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Cover Story on page - 28

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14h30 - 15h30 CorelDRAW Tips and Tricks for the Professional

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08H30 - REGISTRATION

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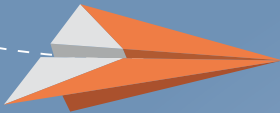
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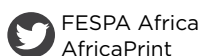
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To Readers

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

FOCUS ON YOUR CUSTOMERS TO SUCCEED!

RESPOND TO CALL FOR CHANGE!

As I welcome you to an exciting second half of the year, feel free to savour this bumper 56th edition of your invaluable print companion.

Just as exciting as this second half of the year would be (with series of events and Nigeria's peculiar print season expected to boost print trade), we must be on our toes to take advantage of opportunities posed by the constantly changing landscape of world's polity especially as regards to digital transformation. We must respond to the call for digital transformation in order to succeed.

WHAT DO YOU FOCUS ON?

What are your business goals? What services do you offer? Don't grumble about the economy, government or its policies, the task is to start focusing on your 'real' customers (meeting their needs and surpassing their wants). The right application of knowledge of the market is also crucial to succeed in this volatile market. That is why right from the very first editorial page (from page 10), we bring you series of latest industry

news across Nigeria to keep you updated on happenings within the last two months in the print & allied market in the **PRINT IMPACT AROUND NIGERIA** Section. We also bring you breaking news around the world of print in the **PRINT IMPACT AROUND THE WORLD**

Section starting from page 12 culminating in an interesting **SPECIAL FEATURE** expose' on convergence in the industry with highlight of various print opportunities. Powered by NAPCO Research in conjunction with Specialty Graphic Imaging Association (SGIA), USA, the detailed research study from page 46 titled: **CONVERGENCE IN THE PRINT INDUSTRY: UNDERSTANDING GROWTH, OPPORTUNITIES AND COMPETITION** contains invaluable statistics that can be adapted to change your business fortune.

We also features series of **SPECIAL FEATURES** that report industry news across Nigeria from **FOTOMART OPENS FOR BUSINESS** (from page 15) to **NUKREATIONZ CELEBRATES 10TH YEAR IN BUSINESS** (from page 19) and **TOP 4 FASTEST GROWING**

AREAS IN INDUSTRIAL PRINTING (on pages 26 and 27). Interviews of **MR. OSAMA DIAB - MANAGING DIRECTOR/ CEO** of Netherland based reconditioned and factory-fitted used print equipment firm - **GUTENBERG GRAFISCHE MACHINES B.V** and **MR. GEORGE PEARSON, REGIONAL DIRECTOR AT AFROCET MONTGOMERY**, who gave some key insights on how this year's **PROPAK West Africa 2018** show will boost businesses and Nigeria's economy. Read excerpt of the interviews captioned: **"WE USE THIS OPPORTUNITY TO INTRODUCE OUR COMPANY FOR SOURCING AND SUPPLYING QUALITY SECOND HAND EQUIPMENT TO YOU"** and **'BENCHMARK YOURSELF IN THE INDUSTRY BY SEEING WHAT YOUR COMPETITORS ARE DOING'** on pages 22 to 23 and 44 respectively.

As you know, this issue precedes West Africa's biggest and leading international print and packaging exhibition – **PROPAK West Africa 2018** whose stands were sold out 3 months to the show starting from 18th through to 20th September 2018 at



the Landmark Event Centre, Lekki – Lagos. Check out organiser's plans to make this year's edition a value-driven and rewarding experience to all participants from page 34 in a **SPECIAL FEATURE** titled: **'THE MARKET IS HEADING IN THE RIGHT DIRECTION AND COMPANIES ARE LOOKING TO INVEST'**.

The **COVER STORY** in this edition is aimed at resolving a phenomenon that occurs when two colours appear to match under one lighting condition, but not when the light changes. Called **METAMERISM**, the highly technical write-up titled: **WHAT IS METAMERISM?** by Bruce Wright shows you how to deal with this issue whenever it arises in printing. Please turn to pages 28 and 29 to find out.

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Continued on page 10 >>

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From page 9 >>

WHERE To Print magazine is putting forth a MENTORSHIP Programme dedicated to nurture and grow dreams in the industry. We will be contacting you soon to support us as we continually strive to give our best to our industry. Join us too – I'm a dial away **0803 862 9114** or email me at jojuadekanbi@yahoo.com

BEFORE I SIGN OUT: Sign in and join WHERE To Print VIP Delegation to any of the last two internationally recognised and dedicated print and graphic communications exhibitions outside the country either in Johannesburg, South Africa (i.e. FESPA Africa 2018 starting from 12 to 14 September) or in Chicago, IL USA (i.e. PRINT

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My final submission before I sign off is to motivate you to remain focused, plan ahead and commit all your endeavours to your Maker.

