2018 categories:

1. **Point of Purchase Products:** printing on paper and board, including paper banners and backlit papers.
2. **Point of Purchase Products:** printed on all types of plastics, including plastic banners and backlit plastic plus lenticular, plastic printing in sheets, flexible or rigid.
3. **Posters:** single sheets and multi-sheets.
4. **Original Serigraphies:** giclees and fine art reproductions, books, brochures etc.
5. **Decals, printed labels, fleet marking, window decals etc.**
6. **Special effect:** screen printed over offset, digital or screen printed images and other innovative applications.
7. **Special effects on T-shirts and other garments:** embroidery, additions of pearls, metal, circuitry etc.
8. **T-shirts and other garments:** direct printing, transfers and roll-to-roll.
9. **Roll-to-roll printed textile:** decoration and pennants, banners, tapestries, draperies and other textile products (e.g. bags, scarves, ties, etc.)
10. **Glass, ceramic, metal and wood products:** tableware, tiles, glasses, mirrors curved and flat, direct printing, decals, glass and ceramic, metal and wood products, signs and objects.
11. **Direct printing on three dimensional products:** bottles, mugs, skis, packaging etc.
12. **Non-printed signage:** channel lettering, neon signs, signwriting, etching, engraving and dimensional signage, acrylics, non-printed vinyl etc.
13. **Functional:** compact discs, credit and phone cards, automobiles, IMD, fascias, dials, nameplates, signs, gauges, printed circuits and membrane switches, hybrid circuits, RFIDs, solar cells etc.
14. **Outside of the application-led categories, there are three separate categories:** Young Star, Best in Show and People's Choice.

Continued on page 24>>





# CIPPON TRAINS MINT ON INTRODUCTION TO COSTING & ESTIMATING

.....AWARDS CERTIFICATES.....REWARDS SPONSORS



At the just concluded 2-Day Mandatory Professional Training Programme for staff of the Nigerian Security Printing and Minting Plc (MINT) by Chartered Institute of Professional Printers of Nigeria (CIPPON) on INTRODUCTION TO COSTING & ESTIMATING (for the purpose of Cost Recovery and

Cost Control) which took place at Heidelberg Nigeria Training Centre with Award Ceremony at CIPPON Secretariat located at Ikeja Business Club Banquest Hall, WHERE To Print exclusively covered both events and reports them in images below:



INTRODUCTION... Joju Adekanbi



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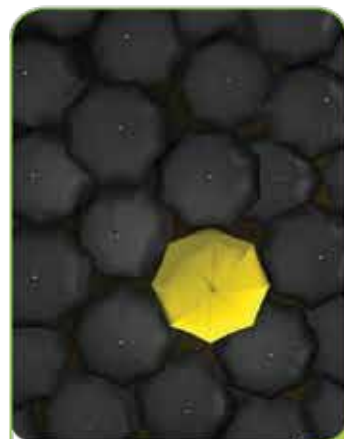
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## CIPPON TRAINS MINT ON INTRODUCTION TO COSTING & ESTIMATING

Chartered Institute of Professional Printers of Nigeria (CIPPON) recently put together a 2-Day Mandatory Professional Training Programme for staff of the Nigerian Security Printing and Minting Plc (MINT) on INTRODUCTION TO COSTING & ESTIMATING (for the purpose of Cost Recovery and Cost Control). At the end of the Training Programme which took place at Heidelberg Nigeria Training Centre, WHERE To Print chat up with top MINT Personnel on their opinion about the event as well as their plans for 2018. Read their responses below:

### 'I CAN SEE THE LIGHT AT THE END OF THE TUNNEL'

#### What is your impression about the training?

- Very timely and long overdue I would say. This will open the door for the Printing Industry in Nigeria to move forward. This training has exposed us to the realities of costing and estimating which is very vital in this business. I can see the light at the end of the tunnel

#### What is your plan for 2018?

- I will be retiring from my position in 2018 but I will do a lot of consulting in the Printing Industry so that we

can help professionals take their businesses to a greater height. I also plan to go into large scale farming because I am passionate about farming and that will be one of my main focus areas when I retire in 2018.

**Abbas Datti Mohammed**  
Manager, Technical Service  
– Marketing (Northern Operations)  
The Nigerian Security Printing and Minting Plc



### 'WE PLAN TO MOVE A STEP FURTHER AND EFFECT CHANGES'

#### What is your impression about the training?

- I am highly elated with the exposure that this training has exposed me to. I now have wider understanding on the area of Costing and Estimation on Print Jobs. This training should be sustained to enhance productivity in the Nigerian Print Industry.

#### Where would you like to see your organization in 2018?

- Printing has become a way of life

and its contribution to the Nigerian economy is huge and cannot be underestimated. We plan to move a step further and effect changes regarding new technology and apply the latest ideas we learnt about Printing in the coming year.

**James Ochai Agbo**  
Print Manager – Abuja Factory  
The Nigerian Security and Minting Plc



### 'THIS WILL HELP US TO KNOW THE EFFECTS OF OUR ACTIONS AND INACTIONS'

#### What is your impression about the training?

- Very interesting, wonderful and also timely. This has really exposed us to what is currently going on in the industry.

#### How do you plan to make your business more successful in 2018?

- We need more of this training and more education to enhance our performance in areas of costing and estimating. This will help us to

know the effects of our actions and inactions to better manage personnel, materials, tools and other resources to better add value for maximum output.

**Mrs Julian Onalo**  
Head – Bank Note Operations  
The Nigerian Security and Minting Plc



### 'WE HOPE THAT THE PRINTING INDUSTRY WILL EXPERIENCE BOOM IN THE YEAR 2018'

#### What is your impression about the training?

- This has come at the right time and at least 90% of input are imported and parts of the ink is produced locally though the pigment is still imported. We have more understanding of the issues regarding Costing and Estimating but we would also want to see that Nigeria can have that technology that will make us a global competitor. There is hope as the

country is gradually moving out of recession now even though individually Nigerians are not yet out of recession, but we hope that the Printing Industry will experience boom in the year 2018 and beyond.

**Mr. Balarabe Usman**  
Manager Productions  
The Nigerian Security and Minting Plc



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# Print impact around Nigeria

Stories by Joju Adekanbi & Stephen Mangai

## TECHNOLOGY GLOBAL TRAINS PRACTITIONERS ON TEXTILE SCREEN PRINTING TECHNIQUES



Mathieu Litzler of TIFLEX

Technology Global Services, representative of world's largest manufacturer of screen printing equipment for the graphic and textile industries in Nigeria - M&R recently put together a free practical training programme for practitioners in the industry on setting standard for innovation, quality, and service in textile printing.

Anchored by Mathieu Litzler of TIFLEX France, the practical

training cum Open House which was tagged **"TEXTILE SCREEN PRINTING TECHNIQUES"** took place at Technology Global Services office in Surulere – Lagos and extensively dealt with wide range of issues bothering on equipment purchase, inks, mesh, catalyst and all other consumables needed to get the best result from textile print business. WHERE To Print magazine exclusively covered the event and brings it to you in images.

Technology Global services limited



Group pix of some participants



## WHAT IS YOUR PLAN FOR 2018 BUSINESS YEAR?

*It is with merry heart that we roll out 2017 Business Year. Adjudged as one the most difficult and challenging years particularly for print businesses, at least the year has come and gone while we look forward to 2018 Business Year with optimism and great expectations. As the 2017 Business Year draws to an end, WHERE TO PRINT VOX POP Team went to town to sought to know industry stakeholders plans for 2018. Below are excerpt of their thoughts which will definitely be reviewed before end of 2018:*

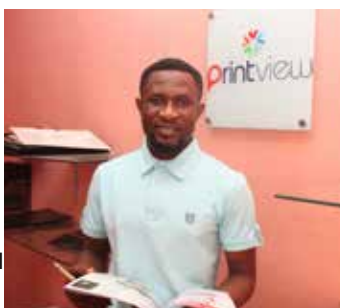
I plan to help a lot of companies in areas of staff training most especially in using Adobe InDesign Suite because many Graphic Designers in Nigeria are mostly using Corel Draw and this Software has not given the best results when it comes to printing jobs from the prepress. There are always errors reported during printing. I also want to help a lot of print companies get the best equipment in the Industry that will help their businesses maximize profit.



Personally, I want to grow bigger in terms of service delivery, profitability and overall positive impact to become a leading figure in Design and Print Industry. As a licensed Adobe trainer, I will impact many businesses with the necessary skills by way of manpower development in the effective use of Adobe InDesign Suite.

**OSENI OWOLABI, CEO - PRINTMAX**

Basically we as a company are doing things differently as you can see, we don't have printers here. We shop for our clients online; they tell us the kind of design they want and we do the job and deliver it to them. We are so focus on designing for Fashion Houses and Fashion-related businesses only. We plan to dominate this line of business as the market is so huge.



I personally want to work harder and push for dominance in my line of business until I become a household name. I have a unique idea that makes our work quite different from what everyone else is doing in the Design Industry. I plan to deliver the best service to our customers and help them sell their brand.

