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## 2025 KEY STATS



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Exhibition Halls



**3,196**  
Visitors



**39**  
Visiting Countries



**50**  
Conference Speakers



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Cover Story on page - 22



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## PRINT & ALLIED EXHIBITIONS FOR 2026

S/N	EXHIBITION	LOCATION	DATE	SHOW LOGO
1	<b>PSI 2026</b> <a href="https://www.psi-messe.com">https://www.psi-messe.com</a>	Messe Düsseldorf, Düsseldorf - Germany	7 – 9 January 2026	
2	<b>FESPA MIDDLE EAST 2026</b> <a href="https://www.fespamiddleeast.com">https://www.fespamiddleeast.com</a>	Dubai Exhibition Centre (Expo City), Dubai - United Arab Emirates	13 – 15 January 2026	
3	<b>PACK EXPO EAST 2026</b> <a href="https://www.packexpoeast.com">https://www.packexpoeast.com</a>	Pennsylvania Convention Centre, Philadelphia - Pennsylvania, United States of America	17 – 19 February 2026	
4	<b>SIGN &amp; DIGITAL UK 2026</b> <a href="https://signuk.com">https://signuk.com</a>	NEC, Birmingham - United Kingdom	22 – 24 February 2026	
5	<b>SIGN &amp; LED CHINA SHENZHEN 2026</b> <a href="https://www.ledchina.com">https://www.ledchina.com</a>	Shenzhen Convention Centre, Shenzhen, P.R. China	1 – 3 March 2026	
6	<b>PROPAK EAST AFRICA 2026</b> <a href="https://www.propakeastafrica.com">https://www.propakeastafrica.com</a>	Sarit Expo Centre, Nairobi – Kenya	3 – 5 March 2026	
7	<b>GULF PRINT &amp; PACK 2026</b> <a href="https://www.gulfprintpack.com">https://www.gulfprintpack.com</a>	Dubai World Trade Centre, Dubai - United Arab Emirates	31 March – 2 April 2026	
8	<b>NIGERIA PLASTPRINTPACK 2026</b> <a href="https://www.agrofood-nigeria.com">https://www.agrofood-nigeria.com</a>	Landmark Centre, Lagos – Nigeria	24 – 26 March 2026	
9	<b>ISA SIGN EXPO 2026</b> <a href="https://signexpo.org">https://signexpo.org</a>	Orange County Convention Centre, Orlando – Florida, United States of America	8 – 10 April 2026	
10	<b>PROPAK GHANA 2026</b> <a href="https://www.propakghana.com">https://www.propakghana.com</a>	The Grand Arena, Accra International Conference Centre, Accra – Ghana	21 – 23 April 2026	
11	<b>GLOBAL PRINTING &amp; PACKAGING EXPO AND LABEL &amp; CARTON BOX EXPO 2026</b> <a href="https://globalprintpackexpo.com">https://globalprintpackexpo.com</a>	Nusantara International Convention Centre (NICE), PIK2, Indonesia	6 – 9 May 2026	
12	<b>INTERPACK 2026</b> <a href="https://www.interpack.com">https://www.interpack.com</a>	Dusseldorf Messe, Dusseldorf - Germany	7 – 13 May 2026	
13	<b>FESPA 2026</b> <a href="https://europe.fespa.com/global-print-expo">https://europe.fespa.com/global-print-expo</a>	Fira Barcelona Gran Via, Barcelona - Spain	19 – 22 May 2026	
14	<b>PROPAPER NIGERIA 2026</b> <a href="https://propapernigeria.com">https://propapernigeria.com</a>	Landmark Centre, Lagos – Nigeria	23 – 25 June 2026	
15	<b>SPE – SURABAYA PRINTING EXPO 2026</b> <a href="https://surabayaprintingexpo.com">https://surabayaprintingexpo.com</a>	Grand City, Surabaya - Indonesia	8 – 11 July 2026	
16	<b>PROPAK WEST AFRICA 2026</b> <a href="https://www.propakwestafrica.com">https://www.propakwestafrica.com</a>	Landmark Centre, Lagos – Nigeria	8 – 10 September 2026	
17	<b>FESPA/ AFRICA PRINT 2026</b> <a href="https://www.fespafrica.com">https://www.fespafrica.com</a>	Gallagher Convention Centre, Johannesburg - South Africa	8 – 10 September 2026	
18	<b>LOUPE AMERICAS 2026</b> <a href="https://www.labelexpo-americas.com">https://www.labelexpo-americas.com</a>	Donald E. Stephens Convention Centre, Chicago - United States of America	15 – 17 September 2026	
19	<b>LED CHINA SHANGHAI 2026</b> <a href="https://www.ledchina.com">https://www.ledchina.com</a>	Shanghai New International Expo Centre, Shanghai, P.R. China	15 – 17 September 2026	
20	<b>THE PRINT/ SIGN SHOW UK 2026</b> <a href="https://www.theprintshow.co.uk">https://www.theprintshow.co.uk</a>	NEC, Birmingham - United Kingdom	September 29 – October 1 2026	
21	<b>ALLPRINT EXPO 2026</b> <a href="https://allprint.co.id">https://allprint.co.id</a>	JIIEXPO, Kemayoran, Jakarta – Indonesia	7 – 10 October 2026	
22	<b>PACK EXPO INTERNATIONAL 2026</b> <a href="https://www.packexpointernational.com">https://www.packexpointernational.com</a>	McCormick Place, Chicago, Illinois - United States of America	18 – 21 October 2026	
23	<b>PROPAPER DUBAI 2026</b> <a href="https://www.propaperdubai.com">https://www.propaperdubai.com</a>	Festival Arena, Dubai Festival City, Dubai - United Arab Emirates	20 – 22 October 2026	
24	<b>PRINTINGUNITED 2026</b> <a href="https://www.printingunited.com">https://www.printingunited.com</a>	Las Vegas International Centre, Vegas, Nevada - United States of America	23 – 25 October 2026	
25	<b>PROPAK CAPE 2026</b> <a href="https://www.propakcape.co.za">https://www.propakcape.co.za</a>	Cape Town International Convention Centre, Cape Town – South Africa	27 – 29 October 2026	
26	<b>PAPEREX SOUTH INDIA 2026</b> <a href="https://southindia.paperex.in">https://southindia.paperex.in</a>	Chennai Trade Centre, Nandambakkam Chennai, India	3 – 5 December 2026	

**NOTE:**

- The above enumerated **EVENTS** are carefully and strategically selected, hence meet ALL these stringent criteria: regional acknowledgement/ recognition, exhibitors' numbers (not less than 100 exhibitors), visitors' numbers (not less than 2,500 attendees), and total numbers of country participation (not less than 10 nations).
- Contact **NUMBERS CMYK LTD**, publishers of **WHERE To Print magazines** (Ghana & Nigeria editions), including **PROPAK East Africa DAILY**, **PROPAK Ghana DAILY**, **PROPAK West Africa DAILY**, and **PROPAK Cape DAILY**, for advert/ editorial slots in any of the publications responsibly published and distributed free-of-charge to visitors (including free online download from WHERE To Print magazine website - [www.wheretoprintmagazine.com](http://www.wheretoprintmagazine.com)) at each of the highlighted shows to improve overall exhibition experience. Visit [www.wheretoprintmagazine.com](http://www.wheretoprintmagazine.com) for details on how to get in touch. Also, contact **FLOURISH COLOUR VENTURES** ([www.flourishcolour.com](http://www.flourishcolour.com)) to join the professionally packaged and value-driven **PEP Delegation** to any of the international shows.
- Exhibition date and venue may change at the Organiser's discretion.

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RATE CARD		All rates are VAT inclusive			
REGULARS	NIGERIAN	SOUTH AFRICAN ZAR	KENYAN KSH	GHANAC	USDS\$
Full-Page (ROP)	N825,000	R8,500	65,000KSh	C6,000	\$500
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New Product Block	N165,000	R1,700	13,000KSh	C1,200	\$100

SPECIAL POSITIONS					
Page 1 (Flap)	N742,500	R7,650	58,500KSh	C5,400	\$450
Page 2 (Inner Flap)	N742,500	R7,650	58,500KSh	C5,400	\$450
Page 4 or Page 5 or Page 6	N1,237,500	R12,750	97,500KSh	C9,000	\$750
Cover Page	N1,650,000	R17,100	130,000KSh	C12,000	\$1000
Spread (Centre Spread)	N2,970,000	R30,600	234,000KSh	C21,600	\$1,800
Wrap Round	N4,950,000	R51,000	390,000KSh	C36,000	\$3,000

SPECIAL EDITORIAL FEATURES					
2 x Full-page Editorial Feature	N800,000	R13,000	130,000KSh	C12,000	\$1000
4 x Full-page Editorial Feature	N1,550,000	R24,500	227,500KSh	C21,000	\$1,750

ADVERT DESIGN/ MARKUP COST+SPECIFICATION					
Full page/ Spread					N36,250
Half page/ Quarter page					N31,000

ONLINE ADVERTISEMENT					
Header Banner (468x90 pixel)	N2,310,000	R23,800	182,000KSh	C16,800	\$1,400
Top Banner (290x100 pixel)	N1,320,000	R13,600	104,000KSh	C9,600	\$800
Deluxe Banner (290x100 pixel)	N1,320,000	R13,600	104,000KSh	C9,600	\$800
Wide Skyscraper (290x820 pixel)	N1,155,000	R11,900	91,000KSh	C8,400	\$700

Cost is per 2 months duration. Other novel options are welcome and are open to mutual agreement on type and cost.

WTP TV - ONLINE VIDEO SLOT/ PRODUCTION					
Single Product/ Brand Showcase	N2,392,500	R24,650	188,000KSh	C17,400	\$1,450
Multiple P/B Showcase (6 max)	N11,550,000	R119,000	910,000KSh	C84,000	\$7,000
Single Client Interview	N3,547,500	R36,550	279,500KSh	C25,740	\$2,150
Multiple Client Interview (6 max)	N17,820,000	R183,600	1,404,000KSh	C129,600	\$10,800
Event Coverage	N34,650,000	R357,000	2,730,000KSh	C252,000	\$21,000

Above cost is for Lagos ONLY. For outside Lagos and overseas, rate (inclusive of minimum 3nights accommodation for Production Team) to be mutually agreed with client.

DEDICATED EMAIL BLAST COST+SPECIFICATION					
1-2 x Email Blast	N330,000	R3,400	26,000KSh	C2,400	\$200
3-7 x Email Blast	N1,237,500	R12,500	97,500KSh	C9,000	\$750
8-15 x Email Blast	N1,600,000	R24,650	188,000KSh	C17,400	\$1,450

When specification is different from above, we are open to mutual agreement on type and cost. NOTE: All rates are pre-paid and inclusive of VAT. Cheques must be written in favour of NUMBERS CMYK LIMITED.

TECHNICAL SPECIFICATIONS	BLEED SIZE	TRIM SIZE
Full Page	216 x 303mm	210 x 297mm (A4)
Double Page Spread	426 x 303mm	420 x 297mm (A3)
Half Page Horizontal	216 x 154mm	210 x 148mm (A5)
Half Page Vertical	111 x 303mm	105 x 297mm
Quarter Page	111 x 154mm	105 x 148mm (A6)
New Product blocks	58 x 70mm	58 x 70mm

**ARTWORK**  
 Artwork can be supplied in the following formats:  
 • EPS (please ensure fonts are converted to paths and all images are embedded CMYK)  
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 • JPEG (CMYK, 300dpi)  
 • PDF - Please ensure all fonts and all images are embedded CMYK  
 • Advertisers must supply colour proof as guide during printing after PDF

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## How to reach us

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# To Readers

By Joju Adeganbi | publisher@wheretoprintmagazine.com | 0803 862 9114

**'WE ARE ETERNALLY GRATEFUL TO ALL OF YOU WHO BELIEVE IN US, ESPECIALLY OUR PATRONS.'**

It does feel exhilarating to work on the **100<sup>th</sup> edition** of **WHERE To Print magazine**. When it all began in 2008, our focus was to practice responsible journalism by offering print investors quality research-based information that aids print purchase decisions. And it's gratifying to know that we have remained focused on that in line with our mantra to 'Influence print purchase decision', and as such, we are eternally grateful to all of you who believe in us, especially our patrons. It does feel 'old,' but we remain nimble, forward-thinking, and excited to take on the next projects in an industry that is fast evolving. More on this in subsequent issues, so what's in this special edition?

Starting spectacularly with both **PRINT IMPACT AROUND NIGERIA** (on page 10) and **PRINT IMPACT AROUND THE WORLD** (from page 11), this issue also highlights the recently held Middle East's most influential platform for global digital printing, textile, signage, and screen printing industries, **FESPA Middle East 2026**, in a post-show analysis shows that more than **75% of visitors** held senior roles. Check this out in the **SPECIAL FEATURE ARTICLE** aptly captioned: **FESPA MIDDLE EAST 2026 SECURES POSITION AS MARKET LEADER AS INVESTMENT INTENT SURGES**. Turn to page 14 to find out more, and mark your calendar for the 2027 dates (**12 to 14 January**) at the same **Dubai Exhibition Centre** venue.

As the first issue of the 2026 Business Year, we have specially compiled and curated a series of **SPECIAL FEATURE INTERVIEWS** of top Original Equipment Manufacturers (OEMs). The aim is to aid industry entrepreneurs and managers' knowledge on how to upscale their businesses, better serve their market, and inventory (particularly machine) management, among other salient issues, in today's complex business climate. This is especially so as one knows that proper maintenance is key; that is, a good

business stems from the way the equipment is managed.

In the light of this, we begin with India's leading offset printing and allied machinery manufacturer - **Autoprint Machinery Mfrs Pvt. LTD (Autoprint** for short), which is still basking in the euphoria of the successful debut of one of its major brands, **The Autoprint One-Colour Press** at West Africa's biggest packaging, plastics, printing, and food processing exhibition - **PROPAK West Africa 2025**. From page 16, find out why the company's priority is essentially a long-term, mutually beneficial relationship in the exclusive **SPECIAL FEATURE INTERVIEW** with Autoprint's Manager for International Business, **Mr. H. Suresh Subramanian**, fittingly titled: **"OUR FOCUS IS ON LONG-TERM PARTNERSHIPS, LOCALIZED SUPPORT, AND OFFERING MACHINES THAT DELIVER VALUE, DURABILITY, AND EASE OF USE, PERFECTLY SUITED TO THE REGION'S REQUIREMENTS"**.

On page 18, discover from Director, **Lily Yang**, how pioneer and leader in digital enhancement foil stamping technology, **Guangzhou SAPA Precision Machinery Co., LTD. (DMS SAPA)** provides advanced digital embellishment to drive innovation in packaging, branding, and redefine product appeal. The **SPECIAL FEATURE INTERVIEW** is captioned: **"DMS EQUIPMENT HAS RICH FEATURES, SUCH AS SPOT UV, 3D EMBOSHING, CAST CURE, HOLOGRAM, BRAILLE, AND OTHER BRILLIANT FEATURES THAT CAN BE ACHIEVED**



### **"WITHOUT PLATE-MAKING"**

Established in 2009 as a cutting-edge narrow-web printing solutions provider, **Hontec Industries China Limited (Hontec** for short) is today a renowned manufacturer of label printing presses and label finishing converting machines. With over 1,000 machine installations in China and more than 38 countries, the leading OEM has not only mastered the Art of Flexographic Presses and Label Converters, but has also

Continued on page 10 >>



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From page 9 >>

earned a solid market reputation. It's international Business Manager, **Rebecca Wu**, unearths how Hontec commits to not just helping ambitious business owners scale up their businesses with modern technologies but also forming lasting relationships with its customers as it expands its global footprint in West Africa. Open to pages 20, 21, and 34 for this **SPECIAL FEATURE INTERVIEW** appropriately tagged: **"AT HONTEC, WE FIRMLY BELIEVE THAT ADVANCED, PRODUCTIVE TECHNOLOGY SHOULD BE ACCESSIBLE TO AMBITIOUS BUSINESSES OF ALL SCALES"**.

With the title: **"WE AIM TO PROVIDE A COMPLETE SOLUTION, FROM MACHINE ACQUISITION TO LIFELONG MAINTENANCE"**, **Guangdong Speed Machinery Technology Co., LTD (Speed Machinery** for short), is the next **SPECIAL FEATURE INTERVIEW**. On pages 26 and 27, the International Business Manager, **Mr. David Wang Mingcheng**, discloses how the leading Chinese company is going to provide the innovative solution for insert folding equipment for the printing, pharmaceutical, books, cosmetics, and small packaging markets in West Africa nay Nigeria.

If you are looking for capacity, speed, and quality, the **SPECIAL FEATURE INTERVIEW** with **Wenzhou YOUNBOND Machinery Co., LTD (Youbond Machinery)** Sales Manager, **Mr. Michael Yu**, is your sure plug. From page 28, discover how Youbond machines are crafted with modern high-precision laser equipment,

offering customized solutions tailored to your market needs. That is why his submission: **"WE FOCUS ON PROMOTING INTELLIGENT LAMINATING PRODUCTION LINES, AND MODELS ADAPTED TO ECO-FRIENDLY MATERIALS WHILE STRENGTHENING LOCAL SERVICE NETWORKS"**, is indeed, the assurance you need.

And last but not least of these **SPECIAL FEATURE INTERVIEWS** is from the exclusive dealer of the aforementioned OEMs, **Ankan Graphics Limited**, which has remained committed to the vision of fulfilling the turnkey requirements for machinery, genuine spare parts, consumables such as inks, printing plates, printing chemicals, and other raw materials for its clients. Turn to page 36 to begin the interesting and educative piece of the exclusive tête-à-tête with the Managing Director/ Chief Executive Officer, **Mr. Kaleeswaran Nadar**, on a wide range of issues in the market regarding right equipment acquisition, after-sales service, consumables supplies, capacity building, etc., which forms the aptly phrased quote: **"BUSINESSES THAT INVEST IN THE RIGHT TECHNOLOGY AND THE RIGHT RELATIONSHIPS WILL FIND THIS YEAR TO BE ONE OF UNPRECEDENTED GROWTH AND STABILITY"**.

Finally, the last in the series of **SPECIAL FEATURE INTERVIEWS**, which doubles as the **COVER STORY**, is a deliberate attempt by the **WHERE To Print Editorial Board** to help print & allied businesses successfully navigate Nigeria's new Tax Regime, which comes into effect from January 1 this year. That is why we narrowed down our search for an experienced professional in accounting,

### WHERE TO PRINT BY-LINE

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auditing, financial analysis, risk management, and of course, taxation, with equally impeccable industry experience to **Mr. Godwin Ogilo**, the Managing Director/CEO of **Heidelberg Nigeria Limited**, the subsidiary of the global print solutions provider, **Heidelberger Druckmaschinen AG**. His insights are both fascinating and educational; hence, highly recommended. So, kindly turn to page 30 for the full interview, accurately titled: **"PRINTING BUSINESSES MUST PREPARE FOR STRICTER REPORTING AND COMPLIANCE OBLIGATIONS"**.

As I round off, this is to again thank and express our profound gratitude to our followers, readers, advertisers, and supporters over the last 100 editions of **WHERE To Print magazine** (Nigeria title). I know and acknowledge

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your uncompromising constructive criticism, support, and patronage, which always make the difference in what we do and how we do it. It's truly a privilege to serve you this 100th edition as we look forward to 100 and more editions to come!

Please, take care of yourself, and spend quality time with your loved ones as you continue to successfully navigate this glorious 2026!

Do good always!

## Print impact around Nigeria Stories by Precious Ajuonuma & Joju Adekanbi

### FG INAUGURATES COMMITTEE ON TEXTBOOK RANKING, SELECTION PROCESS



To strengthen the quality and affordability of textbooks used in Nigerian schools, the Federal Government, through the Ministry of Education, has inaugurated a **Committee on Book Ranking and Selection**. The initiative, according to the Minister of Education, **Dr. Maruf Tunji Alausa**, is aimed at addressing gaps in the current textbook approval process, which has allowed poor-quality materials, a lack of standardisation, and excessive financial burden on parents to thrive. Reaffirming the Federal Government's commitment to education renewal and reform, the Minister noted that the measure is also expected to reduce market saturation and simplify textbook selection for schools and education authorities.

Speaking during the Committee's inauguration in Abuja, the Minister, while urging the Committee to be guided by professionalism, objectivity, and the long-

term interest of Nigerian learners, said that the existing system had failed to adequately validate and rank textbooks before approval, thus instructional materials of minimal quality were approved alongside those of much higher pedagogical value. Not only that, the absence of a robust ranking structure resulted in a situation where some subjects had up to 50 approved books with no clear quality benchmarks. The Minister added that Publishers had also bundled workbooks and consumables with core textbooks, forcing parents to buy new books every year and placing unnecessary financial pressure on families.

Accordingly, the newly inaugurated Committee's function is to review existing approval frameworks, rank textbooks based on quality, and set standards to improve the quality and affordability of books in schools. "Your assignment is both timely and strategic. You are expected to critically review existing approval frameworks, recommend strengthened assessment instruments and ranking systems, define clear and enforceable quality benchmarks, and propose mechanisms that ensure genuine content improvement before new editions are approved. You are

also expected to address issues of pricing transparency, edition control, separation of textbooks from consumable workbooks, and protection of learners and parents from unnecessary financial burdens," said Dr. Alausa while charging the Committee Members drawn from education agencies including the National Educational Research and Development Council (NERDC), Universal Basic Education Commission (UBEC), the National Teachers' Institute (NTI), and the National Senior Secondary Education Commission (NSSEC).