We will all share great, pleasant and surprising testimonies!
Please continue to do good!

INTERNATIONAL PRINT EXHIBITIONS IN 2018

S/N	EXHIBITION NAME	DATES	LOCATION
1.	FESPA Africa 2018 	12 – 14 September	Gallagher Convention Centre, Johannesburg, South Africa
2.	PROPAK West Africa 2018 	18 – 20 September	Landmark Centre, Lagos – Nigeria
3.	Graph Expo 2018	September 30 – October 3	McCormick Place South Chicago - Illinois, USA

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S/N	EXHIBITION NAME	DATES	LOCATION
4.	All in Print China 2018 	24 – 28 October	New International Expo Centre, Shanghai, China

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Print impact around Nigeria

Stories by Joju Adekanbi & Mary Adeola

PROPAK WEST AFRICA 2018 REGISTRATION OPENS



Visitor registration for the upcoming PROPAK West Africa exhibition and conference is now live and with a completely SOLD OUT floorplan, it is set to be the biggest edition to date.

With less than three months to go, visitor registration for the region's leading packaging and print trade show is now live! Taking place from 18 – 20 September 2018 at the Landmark Centre on Victoria Island in Lagos, Nigeria, PROPAK West Africa will be free to attend for all industry professionals.

Over 4,000 professionals are expected to come together for the 6th edition of West Africa's biggest



18 - 20 SEPTEMBER 2018

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and fastest growing packaging and print exhibition. Attendees can expect to see the latest products and solutions from the food and beverage processing, general packaging, plastics and chemicals, cosmetics and toiletries, retail and wholesale, pre-press and publishing, printing and pharmaceutical industries.

The event itself has increased in size

by 35% from 2017 and this year the exhibition floor space has completely sold out. Organisers, Afroset Montgomery, are confident this year's edition will surpass all expectations and continue to help drive the industries expansion.

George Pearson, Regional Director had this to say on the upcoming event; "We are extremely pleased that the show has sold out, for us its indicative that the market is heading in the right direction and companies are looking to invest with a number of large scale machines being brought into the country so they can be demonstrated live onsite. We've got a lot planned this year for the show, not only with regards to content, but also brand new features that we're sure will give attendees added value."

Among the leading brands confirmed to be present at this year's exhibition are Windmoller & Hoelscher, BOBST, Kodak, Krones, Heidelberg, KBA, Piovani, Konica Minolta, Neofitton, Canon, Vista and many more. See the full list of exhibitors, on the show's website - www.propakwestafrica.com

In 2017, PROPAK West Africa was hailed 'a success by all measures' after bringing together over

3,200 attendees from 30 different countries and 135 exhibiting companies over 1,491 SQM of show floor space. Senior packaging managers, consultants, suppliers and manufacturers enjoyed unique networking and learning opportunities over the three days with numerous product launches and live equipment. According to registration statistics, the combined budget of attendees amounted to over \$3 billion, making the event an absolute must-attend for industry professionals across the region. You can view the full post-show report @ www.propakwestafrica.com

PROPAK West Africa 2018 will give visitors the opportunity not only to view the latest equipment and cutting-edge technology from local and international packaging brands but also to understand crucial market opportunities for the coming year via features such as the conference. The daily free-to-attend conference which will take place alongside the event, will feature keynote addresses from senior industry stakeholders and government representatives. Some of the key themes expected to be tackled at this year's event will include notable issues such as waste management, packaging sustainability and effective business

Continued on page 14 >>

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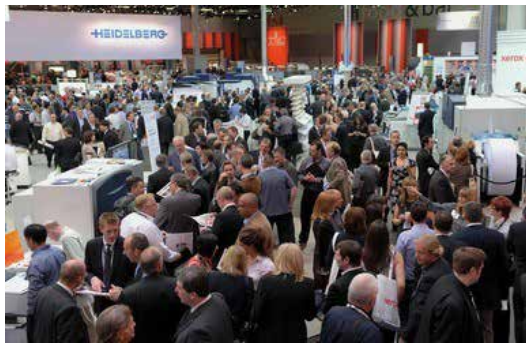
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regarded as its home venue.

It would be recalled that an ill-fated decision to take the event to London in 2014 was not well received by exhibitors and visitors alike, and a change of heart to relocate to Birmingham in 2017



Informa, the organisers of the iconic international print technology and equipment

event - IPEX, has announced the closure of the exhibition, citing changing market conditions as one of the key factors in its decision.