**RAHMAN HASSAN, CEO - PRINTVIEW LTD**

We are so hopeful that in the Year 2018, we will begin to experience business boom because the recession has badly affected our business this year.

We are hoping for more patronage from our customers in 2018 and we also plan to expand our business by opening even more offices as our strength can carry us. Acquiring the latest digital printing machines is so vital in our project for 2018.



Personally I want to be able to grow in terms of knowledge and capacity to deliver quality service to my clients. I also want to see my staff trained in the latest design software and print technicalities so that our company can better serve our customers and grow their businesses to the next level.

**TUNJI OKUNEYE, GM - DAMOND PRINT NIGERIA LTD**

As a company, we are strongly strategizing to reassure our customers of the best affordable services we can offer them. Pricing has gone up a bit because of the economic situation and we are hopeful that we can all come to a situation whereby we all are happy. I mean both ourselves the company and our customers. We are also hopeful that we would be able to expand our business by acquiring a modern press maybe a Direct Imaging machine (Konica). Personally, I want to improve on myself by attending Printers conferences in and outside the country and also train my staff in the areas of designs.

**OLAWALE BALOGUN, CEO - PRINT OUTDOOR AND INDOOR MEDIA LTD**



I am very positive and full of expectation for the Year 2018 because I believe many positive changes will take place in the Nigeria print business. I mean, things that have been making business difficult like unhealthy competition among printers, lack of information sharing and many more negativity. As a company, we have big plans to expand our business and maximize the opportunities therein. I will love to acquire a new printing machine like a Direct Imaging (DI), and also train myself and staff. Personally, I would like to be connected with networking opportunities like getting invites for seminars, conferences and exhibitions both in and outside the country. Printing business is very lucrative but we have to remove the bottlenecks so we can enjoy success.

**MR HENRY DAVID, MEDLANTIC COMMUNICATIONS LTD**



Continued on page 34>>



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# IPEX 2017 EXHIBITORS REFLECT ON ITS SUCCESS AND PLANS FOR THE FUTURE



interest that we have seen not only in the MBO K80, but also the general level of interest at our stand is testimony to the pedigree of IPEX."

Additionally, Jo Watkiss, Communications Director at Watkiss said: "We are very pleased with the high level of interest and attention which has been shown in all of our products. In particular, there has been strong sales activity on our stand for both Watkiss PowerSquare booklet makers."

Marine Kerivel-Brown, Duplo International Marketing Manager, adds, "IPEX was an important platform for our customers to see at first hand our new and innovative finishing applications, especially as we were launching our DuSense Sensory Coater. The DuSense drew a huge amount of visitors to our stand and certainly made people realise how they can elevate print to a very tactile, sensory experience. We also signed a number of deals such as an iSaddle for Epic Creative Print and a DBM600 for Deltor so the show was a real success for us."

## EXPORT SALES

Living up to the IPEX international reputation, export sales have also been a highlight of the show. Fastbind has been taking orders for book-binding equipment that will be on its way to Guyana and **Nigeria**.

As well as interest shown by visitors in new equipment, there has also been positive sales activity in used equipment, according to Midland

Machinery Supplies. "I'm really pleased that I made the right decision to invest in participating as an exhibitor at IPEX this year. The volume of visitors and business has been great. We've sold several machines already", commented Managing Director, James Gunn.

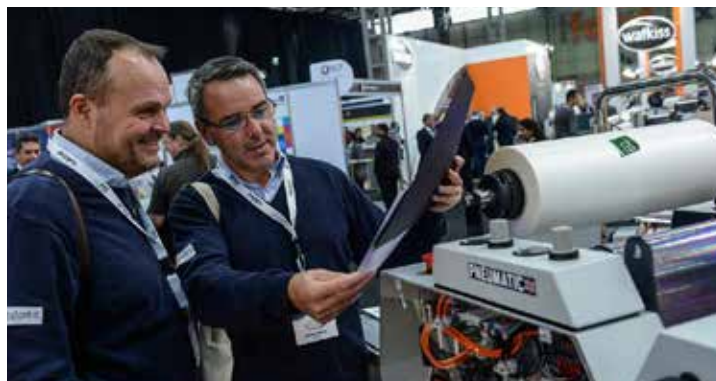
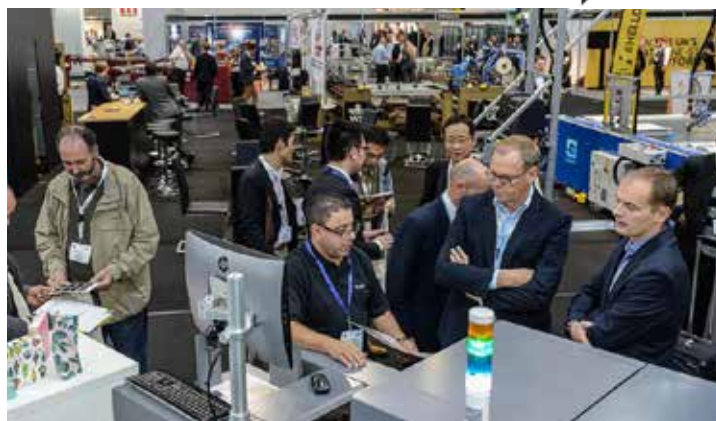
Bob Usher, Managing Director at Apex Digital Graphics comments: "Apex had an excellent show with the stand demonstrations blocking the aisle every 90 minutes. We have consequently signed orders and moved many prospects further forward to a closing position."

Bryan Godwyn, IFS Managing Director adds: "We are really delighted. IPEX has done a great job and we have worked hard to put on a great show for the visitors. I am genuinely pleased with it."

He continues, "We were pleased with customer loyalty in supporting this event and the quality of visitors who came. We are also excited about the amount of business we have been able to sign. We look forward to announcing more on those sales successes in due course. We have also made some great contacts."

Renz showcased its expanded portfolio of high performance finishing systems with the Argos F400 "Cold Lamp" LED UV Coater, super quick Bindomatic Accel Ultra and the Bindomatic Accel Cube thermal cover binding machines at IPEX. Iain Bullock, Renz UK Managing Director

[Continued on page 24>>](#)



Intelliquip Mr & Mrs Ayoola with PUNCH Mrs Diolulu



Intelliquip Mrs Ayoola @ WHERE To Print Stand at IPEX 2017







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## IPEX 2017 EXHIBITORS REFLECT ON ITS SUCCESS AND PLANS FOR THE FUTURE

says, "The quality of leads we have had have been very good. We have met many existing customers who have all come to see the latest additions to our portfolio. We have been very happy with the order value we have taken. It was great to be back and the NEC and, for us, it was a good show."

Sarah Large, Marketing Manager at Woodrow Mercer comments, "IPEX was a successful show for us as we met a good variety of genuinely interested visitors. It was a positive event and we are glad to have been part of it." Peter Swann, Digital Systems Sales Manager at Presstek

adds, "On our Presstek stand we received lots of new leads from the UK and abroad."

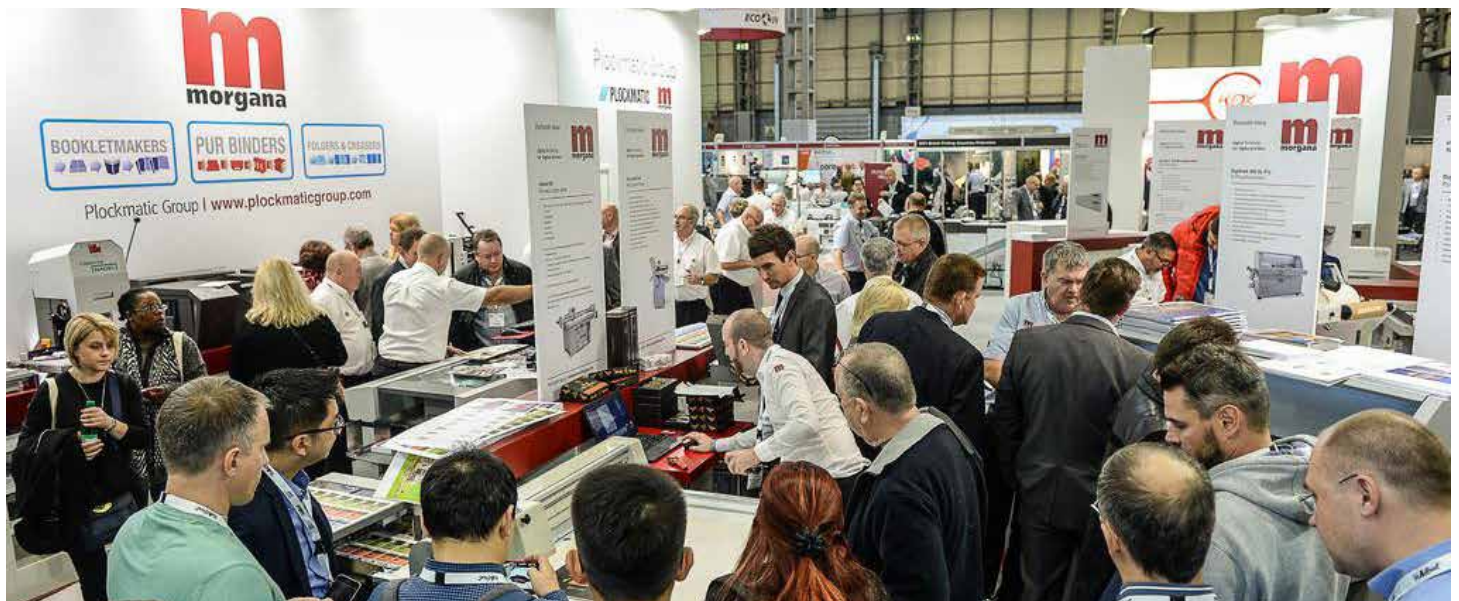
Richard Maclean, Director at Engelmann & Buckham comments: "I can report that Engelmann & Buckham had a very successful IPEX selling a number of machines from the stand including a SITMA SM10 envelope enclosing machine, rotary split feeders, a number of inc.jet systems and Integra Lifting Belts. We were also regularly demonstrating the C.P. Bourg Book Binder and have a number of contacts to follow up from this. For our new Principal's VITS and Graph Tech we also have a large