As the newly inaugurated Committee

chaired by the Minister of State for Education, Prof. Suwaiba Sai'd Ahmad, begins work, observers believe that the body's activities will not only curb substandard book production, but will also sanitise the printing and publishing value-chain of the Nigerian economy, bringing about quality book production in line with international standards as players adopt the use of best practices and technologies. This is in line with the Federal Government's resolve to safeguard educational standards, promote equity, reduce costs for parents, and ensure learners across Nigeria have access to quality instructional materials that support effective teaching and learning outcomes.



# Print Impact Around the World

## EXHIBITOR REGISTRATION OPENS FOR DRUPA 2028



**drupa**, the world's leading trade fair for printing solutions, is now accepting exhibitor registrations for its next edition: from **9 May to 17 May 2028**, Düsseldorf Germany, will once again become the global stage for integrated printing technologies, automated production processes, and industrial applications. Companies from all over the world can now register for **drupa 2028** at [www.drupa.com](http://www.drupa.com). The registration deadline is 31 October 2026.

**drupa 2028** brings together the international print and packaging community across all industrial processes – from machine and technology providers to software and workflow specialists, brand owners, designers, and the creative industry. No other platform offers the opportunity to experience integrated solutions, networked workflows, and running machines live in such density and diversity. 'drupa is the ultimate international platform where vision and reality meet,' says Wolfram N. Diener, CEO of Messe Düsseldorf. 'Partnerships across the entire value chain are crucial for successfully transforming new technologies into marketable solutions and jointly shaping the next stage of development in the industry.'

### Focus on future technologies and collaboration

In terms of content, drupa 2028 will focus on end-to-end solutions as well as automation, robotics, artificial intelligence, materials, and the circular economy. The trade fair is thus specifically expanding its range of exhibitors to include topics that are becoming increasingly important for industrial production, efficiency gains, and sustainable business models. Showcases, thematic touchpoints, workshops, panels, masterclasses, and a high-quality conference programme will once again make drupa a central platform for knowledge transfer, technology comparison, and strategic orientation. This new direction in terms of content is accompanied by a new, expressive, and distinctive visual identity that makes the focus of the world's leading trade fair visible and tangible. The new look consistently focuses on networked, systemically conceived printing and packaging solutions and positions drupa as a global stage for industrial solutions.

### Interface with brands, designers, and creative players

This also goes hand in hand with an opening up to new target groups: drupa 2028 will increasingly focus on brand owners, designers, and creative professionals from the print and packaging sectors who are driving forward new areas of application and business models. 'The combination of technology and creativity is what determines competitiveness and market success today,' says Sabine Geldermann, Director drupa, Portfolio Print Technologies at Messe Düsseldorf. 'drupa is the world's leading platform where technological innovations are brought together with specific market requirements and translated into marketable solutions.'

### Register

To register online for drupa 2028, click the following link: [https://www.drupa.com/en/Exhibit/Trade\\_Fair\\_Participation/Online\\_Registration](https://www.drupa.com/en/Exhibit/Trade_Fair_Participation/Online_Registration). Companies that already participated as exhibitors in 2024 can log in using their existing access data. First-time exhibitors will be guided step by step through the registration process as part of the online procedure.



## FESPA CONFIRMS EXHIBITOR LINE-UP AS VISITOR REGISTRATION OPENS



The global exhibitor line-up has been confirmed for **FESPA Global Print Expo 2026** and its co-located events set to take place from **19 to 22 May** at **Fira de Barcelona, Spain**, just as visitor registration opens.

Colocating with FESPA Global Print Expo 2026 are **European Sign Expo**, **Personalisation Experience**, **WrapFest**, and two new additions, **Corrugated** and **Textile**, welcoming over 500 new and returning exhibitors from over 40 countries, bringing together the global speciality print community to experience innovation, insight, and practical solutions across print, signage, personalisation, corrugated packaging, and textile production and wrapping.

Visitors will be able to see new product launches, live demonstrations, and practical solutions from a strong international mix of brands and suppliers. Exhibited technologies and solutions will cover everything from print production and finishing to software and automation, as well as sustainability aspects, including low-impact inks and materials.

At **FESPA Global Print Expo**, visitors will be able to explore solutions for wide format printing, production and industrial applications, textile and garment decoration and finishing. Confirmed exhibitors include: Agfa, Brother, Durst, EFI, HP, Mutoh, Roland DG, and swissQprint, among others. The event will also showcase cutting and finishing technology from providers such as Kongsberg Precision Cutting Systems, Summa, and Zünd, and finishing specialists like Morgana Systems.

Software and workflow suppliers will demonstrate end-to-end solutions that support production efficiency and scalable output for workflow automation, colour management, job onboarding, and RIP solutions. Exhibitors will include: Caldera, Dataline, Enfocus, PrintFactory, GelatoConnect SA International, and XMPie, as well as web-to-print and personalisation platforms such as Design Huddle and OnPrintShop. A host of companies will also present the latest consumables and media, spanning inks, papers, self-adhesives, and specialist films and substrates for a wide range of applications. Exhibiting companies include: 3M, Ahlstrom, Antalis, Arlon Graphics, Coldenhove, Hexas, Lintec, LX Hausys, Nazdar, Neschen, Sun Chemical, and UPM Rafalata.

**European Sign Expo** will highlight suppliers in the signage and visual communications sector. Exhibiting companies include: Bakker Magnetics, Bermaq, Chiplite, Dama3d, Domino Sign, GOQLED, NSELED Europe, and TPS, which will showcase solutions supporting illuminated signage, displays, fabrication, and visual communications applications.

**Personalisation Experience** will highlight software and solutions for customisation, design, and production automation. Exhibitors will demonstrate how businesses can deliver personalised products efficiently and at scale, and will include: Design Huddle, OnPrintShop, Makeblock, MercuryFlooring, Orange Tree Garments, and Photo USA Electronic.

**Textile** will spotlight the latest technologies and materials that support textile and garment production, with exhibitors including: Brother, DGI/d.gen, Durst, Kornit Digital, Klieverik, Monti Antonio, Polyprint, R00, and Transmatic. These brands and suppliers will present solutions for printing, fixation, finishing, and production workflows. Visitors will also be able to attend sessions in the 'Personalisation and Textile Conference' and 'WrapTalks' programmes.

**Corrugated** will provide a dedicated platform for corrugated packaging and point-of-sale display production, and solutions on display will cover machinery and print technologies, workflow and software, consumables, converting and finishing, and plant logistics. A 'Corrugated Conference' programme, led by experts in the sector, will also be available. Corrugated exhibitors will include: Barberan, Baysek Solutions, Bobst, BW Papersystems Frankfurt, Canon, Cuir, Dücker Prefeeder, Freidheim International, HP, Hybrid Software Development, JD Engineers, Kento Digital Printing, Scodix, Sun Automation Group, TCY Machinery, and Wonderjet.

Head of FESPA Global Print Expo, Michael Ryan, comments: "It's a real pleasure to be back in Barcelona for the first time since 2012! This year, European Sign Expo is truly set to be 'The place for experts' – the ideal meeting point for the speciality print community. Visitors will have the chance to see a multitude of exhibitors, covering all aspects of print and signage, in one place. They will also be able to have inspiring conversations, compare solutions and ideas, and leave with knowledge that they can put into practice in their businesses. We're also excited to introduce our two new events, Corrugated and Textile, which will enable our visitors to connect with even more experts and suppliers, learn about sector trends, and help them identify opportunities for their businesses."

Visit [www.fespa.com](http://www.fespa.com) to register and attend.



Continued on page 12 >>

# Print Impact Around the World

## BROTHER SETS TO ACQUIRE MUTOH

In line with its medium-term management strategy codenamed **CS B2027**, Japanese multinational electronics company, **Brother Industries LTD**, has proposed to buy more than 4.6 million shares of the wide-format printing manufacturer, **Mutoh Holdings Co., LTD** at an offer price of 7,626 yen per share, intending to convert MUTOH into a wholly owned subsidiary.

With the acquisition, Brother will gain access to the full Mutoh range, including UV, UV-LED, dye-sublimation, and textile solutions for the print and signage markets, thereby expanding its market dominance, having acquired Domino Printing Services over a decade ago.

Though under Japanese corporate law, a minimum acquisition threshold of 3,042,700 shares and a maximum estimated total purchase consideration of around 35 billion yen, Brother decided to buy all of Mutoh's shares. This move represents a deliberate extension of Brother's medium-term business strategy and signals a broader recalibration of its industrial portfolio. Rather than functioning as a purely financial maneuver, the transaction is framed as a strategic lever intended to accelerate growth, deepen technological capabilities, and strengthen Brother's competitive position in industrial printing and adjacent automation markets, explicitly positioned as a priority growth domain, alongside machinery and other industrial solutions.



## KODAK EXPANDS SONORA PLATE PRODUCTION PLANT



To meet growing demand for **KODAK SONORA Process Free Plates** in the United States, as more American Printers recognize the quality, efficiency, and sustainability benefits of process-free technology, **Kodak** has now increased its local production capacity for its process-free plates.

Consequent on this, Kodak's plate plant in Columbus, Georgia, has been expanded to a second production line. The Columbus facility produces SONORA Process Free Plates and TRILLIAN SP Thermal Plates, serving Printers throughout North America, Canada, and South America. This ensures a reliable regional supply and prompt delivery. American-made Kodak plates offer consistent quality, secure supply, and environmental benefits – critical advantages for Printers facing tight deadlines, cost pressures, and growing sustainability requirements.

"We take pride in the growing popularity of our innovative process-free technology among U.S. Printers. The expansion of our domestic SONORA Plates production capacity demonstrates Kodak's ability to quickly adapt to the evolving needs of our print customers," commented Jim Continenza, Executive Chairman and Chief Executive Officer, Kodak. "This move highlights our commitment to local manufacturing in our home market, continuing to support American jobs and bolstering the strength of the domestic printing industry."

© [www.kodak.com](http://www.kodak.com)

## DRUPA 2028: NEW BRAND IDENTITY AS A CATALYST FOR NETWORKED PRINTING SOLUTIONS



Two years before the start of the world's leading trade fair for printing solutions, **drupa** has presented its future direction at an early stage, thus providing an initial glimpse of its conceptual and content-related repositioning.

The central element of the new image is a symbolically used key visual: **the octopus**. It stands for networking, intelligence, agility, and resilience, as well as the simultaneous mastery of complex processes. It thus refers to a technological reality in which printing solutions are increasingly conceived as integrated systems, including sophisticated applications in the packaging environment. Processes are interlinked, workflows are networked, and efficiency is created through the interaction of hardware, software, materials, and automated applications. "drupa 2028 will be a drupa like never before," says Dr. Andreas Pleßke, Chairman of the drupa Committee. "We are setting new standards in how technological developments, applications, and markets are classified and brought together — a claim that is also consistently reflected in the new brand identity."

"drupa. dive into the unseen" as a communicative mission statement

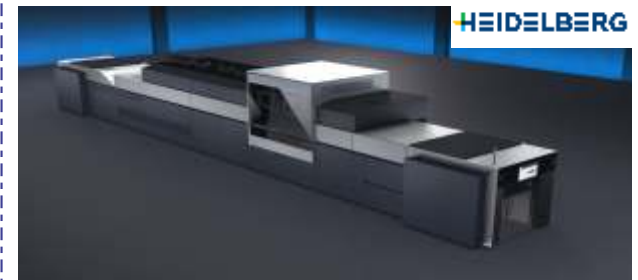


The slogan "drupa. dive into the unseen" picks up on this approach and draws attention to developments whose significance often only becomes apparent in the overall context – for example, through the interaction of technologies, processes, and applications along the value chain. The slogan thus stands for a solution-oriented classification of technological innovations, beyond individual products or short-term effects. "The slogan sums up what drupa stands for: vision, knowledge transfer, and orientation in an increasingly complex technological landscape," says Sabine Geldermann, Director drupa, Portfolio Print Technologies at Messe Düsseldorf. "It underscores drupa's claim and attitude of not presenting future topics and technological progress in isolation, but rather classifying them in a comprehensible way in the context of the market, application, and value creation."

### How drupa 2028 is creating orientation for tomorrow

Against this backdrop, drupa 2028 is introducing a new experience architecture for the first time. Content, applications, and formats for exchange, collaboration, and networking will in future be bundled along clearly defined thematic clusters. This will make technological developments comprehensible and structured. The architecture serves as a common framework for exhibitors, visitors, and the media. The next drupa will take place in **Düsseldorf Germany**, from **May 9 to 17, 2028**.

## HEIDELBERG LAUNCHES JETFIRE 75 B2 PRESS



Heidelberg has expanded its portfolio for industrial digital printing with the new **Jetfire 75**.

As an inkjet press in B2+ format (614 x 750 mm), Jetfire 75 is a water-based inkjet technology with 1200 dpi that runs up to 9,800 4Up sheets per hour (simplex), equivalent to approx. 39,000 A4 pages per hour; or up to 7,200 6Up sheets per hour (simplex), equivalent to almost 43,000 A4 sheets per hour using 60 to 450 gsm, including selected cardboards.

Suitable for printing brochures, advertisements, flyers, catalogs in short runs, books, magazines, labels, stickers, posters, and calendars, Jetfire 75, which is available immediately for order, can also be used for special digital print jobs such as personalized mailshots, jobs with a run size of one, photo books, time-critical print-on-demand jobs, etc.

The Jetfire 75 can be integrated into a print shop's overall workflow using Prinect Production and the new Prinect touch-free workflow. "By launching the Jetfire 75, Heidelberg is underscoring its approach as a comprehensive systems integrator in the printing sector – an approach that helps our customers become more profitable and more competitive," said Jürgen Otto, CEO of Heidelberg. "This is another milestone in the growth strategy for our core business, and one that will enable Heidelberg to leverage additional business potential."

## GIRLS WHO PRINT ANNOUNCES 2026 PRINT HERSTORY MONTH AND CONFERENCE

March marks the return of **Print HERstory Month**, an annual initiative hosted by **Girls Who Print** that takes place throughout the month in conjunction with **Women's History Month**.

Print HERstory Month amplifies women's voices across the printing and graphic communications industry by creating industry



visibility and highlighting the actions women take to advance their careers.

In 2026, Print HERstory Month aligns with the United Nations International Women's Day guiding principle, **Rights. Justice. Action**. Girls Who Print applies this framework through its **International Women's Day Conference** theme, **MAKE YOUR MOVE**, extending it into the Print HERstory Month Q&A to encourage reflection on action, progress, and next steps in print careers.

### International Women's Day Conference March 6, 2026

As part of Print HERstory Month, Girls Who Print will host its 8th Annual International Women's Day Conference on **March 6, 2026**, from **8 a.m. to 3 p.m. ET**. This free virtual event brings together women from across the industry to explore career growth, leadership, and the moments that shape professional paths in print and graphic communications. Attendees can register once, come and go as they please, and receive replays delivered to their inbox.

### Print HERstory Month Q&A

Print HERstory Month is more than a celebration; it's a movement. Women in print worldwide are invited to answer a short Q&A posted on the Girls Who Print website, share their stories, and help amplify the voices of others by engaging with and resharing posts using **#PrintHERstoryMonth** throughout March. "Print HERstory Month is about action and visibility," said Deborah Corn, Executive Director of Girls Who Print. "When women step forward and share their stories, they make their work, leadership, and expertise visible to the industry. That visibility creates momentum, opens doors, and helps more women be seen, heard, and recognized for the impact they are already having in print."

In 2025, Print HERstory Month generated nearly 300,000 global impressions through shared stories and social engagement using **#PrintHERstoryMonth**.

### Submissions to participate in Print HERstory Month close March 1, 2026.

For more information about Print HERstory Month, the International Women's Day Conference, Girls Who Print membership, and sponsorship opportunities, visit [www.girlswhoprint.org](http://www.girlswhoprint.org)



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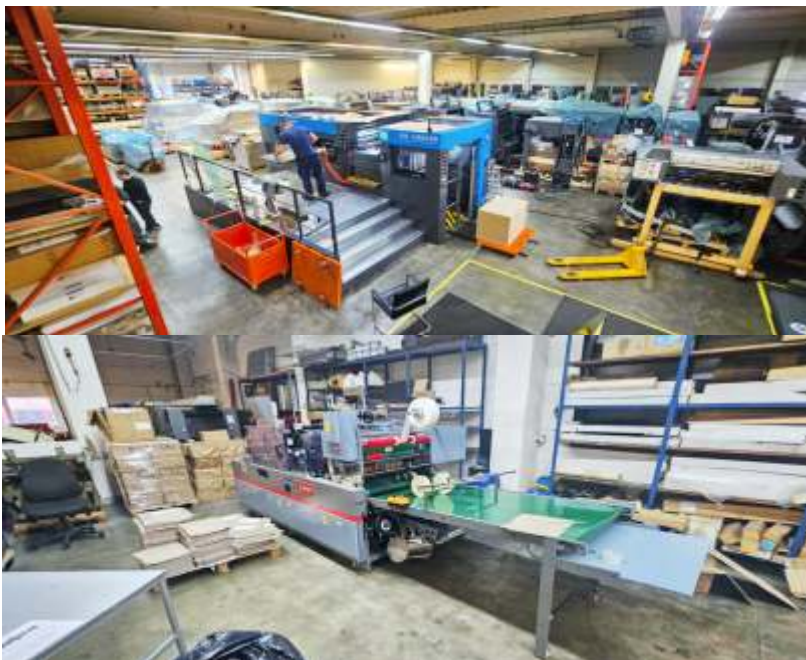
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# FESPA MIDDLE EAST 2026 SECURES POSITION AS MARKET LEADER AS INVESTMENT INTENT SURGES



FESPA Middle East 2026 post-show analysis shows that more than 75% of visitors held senior roles. Images Courtesy: FESPA

The 3rd edition of **FESPA Middle East 2026** was a hub for thousands of speciality print and signage professionals to come together as a community and a chance to connect, explore new technologies, and learn new opportunities for their businesses. In this **SPECIAL FEATURE ARTICLE** extracted from the official post-show statement, **WHERE To Print magazine** reports how this year's show reinforces the event's role as the region's most commercially focused print and signage platform:

**FESPA Middle East** has again confirmed its position as the Middle East's most influential platform for global digital printing, textile, signage, and screen printing industries, with strong attendance from senior decision-makers, increased investment intent, and the delivery of tangible commercial value for exhibitors and partners across the three-day event. The region's most influential event saw senior decision-makers drive record purchasing intent, reinforcing the event's role as the region's most commercially focused print and signage platform.

Post-show analysis shows that more than **75% of visitors** held senior roles, including business owners, CEOs, directors, and managers, underscoring the high calibre of the audience. For exhibitors, **87% of attendees** were involved in the purchasing decision-making process, with **50% holding final decision-making authority**, ensuring that conversations on the show floor translated directly into real business opportunities.

**Investment was also a key factor this year: 50% of visitors** actively planned to invest in new equipment **within six months**, and **62% planned to invest** within **the next 12 months**. This momentum was further reflected in budgets, with a **10% increase** in average spend per visitor, demonstrating growing confidence across the regional print and signage market. The



quality of attending companies also continued to improve. The event recorded a **4% increase** in visitors from organisations employing more than **50 people**, reinforcing FESPA Middle East's appeal to established, growth-focused businesses seeking scalable technologies and long-term partnerships.

**Basil Cassim, Regional Manager (Middle East & Africa), FESPA**, said: "FESPA Middle East 2026 delivered exactly what exhibitors are looking for, and that is access to serious buyers with real budgets and clear investment plans. The data shows a highly engaged audience, with decision-makers actively seeking

Continued on page 15 >>



Do You want a **MENTOR** dedicated to help **GROW** your **DREAM?**





**“OUR FOCUS IS ON LONG-TERM PARTNERSHIPS, LOCALIZED SUPPORT, AND OFFERING MACHINES THAT DELIVER VALUE, DURABILITY, AND EASE OF USE, PERFECTLY SUITED TO THE REGION'S REQUIREMENTS”.**



Still basking in the euphoria of the successful debut of one of its major brands, **The Autoprint One-Colour Press** at West Africa's biggest packaging, plastics, printing, and food processing exhibition - **PROPAK West Africa 2025**, India's leading offset printing and allied machinery manufacturer - **Autoprint Machinery Mfrs Pvt. LTD (Autoprint for short)** has again reaffirmed its commitment to deliver value for the African market. According to Autoprint's Manager for International Business, **Mr. H. Suresh Subramanian**, the company's priority is essentially a long-term, mutually beneficial relationship. Find out how in this exclusive **SPECIAL FEATURE INTERVIEW** excerpt below:

**“Regardless of the brand, proper routine maintenance, correct operation, and timely servicing are key to machine longevity.”**

**LAST YEAR WAS INDEED A VERY BUSY BUT SUCCESSFUL YEAR FOR AUTOPRINT, ESPECIALLY WITH THE SUCCESSFUL DISPLAY OF THE AUTOPRINT KNIGHT ONE-COLOUR MACHINE AT PROPAK WEST AFRICA 2025, WHICH CULMINATED IN MANY OF THE PRESS BEING SOLD ACROSS THE COUNTRY. BRIEFLY SUMMARISE YOUR THOUGHTS ON THE 2025 BUSINESS YEAR FOR AUTOPRINT INDIA AS WELL AS THE INDUSTRY AS A WHOLE?**

The year 2025 was a demanding yet highly rewarding year for Autoprint India. Despite global uncertainties, the printing and packaging industry showed strong resilience, driven largely by growth in food, pharmaceuticals, and consumer packaging. For Autoprint, the successful showcase of the **Autoprint Knight one-colour press at PROPAK West Africa 2025** was a major highlight. The strong market response and multiple installations across the region reinforced our belief that customers continue to value reliability, simplicity, and return on investment. Overall, 2025 strengthened Autoprint's global presence and confirmed steady growth for the industry.