IPEX, traditionally held every four years, in rotation with its German counterpart DRUPA, attracted only 7,000 visitors to the NEC in Birmingham, United Kingdom in late October and early November last year compared with 50,000 the last time it was held in what was generally

failed to rescue the ailing brand. WHERE To Print gathered that other reasons for the closure of IPEX range from changing landscape and scope to value of trade shows to companies bottom-line as print and allied equipment manufacturers are now looking at other cost-effective ways of showcasing their products and services. While many manufacturers agree that shows highlight applications and maximise networking opportunities, open houses are also becoming increasingly popular aside other contending factors.

...read more online @ www.wheretoprintmagazine.com

DE LA RUE PRODUCES SOUTH AFRICA'S FIRST-EVER COMMEMORATIVE BANKNOTES TO MARK CENTENARY OF NELSON MANDELA



South Africa's Reserve Bank (SARB) has issued its first-ever set of commemorative banknotes to mark the birth centenary of Nelson Mandela.

The design work for the new notes, issued July 18, 2018 which was carried out by De La Rue's specialist design team depicts the life of South Africa's first democratically elected President Nelson Mandela, who died in 2013 aged 95.

The design themes are Mvezo (Birth), Soweto (Life), Howick (Capture), Robben Island (Struggle) and Union Buildings (Destiny). The notes were printed by South African Bank Note, a subsidiary of SARB. The notes are paper, although the 10 and 20 rand

notes are printed on Louisenthal's Hybrid banknote substrate which combines a polyester protective film over a cotton paper core for durability.

De La Rue's Creative Design Director Julian Payne said it was an honour to be involved in the prestigious project, which took 18 months to complete. "Inspired by the life and legacy of Nelson Mandela we wanted to follow his journey through the five denominations. The designs tell a story of hope and reconciliation triumphing over division and persecution; the prisoner becoming president is a truly inspirational story," Payne said.

...read more online @ www.wheretoprintmagazine.com

Continued on page 24 >>

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Print impact around Nigeria

Stories by Joju Adekanbi & Mary Adeola strategies. There will also be interesting case studies put forth by top businesses where delegates will learn key advice and insights. The programme will be announced closer to the time, but to keep abreast of updates, be sure to register online on the show's website - www.propakwestafrica.com

This September, PROPAK West Africa will welcome partnerships

with some of the industry's most recognised brands, institutions and media publications to help drive the most relevant content for the show. Visiting the exhibition is free, you can register online in advance to receive all the show updates like who's exhibiting, our conference programme, competition information, feature news and much more. Register now for free!

FC EXPORTS PRESENTS KODAK NEW SONORA X PROCESS FREE PLATE @ PROPAK WEST AFRICA 2018



FC Exports Limited will be back to PROPAK West Africa

2018.

Representing Kodak for the last 15 years in West Africa, FC Exports looks forward to presenting KODAK's new SONORA X Process Free Plate which builds on all the advantages of Kodak's current process free technology with longer run length, faster imaging, and more robust



handling capabilities.

This together with their new Capricorn GT and Sword Max conventional CTP plates gives Kodak the most flexible plate range in the market. FC Exports staff look forward to discussing the full range including Flexo and CTP Equipment and related software at PROPAK West Africa starting from 18th through to 20th September 2018.

FOTOMART OPENS FOR BUSINESS



FotoMart - bank of photography ideas – has officially opened for

business with a Grand Opening of her brand new, fully equipped building on Wednesday 20th of June 2018.

Situated at 50, Opebi Road by Salvation Bus Stop in Ikeja area of Lagos State, the office according to FotoMart Managing Director – Mr. Sameh El Farra in a

chat with WHERE To Print magazine is one of series of others to be opened across the country; "By God's Grace, because our aim is to satisfy our customers across the country, we are looking into opening more branches in the next three months in Abuja and Kano specifically", informed Mr. El Farra while also assuring his customers that; "we are very different in terms of quality, delivery and overall customers satisfaction. There is a promo going on in our company for the first 100 customers we are giving them 20% discount plus gift and souvenirs". With this investment by FotoMart, photography business in Nigeria nay Africa is further boosted. According to Mr. El Farra on the huge potential of photography business, "we all know the type of love Nigerians have for photography. They love to

keep memories of each event they do mostly in photographs. And with the number of events we have in Nigeria - take for instance weddings, naming ceremonies and birthdays, baby showers, wedding showers, numerous photoshoot sessions aside other shows and programmes, I can say specifically that photo is the life of Africa".