number of new leads to follow up, so hopefully we will have more good news to come!"

Event Director, Rob Fisher concludes: "I believe that the favourable feedback and quality of visitors that attended IPEX reflects positively on the overall success of the event. We wanted the exhibition and our theme of 'Print in Action' to offer a unique, colourful and memorable experience for all. We have delivered a ground-breaking collaboration with the London College of Fashion and provided visitors with over 30 hours of unique and informative conference sessions. The feedback we've had

from exhibitors and visitors indicates that we have achieved this, bringing a fresh outlook to the traditional print exhibition experience. Moving forward, we will further consult with the industry and hope to be in a position to announce our plans for IPEX in the New Year."

IPEX is the longest running print event in the UK, dating back to the 1880's and is an open, independent and professional print show which passionately supports a diverse printing industry.  
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From page 17 >>

## Print Impact



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partners of Canon in Nigeria - Tenaui Africa Limited has officially launched Canon imagePRESS C650 into Nigeria's digital print market.

WHERE To Print gathered that the imagePRESS C650 is specially designed for busy print production

## around Nigeria

environment due to its consistently impressive performance over high volumes offering excellent print quality at up to 65 letter-sized impressions per minute (in terms of speeds) The imagePRESS C650 other unique feature is the ability to print a variety of applications including newsletters, presentations, marketing materials, business cards, brochures, envelopes, and even banners up to 30 inches in length.

At the event tagged Canon UNLEASH PRINT EXHIBITION, Tenaui Africa

also use the opportunity to display other digital production printers (DI machines), large format printers and office document management

solutions as well as other Canon products. WHERE To Print was at the show and brings the event to you in images...







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*LITHRONE G29 offset press*



*LITHRONE G37 offset / UV printing press*



*Impremia IS 29 - 29-inch Sheetfed UV Inkjet Digital Printing System*



*Apressia CT 137 - automated and programmable Hydraulic Clamp Cutter*



# 2018 PREDICTIONS FOR PRINT AND PRINT-RELATED INDUSTRIES

After recession, bright is the word that comes for a vibrant marketplace. Across board, we've seen steady (if not strong) growth in short run prints (direct imaging), light packaging, labeling, converting, and textile printing across the market closing up 2017 Business Year. Analysts believe, we should be looking at 20 to 30% growth rate in the coming year. The question now is: which sector(s) in the industry will command investments attention and why?

## CAPACITY BUILDING

One of the biggest investment areas in 2018 will surprisingly be in **talent**. Highly trade specific industry as the graphics industry depends mostly on skillful, talented and versatile **human resource**. WHERE To Print gathered from interactions with stakeholders that owners most often than not do not get enough from their operators/managers to grow their businesses. Interestingly, one cannot count on government for anything these days. That is why there is a huge capacity building gap to fill with investment potentials estimated at over N2Billion in annual turnover. The question is: who will make it an investment priority as a business concern in 2018? Who will invest in practical, result-oriented training institute to grow industry workforce?

## DIGITAL PRINTING

Digital printing market analysis shows that the industry will grow from \$131.5 billion in 2013 to \$187.7 billion in 2018, a compound annual growth rate of 7.4%. Digital printing trends dictate that the share of the total print market will grow from 9.8% in 2008 to 20.6% in 2018.

A new study from Smithers Pira - **The Future of Offset vs. Digital Printing to 2018** - shows how the issue of direct competition between digital and offset printing is a daily occurrence for print service suppliers, in determining which process they should use for a particular job. Digital printing trends in improvements in productivity and reliability are making digital printing more cost effective over higher runs. Digital print can be produced quickly, with no time in platemaking, reducing the turnaround time of jobs. More printers will add a digital printer to

their production armoury to optimise output and minimise unit costs. Innovative use of digital printing for new products, while improving service levels, can help printers avoid offset printers becoming a commodity. Smithers Pira forecasts that digital printing trends will impact a strong growth in the industry from 2013 to 2018, led by **inkjet technology**.

### Are you ready for digital inkjet?

Printing companies experienced in digital workflow and operate in a fast turnaround environment will be suited to digital inkjet production. It's also helpful if they already:

1. Produce products from roll-fed presses.
2. Integrate data with variable output.
3. Train their workforce on multiple machines.
4. Control colour across all their output devices.
5. Use speciality substrates, inks and coatings.

If you are thinking about adding digital inkjet, WHERE To Print advises that you should take these considerations to heart:

- \* Printers who can get up to speed quickly in digital inkjet can, according to customer testimonials, recoup their investment within one to two years.

- \* A company preparing to be sold or merged should show 36 months of profit in order to optimize their valuation. If Return On Investment (ROI) takes 12 to 18 months, then a five-year horizon to sale or merger would allow for a three-year period to show growth.

- \* A company that is stable but not growing could inject a flush of new customers by adding digital inkjet,

which would increase attractiveness to a potential buyer.

- \* For those already showing sales growth and profit, adding digital inkjet diversifies workflow options and expands product offerings.

- \* A company using digital inkjet would be well-positioned for acquisition by a company in the label, packaging, book printing or transactional printing sector, as these would be complementary offerings.

Expand your product diversity  
As you plan ahead 2018, one growth opportunity that offers diversification



for a commercial printer is short run book printing. Aside this, digital inkjet is also well-suited for products such as:

- \* Custom photo books.
- \* Yearbooks.
- \* Annual reports.
- \* Curated collections.
- \* One-off or variably printed products, such as versioned magazines.

## NARROW WEB LABEL PRINTING AND CONVERTING

The past 12 months have shown what makes narrow web label printing and converting such a vibrant and exciting sector of the printing industry. And as the calendar moves into 2018, WHERE To Print sees no signs of a slowdown. Momentum will carry over into the New Year, and companies that are not current players in the space are going to continue to look toward labels and converting as a potential

area for growth.

And due to the fact that innovation is fueling the growth of the label industry on both the converter and supplier levels, brand owners and end users are getting accustomed to and now demanding innovative, personalized labels. The bar has been set high, and we anticipate more moves like this for 2018. Converters considering the purchase of a digital label press found ROIs to be far more compelling than previously, to run flexographically.

As we move into 2018, higher-speed digital hybrid presses, coupled with right-priced consumables, will make those former breakeven points between flexo and digital almost non-existent. This does not mean an elimination of flexo, but rather an optimization of job and asset management. Converters who take advantage of all-digital workflows and single-pass digital hybrid printing with product decoration and converting, will free up space in their flexo work centers to run larger jobs more exclusively. This flexibility in job and asset management will yield more sellable units, lower costs and ultimately higher profits for the entire operation.

With the growth of application methods for metallic decorating, there is sure to be a continued upsurge in the use of foils and metallic finishes. The ease and speed offered by digital finishing will spark the use of more foil and coatings on products such as direct mail, greeting cards, invitations, report covers and other printed materials. And, with the increased exposure, there is bound to be growth in more conventional decorating techniques, such as offline spot UV coatings and more conventional foil stamping and embossing.

Continued on page 29 >>



In addition, inline finishing and decorating methods, such as inline cold foil, will continue to see growth in 2018 for both folding cartons and labels. Cold foil and other inline foil on narrow web flexo and digital presses open up new opportunities for foil because of overall decreased costs to produce the decorated carton or label.

## PACKAGING

Packaging is the growth engine for global print with volumes and values forecast to grow. There is no substitution by electronic alternatives, and this growth sector has been identified by many digital press suppliers as the best future opportunity. This is reflected in the number of press launches and concepts at trade shows and under non-disclosure agreements by both from specialist digital press developers, and analogue equipment suppliers.