**SUSTAINABILITY AND ARTIFICIAL INTELLIGENCE (AI) ARE SOME OF THE BIGGEST ISSUES DRIVING INVESTMENT. HOW ARE AUTOPRINT MACHINES DRIVING SUSTAINABILITY AND AI QUESTIONS IN TERMS OF CARBON EMISSIONS, WASTE REDUCTION, ENERGY COST, AND WORK EFFICIENCY, AMONG OTHERS?**

Sustainability is no longer optional – it is a business necessity. Autoprint machines are designed to **consume less power, reduce material wastage, and operate efficiently**, helping customers lower operating costs while reducing environmental impact. Automation and smart controls in our machines help reduce human error, improve consistency, and increase productivity. While we may not label everything as AI, our focus is on **practical intelligence** – machines that work smarter, last longer, and help customers produce more with fewer resources.

**WHAT ARE THE OTHER TRENDS PLAYERS MUST WATCH OUT FOR THIS YEAR, AND WHICH OF AUTOPRINT'S LINES ARE POSITIONED FOR THESE TRENDS?**

Key trends include **shorter production runs, faster turnaround times, energy efficiency, and automation**. Customers want dependable machines that are easy to operate and maintain. Autoprint's product range is well-positioned for these trends, as our machines are known for **robust build quality, simple operation, and adaptability across commercial and packaging applications** – making them suitable for both growing businesses and established players.

**“Our machines support businesses of all sizes, from small print houses to large packaging converters, offering dependable solutions across diverse market needs.”**

**WITH OVER 12,500 INSTALLATIONS OF OUR AUTOPRINT MACHINES WORLDWIDE, TELL US WHY YOUR CUSTOMERS TRUST YOU AND YOUR PRESSES?**

Trust is built over time, and Autoprint has earned it through **consistent performance, honest engineering, and long-term support**. Customers choose Autoprint because our presses are durable, easy to maintain, and backed by dependable service. Many of our machines have been running efficiently for decades, which speaks volumes about the confidence customers place in our brand.



**TELL US ABOUT AUTOPRINT'S BRANDS IN BOTH THE COMMERCIAL AND PACKAGING MARKET SEGMENTS?**

Autoprint serves both **commercial printing** – such as books, brochures, and stationery – and **packaging**, including cartons, labels, and consumer goods packaging. Our machines support businesses of all sizes, from small print houses to large packaging converters,

offering dependable solutions across diverse market needs.

**WHAT ARE YOUR PLANS FOR THE AFRICAN MARKETS THIS YEAR, ESPECIALLY NIGERIA AND OTHER WEST AFRICAN MARKETS?**

Africa, particularly **Nigeria and West Africa**, remains a strategic growth region for Autoprint. The demand for packaging and printed materials continues to rise alongside population growth and consumer demand. Our focus is on long-term partnerships, localized support, and offering machines that deliver **value, durability, and ease of use**, perfectly suited to the region's requirements.

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## SPECIAL FEATURE INTERVIEW - AUTOPRINT

**WE UNDERSTAND THAT YOUR EXCLUSIVE PARTNER IN NIGERIA, ALBEIT WEST AFRICA, ANKAN GRAPHICS, WILL BE EXHIBITING AT THIS YEAR'S PROPAK WEST AFRICA. WHAT WILL YOU BE OFFERING TO THE MARKET THIS TIME AROUND, APART FROM THE LEGENDARY AUTOPRINT KNIGHT ONE-COLOUR MACHINE?**

At PROPAK West Africa 2026, visitors can expect a **broader portfolio beyond the iconic Autoprint Knight**. The focus will be on practical, production-ready solutions that enhance efficiency, quality, and profitability for Printers and Converters. The exhibition will also highlight Autoprint's commitment to the African market through technology demonstrations and direct customer engagement.

**WILL THERE BE SPECIALS, PROMOS, OR DISCOUNTS THAT YOU WILL BE OFFERING TO YOUR CURRENT AND PROSPECTIVE CLIENTS AT PROPAK WEST AFRICA 2026?**

Yes, Autoprint and its partner **Ankan Graphics** plan to offer **exclusive show-specific benefits**, including promotional pricing and value-added packages, making it an ideal opportunity for customers planning new investments.

**“Customers choose Autoprint because our presses are durable, easy to maintain, and backed by dependable service.”**

**WHAT ADVICE WOULD YOU GIVE OPERATORS TO ENSURE LONG MACHINE LIFE?**

Regardless of the brand, proper **routine maintenance, correct operation, and timely servicing** are key to machine longevity. Investing in operator training and using genuine spare parts can significantly extend the life and performance of any press.

**WITH ANKAN GRAPHICS LTD AS YOUR PARTNER, WHAT ASSURANCE ARE YOU GIVING YOUR CUSTOMERS TO GUARANTEE YOUR COMMITMENT TO THEIR SERVICE, SPARE, AND OTHER TECHNICAL NEEDS ANYTIME, ANY DAY?**

With **Ankan Graphics LTD** as our exclusive partner in Nigeria and West Africa, customers are assured of **local service availability, spare parts access, and technical support**. This partnership reflects Autoprint's commitment to standing by its customers – not just at the time of sale, but throughout the machine's lifecycle.

**ACQUIRING BRAND-NEW PRESSES CAN BE HIGHLY CAPITAL-INTENSIVE, AMONG OTHER FACTORS, FOR A SMALL/MEDIUM-SCALE PRINT & ALLIED BUSINESS. DOES AUTOPRINT HAVE PRE-OWNED MACHINES, AND HOW CAN PRINTING COMPANIES ACQUIRE THEM?**

Yes, Autoprint understands that new machinery can be a significant investment. We do offer certified pre-owned machines, which are carefully inspected and supported, allowing small and medium-scale businesses to access reliable technology at a lower entry cost.

**THANK YOU FOR YOUR TIME.**

### About MR. H. SURESH SUBRAMANIAN and AUTOPRINT MACHINERY MFRS PVT. LTD



With over 30 years of experience in sales and marketing, business development, channel management, and relationship management, **Suresh Subramanian** is a seasoned professional who excels at improving efficiency and performance within organizations. He holds an MSME certification from the Ministry of Micro, Small & Medium Enterprises, as well as an Executive MBA in Sales & Marketing from TechVeda Institute of Management Studies. He is passionate about sales and marketing, and leverages his expertise in product development and B2B, B2C marketing strategy to create and implement innovative solutions that drive revenue and business growth in highly competitive environments. His goal is to help his company and clients achieve their sales ambitions and expand their market presence. Currently, he is the AGM - Key Accounts & International Business at Autoprint Machinery Manufacturers Mfrs. Pvt. LTD., Coimbatore, India.

**Autoprint Machinery Mfrs Pvt. LTD (Autoprint)** is India's leading manufacturer and exporter of offset printing, post-press machines that include UV & Drip off Coating machines, Die cutting & Hot Folling machines, Stripping & Blanking machines, Variable data printing machines, Carton inspection machines, and other related machines. From zero to over 12500+ installations, exporting to more than 95+ countries in a span of just 32 years, the Coimbatore, India, based Autoprint has emerged as a market leader in the offset printing and allied machinery manufacturing industry.

At Autoprint, all products share common traits and characteristics: Customer-Centric product design, innovation, and cost-effectiveness, backed by robust after-sales service support. It's truly Made in India to global standards products. This is because Autoprint Research and Development (R&D) Centre has a dedicated team of professionals who are constantly striving to meet customers' evolving needs. Today, Autoprint is proud of its role in significantly altering the global perception of Indian Printing Machines due to its wide acceptance and acclaim in various countries around the globe.



Do  
You  
need an  
holistic  
**GUIDE**  
through  
your  
**GRAPHIC  
CAREER?**





**“DMS EQUIPMENT HAS RICH FEATURES, SUCH AS SPOT UV, 3D EMBOSING, CAST CURE, HOLOGRAM, BRAILLE, AND OTHER BRILLIANT FEATURES THAT CAN BE ACHIEVED WITHOUT PLATE-MAKING”.**



As a pioneer and leader in digital enhancement foil stamping technology, **Guangzhou SAPA Precision Machinery Co., LTD. (DMS SAPA)** has been dedicated to digital enhancement equipment for 11 years. Today, the digital enhancement equipment manufacturer has become a trailblazer in providing integrated digital enhancement system solutions that have earned the trust of numerous renowned brands such as L'Oréal, P&G, and Unicharm. In this exclusive **SPECIAL FEATURE INTERVIEW** with the **Director, Lily Yang**, discover how the company provides advanced digital embellishment to drive innovation in packaging, branding, and redefine product appeal. Excerpt:

foundation for deepening regional cooperation.

**ACQUIRING BRAND-NEW PRESSES CAN BE HIGHLY CAPITAL-INTENSIVE, AMONG OTHER FACTORS, FOR A SMALL/MEDIUM-SCALE PRINT & ALLIED BUSINESS. DOES DMS SAPA HAVE PRE-OWNED MACHINES, AND HOW CAN INVESTORS FROM THIS PART OF THE WORLD ACQUIRE THEM?**

We understand the capital constraints faced by small and medium-sized enterprises. Compared to traditional printing equipment, the investment cost for DMS digital UV foil stamping equipment remains relatively low. We provide high-value DMS digital foil stamping devices and, together with Ankan Graphics, offer flexible financing solutions for West African investors to lower the barrier to initial investment.

**WITH YOUR WEALTH OF EXPERIENCE IN HIGH-END EQUIPMENT MANUFACTURING, MODIFICATION, AND UPGRADE, WHAT TRENDS SHOULD WE WATCH OUT FOR IN THIS SECTOR?**

The Printing Industry is currently moving toward intelligent, digital, and sustainable production – a direction fully aligned with our company's focus on digitalization and intelligence. Every DMS device features a modular design that integrates seamlessly with intelligent production systems such as Manufacturing Execution System (MES) and supports on-demand configuration and upgrades. This adaptability meets the needs of short-run and customized orders while offering clients tailored technical upgrade pathways.

**LAST YEAR, DMS MADE A SUCCESSFUL INDUSTRY EXHIBITION DEBUT IN WEST AFRICA THROUGH YOUR EXCLUSIVE PARTNER IN NIGERIA, ANKAN GRAPHICS, AT PROPAC WEST AFRICA. TELL US ABOUT YOUR EXPERIENCE?**

Through our exclusive partner in Nigeria, **Ankan Graphics**, we successfully demonstrated the versatile application solutions of DMS digital foil stamping equipment at PROPAC West Africa exhibition. The West African market showed significant demand for cost-effective and easy-to-operate foil stamping solutions. Our participation has laid a solid



**WHAT ARE YOUR PLANS FOR THE AFRICAN MARKETS THIS YEAR, ESPECIALLY NIGERIA AND OTHER WEST AFRICAN MARKETS?**

In 2026, we will deepen our collaboration with Ankan Graphics to conduct technical training, pilot projects, and localized service network development in Nigeria, Ghana, Côte d'Ivoire, and other

West African countries. This initiative aims to promote the adoption of digital UV foil stamping technology across the region.

**WILL THERE BE SPECIALS, PROMOS, OR DISCOUNTS THAT YOU WILL BE OFFERING TO YOUR CURRENT AND PROSPECTIVE CLIENTS AT PROPAC WEST AFRICA 2026?**

We will join forces with Ankan Graphics to launch customized equipment models tailored for the West African market and showcase the latest digital foil stamping

solutions. On-site orders will enjoy exclusive business benefits and long-term service support.

**“ The Printing Industry is currently moving toward intelligent, digital, and sustainable production. ”**

Continued on page 18 >>



**WHAT ADVICE CAN YOU GIVE TO OPERATORS IN HANDLING THEIR MACHINES, NOT JUST DMS SAPA, SO THAT THE MACHINES CAN STAND THE TEST OF TIME?**

My advice is that they should perform regular preventive maintenance and system calibration. We provide professional executable maintenance manuals. They should also use original factory parts and adhere to environmental temperature and humidity standards. In addition to that, they should also utilize digital monitoring systems for early fault detection. There should also be continuous operators' training (we offer multilingual training modules).

**WITH ANKAN GRAPHICS LTD AS YOUR PARTNER, WHAT ASSURANCE ARE YOU GIVING YOUR CUSTOMERS TO GUARANTEE YOUR COMMITMENT TO THEIR SERVICE, SPARE, AND OTHER TECHNICAL NEEDS ANYTIME, ANY DAY?**

Ankan Graphics serves as our exclusive partner in West Africa, responsible for localized technical support, spare parts inventory, and rapid response. DMS provides remote diagnostic support and global warranty services to ensure uninterrupted production for our clients.

**THANK YOU FOR YOUR TIME.**



**where to print**  
MAGAZINE

**MENTORSHIP PARTICIPANTS' BENEFITS**

1. Academy - free & highly subsidized print & allied training.
2. Tool - free access to resource Material online.
3. 24/7 access to mentor subject to mentors - subject to availability.
4. Industry events - free entry to industry exhibitions, workshops, seminars etc
5. Participation in Business, Setup, Design etc competition with funding.
6. Evening Dinner with Investor/Mentor.
8. Booth Camp/ Boat Cruise exclusivity .

**MENTORS' / INVESTORS' BENEFITS**

1. Pool of talents to choose from/employ.
2. Great companies to invest in.
3. Free - Reseach/ feasibility studies/ statistices of industry to aid print business purchase decisions.



**About GUANGZHOU SAPA PRECISION MACHINERY CO., LTD**



Ankan Graphics LTD & DMS SAPA - join forces to launch customized equipment models tailored for the West African market

Guangzhou SAPA Precision Machinery Co., LTD. is a research and development enterprise specializing in innovative automation equipment and high-end digital embellishment and hot stamping technology.

**DMS Core Products & Applications:**  
- Roll-fed Digital embellishment machines: Specializing in labels (cosmetic products/shrink sleeve /wine labels, etc.) and flexible

packaging, driving added value and product appeal.  
- Sheet-fed embellishment machines: Empowering high-end visual impact for industries such as alcoholic beverages, cosmetics, gaming & animation, as well as cultural and gift packaging.

DMS equipment has rich features, such as Spot UV, 3D embossing, cast cure, hologram, Braille, and other brilliant features that can be achieved without plate-making. Integrating hot stamping and cold stamping with high efficiency, high stability, high quality, and low cost, a perfect match for traditional printing, digital printing and other processing techniques. As a pioneer in the digital embellishment technologies in China, DMS provides brand owners and printing companies with all-in-one digital post-press solutions.



## "AT HONTEC, WE FIRMLY BELIEVE THAT ADVANCED, PRODUCTIVE TECHNOLOGY SHOULD BE ACCESSIBLE TO AMBITIOUS BUSINESSES OF ALL SCALES".



Established in 2009 as a cutting-edge narrow-web printing solutions provider, **Hontec Industries China Limited (Hontec for short)** is today a renowned manufacturer of label printing presses and label finishing converting machines. With over 1,000 machine installations in China and more than 38 countries, the leading Original Equipment Manufacturer (OEM) has not only mastered the Art of Flexographic Presses and Label Converters, but has also earned a solid market reputation. That is why **WHERE To Print magazine**, in this **SPECIAL FEATURE INTERVIEW** with International Business Manager, **Rebecca Wu**, unearths how Hontec commits to not just helping ambitious business owners scale up their businesses with modern technologies but also forming lasting relationships with its customers as it expands its global footprint in West Africa. Read on:

### LAST YEAR, HONTEC MADE A SUCCESSFUL INDUSTRY EXHIBITION DEBUT IN WEST AFRICA THROUGH YOUR EXCLUSIVE PARTNER IN NIGERIA, ANKAN GRAPHICS, AT PROPAK WEST AFRICA. TELL US ABOUT YOUR EXPERIENCE?

Thank you for the question. Our debut at PROPAK West Africa through our exclusive partner, **Ankan Graphics LTD**, was a resounding success and a pivotal moment for Hontec's global strategy. The experience exceeded our expectations in three key ways:

**First, the market response was overwhelmingly positive.** We were impressed by the high level of engagement and the sophisticated inquiries from attendees. There was a strong, demonstrable demand for the advanced technology, durability, and precision that Hontec equipment represents. It confirmed our belief that the West African Packaging and Printing Industry is ripe for technological advancement and quality-driven solutions.

**Second, it validated the power of our partnership model.** Ankan Graphics was instrumental to this success. Their deep local expertise, established reputation, and understanding of customer needs were invaluable. They didn't just represent our products; they effectively translated the Hontec value proposition into the local context. This synergy on the ground ensured we connected with the right clients and addressed specific market challenges effectively.

**Finally, the exhibition was a tremendous learning platform.** It provided us with direct, real-time insights into regional trends, operational preferences, and specific technical requirements. This intelligence is now directly informing our product support, training programs, and future market strategies for the region.

### TELL US ABOUT HONTEC'S FLEXICON RANGE OF LABEL FLEXOGRAPHIC PRINTERS, SAID TO BE DESIGNED WITH OPERATOR'S CONVENIENCE IN MIND? FIRST, WE ARE FOCUSED ON SIMPLIFYING COMPLEX PROCESSES. A KEY FEATURE IS OUR

Advanced Job Preset and Automated Setup systems in FlexiCon to ensure preregistration and/or automatic registration, which drastically reduces changeover time from hours to minutes. This minimizes waste on short runs and eliminates the variability that comes from manual adjustments. It turns a highly skilled task into a streamlined, repeatable procedure.

**Second, we have redesigned our FlexiCon range for physical and visual accessibility.** This means routine tasks like plate mounting, ink tray changes, and web threading are more ergonomic, requiring less bending, stretching, or tool use. Vital components are colour-coded and logically grouped.

**Third, we build operators' confidence through intelligent assistance and robustness.** Features like our 'Real-Time Diagnostics' dashboard give operators a clear view of machine status, preemptively flagging potential issues before they cause stoppages. Combined with the renowned durability of Hontec's engineering — such as our solid frame construction and precision gear trains — this means operators spend less time troubleshooting and more time producing flawless labels. They can trust the machine to perform consistently, shift after shift.

### WHAT ARE THE RANGES OF LABEL FINISHING, DIE CUTTING, AND CONVERTING MACHINES THAT HONTEC OFFERS?

We offer the following in each sector:

**1. Label Finishing Systems:** This range focuses on adding functionality and value post-print. Key machines include:

- **Semi-Rotary and Full Rotary Screen-Printing Units:** For adding high-opacity whites, vibrant spot colours, and unique tactile effects (like textures or

raised print), inline or offline.

- **Hot & Cold Foil Stamping Machines:** Our precision foil stampers allow for the application of metallic, holographic, or pigmented foils, enabling brands to achieve premium shelf appeal and enhanced anti-counterfeiting features.

- **Varnishing & Coating Stations:** We also offer systems for applying aqueous, UV, or solvent-based coatings, either overall or in precise patterns, to provide scuff resistance, gloss/matte effects, or specific functional properties.

- **X Type Silk Screen Machine:** A cornerstone of our premium finishing capabilities is our screen printing systems, which are engineered to apply high-opacity inks (especially vibrant whites), thick layers of special colours, textured varnishes, and metallic effects. This technology delivers unmatched visual depth and tactile quality — making it ideal for luxury branding, security labels, and products requiring standout shelf presence.

**2. Precision Die-Cutting Systems:** This is a core strength. Our range ensures clean, accurate, and efficient conversion of printed web into individual labels. They are:

- **Semi-Rotary Die-Cutting Stations:** Ideal for flexible and frequent job changes, handling a wide variety of label shapes and sizes with quick setup. They are perfect for short to medium runs.

- **Full Rotary Die-Cutting Systems:** Engineered for maximum speed and durability in long, high-volume production runs. They offer exceptional precision and consistency, often integrated directly into our FlexiCon printing lines.

- **Flatbed Die-Cutting Machines:** For specialized applications requiring intricate, non-cylindrical cuts, kiss-cuts, or very thick materials where rotary systems are not suitable

**3. Converting & Rewinding Machines:** This completes the process, ensuring the final product is ready for application. These include:

- **Slitter/Rewinders:** High-speed machines for accurately slitting multi-web jobs and rewinding labels into neat, tension-controlled rolls of specified length and width. We offer models with automatic turret rewinding for non-stop production.

- **Sheeting Machines:** For converting the printed and die-cut web into individual sheets, a format preferred for certain digital print outputs or specific end-user applications.

- **Inspection & Rewinding Systems:** Critical for quality control, these systems integrate



At Ankan Graphics LTD stand during last year's PROPAK West Africa in Lagos, Nigeria. Hontec promises to be fully represented at this year's edition of PROPAK West Africa from 8 to 10 September 2026.

Continued on page 21 >>

## SPECIAL FEATURE INTERVIEW - HONTEC

advanced camera inspection with rewinding, allowing for automatic defect detection, rejection, and logging to ensure only perfect labels reach the customer.

**“ We are committed to providing technology that doesn't just print labels, but intelligently drives our industry towards a more efficient and sustainable future. ”**

**ACQUIRING BRAND-NEW PRESSES CAN BE HIGHLY CAPITAL-INTENSIVE, AMONG OTHER FACTORS, FOR A SMALL/MEDIUM-SCALE PRINT & ALLIED BUSINESS. DOES HONTEC HAVE PRE-OWNED MACHINES, AND HOW CAN PRINTING COMPANIES ACQUIRE THEM?**

Thank you for raising this critically important point. At Hontec, we firmly believe that advanced, productive technology should be accessible to ambitious businesses of all scales. We understand that the initial investment in a brand-new press is a significant decision, especially for small and medium-sized enterprises (SMEs). To address this directly: Yes, Hontec does facilitate access to high-quality, pre-owned machines through our official **'Hontec Certified Pre-Owned (CPO)'** programme. This initiative is designed specifically to help growing businesses leverage our technology with a lower entry investment. Here's how printing companies can acquire them and why it's a smart, low-risk choice:

**1. Source & Quality Assurance:** Our CPO machines are not open-market purchases. They primarily come from three reliable sources:

- **Trade-ins** from customers upgrading within the Hontec ecosystem.
- **Demonstration units** from our showrooms and roadshows.
- **Select well-maintained machines** from trusted partners. Every machine undergoes a **rigorous multi-point inspection, reconditioning, and testing process** by our senior engineers to meet strict performance standards.