For this reason, FotoMart is promising Nigerians quality print and quick service delivery. "We also promise to bring new ideas of photography and keep them updated on photographic standards. Don't forget that we have a well equipped and modern Photo Studio for anyone interested. As we look forward to your patronage, we also promise to keep to our words with respect and qualitative service", assured Mr. Sameh El Farra.

O'NAPHTALI THREATENS TO SUE ANYONE WHO MALIGNS ITS NAME



logo or security features on them as they are for mere education of the voters. They are just specimen to let the people know how the ballot paper looks like and how to thumb print and how to fold the papers," he expressed threatening to sue anyone no matter how highly placed who maligns his name or that of his company.

CEO of O'Naphtali Limited, Mr Eniola Fayose has signified his intension to sue anyone who maligns his name or that of his company over an allegation that his press on Oguntona Crescent in Gbagada, Lagos State printed fake election materials.

The Police had stormed his printing press on the allegation that he printed fake Independent National Electoral Commission (INEC) ballot papers to rig the recent Governorship Election in Ekiti State that took place July 14, 2018 for the Peoples Democratic Party (PDP) and engaging in gun running which he vehemently denied claiming that what he printed was specimen to educate voters. "I build my businesses on hard work and integrity with enviable track record with local and international awards. I am working for seven countries in sub-Sahara Africa", he expressed.

While speaking to the media in Ado-Ekiti, the Ekiti State Capital, Mr. Eniola Fayose showed samples of the specimen he printed for PDP, explain that: "I am a registered printer with over 20 years experience. These are the samples of specimen I was asked to print for voter education. It has no

He explained further that, "the specimen I printed is on a paper of 60 gramme bond which is incapable of registering the needed security point for a genuine ballot paper. It has no logo, no number, no security feature and specimen is clearly written on it. I know the law works and I am ready to sue anybody on this matter. I have not done anything illegal" Mr. Fayose also spoke on the allegation of gun running and relation to the outgoing Governor of Ekiti – Governor Ayodele Fayose, explaining that: "I don't know anything about arms and ammunition. I have never handled gun in man life. I am a law abiding citizen and not a relation of the Governor. I am from Ikere-Ekiti.

"Everything the police claimed to have seen in my workshop when they searched the place are valid documents. Every political party has such specimen to educate their people. When copies given by the INEC are not sufficient, parties can print the specimen. At the initial stage, I found the allegation comical and hilarious but I just noticed that it is a mischief executed by certain people trying to take undue advantage" Mr. Fayose noted while promising to sue them if need be.

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Print impact around Nigeria

'WE ARE READY FOR NIGERIA DELEGATION' - FESPA AFRICA TEAM



WHERE To Print magazine Publisher - Joju Adekanbi with Charnia Yapp and FESPA Africa Team.



...Joju with Printing SA Team



... Joju with Mercure Hotel Manager - Sarah Beukes

Practical Publishing PTY - organisers of the region's largest dedicated print and signage exhibition – FESPA Africa say they are ready to warmly receive Nigeria VIP Delegation being packaged by WHERE To Print magazine to this year's edition of FESPA Africa starting from Wednesday 12th to Friday 14th of September 2018 at Gallagher Convention Centre, Johannesburg, South Africa.

According to Practical Publishing Director - Charnia Yapp, visitors - particularly the Delegation from Nigeria - are assured of unhindered access and connection to over 150 regional and international exhibitors aside well over 6,000 industry professionals coming together to view latest developments in technology, equipment, solutions and softwares at the show. "FESPA Africa is a focused event for professionals to see latest developments and innovations in wide format, digital printing, screen printing, textile and garment decoration. We call on you to take off and diversify your print business at FESPA Africa 2018", enjoins Charnia Yapp.

Part of NUMBERS CMYK LIMITED – publishers of WHERE To Print

magazine VIP Package for Nigeria Delegation include an Advanced CorelDraw Training live at the show covering topics for signage, screen print, wide format print, engraving and many more. For example, Delegates who are urged to come along with their laptops will be practically exposed to streamlining signage workflows; vehicle wrapping tips with CorelDraw; colour management for digital print workflows; colour separation for screen printing; working between Illustrator and CorelDraw; supervising artwork for flatbed printing, aside how best to use the latest versions of CorelDraw softwares to grow their print and signage businesses amongst others.

Not only that, WHERE To Print VIP Delegation from Nigeria will also be trained at the Printing SA (the specialist arm of Printing Industries Federation of South Africa – PIFSA) with topics ranging from Costing/ Estimation for Profit in Print Business, Human Resources Management for Efficiency and Waste Management as it affects Profitability in Print Business during the Two-Day Certified Print Management Training Programme. This will be preceded by Technical/

Continued on page 20 >>

Business Facility Visits to specially selected top print and allied companies within Johannesburg, South Africa in order for Delegates to learn and share experience in managing both human and material resources in print business likewise build lasting relationships with their counterparts in South Africa.