According to The Future of Global Packaging report, sales of packaging are concentrated in Asia, which accounted for 36% of the total in value terms in 2012. North America and Western Europe totalled shares of 23% and 22% respectively. In 2012, Eastern Europe was the fourth largest consumer of packaging with a global share of 6%, closely followed by South and Central America with 5%. The Middle East represents 3% of the global demand for packaging, while Africa and Australasia each have a 2% share. According to the study, this segmentation of the market is expected to change significantly by 2018; Asia is predicted to represent over 40% of global demand, while Africa (nigeria) will improve significantly.

The report explores the numerous reasons for this expected growth in the world packaging market, including technical developments, cost per package, sustainability initiatives and, perhaps most importantly, the growth of the consumer class. The growth of the packaging industry is also being driven by a number of trends such as growing urbanisation, investment in housing and construction, the development of retail chains and the burgeoning healthcare and cosmetics sectors that are driving packaging demand in emerging economies. In nutshell, an increase in living standards and personal disposable income in the developing regions fuels consumption across a broad range of products, with subsequent growth in demand for the packaging of these goods.

In terms of economically developed markets, a number of key social and market trends have been having a major impact on developments in packaging over recent years. These

include: the trends towards smaller households and accompanying rise in demand for more, smaller pack sizes, the increasing requirement for convenience among consumers, and the growing number of men interested in health and beauty products. With these highlights, observers believe this is the time to invest in packaging print business.

## INDUSTRIAL AND FUNCTIONAL PRINTING

Smithers Pira's report - **The Future of Functional and Industrial Print to 2022** - values the industrial and functional print market at \$76.9 billion in 2017, expanding to \$114.8 billion by 2022. Asia is the largest region, reflecting the concentration of manufacturing there, with large printing companies supplying electronics and environment materials, films and interior décor materials.

Historically decorative printing of décor and laminates was the biggest sector, responsible for a third of the total value. Smithers Pira in-depth analysis identifies four main growth applications in industrial and functional print and discusses the general move towards greater integration of digital print technologies:

### 1. Décor and laminates

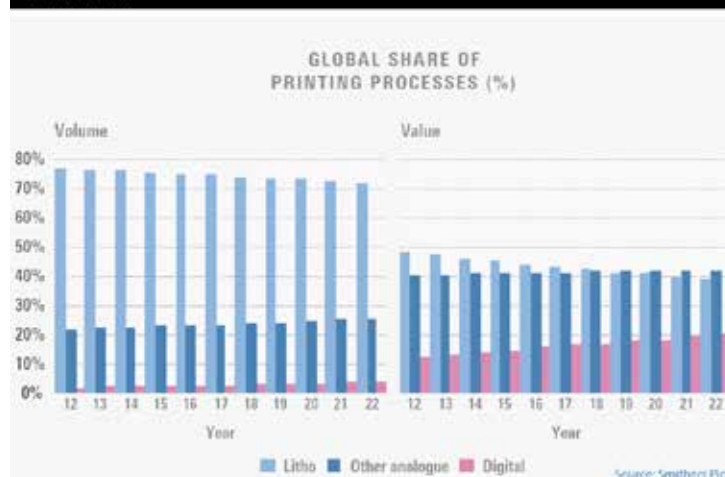
Print is widely used to decorate the surface appearance of much furniture and surfaces. Rotogravure dominates this market, where it is used to print paper that is processed into laminates for work surfaces, furniture, flooring and wallcoverings.

The market shows consistent growth between 2012 and 2022, reflecting the growing construction sector and the demand from more affluent consumers for pleasant interiors. There are growth potentials in institutional and office buildings, in both the public and private sector where organisations require branding. There are also emerging niche opportunities. For example with the wide use of online travel review sites, hotels are increasingly keen to deliver a fresh experience. A 'TripAdvisor effect' has been identified, with the claim it reduces the hotel renovation cycle from every seven years to every five years, consequently boosting the market for printed décor. The value of the décor and laminate print market in 2017 is over \$15.8 billion and this will grow by an annual average growth rate of around 4% to 2022 when it will be worth \$19.6 billion.

### 2. Electronics

Using print to produce electronic items – membrane switches, RFID, circuitry, displays and photovoltaics – is already big business for many

FIGURE E.1 Litho, analogue and digital print market development, 2012–22, in value and volume terms



suppliers, and emerging applications in device and component design will continue to create new opportunities. In 2017 this market segment is sized at \$28.8 billion and will rise to a \$47.8 billion valuation by 2022. The printing of electronics is still an evolving technology. It opens up a host of design opportunities and will enable the creation of a range of futuristic electronic devices. Printed electronics allows electronic functionality to be delivered on a far wider range of substrates than conventional methods. Therefore, many large, innovative electronics companies making smartphones, TVs and displays, lighting and solar panels are using printing as part of the production process.

### 3. Digitally printed textiles

The global printed textile market is huge, estimated at over 32 billion square metres of output annually. Printing with inkjet is becoming increasingly significant as fashion trends become ever more changeable - the adoption of inkjet textile printing is supporting 'fast fashion', with much quicker response times available to retailers. There is strong growth in the sector as the \$321 million market in 2012 rose by 351% to over \$1.1 billion in 2017. This is set to accelerate, expanding at annual growth rate of 14.3% to 2022, a value of 2.1 billion.

Inkjet printing allows the supply chain to be shortened and made more flexible. There are many t-shirt printers offering a web-to-shirt service, where the buyer uploads their own unique image to be printed on to a garment on demand. The printing takes a large part of the value and will be done close to the buyer. For a fashion collection, stock-outs may be avoided by printing and making popular sizes and styles locally in small quantities. This makes higher manufacturing cost less of a problem, and internet retailers can extend this with only commissioning the product after a sale has been completed online. Increasingly, supply

chains are being pressured to provide greater flexibility, which inkjet textile printing is able to provide.

### 4. 3D Printing

The global 3D printing business is maturing, with some of the hype around the subject settling down. Various technologies have been proven to make functional parts and items in many industrial sectors cost effectively at low production runs. Users and service providers are exploring how business models may change with 3D print-on-demand systems closer to the point of use. 3D printing is a proven tool in industrial and commercial sectors, boosting design and rapid prototyping in many sectors and becoming a production tool for the complex moulds, tooling and dies used to form commodity metal and plastic parts.

Companies in the aviation, aerospace, automotive and medical sectors have all embraced the adoption of 3D print into industrial and commercial applications. 3D printing techniques are rapidly evolving toward broad acceptance and integration into the global manufacturing environment. The value of the professional 3D printing market output will be \$21.4 billion in 2022 as applications broaden, representing an annual growth rate of 12.3% for the five-year period.

## CONCLUSION

It can be assumed that technology will continue to direct the future of our industry, specifically the kind of products and materials to which clients will gravitate. In conclusion, as there will be an overall increase in growth of all areas enumerated, this is the most apt time in the history of printing business to avail yourself of the huge potentials in the industry, now and beyond. There you have it! Our 2018 predictions: are you ready to take up the opportunity?

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## Print Impact Around the World

**PRINT FOR GOOD!**

communities throughout Europe, United States, Asia, and the Middle East.

In 2017, highlights of the programs that Kodak teams supported include local literacy initiatives and partnerships

stretching from Kodak's headquarters in Rochester, New York to rural communities in India and Haiti.

...read more at [www.wheretoprintmagazine.com](http://www.wheretoprintmagazine.com)

Because of the tremendous efforts of Kodak's employees, print customers and local literacy partners, in its first full year the program placed approximately 30,000 books and school materials in the hands of thousands of children in

### KODAK INTRODUCES ACHIEVE NEWS PLATESSETTER



delivers the stability and reliability of Kodak's thermal CTP technology at an affordable cost, enabling publishers to print exceptional quality and consistent, vibrant color images to attract both readers and advertisers.

Available in early 2018 worldwide, The ACHIEVE NEWS Platesetter arms newspaper printers with a host of features that drive more speed, efficiency, and control into their platemaking process, while also improving their operation's sustainability.

...read more at [www.wheretoprintmagazine.com](http://www.wheretoprintmagazine.com)

As newspaper publishers look for new ways to streamline their operations and rein in costs, Kodak introduces the latest addition to its highly automated thermal CTP portfolio for newspapers at IFRA World Publishing Expo. The new KODAK ACHIEVE NEWS Platesetter

### KODAK OPENS INNOVATIVE NEW FLEXO HUB IN BRUSSELS



joined by clients, industry partners and media representatives – celebrated the inauguration of the new Kodak Flexo HUB in Zaventem, near Brussels.

With the Flexo HUB, Kodak has created a unique facility that gives its vision for technological progress and continued expansion of the flexographic process in packaging production a dynamic framework. As an interactive platform, the Kodak Flexo HUB will promote cooperation between Kodak, flexo printers, trade shops, brand owners, technology suppliers and industry associations. In addition to presenting innovative flexo solutions from Kodak, a key role of the new center is to highlight a host of real-life packaging projects in which Kodak technology makes the crucial difference.