**2. The Acquisition Process:**

Interested companies can acquire a Certified Pre-Owned machine through a straightforward channel:

- **Contact Hontec Directly:** The most reliable way is to get in touch with your regional Hontec Sales Office or our dedicated CPO Programme Manager.
- **Browse Available Inventory:** We maintain an updated list of available CPO machines (models like FlexiCon series, die-cutters, etc.), complete with their service history, hour counts, and specifications.
- **Factory Tour & Test Run:** We encourage potential buyers to visit our facility or an approved site to see the machine in operation and conduct a live test with their own substrates if possible.
- **Transparent Pricing & Support:** You will receive a full condition report and a fair, transparent price. The machine comes with a **warranty** (typically 6-12 months on key components) and **full after-sales support**, identical to what new machine customers receive.

**3. Key Benefits for SMEs:**

- **Reduced Capital Outlay:** Significant cost savings compared to new equipment, improving ROI.
- **Proven Technology & Reliability:** Machines have a track record, eliminating the uncertainties of unproven new models.
- **Faster Deployment:** Often available for immediate or quick shipment, shortening the time to production.
- **Full Integration & Training:** Seamless integration into your workflow with comprehensive operator and maintenance training provided.
- **Path to Upgrade:** Builds a relationship with Hontec, making future trade-ins and upgrades smoother.



In essence, our Certified Pre-Owned program is not just about selling used machines; it's about building lasting partnerships. It allows us to support the growth of the printing community by making durable, productive Hontec engineering a viable and strategic investment for ambitious businesses at every stage of their growth journey.

**WHAT BRAND OF HONTEC MACHINES ARE PRESENTLY INSTALLED AND RUNNING SUCCESSFULLY IN NIGERIA AND WHERE?**

**Hontec FlexiCon Series - Flexographic Label Presses.** They are successfully installed and running in several major Label Converters and Packaging Companies in **Lagos** (particularly in the Ikeja and Agidingbi industrial areas) and **Ogun State** (along the Berger/OPIC axis). These presses are successfully producing high-quality self-adhesive labels for the **Fast-Moving Consumer Goods (FMCG), pharmaceutical, and beverage industries** in Nigeria. Their reliability and ease of operation have been key to our clients' success in meeting the extremely demanding local and regional market needs.

**SUSTAINABILITY AND ARTIFICIAL INTELLIGENCE (AI) ARE SOME OF THE BIGGEST ISSUES DRIVING INVESTMENT. HOW ARE HONTEC MACHINES DRIVING SUSTAINABILITY AND AI QUESTIONS IN TERMS OF CARBON EMISSIONS, WASTE REDUCTION, ENERGY COST, AND WORK EFFICIENCY, AMONG OTHERS?**

Thank you for this forward-thinking question. At Hontec, we view Sustainability and Artificial Intelligence not as optional features, but as fundamental pillars of modern manufacturing engineering. They are deeply embedded in our machine design, directly addressing the core operational and environmental challenges our customers face. Here's how we approach them:

**1. Driving Sustainability: Reducing Footprint & Cost**  
Our machines are engineered to minimize environmental impact while maximizing our clients' profitability, focusing on three key areas:

**Radical Waste Reduction (A Direct Path to Sustainability & Profit):**

- **AI-Powered Setup & Registration:** Our systems use vision-based AI to achieve **automatic pre-registration and closed-loop colour control**. This reduces make-ready waste (substrate and ink) by up to **40-50%** compared to manual setups, a critical factor in short-run economies.
- **Precision Ink Management:** Advanced chambered doctor blades and automatic viscosity control ensure near-zero ink waste and eliminate solvent evaporation common to traditional trays.

**Energy Cost & Carbon Emissions Reduction:**

- **Eco-Drive Systems:** We incorporate high-efficiency servo motors and regenerative drive technology that recovers and reuses braking energy within the system, significantly reducing total power consumption.
- **Heat Recovery & LED UV:** On applicable lines, waste heat from dryers is recirculated. We also champion low-energy **LED-UV curing systems**, which consume up to **70% less energy** and generate no ozone compared to traditional mercury-arc lamps, drastically cutting the carbon footprint in the printing process.

**Sustainable Production Design:**

- **Longevity & Durability:** Our machines are built for **decades of service**, using premium materials and modular designs that allow for upgrades instead of replacement, embodying the principle of a circular economy.
- **Material Compatibility:** We optimize our presses to run efficiently on a wider range of **recyclable and thinner mono-material substrates**, supporting the global shift towards more sustainable packaging.

**2. Leveraging Artificial Intelligence: The Brain Behind the Brawn**



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Ankan Group Wishes you many more successful editions ahead! 



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environments.

Automation and future-ready production were also key focus areas, with a session titled **"Future-Proofed Print: Steps Towards Automation"**, which examined how workflow optimisation, automation, and data-driven decision-making can improve efficiency, reduce waste, and strengthen long-term business resilience.

"The conference programme is designed to act as a knowledge platform for the region, bringing together global insight, regional perspective, and real-world application. The strong engagement we saw across the sessions reflects a market that is not only investing in equipment, but actively seeking the strategic thinking, skills, and understanding needed to build resilient, future-ready businesses," added Cassim.

**FESPA Middle East** will return to the **Dubai Exhibition Centre** in **2027**, taking place from **12 to 14 January**.

For more information, visit [www.fespamiddleeast.com](http://www.fespamiddleeast.com)

solutions they can implement in the short to medium term. This reinforces the event's role as a catalyst for growth and a platform where business gets done."

Beyond the exhibition floor, the conference programme proved a major draw. Individual conference sessions attracted more than **200 attendees**, with discussions on leadership, sustainability, AI, automation, and future market opportunities. The strong engagement highlighted the industry's appetite for strategic insight alongside technology investment.

Sessions explored how print and signage businesses can future-proof operations and unlock new revenue streams in a rapidly evolving market. Highlights included practical leadership insights from the FESPA Leadership Exchange (FLEX), with sessions focused on scaling strategies, regional expansion, and navigating economic change, alongside business-led presentations such as Beyond the Hype: AI for Your Business, which examined real-world applications of artificial intelligence across print operations.

Sustainability was a central pillar of the programme, with strong attendance at sessions such as Embedding Sustainability into Workplace Culture, which explored how organisations can align teams, processes, and values to support long-term environmental commitments. Design-led discussions, including Storytelling via Design: Crafting a Seamless Experience, addressed the growing role of print and signage in creating meaningful brand



### About FESPA

Founded in 1962, FESPA is a global federation of Associations for the screen printing, digital printing, and textile printing community. FESPA's dual aim is to promote screen printing and digital imaging and to share knowledge about screen and digital printing with its members across the world, helping them to grow their businesses and learn about the latest developments in their fast-growing industries.

#### FESPA Profit for Purpose

Profit for Purpose is FESPA's international reinvestment programme, which uses revenue from FESPA events to support the global speciality print community to achieve sustainable and profitable growth through four key pillars - education, inspiration, expansion, and connection. The programme delivers high-quality products and services for printers worldwide, including market research, seminars, summits, congresses, educational guides and features, in addition to supporting grassroots projects in developing markets. For more information, visit [www.fespa.com/en/about/profit-for-purpose](http://www.fespa.com/en/about/profit-for-purpose).

#### Forthcoming FESPA events include:

- **FESPA FLEX 2026**, 24-27 November, Riyadh, Jeddah, Amman, and Cairo
- **FESPA Global Print Expo 2026**, 19-22 May, Fira Barcelona
- **European Sign Expo 2026**, 19-22 May, Fira Barcelona
- **Personalisation Experience 2026**, 19-22 May, Fira Barcelona
- **Wrapfest 2026**, 26-27 June, Bicester Heritage, UK



# Redefining the business of Paper, Packaging, Non Woven & Hygiene Tissue Industry

## 23 - 25 June 2026

Landmark Centre  
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### Country Facts:

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# 237M

Growing population

# \$1B

Paper & Packaging Industry

# 11%

Annual Growth in Non-woven sector

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## "WE AIM TO PROVIDE A COMPLETE SOLUTION, FROM MACHINE ACQUISITION TO LIFELONG MAINTENANCE".



Established in 2015 and located in Dongguan City, **Guangdong Province, China, Guangdong Speed Machinery Technology Co., LTD (Speed Machinery for short)**, main product lines include folding, pressing, flattening, binding, and labeling machines. In this exclusive **SPECIAL FEATURE INTERVIEW** with the International Business Manager, **Mr. David Wang Mingcheng**, find out how the leading Chinese company is going to provide these innovative solutions for insert folding equipment for the printing, pharmaceutical, books, cosmetics, and small packaging markets in West Africa nay Nigeria, in the excerpt below:

**GUANGDONG SPEED MACHINERY TECHNOLOGY CO., LTD. (SPEED MACHINERY) IS ONE OF THE LEADING MANUFACTURERS OF INSERT/INSET FOLDING EQUIPMENT FOR THE PRINTING, PHARMACEUTICAL, BOOKS, COSMETICS, AND SMALL PACKAGING MARKETS. LET US KNOW THE MODELS YOU HAVE FOR SMALL, MEDIUM, AND HIGH-END ENTERPRISES?**

We offer a comprehensive portfolio designed to match every business scale and need. For **small to medium-sized enterprises** and those seeking high-value entry points, our **490, 520, and 600 series** folding machines provide robust, reliable performance at an accessible cost. For **medium to large-scale operations** requiring higher throughput and advanced features, our **660 and 780 models** deliver superior speed, precision, and durability. Furthermore, we cater to specialized requirements with our **combination folding machines and knife-mixed folding machines**. Beyond standard models, we provide **customized solutions** and engineering equipment to fit unique workflows or niche applications across various business segments.

**SPECIFICALLY, TELL US ABOUT YOUR AUTOMATIC LABELING MACHINES AND THE MARKET(S) YOU TARGET?**

Our automatic labeling machines are engineered for precision and efficiency in highly regulated and demanding environments. They are **primarily designed for the pharmaceutical and packaging industries**, where accuracy, speed, and consistent application are critical. In pharmaceuticals, they ensure compliant labeling of boxes, vials, and packages, while in general packaging, they enhance branding and product information placement on a wide range of items.

**LAST YEAR, SPEED MACHINERY MADE A SUCCESSFUL INDUSTRY EXHIBITION DEBUT IN WEST AFRICA THROUGH YOUR EXCLUSIVE PARTNER IN NIGERIA, ANKAN GRAPHICS, AT PROPAK WEST AFRICA. TELL US ABOUT YOUR EXPERIENCE?**

Our debut at PROPAK West Africa 2025 was a resounding success and a strategic milestone. The exhibition provided invaluable, direct exposure to the dynamic and growing West African market. We were highly impressed by the level of engagement, the technical knowledge of visitors, and the clear demand for reliable, high-quality machinery. Partnering with **Ankan Graphics LTD** was instrumental; their local expertise and market understanding ensured we connected with the right audience. The positive feedback and serious inquiries we received confirmed our belief in the region's potential and solidified our commitment to its development.

**ACQUIRING BRAND-NEW PRESSES CAN BE HIGHLY CAPITAL-INTENSIVE, AMONG OTHER FACTORS, FOR A SMALL/MEDIUM-SCALE PRINT & ALLIED**



**BUSINESS. DOES SPEED MACHINERY HAVE PRE-OWNED MACHINES, AND HOW CAN INVESTORS FROM THIS PART OF THE WORLD ACQUIRE THEM?**

To ensure the highest standards of performance, reliability, and customer safety, **Speed Machinery does not offer or deal in used equipment**. We believe in providing our clients with fully warranted, factory-new machines that deliver optimal productivity from day one and are backed by our complete after-sales support. We focus on offering value-engineered models across our range to make quality new equipment accessible to businesses of all scales.

**WHAT BRAND OF SPEED MACHINERY ARE PRESENTLY INSTALLED AND RUNNING SUCCESSFULLY IN NIGERIA AND WHERE?**

The **Speed 490 folding machine** is currently installed and operating successfully in several clients' locations across Nigeria. It is particularly popular in commercial print shops and packaging businesses in key industrial areas, including Lagos and Abuja, where its balance of affordability, compact footprint, and dependable performance has been well-received.

**“We provide customized solutions and engineering equipment to fit unique workflows or niche applications across various business segments.”**

**FOOD SAFETY, HYGIENE, SUSTAINABILITY, AND ARTIFICIAL INTELLIGENCE (AI) ARE SOME OF THE BIGGEST ISSUES DRIVING INVESTMENT IN YOUR MARKET SEGMENT. HOW ARE MACHINES DRIVING THESE ISSUES IN TERMS OF SAFETY, HEALTH, WASTE REDUCTION, ENERGY COST, CARBON EMISSIONS, AND WORK EFFICIENCY, AMONG OTHERS?**

Modern machinery is at the forefront of addressing these critical issues. Our machines contribute by:

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**- Safety & Hygiene:**

Utilizing materials and designs that are easy to clean and prevent contamination, crucial for pharmaceutical and cosmetic packaging.

**- Waste Reduction & Efficiency:**

Advanced servo-driven systems and precision registration ensure minimal paper waste from misalignment. Automated, consistent operation reduces human error and material spoilage.

**- Energy Cost & Emissions:** Newer models feature energy-efficient motors, automatic sleep modes, and optimized mechanical designs that significantly lower power consumption, reducing both operational costs and carbon footprint.

**- Work Efficiency:** Automation and user-friendly PLC controls streamline operations, allowing one operator to manage multiple tasks, increasing output while reducing labour-intensive manual processes. While we integrate advanced automation, the integration of full AI for predictive maintenance and process optimization is an evolving area we are actively monitoring.

**WHAT ARE YOUR PLANS FOR THE AFRICAN MARKETS THIS YEAR, ESPECIALLY NIGERIA AND OTHER WEST AFRICAN MARKETS?**

Our primary plan is to **continue the aggressive and focused development of the West African market.**

We will achieve this through our strong partnership with our exclusive representative, **Ankan Graphics LTD.** Our strategy includes increased marketing support, technical training for their team, and potentially more local inventory to ensure faster delivery and support for our growing client base in the region.

**WHAT WILL YOU BE OFFERING TO THE MARKET THIS YEAR, ESPECIALLY NOW THAT ANKAN GRAPHICS HAS CONFIRMED PROPAK WEST AFRICA 2026 PARTICIPATION?**

At PROPAK West Africa 2026 and throughout the year, we will be highlighting sales and support for our core **490, 520, 600, 660, and 780 model series.** A key focus will also be on ensuring the long-term reliability of installed machines through the availability of **genuine spare parts.** We aim to provide a complete solution, from machine acquisition to lifelong maintenance.

**WILL THERE BE SPECIALS, PROMOS, OR DISCOUNTS THAT YOU WILL BE OFFERING TO YOUR CURRENT AND PROSPECTIVE CLIENTS AT PROPAK WEST AFRICA 2026?**

Yes, we plan to introduce attractive offers to incentivize new investments. For potential customers who engage with us at the show, we will be offering **special discounts on selected models or valuable packages that include free spare parts and essential consumables.** This demonstrates our commitment to a strong start for every partnership.

**WHAT ADVICE CAN YOU GIVE TO OPERATORS IN HANDLING THEIR MACHINES, NOT JUST SPEED MACHINERY, SO THAT THE MACHINES CAN STAND THE TEST OF TIME?**

The single most important practice is **proactive and regular equipment maintenance.** This includes daily cleaning, scheduled lubrication as per the manual, and periodic condition checks on critical components like belts,



sensors, and blades. Adhering to the manufacturer's maintenance schedule prevents minor issues from becoming major breakdowns and effectively extends the machine's operational lifespan, protecting your investment.

**WITH ANKAN GRAPHICS LTD AS YOUR PARTNER, WHAT**

**ASSURANCE ARE YOU GIVING YOUR CUSTOMERS TO GUARANTEE YOUR COMMITMENT TO THEIR SERVICE, SPARE, AND OTHER TECHNICAL NEEDS ANYTIME, ANY DAY?**

Customers should have full confidence in us. **Ankan Graphics LTD is a highly professional company with a reliable team of technical engineers.** They are fully trained and supported by us to provide a complete range of services. This includes on-site equipment repair, comprehensive after-sales support, and holding critical spare parts inventory locally. They act as our direct extension in the region, ensuring prompt and expert assistance is always available.

**ANY NEWS OR INFORMATION YOU WOULD LIKE TO ADD?**

We are excited about the future in West Africa. The success of last year's exhibition and the ongoing partnerships forged have energized our team.

“  
**We focus on offering value-engineered models across our range to make quality new equipment accessible to businesses of all scales.**  
”



We encourage all visitors of PROPAK West Africa 2026 to visit the Ankan Graphics booth to see our technology firsthand and discuss their specific needs.

**THANK YOU FOR TIME**

**About GUANGDONG SPEED MACHINERY TECHNOLOGY CO., LTD**

**Guangdong Speed Machinery Technology Co., LTD (Speed Machinery)** is a professional manufacturer of binding and packaging machinery and equipment. Based in the industrial hub of Dongguan City, Guangdong Province, China, the company boasts a dedicated in-house **professional technical team capable of independently researching, designing, and developing new products.** This allows Speed Machinery to innovate and respond quickly to market needs comprehensively. Its main product lines include:

- **Folding Machine Series:** Including our popular 490, 520, 600, 660, and 780 models.
- **Pharmaceutical Packaging Series:**



Such as parallel blades, labeling systems, flattening machines, and gluing machines.

- **Binding Series:** Including folding and cutting lines and slitting machines for more complex finishing applications



**"WE FOCUS ON PROMOTING INTELLIGENT LAMINATING PRODUCTION LINES, AND MODELS ADAPTED TO ECO-FRIENDLY MATERIALS WHILE STRENGTHENING LOCAL SERVICE NETWORKS".**



Known for its core values of capacity, speed, and quality, **Wenzhou YOUBOND Machinery Co., LTD (Youbond Machinery)** specializes in the research, development, and production of laminating machines, card laminating machines, and labeling machines. In this **SPECIAL FEATURE INTERVIEW** with Sales Manager, **Mr. Michael Yu**, discover how these Youbond machines that are crafted with modern high-precision laser equipment offer customized solutions tailored to your market needs.

**LAST YEAR, YOUBOND MACHINERY MADE A SUCCESSFUL INDUSTRY EXHIBITION DEBUT IN WEST AFRICA THROUGH YOUR EXCLUSIVE PARTNER IN NIGERIA, ANKAN GRAPHICS, AT PROPAK WEST AFRICA. TELL US ABOUT YOUR EXPERIENCE?**

Our participation in the PROPAK West Africa exhibition via our exclusive Nigerian partner, **Ankan Graphics LTD**, was a highly successful market debut. This is because we found out that the local Printing and Packaging Industry has a strong demand for cost-effective equipment, and our Youbond laminating machines on display received more inquiries than expected. Also, while leveraging Ankan Graphics' local resources, we quickly reached small and medium-sized printing enterprise clients across West Africa. In summary, our debut clarified our product adaptation direction for the West African market (that is, equipment parameters tailored to local raw materials).

**TELL US ABOUT YOUBOND CUTTING-EDGE LAMINATING MACHINES, SPECIFICALLY FOR SMALL ENTERPRISES, MID-RANGE, AND HIGH-END OPERATIONS?**

Youbond's laminating machines cover full-scenario needs such as:

- **Small enterprises:** We offer compact, budget-friendly models with simple operation and a small footprint, suitable for small-batch, multi-category print laminating;
- **Mid-range enterprises:** Our core mid-tier models focus on high stability, supporting continuous operation with medium capacity, balancing efficiency and cost;
- **High-end clients:** We provide intelligent laminating production lines with automatic parameter adjustment, suitable for high-speed, high-precision packaging material laminating.

**WE UNDERSTAND THAT YOUBOND MACHINERY PROVIDES TOTAL SOLUTIONS FOR CORRUGATED LAMINATION TO A GLOBAL CLIENT. WHAT SORT OF APPLICATIONS ARE YOUR MACHINES DEPLOYED FOR?**

Our corrugated laminating equipment is mainly deployed in:

- **Food/daily necessities packaging:** Enhancing the water and wear resistance of corrugated boxes;

- **E-commerce logistics packaging:** Improving the damage resistance of packages;
- **Brand display materials:** Laminating corrugated posters and display stands to enhance visual texture.

**ACQUIRING BRAND-NEW PRESSES CAN BE HIGHLY CAPITAL-INTENSIVE, AMONG OTHER FACTORS, FOR A SMALL/MEDIUM-SCALE PRINT & ALLIED BUSINESS. DOES YOUBOND HAVE PRE-OWNED MACHINES, AND HOW CAN PRINTING COMPANIES ACQUIRE THEM?**

Youbond does not export second-hand equipment. If the customer informs us that they need the second-hand machine, we will pay attention to it. Then, if an old customer tells us they want to sell their current machine, we will let the two customers talk directly.

**WHAT BRAND OF YOUBOND MACHINERY ARE PRESENTLY INSTALLED AND RUNNING SUCCESSFULLY IN NIGERIA AND WHERE?**

Mapleleaf Press Limited. The model we installed is YB-1450HG Heavy-duty Servo type laminating machine.

**“ Youbond's laminating machines cover full-scenario needs.”**

**SUSTAINABILITY AND ARTIFICIAL INTELLIGENCE (AI) ARE SOME OF THE BIGGEST ISSUES DRIVING INVESTMENT. HOW ARE YOUBOND MACHINERY DRIVING SUSTAINABILITY AND AI QUESTIONS IN TERMS OF CARBON EMISSIONS, WASTE REDUCTION, ENERGY COST, AND WORK EFFICIENCY, AMONG OTHERS?**

For **Sustainability**, we achieve low-carbon operations by optimizing equipment energy consumption (reducing power usage by 30%), supporting biodegradable laminating materials, and minimizing waste discharge (automatic trimming of leftover materials). Then for **AI technology**, our machines utilize AI technology for remote control, allowing engineers to resolve issues anytime a malfunction occurs. The

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**YB-1450H/1650H**  
**Servo Laminating Machine**  
伺服裱纸机



- ▶ 最高时速 12000 张  
MAX SPEED 12000 SPH
- ▶ 一键启动 20 秒完成  
ONE-KEY COMMISSION 20S COMPLETION
- ▶ 卡纸卡、卡纸裁切器  
CARDBOARD TO FLUTE & CARDBOARD TO CARDBOARD
- ▶ 伺服跟踪补偿定位  
SERVO COMPENSATION POSITIONING
- ▶ 顶部定位全幅纠偏  
TOP SHEET LEFT AND RIGHT ALL COURSE CORRECTION



machines are equipped with cameras to continuously monitor the paper feeding process, improving operational efficiency by about 20%.

**WHAT ARE THE OTHER TRENDS PLAYERS MUST WATCH OUT FOR THIS YEAR, AND WHICH OF YOUBOND MACHINERY'S LINES ARE POSITIONED FOR THESE TRENDS?**

**2026 Industry Trends to Monitor:** Popularization of intelligent automated equipment, adaptation to green packaging materials, and growing demand for regional customized services.

**Our Positioning:** We focus on promoting intelligent laminating production lines and models adapted to eco-friendly materials while strengthening local service networks.

**WHAT ARE YOUR PLANS FOR THE AFRICAN MARKETS THIS YEAR, ESPECIALLY NIGERIA AND OTHER WEST AFRICAN MARKETS?**

In 2026, we will:

- **Deepen the Nigerian market:** Collaborate with Ankan Graphics to launch customer training and equipment inspection activities;
- **Expand to other West African markets:** Participate in industry exhibitions in Ghana and Côte d'Ivoire, and establish local dealer networks;
- **Launch regionally customized models:** Equipment versions adapted to local printing materials in West Africa.

**AS A LEADER IN THE MANUFACTURING OF PRECISION LAMINATING MACHINES, WHAT WILL YOU BE OFFERING TO THE MARKET, ESPECIALLY NOW THAT ANKAN GRAPHICS HAS CONFIRMED PROPAK WEST AFRICA 2026 PARTICIPATION?**

Due to other commitments already scheduled for that time in 2026, our company personnel will not be attending the trade show in person. However, we will fully support Ankan Graphics and the local market.

**WILL THERE BE SPECIALS, PROMOS, OR DISCOUNTS THAT YOU WILL BE OFFERING TO YOUR CURRENT AND PROSPECTIVE CLIENTS AT PROPAK WEST AFRICA 2026?**

If customer placed the order during PROPAK West Africa 2026, we will offer:

- 3% discount + free installation service for on-site new machine orders;
- Signing clients will receive 1 year of free spare parts supply service.

**WHAT ADVICE CAN YOU GIVE TO OPERATORS IN HANDLING THEIR MACHINES, NOT JUST YOUBOND, SO THAT THE PRESS CAN STAND THE TEST OF TIME?**

**Pre-startup Inspection:** Be sure to confirm that the core components of the surface paper machine, such as paper feeding, gluing, pressing, and cutting, are free of debris and wear, so that the parameters of glue amount and paper tension match the requirements of the production order, and check that the safety protection devices are intact.

**Standardized Operating Procedures:** Strictly follow the equipment

operation procedures for paper loading.

**Machine Adjustment and Startup:** Do not arbitrarily adjust key parameters such as speed and pressure. Conduct regular inspections of paper laminating quality during production, and promptly address issues such as wrinkling, insufficient gluing and misalignment.

**Safety Protection:** Wear labour protection supplies such as protective gloves and goggles during operation. It is strictly forbidden to put hands into the rotating rollers and cutting areas. Stop the machine immediately and report when the equipment makes abnormal noises or malfunctions; running the equipment with faults is prohibited.

**Daily Maintenance:** Clean up paper scraps and residual glue on the surface of the equipment before finishing work, add designated lubricating oil to the parts requiring lubrication, and keep detailed records of equipment operation and maintenance to facilitate subsequent problem tracing.

**Skill Improvement:** Take the initiative to learn the structural principles of the equipment and common troubleshooting methods, participate in operation training organized by manufacturers or enterprises, and accumulate experience in adapting to different types of paper and glue.

**WITH ANKAN GRAPHICS LTD AS YOUR PARTNER, WHAT ASSURANCE ARE YOU GIVING YOUR CUSTOMERS TO GUARANTEE YOUR COMMITMENT TO THEIR SERVICE, SPARE, AND OTHER TECHNICAL NEEDS ANYTIME, ANY DAY?**

Through Ankan Graphics, we provide customers with:

- Fast technical support response;
- Regular on-site inspections to proactively identify equipment hazards.

**THANK YOU FOR YOUR TIME.**

**About WENZHOU YOUBOND MACHINERY CO., LTD**

Wenzhou YOUBOND Machinery Co., LTD (Youbond Machinery) specializes in the development and production of laminating machines. Though its products range from small, middle-level, high-standard, and sophisticated laminating machines, Youbond Machinery can also carry out personalized laminating machine customization to meet the specific needs of its customers. There are more than 20 inventions and utility model patents within the company's range of products. And



having all the products of the company pass the strict European Union's CE certification (Conformité Européenne) - a mandatory marking for products sold within the European Union (EU) and European Economic Area (EEA), this signals Youbond Machinery's conformity with high health, safety, and environmental protection standards. Hence, Youbond Machinery is committed to the perfect solution for the global Printing and Packaging Industry.



## "PRINTING BUSINESSES MUST PREPARE FOR STRICTER REPORTING AND COMPLIANCE OBLIGATIONS".



For a while now, **The Nigeria Tax Administration Act 2025**, one of the outcomes of **Mr. Taiwo Oyedele**-led **Presidential Committee on Fiscal Policy and Tax Reforms**, charged with the responsibility of driving reforms with respect to fiscal governance, tax transformation, and growth facilitation, has created a lot of buzz in the polity, and for good reason — the reform is indeed, revolutionary. It's no business as usual, as the revolution is over the entire Nigerian tax architecture ostensibly for a broad-based economic transformation.

To help print & allied businesses successfully navigate the new Tax Regime, **WHERE To Print Editorial Board** narrows down its search for an experienced professional in accounting, auditing, financial analysis, risk management, and of course taxation, with equally impeccable industry experience to **Mr. Godwin Ogilo**, the Managing Director/CEO of **Heidelberg Nigeria Limited**, the subsidiary of the global print solutions provider, **Heidelberg Druckmaschinen AG**. As usual, His insights are both fascinating and educational; hence, highly recommended.

Therefore, in this edition's **SPECIAL FEATURE INTERVIEW**, which doubles as the **COVER STORY**, the

Chartered Accountant cum Finance Expert breaks down Nigeria's new Tax Law and what it truly means for print & allied business owners, entrepreneurs, and managers. Gleaning from his invaluable knowledge and wealth of experience in the industry, and having overseen several multi-billion Naira deals over the past 2 decades in the sector, Mr. Ogilo succinctly explains major changes introduced by the new Tax Act, how players can avoid compliance penalties on Company Income Tax (CIT), Pay-As-You-Earn (PAYE), Pensions, Value Added Tax (VAT), Withholding Tax (WHT) and other statutory obligations. Not only that, he enlightens on e-invoicing fiscalisation, how to use technology to standardise/ monitor transactions for efficient tax purposes, the enforcement powers of tax authorities, and the emerging trends and risks businesses, especially players in Nigeria's Printing Industry, need to be aware of in 2026 and beyond. Read the excerpt of the full interview below:

“Nigerian printing firms that embrace digital printing, packaging, and eco-friendly practices will thrive despite economic and regulatory challenges.”



### HOW WILL YOU DESCRIBE THE 2025 BUSINESS YEAR?

The 2025 business year was marked by cautious optimism and resilience, with the economy showing signs of stabilization amid the Government's various reforms implementation. While persistent challenges such as inflation, unemployment, and infrastructure deficits remain, new and promising trends are emerging across sectors. These trends are redefining how Nigerians do business, consume products, and engage with both local and global markets. Overall, 2025 was a turning point for Nigerian enterprises, with businesses adapting to inflation, policy shifts, digital disruption, and changing consumer behaviour. Also, 2025 was better than the previous year, thanks to the availability of foreign exchange (FOREX) and a more stable exchange rate. We hope the business environment will improve significantly in the months ahead, especially as we approach the election year.

### AS A BUSINESS, WHAT ARE YOUR THREE ACCOMPLISHMENTS LAST YEAR THAT YOU'RE MOST PROUD OF AND GRATEFUL FOR?

Despite the challenges of the year 2025, we were able to meet the important needs of our customers and have been able to build up so much trust in the industry. Another accomplishment is that we were able to keep our Team together. For us at Heidelberg, retaining employees is crucial for organizational success as

it enhances productivity, fosters a positive company culture, and reduces costs associated with staff turnover. Also, we forged strategic partnerships that opened new opportunities, expanded our reach, and strengthened our position in the market. As a business, we are proud of these accomplishments from last year.

### WHAT WERE THE LOWS AND THE HIGHS OF LAST YEAR, AND HOW DID YOU OVERCOME THE CHALLENGES?

Like everything in life, there will always be upsides and downsides. What the future holds out is the need for every print business to make some strategic decisions on how to minimize the downsides and take advantage of the upsides. The upsides are the growth-oriented segments of the industry, e.g., packaging, digital printing, etc. The critical factors for success will be the ability to deploy, implement, and optimize the use of technology, integration, and digital transformation of the printing business. Despite the huge challenges we faced, we were able to scale through by putting in place the following strategies that helped us to stay afloat:

1. **Quality:** We understand that the quality of output helps build trust and confidence with the clients, which makes them (to) always come back. Our quality standard is largely dependent on strategic innovation. That is why we constantly embrace new ways of doing things to achieving top notch customer service delivery.
2. **Customer Service:** More emphasis was placed on great customer service regarding their needs. This helps us to develop a strong relationship with our clients.
3. **Brand Protection:** As an established brand, we have to protect ourselves by doing business with integrity to ensure customer satisfaction.
4. **Training:** We also adopted adequate and continuous education for both our technical and managerial manpower with modern methods of handling new challenges to further help our clients.

“The Printing Industry in 2026 is no longer about ink on paper — it's about smart, sustainable, and customer-driven solutions.”

### WHAT LESSONS DID YOU LEARN THAT OTHERS CAN ADOPT?

Last year's lessons that might help others are:

- Adaptation** - Adapt quickly to changes and pivot when needed.
- Teamwork** - Leverage each other's strengths.
- Customer focus** - Prioritize customers' needs to drive growth.
- Resilience** - Tough times pass, but lessons stay.
- One that stands out** - 'Progress over Perfection'.

I must mention here that some of the most important business skills everyone

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# “PRINTING BUSINESSES MUST PREPARE FOR STRICTER REPORTING AND COMPLIANCE OBLIGATIONS”.



should learn include data analysis skills, identifying trends, and making data-driven business decisions.

## WHAT CAN YOU SAY ABOUT THE NEW TAX LAW?

The new Tax Law consolidates and closes gaps within the existing tax system. The reforms will harmonize tax administration across all tiers of Government thereby enhancing ease of doing business. The Tax Reform Acts comprise four distinct laws: the Nigeria Tax Act, the Nigeria Tax Administration Act, the Nigeria Revenue Service Establishment Act, and the Joint Revenue Board Establishment Act. Though the new tax law will ensure easier compliance and higher tax obligations for large corporations, it is expected to boost collections due to a broader tax base.

## WHAT ARE THE SALIENT ISSUES NIGERIAN BUSINESSES, ESPECIALLY PRINT & ALLIED PRACTITIONERS, SHOULD NOTE TO AVOID TAX PENALTIES?

To avoid penalties under Nigeria's new tax regime, taxpayers must prioritize timely registration, accurate filing of returns, proper record-keeping, and full cooperation with tax authorities. In addition, companies with annual revenue exceeding NGN 5 billion fall under the first phase of VAT fiscalisation (e-invoicing) by the Nigeria Revenue Service (NRS). Such companies are required to implement the NRS e-invoicing system within their operations.

“To be eligible for tax credits or deductions, you will typically need to meet specific conditions set by the Tax Authority.”

## ARE THERE ANY CHANGES IN THE NEW TAX LAW THAT WILL AFFECT PRINT & ALLIED PRACTITIONERS?

Yes – Nigeria's new Tax Reform Act (2025) introduces significant changes that will directly impact printing and allied practitioners, particularly in the areas of VAT, Corporate Income Tax, and compliance obligations. The new tax laws, specifically the Nigeria Tax Act (NTA) 2025, may impact print and allied practitioners in several ways, such as:

- **Input VAT Recovery:** The Act expands input VAT recovery to cover all purchases, including services and fixed assets, provided they directly relate to VATable supplies. This change benefits service-oriented industries, allowing them to reclaim VAT on overheads and capital assets, thereby improving cash flow and reducing operational costs.
- **Development Levy:** A 4% Development Levy on assessable profits replaces several sectoral levies, simplifying administration but increasing effective costs for most companies.
- **Capital Gains Tax (CGT):** The flat rate of 10% is replaced with a potentially progressive rate for individuals based on their earnings, with the rate going as high as 30% for large companies.
- **Deductions and Capital Allowances:** Expenses linked to unremitted VAT or import duties will be disallowed, and the initial allowance has been abolished, while annual rates on plant and equipment are reduced from 25% to 20%.
- **Elimination of minimum tax for companies without profit,** provided certain conditions are met.

In all, the new law consolidates fragmented tax rules and tightens enforcement, meaning printing businesses must prepare for stricter reporting and compliance obligations. To better understand how these changes affect your specific

situation, consider consulting a tax professional or exploring resources on the Nigeria Tax Act 2025.

## OBSERVERS THINK THAT THE NEW TAX SYSTEM WITH TAXES SUCH AS VAT, PAYEE, PIT, OR CIT, ETC., WILL EAT DEEPLY INTO THEIR INCOME/REVENUE. HOW CAN PRACTITIONERS REDUCE THEIR OVERALL TAX BILL/ TAX LIABILITY?

The new Tax Laws do not increase tax rates. Instead, they expand the definition of basic foods and reclassify them from exempt goods to zero-rated goods. This change will reduce the prices of goods and allow manufacturers to claim input VAT against output VAT, an option that was not available under the old tax laws. The reforms also eliminate the provision for minimum tax on loss-making companies, provided certain conditions are met, among other measures. While these changes ease consumer prices and improve VAT recovery, they will also reduce the overall cost of doing business in Nigeria due to stricter compliance requirements. To reduce tax liability, Printers can explore these strategies:

- **VAT planning:** Claim input VAT on business expenses and ensure compliance with VAT regulations.
- **Optimize deductions:** Maximize allowable deductions, like capital allowances and charitable donations.
- **Tax-efficient structuring:** Consider restructuring business operations to minimize tax exposure.
- **PIT optimization:** Leverage personal income tax reliefs and deductions.
- **CIT planning:** Ensure accurate profit computation and utilize tax incentives.

I will equally advise players to consult a tax professional in order to navigate these complexities and ensure compliance.

## HOW CAN ONE BE ELIGIBLE FOR ANY TAX CREDITS OR DEDUCTIONS?

Eligibility for tax credits and deductions under Nigeria's new Tax Act (effective January 1, 2026) depends on proper registration, accurate record-keeping, and engaging in qualifying activities such as business expenses, capital investments, pension contributions, and sector-specific incentives. To be eligible for tax credits or deductions, you will typically need to meet specific conditions set by the Tax Authority. Here are some general tips:

- **Keep accurate records:** Track expenses, donations, and investments that qualify for deductions or credits.
- **Check eligibility criteria:** Review tax laws or consult a tax professional to see what applies to you (e.g., charitable donations, capital allowances, or personal reliefs).
- **File correctly:** Ensure your tax returns are accurate and submitted on time to claim credits or deductions.

Practitioners who document and claim allowable expenses correctly can significantly reduce their tax liability.

## WE UNDERSTAND THE RETENTION GUIDELINES FOR IMPORTANT DOCUMENTATION. HOW LONG SHOULD BUSINESSES KEEP THEIR TAX RECORDS AND SUPPORTING DOCUMENTS?

Under Nigeria's new tax framework, businesses are required to keep tax records and supporting documents for a minimum of six (6) years from the end of the financial year in which the transactions occurred. This retention period aligns with global best practices and ensures that records are available for audits, investigations, or disputes.



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# "PRINTING BUSINESSES MUST PREPARE FOR STRICTER REPORTING AND COMPLIANCE OBLIGATIONS".

Examples of documents to keep are:

- Financial statements
- Tax returns
- Invoices and receipts
- Bank statements
- Payroll records



**“ Printers should invest in robust estimation software to do their estimations and also adopt modern accounting and information management systems to improve efficiency and profitability. ”**



even knowing due to wrong estimation. Printers should invest in robust estimation software to do their estimations and also adopt modern accounting and information management systems to improve efficiency and profitability. Other strategies print & allied practitioners might need to look at are:

- **Digital transformation:** Embracing digital printing, online ordering, and e-commerce to stay competitive.
- **Diversification:** Expanding services beyond traditional print into packaging, marketing solutions, or digital media.
- **Value-added services:** Offering design, content creation, or logistics to increase client stickiness.

## WHAT COMMON BUSINESS EXPENSES CAN BUSINESSES DEDUCT, FOR INSTANCE, OFFICIAL TRAVEL, MEALS, SUPPLIES, AND EQUIPMENT FROM TAXES?

Nigeria's new Tax Act (effective January 2026) streamlines the criteria for expense deductibility under the "Wholly and Exclusively" (WE) principle for business purposes. As a result, businesses may deduct expenses incurred wholly and exclusively in generating income, provided such expenses are not capital in nature. These deductions reduce taxable profits and, consequently, lower overall tax liability. Common Deductible Business Expenses are:

- **Official travel:** Transport, accommodation, and related costs for business trips.
- **Meals:** Reasonable expenses for business-related meals. You are enjoined to keep receipts for references.
- **Supplies:** Office supplies, materials, and consumables used in business operations.
- **Equipment:** Capital allowances on assets like machinery, vehicles, or computers (not full deduction upfront, but depreciated over time).

Other deductible expenses might include:

- Rent and utilities for business premises
- Staff salaries and benefits
- Marketing and advertising costs
- Professional fees (e.g., legal, audit)



## HOW CAN THEY HANDLE PAYROLL TAXES OR THE TAX IMPLICATIONS OF HIRING INDEPENDENT CONTRACTORS VS. EMPLOYEES TO ENSURE COMPLIANCE?

To ensure compliance, businesses must correctly classify workers as employees or independent contractors. Employees are subject to PAYE (Pay-As-You-Earn) payroll taxes, pensions, and statutory contributions, while contractors fall under Withholding Tax (WHT) obligations. Misclassification can lead to penalties and audit risks. Not only that, handling payroll taxes and contractor vs. employee classification can be tricky. Here are some tips:

- **Know the difference:** Ensure you correctly classify workers as employees or independent contractors based on control, independence, and other factors.
- **Payroll taxes:** Deduct PAYE (Pay As You Earn) for employees, remit to tax authorities, and file returns.
- **Contractors:** Typically handle their own taxes, but ensure you file necessary reports (e.g., Withholding Tax).
- **Compliance checks:** Regularly review classifications and tax compliance to avoid penalties. You should consider consulting a tax or HR expert to ensure you are on track.

## ARE THERE ANY INDUSTRY-SPECIFIC TAX ISSUES OR CREDITS THEY SHOULD BE AWARE OF IN OUR INDUSTRY?

Yes – under Nigeria's new Tax Act (2025), printing and allied practitioners fall within the broader manufacturing and publishing sector, which means they can access certain tax incentives (like capital allowances, export credits, and R&D deductions) but also face stricter VAT and compliance obligations. The law consolidates fragmented rules, so printing firms must pay closer attention to VAT remittance, allowable deductions, and sector-linked incentives. Companies into manufacturing of machinery for paper and paperboard production, as well as the manufacture of paper, can apply for tax incentives under Economic Development Tax Incentives (EDTI). Do consult a tax advisor familiar with our industry for tailored guidance.

## WHAT OLD BUSINESS STRATEGY(IES) DO YOU THINK PRINT & ALLIED PRACTITIONERS SHOULD DO DIFFERENTLY NOW TO TAKE THEIR BUSINESSES TO THE NEXT HIGHER LEVEL?

There are lots of old strategies that require changes in how things should be done in the present-day business environment. One of the areas print practitioners should look into is the estimation process. Most Printers do jobs and make no profit without

- **Sustainability focus:** Highlighting eco-friendly practices to attract eco-conscious clients.

## SUGGEST SCALABLE AREAS THAT PRACTITIONERS CAN ENGAGE IN TO IMPROVE THEIR CASH FLOW THIS 2026 BUSINESS YEAR?

Cash flow is the life wire of any business, and all hands must be on deck to maintain a healthy cash flow for the organization. All channels of revenue generation must be well-lubricated to forestall any eventualities. I think on the part of operation, Printers should start to look at the benefit from the power of production automation, colour, and quality management, while also providing key data for analyses and reporting. This will keep their customers coming back and maximize performance with a smart workflow. Printers can improve their cash flow by reducing cash outflows - e.g., by securing better trade credit terms or factoring, chasing debtors, selling assets, or securing an overdraft. Printers must maintain the culture of proper bookkeeping, cut spending where necessary, and speed up accounts receivables, also not forgetting inventory management.