...read more at [www.wheretoprintmagazine.com](http://www.wheretoprintmagazine.com)

New flexo packaging technology center opened as interactive platform for further progress in flexo packaging printing

Kodak, one of the world's leading suppliers of systems and production solutions for packaging and label printing, is boosting its global commitment to flexographic technology. On September 25, 2017, the first day of Labelexpo Europe 2017, the company –

### FUJIFILM'S CO2 EMISSION REDUCTION TARGET FOR FY2031/3 APPROVED FUJIFILM

FUJIFILM Holdings Corporation has announced that its CO2 emission reduction target for the fiscal year ending March 2031 (FY2031/3) has been approved by the international environmental initiative, Science Based Targets (SBT) initiative, as the target based on scientific basis for achieving the "2 degrees Celsius" goal set out under the Paris Agreement.

The Fujifilm Group drawn up the "Sustainable Value Plan 2030 (SVP2030)" in August 2017 as a new CSR plan targeting for FY2031/3 to contribute to achieving goals for resolving social tasks, as set out in the Sustainable Development Goals (SDGs) promoted by the United Nations and Paris Agreement.

...read more at [www.wheretoprintmagazine.com](http://www.wheretoprintmagazine.com)

## Print impact around Nigeria



### PRINT ACADEMY RELEASES 2018 TRAINING CALENDAR

One of the nation's foremost dealers in innovative digital printing machines, solutions, office documentation and preferred partner and distributor of Brother International (FZE), Skysat Technologies Nigeria Limited Industry manpower development partner of choice - Print Academy Consulting Limited has released its First Quarter 2018 Training Calendar with special focus on growing and sustaining small and medium scale print businesses through practical, easy-to-assimilate and value-driven sessions with industry veterans.

Starting with Lagos from 18th to 19th of January 2018 with Courses on D.T.G & Screen Printing and Sales & Marketing to Enugu in February 2018 from 19th through to 22nd on Courses such as Costing & Estimation, Print Management & Leadership, Sales & Marketing, CTP, CTcP, and D.T.G & Screen Printing Training. The last month of March in the 1st Quarter will come back to Lagos with topics such as Costing & Estimation, CTP, CTcP, Sales & Marketing, and Print Management & Leadership from the 20th to the 22nd of March 2018. According to Print Academy Consulting Limited Managing Director - Mr. Rotimi Johnson, the training topics were carefully chosen after an intensive interaction with key stakeholders in the industry particularly owners, investors and human resources managers on



likely areas to bridge the knowledge gap in the industry towards building capacity with performance, value and success of any discerning print & allied organization. "The later part of 2017 was quite exhaustive for us because we used it to interact with print and allied stakeholders and we had an excellent overview of the industry. The result is the carefully selected topics to bridge the knowledge gap in the industry towards building capacity thereby help create values that drive performance with high return on investment", explained Johnson.

WHERE To Print further gathered that with as little as N10, 000 participants enjoy a refreshing practical training with networking opportunities, training manuals, refreshments and certification.





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# 'WE WANT TO HELP PEOPLE WHO UNDERSTAND THAT DIGITAL IS THE FUTURE'

- XEIKON DEALER MANAGEMENT EMEA, PATRICK PITTOORS

Two genre of printing are considered fast-growing even in the face of depressed and discontent economies. These are labels and packaging print businesses. Though there no gainsaying the fact that the print market is more than ever before tilting towards short runs from more demanding customers, observers believe that with the right equipment backed by the right service supports – print investors should be assured of high return on investment within a short period of time. That was why *WHERE To Print* sought out the opinion of one of the fastest growing digital print equipment manufacturers – Xeikon to know which equipment is suitable for the Nigerian market. We spoke with **Xeikon Dealer Management EMEA, Patrick Pittoors** who happens to be on familiarization tour to his customers in Nigeria. Read excerpt below:

## Why are you in Nigeria?

After six successful years in Latin America starting from zero installation to an installed base of 45 machines, I was asked beginning 2017 to move to EMEA region and to look after the dealer business. This is my first time in Nigeria to see our customers, know more about the market and see where we can help.

## What is your assessment of business activities so far, so good?

Nigeria has a lot of potentials especially with a huge internal market because of a huge population. Though there was the economic recession, I see a lot of potentials in Nigeria and I have good hopes that the business will start to pick up from next year on and we will start seeing capital investment again.

## What are the challenges you see in Nigeria?

Instead of talking about challenges, I will like to focus on the opportunities in this market. That is why I think businesses need to pick up. I believe the graphical industry will have a need for very good machines to differentiate products. We at Xeikon are ready to help our customers with very industrial machines with great quality to achieve this. With the right marketing efforts I believe we can make a difference.

## Which of these machines do you think is best for Nigeria?

We have different applications suitable for Nigeria market. One is the Xeikon label printer. Digital label market is growing every year because production runs are becoming smaller and smaller. Together with an easy handling of variable data, no overstock, ecology friendly is what makes out dry toner based label printers so attractive. As an extra the same printer can be used to do short run folding carton also.

Second, we have our Xeikon commercial printers. Very versatile, can do about everything and customised to suite customer order. They combine quality with productivity but flexible enough to meet tighter deadlines.

## Any plan to grow Nigeria business?

My plan is always to grow the business. I want to sell printers to companies that have production or who understand how to sell a digital product. We like to sell our machines to customers who know how to commercialise our machines. My job is to find those customers in partnership with our Nigeria partner – Technology Global. I understand that Africa is not Europe however; we want to help people who understand that digital is the future by that we

XEIKON



Xeikon Dealer Management, EMEA - Mr. Patrick Pittoors



Xeikon's Patrick Pittoors with happy customer Immaculate's Emmanuel Ezeh in Enugu

will grow our business. This is what I hope for.

## What about the issue of support?

That's the reason we're working with Technology Global Services an established company with good ethical principles. Their support is excellent. They have 2 trained service engineers who went to a 3 weeks training camp in Belgium. This training allows them to give good first and second line support. In case of a very serious problem, they still have back up support from Belgium. On credit support, we have the support of Belgium Export Bank for any of our customers who meet the criteria. On the other hand, I hope Nigerian Banks will also support the industry to grow

the economy of Nigeria.

## On a lighter mood, being your first time in Nigeria – what do you think about the country and the people?

Very interesting; the people are very nice. My impression about Nigeria is very good. The weather is very warm and comfortable now. I'm pleasantly surprised about Lagos. I've heard that the traffic is terrible but so far, the traffic in Lagos has been very okay even better than some places I've been to. I guess I have been lucky. But still a lot to see in Nigeria. Too bad you don't have time to visit the very nice places when you are on business trip.

## Thank you for your time

You're welcome and nice meeting you.







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## WHAT IS YOUR PLAN FOR 2018 BUSINESS YEAR?

*It is with merry heart that we roll out 2017 Business Year. Adjudged as one the most difficult and challenging years particularly for print businesses, at least the year has come and gone while we look forward to 2018 Business Year with optimism and great expectations. As the 2017 Business Year draws to an end, WHERE To Print VOX POP Team went to town to sought to know industry stakeholders plans for 2018. Below are excerpt of their thoughts which will definitely be reviewed before end of 2018:*

I and my team are working very hard to ensure that we succeed in 2018 and even beyond. We are grateful so far with our progress because we just moved into our new office building and we are putting finishing touches to make it more conducive for business. We want to be able to buy one or two printing machines possibly a Direct Imaging (DI) machine because that is the current trend in print business. I know that customers will likely not patronize print companies who don't have the latest equipment to deliver their jobs with quality and in a timely manner.

**REMI ATANDA, MD - ATAREX VENTURES LTD**



We will be so fulfilled if we can be able to purchase and install a Direct Imaging (DI) machine that can do so many jobs (all in one). We will also train our staff to be able to operate the equipment efficiently allowing us to make so much progress in our business in 2018 and beyond. We are highly interested in opportunities that will expose us to even bigger openings and successes. I mean we want to network; we want to connect to those who are ahead of us in the industry.

**ISMAIL AKINDELE, MANAGER - IXMY PRINT LTD**



Our expectations for the Year 2018 is to be able to buy a large format Galaxy Machine because it is more affordable and has cheap accessories. Also many of our customers look for cheap prices and high quality at the same time. With that, we will be able to serve our customers even better. We are going to be proactive in the area of manpower training and we are also looking forward to opportunities to network and attend events such as conferences, workshops and exhibitions.

**SAMUEL O. OKHIULU & GODWIN UNUNG, DIRECTOR - STEPCHRIS NIGERIA LTD**



In the Year 2018, we plan to purchase a CTcP and large format printing machines which will really help our business deliver the best quality service to our customers. Sometimes we lose jobs because we sometimes don't have the right equipment to take on certain jobs as a result we lose customers too. Any opportunity to start getting invitations to printers workshops, and other related events will be highly appreciated.

**IOKYAAN CLEMENT, MANAGER - MOVA INDUSTRIAL PRINTING & DESIGN**



My company is working to rebrand in the area of business methods that will yield the much needed dividends. In the Year 2018 we hope to expand our office and have more staff and equipment to run even a bigger business. Training is also a priority and if we have the needed funds we will buy new printing machines. All these come with a huge financial cost and we hope to attain that in the Year 2018 going forward.