**“ We are very optimistic about the future; hence, we are not slowing down at all. ”**

## WHAT EXCITES YOU ABOUT THIS NEW YEAR THAT WILL MOTIVATE YOU AND YOUR BUSINESS FOR OPTIMUM CLIENT SATISFACTION?

Customer satisfaction is not just a nicety – it's a necessity for businesses today. For us at Heidelberg Nigeria Limited, understanding how to improve customer satisfaction is crucial for maintaining loyalty, building positive word-of-mouth, and ultimately, driving growth. Our product quality plays a major role in customer satisfaction. Even the best customer service can't make up for a product that doesn't meet expectations. Maintaining strong quality standards at every stage, from development to delivery, helps ensure customers have consistently positive experiences with your brand and remain satisfied.

## ON A PERSONAL LEVEL, WHAT NEW HABITS DID YOU START AND ARE WORKING WELL FOR YOU THAT OTHERS CAN LEARN FROM?

It's a privilege that I do not take for granted to share some practical habits that have made me more effective and could be useful for anyone looking to improve on his/her routines. Below are some habits that may be considered:

- **Daily prioritization:** Mapping out the top 3 must-dos each morning.
- **Time blocking:** Scheduling focus time to get deep work done.
- **Learning sprints:** Setting aside time for skill-building or reading.

But what is working wonders is 'Theme Days' – dedicating specific days to themes like creativity, admin, or growth. This helps me stay focused and intentional.

## AS A FINANCE EXPERT, WHICH AREA(S) DO YOU THINK BUSINESSES SHOULD BE WARY OF TO REDUCE OVERHEAD WITHOUT AFFECTING OVERALL COMPANY OBJECTIVES?

Reducing overhead without undermining company objectives is a delicate balancing act. The key is to identify non-core costs that drain resources but don't directly drive growth or customer value. As a finance expert, I would say businesses should be wary of cutting costs in these areas:

- **Customer service:** Don't compromise on customer service.
- **Core product quality:** Keep standards high.
- **Employee development:** Invest in growth.
- **Compliance and risk management:** Stay safe, stay compliant.

Instead, optimize these:

- **Operational efficiency:** Streamline processes.
- **Vendor contracts:** Renegotiate smartly.
- **Marketing return on investment:** Focus on high-impact channels.

Continued on page 33 >>



# "PRINTING BUSINESSES MUST PREPARE FOR STRICTER REPORTING AND COMPLIANCE OBLIGATIONS".



through to production, the finished product, and billing. Whether your company is small or large, whether commercial, packaging, or label printing – Prinect is the right solution.

### ARE THERE SPECIALS, PROMOS, OR DISCOUNTS THAT YOU'RE OFFERING TO YOUR CLIENTS?

Currently, we do not publicly list specific promotions or discounts, but we are known to offer tailored deals on new equipment, refurbished equipment, consumables, and bundled service packages depending on the client's needs. The best way to access specials is through direct contact with our Lagos office, where customized offers can be arranged.

### WHAT ASSURANCE ARE YOU GIVING YOUR CUSTOMERS IN 2026 TO GUARANTEE YOUR COMMITMENT TO THEIR NEEDS ANYTIME, ANYDAY?

Just as in the past years, in 2026, we guarantee our customers round-the-clock support, consistent quality across all our product lines and services, transparent communication at every stage, and flexible solutions that adapt to their evolving needs. Whether it's commercial, packaging, or label printing, our commitment is to deliver excellence anytime, any day – backed by sustainable practices and a true partnership mindset.

**“ Printing firms that invest in digital transformation, sustainability, and integrated services will move beyond commodity printing into strategic brand partners for their clients. ”**

### ANY NEW APPOINTMENT AT HEIDELBERG NIGERIA? HOW WILL IT HELP YOUR OVERALL PROCESS AND CLIENT RELATIONS?

No new appointment in Heidelberg Nigeria. Heidelberg globally has been restructuring its leadership and regional operations to strengthen customer service, digital integration, and sustainability, which suggests that any future appointments in Nigeria would likely focus on improving client relations, service responsiveness, and expanding smart production solutions like Prinect.

### FINALLY, WHAT ARE YOUR EXPECTATIONS FOR THE 2026 BUSINESS YEAR?

For 2026, the business landscape is expected to be shaped by digital transformation, sustainability, and customer-centric strategies. Companies that anticipate these shifts and align their operations accordingly will be best positioned for growth and resilience. I believe that the year will reward businesses that are digitally agile, customer-focused, and sustainability-driven. The year is less about expansion at all costs and more about resilient growth, building systems that can withstand the various government regulatory changes, market volatility, and evolving customer expectations.

### ANY OTHER THOUGHTS ON THE INDUSTRY...

The Printing Industry in 2026 is no longer about ink on paper – it's about smart, sustainable, and customer-driven solutions. Nigerian printing firms that embrace digital printing, packaging, and eco-friendly practices will thrive despite economic and regulatory challenges. While the fastest returns come from digital presses and workflow automation, packaging lines secure medium-to-long-term growth, and sustainability ensures that the business is future-proof for multinational partnerships and export markets.

### THANK YOU FOR YOUR TIME.

**- Energy and resources:** Save where possible. This way, businesses will protect long-term objectives while keeping expenses lean.

### WHAT KEY RELATIONSHIP TIPS CAN YOU SUGGEST TO BUSINESS OWNERS FOR GROWTH AND SUSTAINABILITY?

Strong business relationships are the backbone of growth and sustainability. For business owners, cultivating the right habits and approaches can make partnerships, customer loyalty, and team cohesion far more resilient. Business owners should treat relationships as strategic assets. By nurturing trust, communication, and collaboration, they not only drive growth but also build resilience that sustains the business through market shifts. Here are some tips:

- **Nurture client relationships:** Deliver value, communicate proactively.
- **Network strategically:** Connect with peers, mentors, and potential partners.
- **Empower your Team:** Invest in their growth, recognize wins.
- **Collaborate, don't compete:** Find win-win partnerships.

### HEIDELBERG IS WORLD-RENOWNED FOR ITS PRODUCTS AND SERVICES. WHAT NEW PRODUCT OR SERVICE ARE YOU OFFERING TO DISTINGUISH YOURSELF FROM THE COMPETITION?

Heidelberg is at the forefront of the Printing Industry with several innovative technologies that are set to revolutionize the sector. Heidelberg is a very resilient and dynamic company, still maintaining its technology leadership despite all odds. Some exciting new developments include:

- **Jeffire Inkjet Solutions:** A new family of inkjet printing systems, including the **Jeffire 50** and **Jeffire 75**, designed for industrial digital commercial printing, offering high productivity and sustainable water-based inkjet technology.
- **Prinect Touch Free:** A fully automated, hybrid workflow that uses AI to optimize production decisions, enabling print shops to produce efficiently with minimal manual intervention.
- **Speedmaster CX 104:** A cutting-edge sheetfed offset press with advanced automation features, such as **AutoPlate** and **Intellistart 3**, for improved productivity and quality.
- **Gallus Label Solutions:** High-performance label printing systems, including hybrid lines that combine digital and conventional printing technologies.

These innovations showcase Heidelberg's commitment to automation, digitalization, and customer-centric solutions. We are very optimistic about the future; hence, we are not slowing down at all.

### WHICH AREA (WITHIN THE PRODUCTION SPACE) DO YOU THINK PLAYERS SHOULD INVEST IN TO MOVE THEIR SERVICE OFFERINGS TO THE NEXT LEVEL?

Within the printing production space, the areas that can truly elevate service offerings are those that blend technology, efficiency, and value-added services. Printing firms that invest in digital transformation, sustainability, and integrated services will move beyond commodity printing into strategic brand partners for their clients. This shift not only boosts revenue but also ensures long-term relevance in a competitive market. For instance, the **Heidelberg Prinect Workflow** solutions for Business & Production make smart production possible. As a central platform, Prinect seamlessly integrates all the steps involved in print production into consistent processes. From the customer contact

### ABOUT HEIDELBERG NIGERIA LTD & GODWIN OGILO



Printing/Publishing Solutions. HNL is committed to being a total Solution provider offering all aspects of Printing/Publishing/Packaging/Label Equipment to the Graphics Industry in Nigeria. This means that the leading company offers a complete range of Heidelberg Solutions from Prepress to Postpress (Platesetters and Plate Processors, Sheetfed, Digital Printing, Web, Postpress (Finishing), Second-hand/Refurbished equipment, after-sales support (Parts & Repairs), and Consumables (i.e., Inks & Press Room Chemicals), a concept which is unprecedented in the Graphics Industry in Nigeria

**Mr. Godwin Ogilo**, as MD/CEO, leads Heidelberg's operations in Nigeria, focusing on providing total print solutions to improve production quality and ROI. Chartered Accountant by profession, his commitment to Total Quality Management (TQM), human capacity development, and good corporate governance makes him a prominent figure in the industry, often commenting on industry trends, technology adoption, structured frameworks, and standard operating procedures. That is why he is one of the leading advocates and promoters of digital integration, sustainable printing practice, and industrial harmony, not only in Nigeria's growing print & allied markets but also in the entire West African subregion.  
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**Heidelberg Nigeria Limited (HNL)** began its operations in Nigeria in November 1998 as the Country Representative of the well-known and respected **Heidelberger Druckmaschinen AG**, Germany, the world leader in manufacturing and distribution of



## SPECIAL FEATURE INTERVIEW - HONTEC

AI in Hontec machines translates to **unprecedented efficiency and consistency**, moving from reactive to predictive operations.

**Predictive Maintenance (AI for Uptime):** Our onboard sensors collect vast operational data. AI algorithms analyze this data to **predict component wear (like bearings or pumps) before failure**, scheduling maintenance in planned downtime. This prevents catastrophic breakdowns, reduces spare part waste, and ensures optimal machine health, pushing Overall Equipment Effectiveness (OEE) above 90%.

**Autonomous Quality Control (AI for Zero Defects):** Integrated high-speed vision inspection systems, powered by machine learning, perform **100% real-time defect detection** (hickeys, colour drift, registration errors). The AI not only flags defects but can autonomously adjust print parameters to correct minor drifts and automatically reject faulty material, guaranteeing consistent quality and eliminating costly customer requests for reprints.

**Process Optimization (AI for the Operator):** Our 'Hontec Advisor' AI co-pilot analyzes job history and real-time data to recommend the most efficient settings for new jobs, train new operators, and continuously suggests optimizations for speed, waste reduction, and energy use – turning data into actionable intelligence.

For our clients, the convergence of Sustainability and AI in our machines is not an abstract concept. It delivers a tangible and compelling ROI: lower energy bills, near-zero material waste, maximized uptime, and a significantly reduced carbon footprint. We are committed to providing technology that doesn't just print labels, but intelligently drives our industry towards a more efficient and sustainable future.

“For players in the market, success will come from agility, connectivity, and the ability to add value.”

**WHAT ARE THE OTHER TRENDS PLAYERS MUST WATCH OUT FOR THIS YEAR, AND WHICH OF HONTEC'S LINES ARE POSITIONED FOR THESE TRENDS?**

### 1. Trend: The Rise of Short-Run, High-Variety Production

**Market Driver:** E-commerce, personalization, and fast-changing marketing campaigns demand agility. Converters need profitability on smaller batches.

**Hontec's Positioning:** This is a core strength of our **FlexiCon line**, especially the **FlexiCon Pro series**. They are engineered for **ultra-fast job changeovers** with features like:

- **Automated preset recall** of print and die-cut settings.
- **Semi-rotary die-cutting modules** for quick cylinder changes.
- This minimizes waste and downtime, making short runs economically viable.

### 2. Trend: Increased Adoption of Digital-Hybrid Workflows

**Market Driver:** Combining digital printing's versatility with analogue finishing's quality and speed. Brands want high-end effects on digitally printed labels.

**Hontec's Positioning:** Our entire **Modular Finishing Ecosystem** is designed for this. Our **stand-alone rotary screen printers, hot foil stampers, and precision die-cutters** can be seamlessly integrated as offline units to add premium tactile effects (texture, foil, embossing) to digitally printed webs, creating a complete high-value solution.

### 3. Trend: Demand for 'Smart' and Connected Factories (Industry 4.0)

**Market Driver:** The need for real-time data, remote monitoring, and predictive analytics to optimize entire production floors, not just single machines.

**Hontec's Positioning:** Our **Hontec Production Hub (HPH)** software platform turns every connected Hontec press and finishing line into a data node. It provides Overall Equipment Effectiveness (OEE) Dashboard, tracks waste and energy use per job, and enables remote diagnostics. This positions all our newer lines as integral components of a smart, data-driven factory.

### 4. Trend: Expansion into Flexible Packaging

**Market Driver:** The massive growth in pouches, sachets, and flexible films, especially for food and FMCG products.

**Hontec's Positioning:** Our **FlexiCon Plus series** is engineered with wider web widths, enhanced drying capacity, and robust tension control to handle films and thicker materials reliably. This allows label converters to easily expand their service offerings into the high-growth flexible packaging segment.

### 5. Trend: The Push for Mono-Materials and Enhanced Recyclability

**Market Driver:** Brand owners and legislation are demanding packaging that is easier to recycle, focusing on single-material structures.

**Hontec's Positioning:** Our machines are at the forefront. Our **precision coating and laminating units** can apply water-based adhesives compatible with mono-material films (like all-PE structures). Furthermore, our **AI-powered registration and tension control** ensure these sometimes-challenging materials are run with minimal waste, supporting the circular economy.



“

**PROPAK West Africa 2026 will serve as the official regional debut for our most advanced platform yet. The FlexiCon Neo Series is engineered to set a new benchmark for intelligent, sustainable, and accessible narrow-web production, directly addressing the region's growth needs.**

”

### Conclusion:

For players in the market, success will come from **agility, connectivity, and the ability to add value**. Hontec is not just watching these trends; we have engineered our lines to be the tools that enable converters to capitalize on them. From our agile FlexiCon presses to our intelligent HPH platform and versatile finishing modules, we provide a future-ready toolkit for profitable growth

### WHAT ARE YOUR PLANS FOR THE AFRICAN MARKETS THIS YEAR, ESPECIALLY NIGERIA AND OTHER WEST AFRICAN MARKETS?

Here is our focused three-pillar plan for the region this year:

#### 1. Pillar One: Strengthening Local Partnership & Capacity Building

**Core Action:** We will double down on our successful partnership with **Ankan Graphics LTD** in Nigeria. This involves a significant investment in **joint training programs** to build a larger pool of certified technicians and operators within the region.

**Strategic Expansion:** We are actively identifying and vetting potential **exclusive partners in key neighboring West African markets** (such as Ghana and Côte d'Ivoire) to replicate the Ankan model, ensuring local expertise and rapid response for every client.

#### 2. Pillar Two: Portfolio Localization & Market-Specific Solutions

**Core Action:** We are not just exporting global products; we are tailoring our offerings. This year, we will officially launch our '**Africa-Ready**' configuration for popular lines like the **FlexiCon Series**. These configurations emphasize **robustness for varied power stability, ease of maintenance** with locally stockable common parts, and **optimized performance** for widely available regional substrates and inks.

**Strategic Expansion:** We will promote our **Certified Pre-Owned (CPO) programme** more aggressively in the region. This programme lowers the entry barrier for ambitious small and medium-scale converters, allowing them to access durable Hontec technology and become part of our growth story.

#### 3. Pillar Three: Enhancing Visibility & Demonstrating Value

**Core Action:** We plan to increase our physical and educational presence. This includes participating in **major regional trade shows** like PROPAK West Africa again, and hosting **targeted 'Open House' and live demo events** at our partner's facilities in Lagos.

**Strategic Expansion:** We will develop **localized case studies and success stories** showcasing how Nigerian and West African converters are using Hontec machines to boost productivity, win contracts, and export quality. Real-world proof is our most powerful tool.

### AS A RENOWNED MANUFACTURER OF NARROW-WEB LABEL PRINTING PRESSES, WHAT WILL YOU BE OFFERING TO THE MARKET, ESPECIALLY NOW THAT ANKAN GRAPHICS HAS CONFIRMED PROPAK WEST AFRICA 2026 PARTICIPATION?

#### 1. The Official West African launch of our Next-Generation Press: FlexiCon Neo Series

PROPAK West Africa 2026 will serve as the official regional debut for our most advanced platform yet. The **FlexiCon Neo Series** is engineered to set a new benchmark for **intelligent, sustainable, and accessible** narrow-web production, directly addressing the region's growth needs.

#### 2. A Tailored 'Future-Proofing' Solution Suite

We will showcase a complete, live-production ecosystem focused on immediate ROI and long-term agility:

- **The Digital Bridge Module:** A new, inline semi-rotary digital finishing unit that allows analogue FlexiCon presses to seamlessly process and add high-value effects (like variable data, sequential numbering) to digitally printed webs, unlocking hybrid business models.

- **AI-Print Assistant Live Demo:** Visitors will see our proprietary AI in action – automating colour matching, predicting maintenance alerts, and optimizing press settings in real-time to slash waste and skill dependencies.

- **Sustainable Production Package:** Featured presses will run on **LED-UV curing** and demonstrate compatibility with **mono-material PE substrates**, highlighting a clear path to reduce energy costs by up to 70% and support recyclability goals for export-driven brands.

#### 3. The 'Hontec Advantage' Partnership Programme

Beyond hardware, we are introducing a structured partnership programme exclusive to the West African market by:

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# BEE Printing Mechanical Company



HEIDELBERG SM102 -4



BINDING MACHINE



HEIDELBERG MOZ



HEIDELBERG SHAHL K78



POLAR 92



HEIDELBERG SM74 -5



HEIDELBERG MOV



XSHEEN LAMINATING MACHINE



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**Warehouse:** 48/52 Peace Estate  
Road, Command Ipaja, Lagos.

## OUR SERVICES:

- \* Maintenance, Sales & Supply of Printing Machines.
- \* Sharpening of Guillotine Blade
- \* Sales of Heidelberg Machine Rollers
- \* Sales of Guillotine Blade
- \* Other Printing Equipment



**"BUSINESSES THAT INVEST IN THE RIGHT TECHNOLOGY AND THE RIGHT RELATIONSHIPS WILL FIND THIS YEAR TO BE ONE OF UNPRECEDENTED GROWTH AND STABILITY".**



Dedicated to its vision of fulfilling the turnkey requirements for machinery, genuine spare parts, consumables such as inks, printing plates, printing chemicals, and other raw materials for its clients, **Ankan Graphics Limited** has become the trusted go-to supplier across the West Africa subregion. Backed with core family values of integrity, hard work, and commitment, the company takes on each of its clients' projects with commensurate foresight, zeal, and expertise to ensure its mantra as the 'Tailored Turnkey Solutions Provider' for the printing, packaging, corrugation, and publishing industries is successfully achieved. And with invaluable experience, connection and expertise in the region, **WHERE To Print magazine** took on the Managing Director/ Chief Executive Officer, **Mr. Kaleeswaran Nadar**, on a wide range of issues in the market regarding right equipment acquisition, after-sales service, consumables supplies, capacity building, etc., and the result of the tête-à-tête forms this exclusive **SPECIAL FEATURE INTERVIEW** in the excerpt below:

#### HOW WILL YOU DESCRIBE THE 2025 BUSINESS YEAR?

The 2025 Business Year for Ankan Graphics LTD is described as a transformative year of market consolidation and strategic expansion within the West African printing and packaging sector. Key highlights of Ankan Graphics' 2025 Business Year include:

**Strategic Regional Expansion:** We solidified our position as a 'Tailored Turnkey Solutions Provider' for the printing, publishing, and packaging industries across West Africa. A major milestone was signing a contract in early 2025 as the **Exclusive Dealer for DMS Digital**, a renowned post-press specialist, expanding their service reach in the region.

**Strengthened OEM Partnerships:** We reinforced our role as the preferred distribution partner for world-leading Original Equipment Manufacturers (OEMs), including **Hontec** flexo printing machines, **Youbond** flute laminator, **Autoprint**, **BindEx**, **DGM Global**, and **CHM Sheeter Machinery**.

**Active Industry Participation:** The company maintained a high market profile by exhibiting at major regional trade shows, such as **IPPEX 2025** and **PROPAK West Africa 2025**. At these events, we showcased live demonstrations of advanced technology, such as the Autoprint one-colour machine, to demonstrate its reliability and our local after-sales service support.

**AS A BUSINESS, WHAT ARE YOUR THREE ACCOMPLISHMENTS LAST YEAR THAT YOU'RE MOST PROUD OF AND GRATEFUL FOR?**

Thank you; these can be summarized into:

**Securing Exclusive Regional Partnerships:** As noted earlier, in the early part of 2025, Ankan Graphics reached a major milestone by signing a contract as the Exclusive Dealer for West Africa with DMS Digital, a renowned post-press specialist. This achievement solidified the company's reputation as a premier turnkey solutions provider for the printing and packaging industries across the entire subregion.

**Record-Breaking Live Tech Demonstrations:** The company successfully exhibited at major trade shows like PROPAK West Africa 2025 and IPPEX 2025. A standout achievement was the live demonstration of the Autoprint one-colour press using innovative Polymaster plates, which generated unprecedented sales directly from the exhibition floor to both local and international visitors.

**Operational Expansion and Service Reliability:** Ankan Graphics successfully expanded its technical footprint beyond Nigeria, finalizing significant installation projects in Ghana and Côte d'Ivoire. Our company is deeply grateful for its ability to maintain a robust local inventory of spare parts and expert technical support, which guarantees a quick response and minimal

downtime for our growing Business-to-Business (B2B) and Business-to-Customer (B2C) client base across West Africa.

**“As we enter the 2026 Business Year, Ankan Graphics LTD envisions a year of Consolidation and Digital Maturity.”**

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**WHAT WERE THE LOWS AND HIGHS OF LAST YEAR, AND HOW DID YOU OVERCOME THE CHALLENGES?**

In 2025, Ankan Graphics LTD navigated a complex macroeconomic environment by leveraging technological innovation and regional partnerships to turn industry challenges into growth opportunities. Summarily, our Highs in 2025 include the following:

**Regional Dominance through Strategic Partnerships:** The highlight of the year was securing an exclusive dealership for DMS Digital in the West African subregion. This expanded our turnkey solutions portfolio, particularly in specialized post-press machinery.

**Successful Tech Adoption:** Another major highlight was the successful introduction of the Autoprint one-colour press utilizing Polymaster plates and Hontec flexographic printing machines. These innovations resonated with the market by significantly reducing plate-making costs for customers without sacrificing print quality.

**Expansion Beyond Nigeria:** The company reached new geographical milestones, finalizing installation projects in Ghana and Côte d'Ivoire, proving the regional demand for its cost-effective technologies.

However, some of our Lows of 2025 are:

**Macroeconomic Pressure:** Like much of the Nigerian manufacturing sector, Ankan Graphics faced significant 'lows' driven by volatile foreign exchange (FOREX) rates, high energy costs, and elevated interest rates, which increased the baseline cost of importing machinery and spare parts.

**Operational Costs for Clients:** Many of Ankan's customers struggled with rising raw material costs and multiple taxation, which suppressed purchasing power for large-scale equipment investments.

However, we overcame these challenges by:

**Providing Cost-Effective Alternatives:** To counter high operational costs for clients, Ankan shifted its focus to machinery like the Autoprint series, engineered for low power consumption and uses affordable consumables, allowing for a faster Return on Investment (ROI) for investors.

**Value-Added Services (Knowledge Sharing):** Ankan also mitigated the 'low' of a volatile market by offering free technical training and seminars. This strategy empowered customers to reduce wastage and downtime, making their existing operations more profitable and resilient.

**Robust Inventory Management:** To overcome global and local supply chain disruptions, Ankan maintained a heavy local inventory of spare parts and a dedicated Technical Team. This ensured that even during economic or logistical shifts, our customers experienced minimal operational interruptions.

**ANKAN GRAPHICS PARTICIPATED IN SOME SHOWS LAST YEAR. HOW SIGNIFICANT WERE THESE SHOWS TO YOUR ORGANIZATION?**

Yes, Ankan Graphics LTD participated in several high-profile trade shows that were highly significant to our growth, resulting in direct sales and expanded regional visibility. These include **PROPAK West Africa 2025**. This is West Africa's largest exhibition for packaging, printing, and processing. For us at Ankan Graphics, it served as the premier platform to engage with senior decision-makers who held purchasing authority in 2025. The other reasons for our participation were to launch and demonstrate advanced, cost-saving technologies like the Autoprint one-colour press and to strengthen partnerships with global OEMs, then connect with a high-level buyer delegation from across the region, including Ghana. Therefore, our objective of participation was met,

**WITH YOUR KNOWLEDGE OF THE BUSINESS LANDSCAPE IN NIGERIA, WHAT INVALUABLE TIPS HAVE YOU LEANT THAT OTHERS CAN ADOPT?**

Drawing from our decades of experience and recent 2025 operations, we humbly offer the following invaluable tips for businesses in Nigeria's printing, publishing, packaging, and corrugated carton sectors:

**Prioritize Machine Maintenance to Eliminate Downtime:** In a market where energy costs and interest rates are high, equipment downtime is a business killer. Therefore, practice Preventive Care whereby you dedicate time daily for cleaning and basic checks. This 'respect for the machine' prevents hours of lost production later. Again, use genuine spares only. Using non-genuine parts often leads to secondary mechanical failures. Then, maintain a local inventory of original consumables and spares to ensure uninterrupted production.

**Adopt Tailored Turnkey and Cost-Effective Technology:** Due to high

Indeed, Ankan Graphics LTD has established a strong reputation as the tailored turnkey solutions provider for the printing, publishing, packaging, and corrugation sectors in West Africa.

“

'commodity' printing toward premium, specialized packaging. Therefore, target niche markets and focus on short-run, high-margin packaging for local premium brands in the cosmetic, pharmaceutical, and food sectors. Again, incorporate value-added features like UV-LED curing, spot colours, and tamper-resistant designs to help your clients build consistent visual identities.

**Embrace Sustainability and the Circular Economy:** This is because sustainability is no longer optional; it is a competitive advantage in 2026 and beyond. Use recyclable materials as brands increasingly demand corrugated packaging with higher recycled content and lightweight designs that do not compromise strength. You can also use eco-friendly inks by transitioning to water-based inks and solvent-free adhesives to reduce your environmental impact and appeal to global export-bound clients.

**Bridge the Communication Gap with Customers:** By being visible and accessible in this crowded market. Maintain an Always-On Presence that ensures

your packaging and marketing materials clearly display contact info. Be in their faces at all times through both offline networking and active digital marketing. And lastly, be professional by ensuring your business is registered with the CAC to facilitate corporate bank accounts and larger B2B contracts. This builds trust and requires formal structures.

**WE KNOW THAT THERE ARE SOME TURNKEY PROJECTS THAT YOU'VE HANDLED FOR SEVERAL PRINT & ALLIED BUSINESSES IN AND OUTSIDE NIGERIA. CAN YOU TELL US ABOUT SOME OF THEM?**

Indeed, Ankan Graphics LTD has established a strong reputation as the tailored turnkey solutions

provider for the printing, publishing, packaging, and corrugation sectors in West Africa. This is because we have consistently worked with our esteemed clients from the conceptual stage to final commissioning, backed by ongoing maintenance. While specific client names for individual private installations are often kept confidential for competitive reasons, Ankan Graphics has significantly expanded its footprint in the West African subregion, delivering complete equipment and service packages in:

**Places like Ghana & Togo:** In 2025, we successfully completed large-scale installation projects in these two countries, providing end-to-end setup for local manufacturers.

**West African Post-Press Solutions:** As the exclusive dealer for many brands, we handled numerous turnkey post-press installations, ensuring that regional printing and packaging providers have the advanced finishing equipment needed to meet international standards. In those projects, we manage the following stages:

- **Machinery Sourcing & Distribution** by partnering with world-leading OEMs Machinery to supply customized equipment.
- **Full Production Line Setup** that often includes installation of advanced systems such as high-speed dual-function flute laminating machines and flexographic printing machines suitable for diverse materials.
- **Operational Readiness** that shows our 'Beyond Hardware' credence, which demonstrates our promptness in supplying essential raw materials and consumables such as Shandong Bright inks and specialized chemicals to ensure businesses are production-ready from day one.
- **Technical Support & Training**, where every project is backed by a local technical team that provides operators' training and maintains a robust inventory of original spare parts, which is critical for preventing downtime.

**ANKAN GRAPHICS REPRESENTS SOME OF THE TOP WORLD-RENOWNED ORIGINAL EQUIPMENT MANUFACTURERS IN NIGERIA. WHAT NEW PRODUCT OR SERVICE FROM THESE OEMs ARE YOU OFFERING TO DISTINGUISH YOURSELF FROM THE COMPETITION?**

Yes, we have significantly updated our portfolio to include high-efficiency, automated solutions from world-renowned Original Equipment Manufacturers

Continued on page 38 >>





(OEMs). These new offerings are designed to provide local manufacturers with a competitive edge through faster turnaround times and reduced operational costs. These exclusive partnerships include **DMS Digital** (leading post-press specialist), **Hontec flexo** (high-precision, automated solutions for narrow-web label and flexible packaging industries), **Youbond** (for intelligent, high-speed, and dual-function laminating machines for cardboard and corrugated paper flutes at speeds up to 155m/min), **DGM Folder Gluer** (a multifunctional machine that can perform inline check-in and pasting (gluing) either separately or simultaneously in one pass), **Autoprint** (for cost-effective one-colour press paired with the Polymaster plate system), **BindEx** (for BindEx BOSSA 50E Digital Three-Knife Trimmer that can be adjusted accurately via a colour touch screen also featuring cloud platform connectivity for remote monitoring and data preset), **Jiguo** (uniquely positioned to provide double hot stamping, die-cutting, and stripping solutions, in a single pass). Not only these, through our partnership with **Thin Rope**, we now offer UV-cured security inks that are invisible to the naked eye but validated by specific portable devices, ideal for track-and-trace applications on pharmaceutical and high-value substrates. Again, Ankan remains the primary distributor of high-quality **Shandong Bright Inks** that ensure colour consistency and durability for the growing local consumer goods market.



**LIKE THE LEGENDARY AUTOPRINT MACHINE, WHICH OTHER AFFORDABLE, COST-EFFECTIVE, AND HIGH-RETURN ON INVESTMENT PRINTING, PACKAGING, AND LABELING MACHINES DO YOU HAVE?**

At Ankan Graphics, we have curated a stable of machinery specifically chosen for the Nigerian and West African markets. These brands focus on reducing waste, minimizing power consumption, and ensuring a fast Return on Investment (ROI). Here are the affordable, high-performance solutions from our key partners in specific markets:

- 1. Light Packaging & Labeling:** For businesses transitioning from commercial printing to high-demand packaging and labeling, the following brands offer the best balance of speed and precision:
  - **Hontec FDA-350-3C** (Label & Flexo Press): This is a specialized 3-colour automatic flexo press with integrated die-cutting. It is famous for reducing glue overflow by 40% during label production. It is significantly more affordable than wide-web presses while providing the precision needed for high-quality self-adhesive labels and In-Mould Labels (IML), thus significantly contributing to high ROI.
  - **DGM Smartfold Series** (Folder Gluers): These machines are designed for complex folding carton designs, including crash-lock bottoms and 4 by 6 corner boxes. Known for being robust and reliable, DGM machines are built for 24/7 operation. Their durability and low maintenance requirements make them a 'Buy-Once' solution for scaling light packaging businesses.
- 2. Corrugated Carton Manufacturing:** As the demand for brown boxes and shipping cartons grows in Nigeria, **Youbond** and **Chuanglian** provide the heavy-duty efficiency required for profitability. While **Youbond High-Speed Automatic Laminators** are your ideal solution for specialized, high-precision lamination of printed top sheets to corrugated flutes (A, B, C, E, F, and N flutes), **Chuanglian Corrugated Production Lines** offer complete turnkey corrugation lines - from single facers to fully automatic production plants. Indeed, they are engineered for energy efficiency, a critical factor in Nigeria's high-cost energy environment, thereby allowing for the production of durable, high-quality cartons at a lower cost-per-unit.
- 3. Specialized Consumables for High ROI:** To complement the above-mentioned machines, Ankan Graphics also provides high-performance consumables that ensure your equipment runs smoothly without expensive downtime. These are:
  - **Shandong Bright Inks:** High-pigment, fast-drying inks that ensure colour consistency while using less volume per print run.
  - **Polymaster Plates:** The ultimate cost-saver for offset printing, providing a much cheaper alternative to CTP/Metal plates for short and medium runs on Autoprint machines.
  - **Specialty Glues and Tapes:** Optimized for DGM and Youbond machinery to ensure strong bonds on various substrates, reducing the risk of product returns or failures.

In a nutshell, by integrating Hontec for labels, DGM for folding cartons, and Youbond/Chuanglian for corrugated boxes, Ankan Graphics provides a total, cost-effective ecosystem of solutions for the modern packaging professionals.

**SPECIFICALLY, WHICH PRE-OWNED OR RECONDITIONED PRINTING AND ALLIED MACHINES DO YOU OFFER?**

Though Ankan Graphics LTD primarily focuses on being a premier distribution partner for new, high-technology products from our Original Equipment Manufacturers (OEMs), we also provide tailored turnkey solutions to our customers with the sale, installation, and services of pre-owned machines backed by a robust local inventory of original spare parts and a dedicated technical

team to guarantee timely service and quick response. We leverage our 30+ years of industry experience and global sourcing network to offer a range of reliable pre-owned or reconditioned machinery. These offerings are designed to provide cost-effective entry points for new businesses or affordable capacity expansion for existing ones. Our reconditioned inventory typically includes:

- Offset Printing Presses:** While we champion new Autoprint machines, we can source and supply high-quality second-hand offset presses from world-leading brands such as Heidelberg (like GTO, Speedmaster), Komori, and Ryobi. These machines are often thoroughly inspected and serviced by our local technical team to ensure they meet the rigorous demands of the Nigerian market.
- Post-Press & Finishing Equipment:** We also offer reconditioned versions of essential finishing tools, including Paper Guillotines/Cutting Machines such as Polar or Wholenberg models, which are essential for precise trimming of paper and cardstock. We also have pre-owned Binding Machines like perfect binders and saddle stitchers from brands like Muller Martini or Horizon that are duly certified for their high durability.
- Packaging & Converting Machinery:** We have reconditioned Folder Gluers and Die-Cutters for the light packaging and carton industries.
- Small-Scale Offset & Allied Equipment:** There is also an inventory of reconditioned '201' impression machines and other small offset units that are highly sought after by local Printers for their simplicity and low operational costs.

**“Ankan Graphics LTD reinforces its commitment to the West African printing and packaging industry with a three-pillar assurance plan designed to guarantee stability and growth for our clients, whom we invariably call partners.”**

**WE UNDERSTAND THAT THERE WERE SEVERAL ORDERS FOR THE AUTOPRINT MACHINE; CAN YOU TELL US SPECIFICALLY HOW MANY AND WHICH COMPANIES THEY ARE BEING INSTALLED AT?**

Thank you, and as mentioned earlier, though we recorded unprecedented sales for the Autoprint one-colour press directly from major exhibition floors at PROPAK West Africa 2025 and IPPEX 2025 show, specific client names for every individual contract are often kept confidential for competitive reasons. Watch out for confirmed installations scheduled for major city hubs across Nigeria, specifically in Lagos and Abuja. Then, internationally in Ghana and Togo, reflecting a strong regional resonance of Autoprint's cost-effective technologies.

**TELL US ABOUT THE CAPACITY OF YOUR AFTER-SALES SERVICE, CONSUMABLES SUPPLIES, AND ON-TIME DELIVERY (OF SPARE PARTS, ETC.)?**

At Ankan Graphics LTD, our capacity and, indeed, reputation are built on the philosophy that a machine is only as good as the support behind it. That is why our after-sales and supply chain capacity is structured to eliminate downtime for both Printers and Packagers across West Africa. With our dedicated after-sales service and technical support team, robust local inventory of original spare parts, steady supply of high-performance consumables, and well-structured regional logistics and turnkey delivery services, Ankan Graphics guarantees that your investment continues to yield high returns with minimal interruption.

**WHAT OLD BUSINESS STRATEGY(IES) DO YOU THINK PRINT & ALLIED PRACTITIONERS SHOULD DO DIFFERENTLY NOW TO TAKE THEIR BUSINESSES TO THE NEXT HIGHER LEVEL?**

Ankan Graphics LTD recommends that print and allied practitioners move away from reactive, volume-based models toward strategic, value-driven operations to reach the next level of growth. Therefore, Practitioners can adopt the following modern strategies to future-proof their businesses:

**Shift from 'Listing Specs' to 'Solving Problems':** Practitioners must stop merely listing machine specifications and start articulating how their capabilities – such as managing Extended Producer Responsibility (EPR) costs or cutting carbon

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footprints – solve specific client problems.

**Prioritize Proactive Maintenance Over Repair:** Many local firms traditionally wait for a breakdown before seeking help. To scale up, businesses must focus on daily preventive maintenance to eliminate production downtime and reduce wastage, treating it as a controllable strategic advantage rather than a nuisance.

**Adopt Digital Transformation and Automation:** Relying on cumbersome manual production methods is no longer sustainable. Integrating digital tools for tasks like Customer Relationship Management (CRM) and using automated formats in carton production improves speed and enables the high demands of 'personalization at scale' expected in 2026 and beyond.

**Diversify into 'Paperization' and Flexible Formats:** Moving away from a total reliance on plastics toward sustainable, paper-based alternatives aligns with 2026 regulatory mandates and the growing circular economy.

**Leverage Digital Presence for Lead Generation:** Traditional face-to-face-only sales are limiting. Successful firms now utilize multiple platforms (WhatsApp, LinkedIn, Instagram) and web-to-print solutions to bypass physical distance and cater to a global market.

**Implement Smart and Active Packaging:** Modern packaging should bridge the physical and digital worlds. Practitioners should integrate QR codes, NFC tags, and GS1 Digital Link 2D barcodes to provide real-time traceability and consumer engagement, adding value beyond just basic protection.

**Collaborate and Build Strategic Alliances:** Rather than competing head-to-head on price, practitioners should partner with other B2B firms or local equipment dealers to access broader expertise and reduce high operational costs.

**SUGGEST SCALABLE AREAS THAT PRACTITIONERS CAN ENGAGE IN TO IMPROVE THEIR CASH FLOW THIS 2026 BUSINESS YEAR?**

Based on the current 2026 business landscape in Nigeria, Ankan Graphics LTD suggests that printing and allied practitioners focus on the following scalable areas to immediately improve cash flow and secure long-term profitability:

**Adopt Short-Run, High-Value Niche Production** - Scalability does not always mean massive volume; it means optimized volume. Shift focus from low-margin, high-volume commodity printing to high-value niche packaging, focusing on such areas as medical/pharmaceutical packaging (which often requires specialized security features), cosmetic packaging, and flexible packaging for premium local food brands. Note that these niche markets often tolerate higher prices for quality and compliance, which can dramatically improve per-unit margins and cash flow.

**Leverage Eco-Friendly/Sustainable Packaging Solutions** - With the growing global and local push for sustainability that some clients are willing to pay a premium for, '**Paperization Services**' should be looked into. This is by helping your clients to transition from plastic packaging to paper and corrugated carton alternatives. This can be a significant market opportunity, aligning with new regulations.

**Recycled Content Offerings** - Offer corrugated cartons with certified high recycled content. This can appeal to brands aiming to meet the ESG (Environmental, Social, and Governance) targets.

**Improve Operational Efficiency to Reduce Waste.** You can also improve your cash flow by reducing costs and waste in production. This can be done by investing in efficient machinery. Look for equipment designed to reduce material overflow and minimize setup times. Machines with shorter changeover times can potentially generate revenue faster. You can also implement '**Just-In-Time Inventory**' by avoiding tying up vast amounts of working capital on raw materials. Optimize stock levels based on real-time data and leverage reliable local inventory for quick resupply of critical spares.

**After-Sales Services and Consumables** - Cash flow improves when services are consistent and predictable, not just transactional. Therefore, implement Service Contracts instead of one-off repairs by requesting for annual, retainer-based maintenance contracts. Then, bundle consumables with equipment. Use your leverage to lock in long-term consumable supply agreements, which assures of not only consistent supplies but also predictable finance management (e.g., buying Autoprint machines with mandatory Polymaster plate contracts). Also, ask for Operator Training, which reduces HR costs with other added values of less material wastage and downtime.

**Optimize the Working Capital Cycle** - By tightening Credit Terms. Re-evaluate payment terms with your clients. While industry standards vary, negotiating for partial upfront payment and payment upon delivery for new clients could also accelerate cash inflow.

**Leasing/Financing Options** - You should also consider collaborating with banks or financial institutions that offer equipment leasing options. This can reduce your initial capital expenditure, potentially making it



easier for you to acquire new machinery, thus facilitating inventory scale-up for your business.

**ON A PERSONAL LEVEL, WHAT NEW HABITS DID YOU START AND ARE WORKING WELL FOR YOU THAT OTHERS CAN LEARN FROM?**

On a personal level, particularly as a leader in the high-pressure printing and engineering sector, several habits adopted in 2025 have proven transformative. For others in the industry, these three habits are highly recommended for maintaining peak performance in 2026:

**The 'Maintenance-First' Mindset:** Just as we preach to our clients about their machines, I have applied the principle of preventative maintenance to my own health and schedule. This means scheduling 'downtime' before a 'breakdown' occurs. By prioritizing consistent sleep, physical exercise, and mental breaks, I have found that my decision-making is sharper and my energy levels remain stable throughout the long business day.

**Daily Strategic Silence (The Power Hour):** I started a habit of spending the first hour of every workday away from emails, WhatsApp, and phones. I use this time strictly for high-level strategic thinking – reviewing project timelines, assessing market trends, and planning how to better serve our regional partners. This prevents me from spending the whole day being 'reactive' to crises and allows me to stay 'proactive' in leadership.

**Continuous 'Micro-Learning':** The technology in our industry (AI, automation, sustainable materials) is moving at a lightning pace. I have adopted a habit of spending 20 minutes a day reading technical journals or OEM updates from our partners like DGM or Hontec. This 'micro-learning' ensures I am never caught off guard by industry shifts and can provide the most current, expert advice to our clients at any moment.

**Radical Accessibility with Boundaries:** In the Nigerian business landscape, personal touch is everything. I have made it a habit to be highly accessible to my Team and key clients, but I manage this through structured check-ins. This habit builds immense trust and ensures that timely service and quick response are not just a corporate slogan, but a personal standard.

**WHICH AREA(S) DO YOU THINK BUSINESSES IN THE PRINT & ALLIED INDUSTRIES SHOULD BE WARY OF TO REDUCE OVERHEAD WITHOUT AFFECTING OVERALL BUSINESS OBJECTIVES?**

Based on the current economic realities of 2026, Ankan Graphics LTD identifies the following critical areas where businesses can 'trim the fat' without compromising production quality or long-term growth:

**Be Wary of 'Generic' or Low-Quality Consumables** - It is a common mistake to try and reduce overhead by buying the cheapest inks, plates, or adhesives. The risk of low-quality consumables is frequent machine clogging, poor print registration, and high wastage. So, stick to proven, high-yield consumables like **Shandong Bright inks** or **Polymaster plates**. While the initial cost may be slightly higher than generic alternatives, their consistency reduces waste and prevents expensive machine downtime, ultimately lowering the cost-per-unit.