Personally I will love to have the opportunity to be invited to printing events such as seminars, workshops and exhibitions in and outside the country to remain current and connected to the latest happenings in the industry.

**AJIDAGBA OLUSHOLA, CEO - F.M INTERNATIONAL**



We plan to expand our business by the Year 2018. We plan doing that by opening new office, purchasing of a large format, direct printing (DI) and cutting machines. Training of manpower is very vital and we are going to ensure that all our staff are better trained for effective service delivery to our loyal customers. We are also interested and looking out for opportunities for networking among other professionals in the industry through workshops, conferences and exhibitions.

**EDRIS ADEKUNLE, BUSINESS MANAGER - DIGICODE AFRICA LTD**



We are working as a company to further our business in 2018. We really want to procure web offset and Direct Imaging machines. Also finishing and binding machines. We believe that when we acquire these machines, our business will move to an enviable height in the Year 2018 and beyond. We are very much interested in networking opportunities that will help us remain current with that latest happening in the printing industry, like seminars, workshops and any related exposition.

**VINCE OBASI, MANAGER - GRAND ANGLE CREATIVE**



Our plan is to make our customers happy in the 2018 and beyond. Our target is to acquire a large format Print and Cut Machine. With these, we can do many jobs that were hitherto beyond our company capacity and we can keep our customers coming to us always. Please help connect us to print events so we could participate and know what is currently going on in print business.

**ODUNTAN QUAZIM, OWNER/CEO - ARTLINE COMPANY LTD**





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# 'AVT SOLUTIONS SAVE COST, REDUCE WASTE AND INCREASE CUSTOMER SATISFACTION'

Global leader in print process control, quality assurance, and press control - Advanced Vision Technology (AVT) along with its Nigeria partner - Technology Global Services recently introduced into the Nigerian market an extensive range of automatic print inspection and quality management solutions for the labels and packaging industries. At a seminar themed "SAVING BY INSPECTING" in Lagos, WHERE To Print magazine together with other trade media, caught up with AVT President, EMEA, Mr. Walter Nackaerts who spoke on how AVT systems can help save cost, reduce waste and increase customer satisfaction by detecting the full spectrum of typical print defects such as colour variations, mis-registration (including varnish mis-registration), misprints, spots, text, streaks, scratches, splashes, scumming, edges, bends and more. Below is an excerpt of the interview:



AVT President, EMEA, Mr. Walter Nackaerts

## Why are you in Nigeria?

We noticed a very big void in terms of print inspection in Nigeria today so we decided to help the market with our solutions.

## Why should printers opt for an AVT system?

Speak to any printer and they will tell you that printing is not an exact science. Not all printing systems are the same and a lot of things can go wrong. But for sure, all printing systems will have defects. AVT draws its distinction from being the unrivaled leader in advanced print inspection and digital press control solutions. The company offers a variety of tailored solutions for short-run print jobs and digital workflow. AVT's integrated solutions are designed to enhance print quality via automatic online and offline inspection and sophisticated colour measurement and control synchronized with other vision-centric press controls. The company's solutions address key industry challenges including lack of automatic, long production setup cycles, waste materials, increasingly stringent demands for image quality

and inadequate process and quality control.

## How do you think Technology Global Services will handle the above mentioned markets in terms of customer service and support?

Having on-site local service and customer support is a must for AVT. And we are lucky to have a certified local partner with Technology Global Services. Being certified means having the correct levels of knowledge but also having hands-on access to all our systems, software and product information. All this backed by our own engineers. It is important for us to have locally trained and certified engineers to support our customers' growth in the region.

## Is there any specific temperature level required for AVT system to work?

No. The environmental temperature required for a press to print quality is enough for our system. Basically, we are integrated on the press so if the press works at a given temperature, it will also work for us.

## What is your strategy to introduce the AVT systems into the Nigerian market?

The first step was this educational seminar. It was the first event organised with our partner – Technology Global Services. We know that Nigeria is a big market and we are on a steep learning curve. Not only to market our systems but also to learn to fully know our customers. Next, we will work on a strategic plan of action with our certified partner. Another important factor to take into account is that the market is driven by the brand owners' expectations. The brands have to be correctly represented correctly through their point of sales but also their logo and corporate colours need to be printed correctly. As a result, we can say that it is the brand owners that drive quality control with the converters, and that ignite the market needs and opportunities. Nigeria needs to prepare for these specific requirements. Take Coca-Cola brand for instance. The colour of the label on your drink in Europe, in America or in Nigeria should be exactly the same. This is what brand owners strive to achieve on a global level and this is where AVT can help with its tailored solutions, that were created

to precisely meet these demands.

## What your vision for the industry?

In the future, we see more and more printers and brand owners asking for print inspections. They are going to require more control on the output and will also ask for more inspection control on their presses. Our recent acquisition by the Danaher's Product Identification Platform will enable us to bring more innovative and connected solutions for the packaging and label value chain. AVT's in-line inspection systems are used by the world's top packaging and label converters to improve product quality and efficiency of their operations. Many of the same customers are served by X-Rite and Esko, market leading companies within Danaher's Product Identification Platform. Combining AVT's strong position in print inspection and quality control with X-Rite's colour inspection capabilities, and Esko's packaging workflow will enable all three companies to offer solutions that simplify the management of complex packaging value chains for both packaging converters and brand owners. We look forward to a very bright future in Nigeria and elsewhere.



AVT President, EMEA, Mr. Walter Nackaerts and MD, Technology Global Services, Mr. Akin Oduwale

## About AVT

AVT is the global leader in print process control, quality assurance, and press control for the packaging, labels, and commercial print industries. Backed by state-of-the-art technology and field-proven solutions, more than 7,000 AVT systems are installed at customer sites worldwide. AVT is headquartered in Hod-Hasharon, Israel with sales, marketing, and support offices in the United States, Europe and China. Visit [www.avt-inc.com](http://www.avt-inc.com)

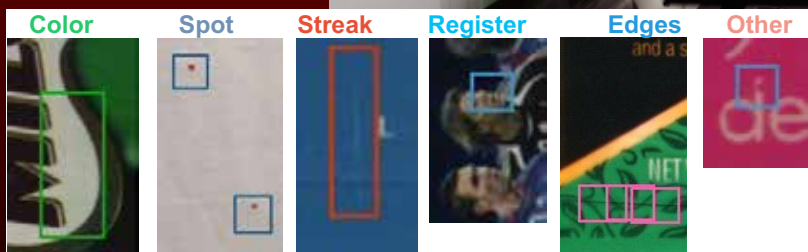


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# BUILDING CAPACITY FOR THE GROWTH OF PRINT IN NIGERIA



## PREAMBLE

As we all know, Nigeria has been in recession since sometimes in 2015 and this peaked in 2016. We have just been told that we have exited recession in the month of August 2017 and of course the impact can only be seen or felt in our day-to-day lives and businesses in the next 6 – 12 months.

Without taking too much of your time, let us go to the business of the day. In my presentation, I would prefer to use Capacity building instead of Building Capacity since both terms are the same but just put in different order and would like to also adjust the topic of the discussion to Capacity Building for the Sustainability and Growth of the Print Business in Nigeria.

## WHAT IS CAPACITY BUILDING?

- Why should the focus be shifted towards building capacity to sustain and grow print business?
- How can a company build capacity to sustain and grow print business?
- How can Heidelberg assist printers to build capacity and grow their businesses?

Wikipedia defines **Capacity Building** (or **capacity development**) as the process by which individual and organizations obtain, improve, and retain the skills and knowledge needed to do their jobs competently.

Another definition refers capacity building as a planned development of (or increase in) knowledge, output rate, management, skills and other capabilities of an organization through acquisition/

investment, technology, and/or training.

## WHY SHOULD THE FOCUS BE SHIFTED TOWARDS BUILDING CAPACITY TO SUSTAIN AND GROW PRINT BUSINESS?

In the past, most companies' efforts and resources have been devoted to aggressive marketing and branding all of which are activities outside the companies' business and control and managed by external consultants which have helped companies to grow and sustain their businesses; but in today's business environment, things have changed significantly as you can see in the drastic reduction in companies' marketing budgets/costs. You may want to talk to the banks and telecoms and medium scale printers to share their experience with you. The focus today is that companies now put more efforts and resources into internal capacity building in order to sustain and grow their businesses.

## HOW CAN A COMPANY BUILD CAPACITY TO SUSTAIN AND GROW PRINT BUSINESS?

As we all know, majority if not all the printing companies in Nigeria are family owned businesses and therefore fall under the Small and Medium Scale Enterprises (SMEs).

In the past decade, most printing companies have been able to survive and grow their businesses through aggressive marketing and branding despite the fact that they lack proper internal infrastructure in terms of accounting/book keeping systems, corporate governance, modern machineries, well trained/skilled personnel etc. because the economy was buoyant and banks were less

critical with lending requirements. This era is gone and any printing company that wants to survive and grow in today's business environment must embark on internal capacity building.