**Curtail 'Reactive' Energy Consumption** - With energy costs remaining a major overhead in Nigeria, businesses must move away from unmanaged power usage of running heavy machinery during peak tariff periods or leaving auxiliary equipment (compressors, dryers) running when not in use. Audit your production schedule to maximize the use of energy-efficient machines like the **Autoprint** series, engineered for low power consumption. You can also switch to LED-UV curing systems (available on modern **Hontec** presses) to reduce drying energy costs by up to 70%.

**Reduce Reliance on Foreign-Based Technical Support** - In a volatile FOREX environment like Nigeria, flying in expatriate engineers for routine repairs is a massive and unnecessary overhead from high costs of foreign currency and extended downtime while waiting for travel arrangements. Therefore, invest in staff training by partnering with local distributors like **Ankan Graphics**, who have readily available factory-trained local technical team. Leveraging local expertise for maintenance ensures a quick response, significantly protecting your cash flow.

**Avoid Over-Stocking Non-Critical Inventory** - Tying up working capital in massive amounts of raw material that sits in a warehouse is a hidden overhead in storage costs, potential damage or deterioration of materials, and capital illiquidity. You should adopt a 'Lean' inventory model for common materials and rely on a distributor with a robust local inventory of spare parts and consumables. Ankan Graphics maintains a steady supply of raw materials and consumables.

**Minimize High-Interest Short-Term Loans for Equipment** - High interest rates can quickly swallow the expected profits of a new machine. Therefore, focus on machines with a high Return on Investment (ROI) and faster payback periods. Prioritize 'Turnkey Solutions' that include installation and training, ensuring the machine starts generating revenue the moment it hits your floor, rather than sitting idle during a long setup phase.

**Be Wary of Multi-Pass Production Processes** - Note that labour and time are significant overheads. Instead of using three separate machines for stamping, die-cutting, and stripping, move toward multi-functional machinery. For

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example, using the **DGM**, which handles double hot stamping, die-cutting, and stripping in one pass, allows you to reduce your labour overhead and floor space requirements without sacrificing output volume.

**WHICH AREA (WITHIN THE PRODUCTION SPACE) DO YOU THINK PLAYERS SHOULD INVEST IN TO MOVE THEIR SERVICE OFFERINGS TO THE NEXT LEVEL?**

Based on the 2026 business landscape, Ankan Graphics LTD recommends that printing and allied players focus their next level of investment heavily in two areas: **Automated Post-Press/Finishing** and **Sustainable Packaging Production**. In **Automated Post-Press and Finishing**, the press stage is largely optimized, but bottlenecks in finishing are common. Investment here drastically increases efficiency and margin. Automation in processes like cutting, folding, gluing, and die-cutting drastically speeds up overall production time, allowing businesses to accept more jobs. Again, clients pay more for finishing processes where the 'premium' feel is added to products (e.g., hot stamping, spot UV, intricate die-cuts). Automation also reduces labour costs as the modern machines require less manual intervention. On this, Ankan Graphics recommends DGM Smartfold Series (Folder Gluers) for high-speed, precise production of complex folding cartons (e.g., crash-lock bottoms). These DGM machines combine die-cutting, stripping, and hot stamping into a single pass, saving immense time and floor space. You can also check out DMS Digital & BindEx Solutions, digital three-knife trimmers, and perfect binders, which ensure a smooth workflow for high-volume publishing and commercial print houses. The reason for a **Sustainable and Specialized Packaging Production** is market demand, because consumers are rapidly shifting towards eco-friendly and smart packaging solutions. At Ankan Graphics, we recommend Youbond Laminators for corrugated cardboard, which helps create strong, durable, yet recyclable packaging structures for e-commerce and logistics. There is also Hontec Flexo Presses capable of running water-based and UV-LED inks that allow your entry into the highly profitable self-adhesive and IML label market while remaining environmentally conscious. These machines also offer added security, like invisible UV security inks that enable your clients to tackle counterfeiting issues, creating an invaluable service offering.

**ARE THERE SPECIALS, PROMOS, OR DISCOUNTS THAT YOU'RE OFFERING TO YOUR CLIENTS?**

Yes, this 2026, Ankan Graphics LTD will be offering several strategic promotions and value-added specials designed to help our clients navigate the current economic landscape while scaling up their production. Our current offers and specials for the 2026 Business Year include:

**Trade Show Floor Specials:** Continuing our success from 2025, we are offering exclusive on-the-spot discounts for machinery purchased or booked during major regional exhibitions like PROPAK West Africa 2026 (September 8-10) and IPPPEX.

**Complimentary Technical Training:** For every major machine installation – including the Autoprint, DGM, or Hontec series – Ankan will provide free operator training and technical seminars. This special is designed to ensure your Team can operate new technology with zero wastage from day one.

**Bundle Discounts on Consumables:** We offer competitive pricing when machinery purchases are bundled with initial stocks of essential raw materials, such as Shandong Bright inks or Polymaster plates.

**Quick-Start Spare Parts Packages:** New clients can benefit from our discounted Essential Spares Kits package tailored to their specific machine models (e.g., Youbond laminators or Chuanglian production lines). These kits ensure you have critical wear-and-tear parts locally available at a reduced upfront cost.

**Turnkey Solution Consultations:** We are currently offering free diagnostic consultations for businesses looking to upgrade their production floors. Our experts will assess your current workflow and suggest the most cost-effective 'tailored turnkey' path to improve your ROI.

**WHAT ASSURANCE ARE YOU GIVING YOUR CUSTOMERS IN 2026 TO GUARANTEE YOUR COMMITMENT TO THEIR NEEDS ANYTIME, ANYDAY?**

In 2026, Ankan Graphics LTD reinforces its commitment to the West African printing and packaging industry with a three-pillar assurance plan designed to guarantee stability and growth for our clients, whom we invariably call partners. These areas are:

**The 'Zero-Downtime' Technical Assurance:** We guarantee that our customers are never alone in a crisis. With our expanded Team of factory-trained local engineers and a robust local inventory of genuine spare parts, we provide quick response services. Our 2026 commitment is to resolve technical issues within 24 to 48 hours for our regional clients, ensuring your production lines remain profitable.

**The 'Price-Performance' ROI Guarantee:** Our assurance is to continue to provide cost-effective, high-ROI technology – like Autoprint series and Hontec flexo presses – that minimize power consumption and raw material wastage. We are committed to helping you lower your 'cost-per-print' to remain competitive in the global market.

**The 'Turnkey Partnership' Commitment:** Beyond being an equipment supplier, we assure

you of a life-cycle partnership. From the initial conceptualization of your factory floor to the supply of premium consumables like Shandong Bright inks and Polymaster plates, Ankan Graphics will remain truly your 'Tailored Turnkey Solutions Provider' anytime you need to scale or optimize your business. For more information on our 2026 service commitments, visit [www.ankangroup.com](http://www.ankangroup.com) or connect with our Support Team at [sales@ankangroup.com](mailto:sales@ankangroup.com)

**FINALLY, WHAT ARE YOUR EXPECTATIONS FOR THE 2026 BUSINESS YEAR?**

As we enter the 2026 Business Year, Ankan Graphics LTD envisions a year of Consolidation and Digital Maturity. Having survived the volatile transitions of previous years, our expectations are focused on high-level efficiency and regional integration. Our expectations from key stakeholders are as follows:

**From our Clients:** A shift towards strategic investment with the adoption of automation. We expect clients to move away from labour-intensive manual processes and embrace automated 'one-pass' machinery (like the Hontec or DGM) to combat rising labour and energy costs. We also anticipate that forward-thinking practitioners will demand more 'green' solutions that focus on sustainability, shifting production toward recyclable paper-based packaging and eco-friendly UV-LED curing technologies.

**From our OEM Partners:** Tailored innovation for Africa through localized technology. We expect our partners like Autoprint, DGM, and Hontec to continue to develop robust machinery specifically engineered for the African environment that focuses on low power consumption and resistance to power fluctuations. We expect continued commitment to training our local engineers, ensuring that West African businesses have the same level of technical support as those in Europe or Asia.

**From the Government and Regulators:** Policy consistency that stabilizes the macro-environment while ensuring more predictable foreign exchange policies and lower interest rates to encourage small and medium enterprises (SMEs) upgrade their production capacities. We also expect stronger implementation of policies that favour locally manufactured packaging over finished imports, thereby boosting the entire Nigerian print and packaging value chain.

**From Our Internal Team:**

Excellence in Service Delivery with proactive support that maintains our 'zero-downtime' philosophy while utilizing our robust local inventory of spare parts to provide even faster response times across the Federation. Our Team will also continue to lead by educating the market through seminars and live demonstrations at major shows like PROPAK West Africa 2026.

**For the Industry:** We believe there will be regional synergy that brings West African integration. With our growing footprint in Ghana and Côte d'Ivoire, we expect 2026 to be the year when the West African printing and packaging sector becomes a more unified, self-sufficient hub, reducing the total reliance on finished goods from overseas.

In summary, Ankan Graphics LTD expects 2026 to be a year where efficiency wins. Businesses that invest in the right technology and the right relationships will find this



(c) Ankan Graphics Limited – building a sustainable legacy of value, dedicated stewardship, and a customer-centric approach to business.

year to be one of unprecedented growth and stability.

**ANY OTHER THOUGHTS ON THE INDUSTRY...**

The West African Printing and Packaging Industry has moved beyond being a 'support sector' to now a primary driver of the regional industrial revolution. Here are our concluding thoughts on the current state and future of the industry:

**The 'Paperization' Movement is Unstoppable:** We are seeing a massive shift from plastic to paper-based packaging. Companies that have not invested in corrugated carton production or high-quality folding carton machinery (like the DGM or Youbond lines) will find themselves sidelined as global and local regulations on single-use plastics tighten.

**The Quality Gap is Closing:** For years, African Printers struggled to compete with the finishing quality of imported goods. With the introduction of specialized post-press technologies from partners like DMS Digital, that gap has vanished. Local manufacturers can now produce international standard packaging right here in Lagos or Accra.

**Energy as a Strategic Variable:** In Nigeria, power remains the 'X-factor'. The industry's future belongs to machines that offer low power consumption and LED curing. Businesses can no longer afford to run 'power-hungry' legacy equipment if they want to remain profitable.

**Data-Driven Production:** We expect a surge in 'Smart Packaging'. The integration of QR codes and tracking sensors into the printing process is no longer a luxury; it is becoming a requirement for the pharmaceutical and FMCG sectors to combat counterfeiting.

**Human Capital is the Real Currency:** While we sell machines, we know that technical expertise keeps the machines running. The industry must continue to invest in training the next generation of digital-savvy operators who understand both the mechanical and software aspects of modern printing.

The 2026 business year is not a year for the 'wait-and-see' approach. It is a year for bold, strategic moves. At Ankan Graphics LTD, we are proud to be the technical backbone for businesses that are ready to lead this transformation. For more insights or to explore our turnkey solutions, visit [www.ankangroup.com](http://www.ankangroup.com) or contact us at: [sales@ankangroup.com](mailto:sales@ankangroup.com)

**THANK YOU FOR YOUR TIME.**

On behalf of the entire team at Ankan Graphics LTD, I would like to sincerely thank you for the opportunity to share our journey and industry insights through the prestigious WHERE To Print platforms.

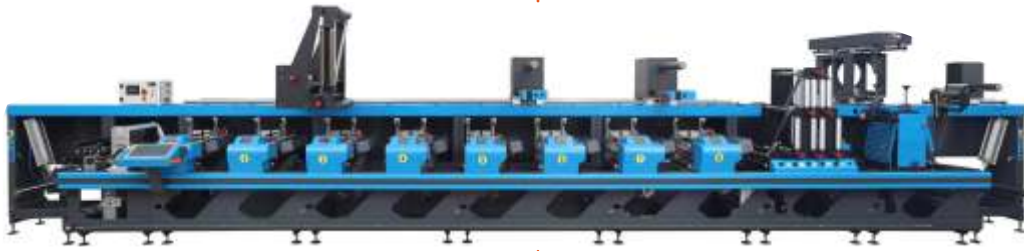
“ Ankan Graphics LTD recommends that print and allied practitioners move away from reactive, volume-based models toward strategic, value-driven operations to reach the next level of growth. ”



- **Financing Facilitation:** Working with regional financial institutions to present competitive equipment financing options.

- **Hontec Certified Operator Programme:** A localized training curriculum hosted with Ankan Graphics to build a certified talent pool, ensuring our clients maximize uptime and quality.

- **Guarded Growth Pathway:** A clear roadmap for Converters to start with a Certified Pre-Owned machine and have a guaranteed trade-in value towards a new FlexiCon Neo within 3 to 5 years.



**4. A Commitment Cast in Metal: The Regional Demo & Spare Parts Hub**  
Announcing, in partnership with Ankan Graphics, the establishment of a **Regional Technology Center in Lagos**. This centre will house:

- Permanent demonstration lines for hands-on client trials.
- A strategic inventory of critical spare parts to guarantee <48-hour support response.
- A dedicated training facility.

**WILL THERE BE SPECIALS, PROMOS, OR DISCOUNTS THAT YOU WILL BE OFFERING TO YOUR CURRENT AND PROSPECTIVE CLIENTS AT PROPAK WEST AFRICA 2026?**

**1. For Prospective Clients: The "Future-Ready" Launch Incentive**

- **Show Special Investment Package:** We will introduce an exclusive **PROPAK 2026 Show Order Package** for West African first-time buyers. This package will bundle a **FlexiCon press or finishing solution** with extended warranty coverage, a complimentary set of essential spare parts, and prioritized installation and training – effectively lowering the total cost of ownership.
- **Substrate Partnership Programme:** We are partnering with leading regional material suppliers to offer **certified substrate starter packs** at a special rate with qualified machine purchases, ensuring immediate production readiness and optimized performance.

**2. For Our Valued Current Clients: The 'Partnership Advancement' Programme**

- **Loyalty Upgrade Offer:** Existing Hontec customers visiting our stand will have access to exclusive terms for **technology upgrades**, whether trading in an older machine for a new FlexiCon Neo series or adding a compatible finishing module. This is our way of growing together.
- **Service & Support Credit:** We will offer **on-the-spot service credit vouchers** for current clients who schedule their next preventive maintenance check or operator refresher training at the show.

**3. A Strategic Commitment Beyond Price: 'The Hontec Efficiency Guarantee'**  
Most importantly, we will introduce the Hontec Efficiency Guarantee for orders placed during the show period. This is not just a promo; it's a performance commitment. For qualifying new presses, we will provide a post-installation productivity audit. If the machine does not achieve agreed-upon benchmarks in waste reduction or output efficiency within the first 90 days, we will provide additional targeted training or optimization services at no extra cost.

**“ We conduct mandatory annual training sessions for our clients' operators, held at the Ankan Graphics facility, to ensure machines are run optimally, which is the best form of preventive service. ”**

**WHAT ADVICE CAN YOU GIVE TO OPERATORS IN HANDLING THEIR MACHINES, NOT JUST HONTEC, SO THAT THE PRESS CAN STAND THE TEST OF TIME?**

**1. Treat Daily, Weekly, and Monthly Checklists as Sacred Rituals (Not Chores)**

- **The '5-Minute Morning & Evening Ritual':** Start and end each shift with a standardized check: lubricant levels, air pressure, cleanliness of critical sensors (e.g., registration eyes, print inspection cameras), and removal of substrate dust and ink spatter. This prevents small issues from becoming big failures.
- **Scheduled Maintenance is Non-Negotiable:** Adhere strictly to the manufacturer's lubrication and inspection calendar. Use a physical log or digital dashboard. **Consistency beats intensity** in maintenance.

**2. Master the Art of 'Clean'.**  
**A clean press is a healthy press.** Ink residue, adhesive buildup, and paper dust are abrasive and corrosive. They accelerate wear on cylinders, bearings, and guides.

- **Use the Right Tools & Solvents:** Follow manufacturer guidelines for cleaning agents. Using overly aggressive solvents on seals or wipers can cause premature degradation and costly leaks.

**3. Develop Mechanical Empathy and Sensory Awareness**

- **Listen, Look, and Feel:** A great operator knows the machine's normal 'song.' A new vibration, unusual sound, or change in bearing temperature is the machine's first cry for help. Report it immediately – **never ignore a whisper, or you will hear a scream.**
- **Understand Proper Setup:** Avoid the temptation to 'over-tighten' settings (like print pressure or die-cut pressure) to solve a print defect. This causes excessive wear. Learn the correct, minimal pressure needed for quality.

**4. Embrace Documentation and Data**

- **Log Everything:** Document every jam, every adjustment, every anomaly, and every part change. This logbook is the machine's medical history and is invaluable for diagnosing recurring issues.

- **Track Consumables:** Monitor the lifespan of wear parts like doctor blades, anilox rolls, and die-cutting plates. Replacing them on a data-driven schedule prevents unexpected failures and protects more expensive components.

**Learning**

- **No 'It's Not My Job' Attitude:** Machine care is a team sport. Encourage communication between shifts.
- **Invest in Knowledge:** The best operators are perpetual students. Encourage them to understand the 'why' behind procedures. A deep understanding of how ink viscosity, substrate tension, and ambient humidity affect the machine leads to better, less stressful operation.

**WITH ANKAN GRAPHICS LTD AS YOUR PARTNER, WHAT ASSURANCE ARE YOU GIVING YOUR CUSTOMERS TO GUARANTEE YOUR COMMITMENT TO THEIR SERVICE, SPARE, AND OTHER TECHNICAL NEEDS ANYTIME, ANY DAY?**

**1. The Assurance of Local Presence & Rapid Response: The Ankan Graphics Guarantee**

- **Dedicated Hontec Technical Cell:** Within Ankan Graphics, we have established a **dedicated team of factory-trained Hontec engineers**. This is not a general service desk; it is a specialist unit whose sole focus is Hontec equipment.
- **Structured Response Protocol:** Customers are assured of a **formal response within 4 business hours** for any technical call, with a clear escalation path. For critical issues affecting production, the goal is **on-site intervention within 24 hours** in major industrial zones, supported by Ankan's local logistics.

**2. The Assurance of Parts Availability: The Strategic Inventory Pledge**

- **Local Parts Hub:** Together with Ankan Graphics, we maintain a **strategically stocked inventory of critical spare parts and consumables** at their Lagos facility. This includes commonly needed items like doctor blades, gaskets, sensors, and motors, minimizing downtime waiting for international shipments.
- **Guaranteed AirBridge for Critical Parts:** For parts not held locally, we trigger our **'AirBridge' protocol**. Critical parts are dispatched from our global or factory warehouse via priority air freight, with customs clearance assistance managed by the Ankan Team to ensure the fastest possible delivery.

**3. The Assurance of Proactive Care, Not Just Reactive Fixes: The Hontec Health Programme**

- **Scheduled Preventive Maintenance Visits:** Every Hontec machine comes with a tailored **Preventive Maintenance (PM) Schedule**, executed by Ankan's certified technicians. We don't wait for breakdowns; we prevent them through regular, documented health check-ups.
- **Remote Monitoring & Diagnostics** (where applicable): For our newer generation presses equipped with connectivity, our **Hontec Production Hub (HPH)** enables Ankan technicians to perform **secure remote diagnostics**. This can often resolve software settings or guide on-site operators, sometimes preventing a physical service visit entirely.

**4. The Assurance of Continuous Knowledge Transfer**

- **Annual Certified Operator Training:** We conduct mandatory annual training sessions for our clients' operators, held at the Ankan Graphics facility, to ensure machines are run optimally, which is the best form of preventive service.
- **Ankan Engineer Recertification:** Our partners' engineers undergo **bi-annual recertification training at Hontec factories** or via immersive digital workshops, ensuring their knowledge is always aligned with the latest technical updates and best practices.

**THANK YOU FOR YOUR TIME.**

**About HONTEC INDUSTRIES CHINA LIMITED**

Hontec Industries China LTD (Hontec) is a global leader in the design, engineering, and manufacturing of high-performance narrow-web flexographic printing and converting solutions. For decades, the company has built an enduring reputation not merely as a machine supplier, but as a **strategic technology partner** for the label and packaging industry worldwide. Hontec's identity rests on three foundational pillars:



**1. Core Philosophy: Engineering with the Operator in Mind**  
Every Hontec machine, from its flagship FlexiCon series of label presses to its precision die-cutters and finishing systems, is designed around a human-centric principle. Hontec believes that true productivity comes from intuitive operation, minimal downtime, and exceptional reliability. That is why the machine interfaces are logical, its access points are ergonomic, and the construction is robust – empowering operators to achieve peak performance with confidence.

**2. Technology Focus Driving Intelligent and Sustainable Manufacturing**  
Hontec is at the forefront of integrating Artificial Intelligence (AI) and Sustainable Engineering into production floors. This is achieved through:

- **AI & Smart Connectivity:** Hontec systems feature advanced automation for rapid changeovers, closed-loop colour control, and predictive maintenance analytics through platforms like the Hontec Production Hub (HPH), transforming data into actionable intelligence.
- **Sustainable Innovation:** Hontec pioneers technologies like LED-UV curing for massive energy reduction, design for waste minimization, and compatibility with next-generation recyclable materials, helping its clients meet both environmental and economic goals.

**3. Global Presence with a Local Partnership Model**  
Through a global manufacturer, Hontec's growth is fueled by deep, exclusive partnerships in key markets – like its successful collaboration with Ankan Graphics LTD in Nigeria, as well as other West African countries. This model ensures that Hontec customers receive unparalleled local sales, service, technical support, and spare parts availability, backed by our global engineering expertise. Hontec is indeed committed to the growth of its clients' businesses, from emerging markets to established industrial hubs. In summary, Hontec represents more than machinery. It provides a future-ready toolkit for profitable growth. By combining German-grade engineering precision with a relentless focus on operator experience and market-specific support, Hontec enables Converters to compete, innovate, and lead in an ever-evolving industry.

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