Majority of small and medium scale printers are presently faced with the challenges of:

- Inability to handle some volume and quality jobs due to obsolete / dilapidated machines.
- Low level of education of printers and other personnel.
- Inadequate supply of qualitative manpower due to the size of the company and ownership structure.
- Inability to access adequate funding due to the size of the company structure, lack of corporate governance and proper accounting records.
- Inability to compete globally due to poor quality products especially within the West Africa which has affected the economy in terms of capital flight
- Lack of management information system (MIS) to optimize operations.

In order for printing companies in Nigeria to overcome the above challenges, there is need for them

to build internal capacity in the following areas to sustain and grow their businesses:

### 1. Skills Development.

- Management / Owners training on modern skills to manage today's business.
- Operators training on new technologies / machineries.
- Recruitment of professionals to run core areas of the business.

### 2. Invest in Systems.

- Put in place modern accounting systems.
- Integrate the entire operations with modern print shop applications.
- Document all processes in the company.

### 3. Invest in Modern Machineries.

- Replace old and unserviceable machines.
- Invest in new technologies.
- Invest in multicolor presses.
- Invest in new technological trends.

### 4. Other areas where printing companies can build capacity:

- Education of existing operators.
- Provision of Educational material whenever needed for its employees.
- Collaborate with Government to

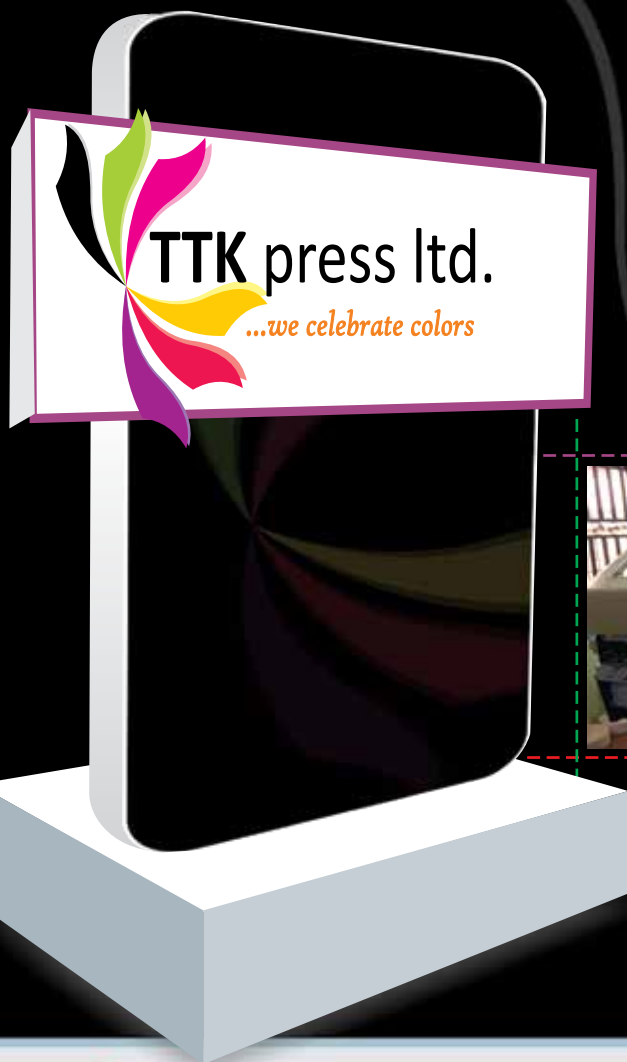
**Continued on page 44 >>**



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# 'AVT SOLUTIONS SAVE COST, REDUCE WASTE AND INCREASE CUSTOMER SATISFACTION'

## AVT.

On Wednesday 18th October 2017 Global leader in print process control, quality assurance, and press control - Advanced Vision Technology (AVT) along with its Nigeria partner - Technology Global Services hosted a selection of labels and packaging practitioners to seminar themed "SAVING BY INSPECTING".

At the event which took place at Renaissance Hotel Ikeja – Lagos, AVT formally introduced its extensive range of automatic print inspection and quality management solutions for the labels and packaging industries which help save cost, reduce waste and increase customer satisfaction. WHERE To Print magazine exclusively covered the event and brings it to you in images.



...keynote by WHERE To Print



...AVT presentation



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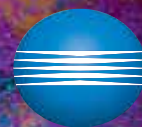


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# TRADE SUMMIT LAUNCHED FOR MIDDLE EAST'S PRINTING INDUSTRY



Details of a brand new event for the Middle East's printing industry have been announced. The first Gulf Print & Pack Summit will take place on the 4th and 5th of March 2018 at the Roda Al Bustan Hotel, Dubai.

As a sister event to the successful Gulf Print & Pack exhibition, the summit is targeted at commercial and packaging printers, design professionals and brand owners.

Featuring a full conference program and table-top exhibition, Gulf Print & Pack Summit will examine the issues and opportunities in accessing new markets and discuss the future shape of the region's printing business. Content-rich, the summit is aimed at allowing local printers to differentiate themselves from the competition within the region and grow their business.

The summit is the only dedicated networking platform to focus on the sector's cutting edge technologies, current trends in printing excellence and strategies to boost commercial development. The Middle East print

market value is to reach \$24bn in 2017 as forecasted in the Smithers Pira report entitled 'The Future of Global Printing to 2020'. Overall market value will pass \$28bn by the end of the decade with growth in excess of the of around 3% per annum, meaning the industry plays a pivotal role in promoting economic growth and trade for the whole UAE.

Subjects covered in the two-day summit will include digital print and finishing; workflow automation; new in-line converting technologies; track and trace, logistics and brand security labeling; and new market opportunities in personalization, internet-of-things (IoT) and Industry 4.0 technologies. Content-rich, it is aimed at allowing local printers to differentiate themselves from competition within the region and grow their business. The summit will be chaired by Tarsus Labels & Packaging Group Strategic Director Andy Thomas-Emans.

James Samuel, Events Portfolio Director, Gulf Print & Pack comments: "We've launched this new event after

consulting the market and listening to our advisory board which is made up of regional printers, suppliers and media who have all heavily endorsed the event's creation. The Gulf Print & Pack Summit will bring the major issues facing the printing industry to the fore. In a fast and ever changing business environment where innovation drives standards and competitiveness, the summit will give printers, large and small, the chance to be heard and focus on what they can and need to do to edge their business upwards."

## Conference

With expert-led conference sessions taking place over two full days, you can take away enough new knowledge from this summit to substantially increase the success of your business. The conference presents seminars and case studies on the latest market insight, trends and technologies.

**Visit:** <http://www.gulfprintpack.com/summit/conference-program> and see more conference programme then register to attend. See you there!





# BRING YOUR PRINT To Life



Gulf Print & Pack Summit 2018 is an information-packed two-day conference and table-top exhibition that puts the spotlight on key areas of print. The summit features leading print and packaging experts from across the Middle East and North Africa, who will present the latest trends, technologies and strategies for print businesses. Don't miss this opportunity to improve your business and discover the future of print.

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**GULF PRINT & PACK  
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From page 38 >>

provide framework for the education of students of printing schools.

- Assist to printing associations to organize the graphic industry, such as CIPPON, Institute of Packaging etc.
- Influence Government when making policies (such as import, Taxes, Power, and Education etc.)
- Participate & assist to organize tours to major shows & trainings.
- Uphold the highest ethical standards as far as social behavior are concerned (taxes, importation & Corruption).

#### HOW CAN HEIDELBERG ASSIST PRINTERS TO BUILD CAPACITY AND GROW THEIR BUSINESSES?

At previous NIPEXs, our current Chairman, Jakob Bejer, has talked about what the printing companies need to focus on in order to grow their businesses in Nigeria. Today we will talk about what the recent developments in the Nigerian economy and what the printers need to do.

In order to achieve growth and to survive, printing companies must invest in technology, staff and in skills. Nigeria seems to be "out of the woods" now and growth is projected for the entire Nigerian economy.

Every company needs to step very carefully and do the right thing at the right time in order to develop the right internal capacities to grow its business in the medium and long term.

Heidelberg is here to guide you into the right path so that you can utilize your unique skills, client base and market position best possible, whether you are a start-up or an existing printer.

Paid training: These are many all over the world, but most are quite expensive.

For example –  
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Various Latest Equipment / Software (Print)

Publications:



Heidelberg Online

Heidelberg News Magazine  
Press Releases

Print Media  
A virtual 360 tour  
Key Printing Terms

With the right advice and continued technical support, you can succeed in the long run. We can also assist you to access funding with our local partner banks. Heidelberg has been the only turn-key technology leader in Nigeria since 1950s and we are only getting stronger by the day. We all know that Nigerians are dynamic, entrepreneurial, and hard-working people.

In any industry and economic situation, long-term business success never depends on either coincidences or luck. An entrepreneur has to know people, technology and the market. Success comes from a mixture of hard work, a structured approach and persistence.

Every single printing company with success in Nigeria has done things slightly different, with regards to **CLIENTS, EQUIPMENT, PRODUCTS, STAFF, MARKETING AND VALUES**. To just do exactly the same that everyone else has done for long will not get you anywhere. Buying the RIGHT equipment and getting people ready (training, maintenance, spares etc.) requires an incredible amount of trust between the printing company and supplier.

**"There's no elevator to success, you have to take the stairs" .....**  
Swiss author & publisher Emil Oesch

#### 4 ways of working:

- Right things right
- Right things wrong
- Wrong things right
- Wrong things wrong

There's no way around technology: **TECHNOLOGY ROCKS...!!**  
Losers quit when they get tired, winners quit when they have won...!!  
Thank you very much for your attention and enjoy the exhibition.

© By Godwin Ogwilo – MD/ CEO of Heidelberg Nigeria LTD. Being paper presented at the recent NIPEX exhibition held in Abuja.

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RT Imaging Summit & Expo EMEA is organized to help non-African companies to know more about the EMEA markets, and to assist those companies gain a profile and find new business opportunities in the region.

The show is provided to exhibitors who are already in, or wanting to enter the print consumables market, to network, exchange and find solutions. Also, attendees could acquire information from experts on latest technology, market, channel, legal aspects regarding EMEA markets to facilitate their entering these markets through the summit and expo.

Holding from March 22nd to 23rd

2018 at InterContinental Hotel Citystars Cairo in Egypt, the show is organized by Recycling Times Media Corporation in conjunction with ECTEC and proudly supported by the Association of Copying Machines Importers. Aside topical and educative conference programmes lined up during the summit, visitors will also see latest print parts and consumables products at the exhibition such as:

1. Ribbons, inkjet cartridges, toner cartridges;
2. Components including inks, toners, chips, opc, magnetic rollers, doctor blades;
3. Production and testing equipment;
4. Inkjet papers, copier papers, thermal transfer papers & other

specialty papers;  
5. Printer & copier parts, components and services like technology, information, software, IT systems, training, and media related

to printer consumables industry.

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## JPAAC RECEIVES RARE PAPAL BLESSING

A rare privilege was granted to a select few of Catholic Faithfuls by worldwide leader of the Catholic Church and Head of State of Vatican City - **His Holiness Pope Francis** during Serra's 75th international Convention in Rome. The private audience by the Pontiff was a proof of communion and a show of gratitude of Serrans to priests, the consecrated, and to seminarians on all continents.

Among the Serrans who received Papal blessing from countries such as Italy, United States, Canada, Mexico, Philippine, Australia, India, Britain, Thailand, and Brazil was the only Nigerian and light packaging manufacturing giant - **Chief Babajide Mark Anthony** – the Managing Director of **Jpaac Printing & Packaging Limited** located in

Shomolu (the Home of Printing) in Lagos, Nigeria.

According to Chief Anthony: "the night I was told - I was one of the 40 people to meet him, I didn't believe it until I was with him face to face. It was the first to be held in Rome. We worshipped at the Vatican and the place was fantastic; no wonder they call it Vatican City. He came down to where we were seated to have a chat and handshake with us".

As friends of The Church, Serra Convention is an annual event for catholic faithfuls worldwide who are dedicated to taking care of catholic priests and religious Reverend Fathers. His Holiness acknowledges the Serrans as true friends of the papacy saying: "It is good for us to

reflect on what friends do. They stand at our side, gently and tenderly, along our journey; they listen to us closely, and can see beyond mere words; they are merciful when faced with our faults; they are non-judgmental. They are able to walk with us, helping us to feel joy in knowing that we are not alone. They do not always indulge us but, precisely because they love us, they honestly tell us when they disagree. They are there to pick us up

whenever we fall".

"We become friends, then, only if our encounter is more than something outward or formal, and become instead - a way of sharing in the life of another person, an experience of compassion, a relationship that involves giving ourselves for others".

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Contact: Emrys. Tel: 08174340369

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8, Obi Lane, American Quarters, Onitsha.

Tel: 08037104990

### PRINTERS' CORNER

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Tel: 08099090374

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#### Super Grafix

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#### Styve Signature

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TEL: 08038255857, 08077223339

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#### Karrieggannie Venture

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#### Palletspat Konsept Nig. LTD

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#### Signs & Wonders

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#### St. Riman Communications

2nd Floor, Taibru Plaza,

9, Ijoko Road, Sango Ogun State.

TEL: 08064640446.

### ONDO STATE

#### Flamingo Communications LTD

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TEL: 08035241060

#### Signals 7000 Digital LTD

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TEL: 08038173378, 07076783671.

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### A&G Digital expressions

Moremi Hall Car Park, OAU, Ile Ife, Osun.

TEL: 08067476731, 08054391308.

### OYO STATE

#### Allied Digital Colour

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TEL: 08035038373.

#### Bethel Digital Prints LTD

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#### De-Infinity Vision

37, Darlington Str, Mokola - Ibadan, Oyo State. Tel: 08023277879.

#### Feyisetan Press

Unity Str, Bashorun - Ibadan, Oyo State.

#### Signals 7000 Digital LTD

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TEL: 08038173378.

#### Speed Digital Print

Speed White House, beside Alafia Primary School, Mokola - Ibadan, Oyo State.

Contact: Micheal. Tel: 08189078716.

#### Triumph Concept

18, Oyo Road, Uncle Joe Building, Mokola - Ibadan, Oyo State. Tel: 08034722338.

#### Whiteheart Digital Print LTD

38, Gbadebo St. Mokola, Ibadan.

Tel: 08023220636, 09030447111

### KADUNA STATE

Tel: 08028535355, 08174533679.

#### Wonderful Graphics

N.I.4, Muri/ Kigo Road, Kaduna.

Tel: 08037032892

### RIVERS STATE

#### Printab.com

22, Urualla/ Lumumber Street, Mile One Diobu, Opp. Greater Evangelism World

Crusade Church, PH

Tel: 08025809383

#### QPS Press

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## HOY GLOBAL TAKES ON AMSKY GLOBALLY

Entrepreneur, Founder and Chief executive officer(CEO) of HOY Global limited has taken the CtCp printing vision globally. Been in the printing machineries business for almost two decades now. We have been able to import, supply and market far and near, the best reliable machines and printing consumables (Plates e.t.c.) in Nigeria. After so many positive feedback from our investors and consumers, we are happy to announce our partnership with AMSKY technology China, which invented – Colorte Wonder CtCp. However, there has been lots of speculation and confusions about AMSKY technology not having other dealers.

We all know AMSKY is a brand to reckon with CtCp invention so far, and because this product has brought a wide range of improvement to the pre-press technology. The company only takes on board, the best reliable authorised dealers. For example LG electronics giant Korea, partners with hotpoint Kenya, and this company still deals with a number of companies, such as Ariston, Ocean, Simfer, Kenwood etc. HOY Global is a legit authorised dealer approved by AMSKY in Nigeria with an MoU signed at their head office in Shenzhen, China. The partnership has received wide acceptance, with track record or marketing over 15Units of CtCp in the first year of signing the deal with AMSKY. With so many positive feedback from investors and consumers alike, it's only right to purchase both CtCp and plates from HOY Global. HOY Global has been a 15 year established company, offering experienced reliable service to countries all over the world.

We thrive on networking and interacting with other companies home and abroad, offering the most advanced up to date technology. HOY Global offers branded names, assuring you that your quality machine has been sourced from a reputable machine manufacturers. Your machine comes with credited paper work and warranty. We are very serious minded and objective in our business dealings, although there are so many unscrupulous and fraudulent distributors in the country today.

This is a Common practice everywhere, hence our vigorous drive for excellence tailored at meeting customers need, and yet not digging hole in their pockets.

Rebadging- meaning to sell an existing original product (CTCP) and brand it with another name. This is a global practice, and no inventor or manufacturer will dare go into such agreement with any untrusted and unreliable dealer or agent. Hence AMSKY technology partners with HOY Global, giving birth to Amsky Colorte Wonder CtCp. The reasons behind this is, to sail with the prevailing economic trend, and still give our highly esteemed customers the same genuine Amsky technology CtCp in our brand. I am proud to purchase the original CtCp from the manufactures branded in a different name and logo. This will allow me to sell the original CTP at a highly competitive cost.

Experience is said to be the best teacher, where purchasing or investing in any of our machines, we take all due diligence and painstakingly source and import machines of highest quality and grade.

As CEO I take networking very seriously, seeing it as the key to any successful business, I have been networking all over the world for 15 years now and still counting.

An article was published on WHERE To Print magazine 51st edition - full of misinformation and propaganda, which depict inadequate experience and technical-know-how of the business world.

We have been able to keep the standard which we set for ourself against all odds. That is, "to be the number one in the Pre-Press, Press, Post-Press machines and Press consumables business". We shall continue to strive to improve on this standard, by emphasizing on genuine and high quality machines, our after sales service is second to none.



For enquiries contact:

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