In all, WHERE To Print VIP Delegation will be staying at the prestigious Mercure Hotel Midrand situated in the heart of Midrand business district. Nestled conveniently on the bustling Old Pretoria Main Road, this contemporary hotel with free Wi-Fi and comfortable air-conditioned rooms, is perfect for FESPA Africa Delegates as it is within reach to the Gallagher Convention Centre, Printing SA Training School and of course the cosmopolitan Mall of Africa. WHERE To Print VIP Delegates have been assured of a very warm welcome plus great hospitality by Mercure Hotel Midrand Team throughout their 8nights, bed and breakfast stay.

Join the Nigeria VIP Delegation now and grow your business by speaking with or WHATSAPP Peculiar, Stephen or Joju via 0813 219 0026, 0809 701 3264, 0802 380 1705, 0703 191 8506, 0803 862 9114.



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Print impact around Nigeria

MAN OR WOMAN: WHO IS A BETTER DESIGNER/ GRAPHIC ARTIST AND WHY?



For the record, this article is guided by WHERE To Print unbiased and professional ethics to gender equality. It does not in any way try to insult or undermine anyone's level of skill or expertise. Rather, WHERE To Print magazine VOX POP strives to engender quality discuss that promote healthy competition in the industry.

With this clarification, WHERE To Print understands and recognises that it takes a lot for a person to be successful in his or her chosen graphic career as an artist or designer. Qualities like keen sense of colour, balance harmony and technical skill are needed to execute design briefs. It is also gathered that the way one is brought up and societal influence contribute to success or otherwise in ones journey to fulfilment in graphic designs no matter the level of diligence.

Practically – both genders are all on an even playing field when it comes to artistic talent and knowledge which is why WHERE To Print Investigates by seeking stakeholders' opinions on the above subject matter. What do you think? Bearing the points raised; do you think that women are naturally better designers than men, or are we all equal no matter the circumstance?

Invariably, WHERE To Print VOX POP Team went to town to sought to know industry stakeholders opinion. Below are excerpt of their thoughts which will definitely shape further discuss on talent management in the graphic communications industry:



I think it's a man. The reason is that a man is fully committed and remains focused on his job but a woman has so many things to divert her attention from her job like children, husband etc

- Mrs. Ajibola
- Ajib Print Solutions



Man has been very creative right from time. Besides, man has creative mentality than a woman. Most world artists today are men. Very few are women. So I think it's a man that is more creative than a woman.

- Ogbuego Clement
- Versatile Publications Nig.



When we talk about graphic design, men are more creative than women. Some women are creative but you can't compare them to a man.

- Fatai Shakirat
- K.P.D Concept

Continued on page 18 >>



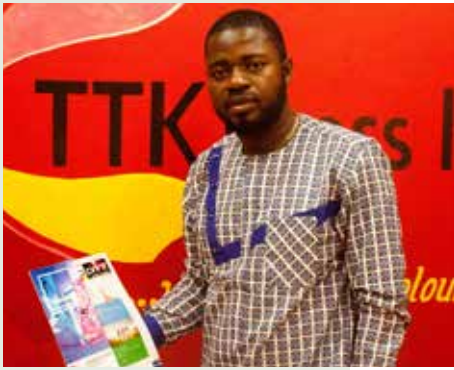
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flip to the Next Page



MAN OR WOMAN: WHO IS A BETTER DESIGNER/ GRAPHIC ARTIST AND WHY?



Both man and woman can do better but man is more devoted and committed to graphic design than woman due to domestic workload on women.

- Segun Salau
- TTK Press LTD



It is a man simply because men don't usually think unlike women. Women are distracted especially with so many things at home or in their lives. So they will not be able to focus even while learning.

- Shittu Fatimah Adegoke - Nuhad Prints



It is a woman. Because women are naturally better than men. For instance, women are more focused than men in all ramifications.

- Rosemary Ajib Print Solutions



It is man because man is very strong, reliable and trust worthy.

- Alade Abeebe Ayinde - Adebisi Ventures



It's a man because a man is naturally more talented than a woman. I think women are after money.

- Opeyemi Orijinmi - Opis Printing Services



In most places I have been to, women have been dominating when it comes to graphic designs, but here in our own company, men are superb more than women.

- Sylvester Fred - K.P.D Concept



Man because man can think than a woman and have creative brain than a woman.

-Emery Ajib Print Solutions



It is woman because what a man can do, a woman can do it better. This is also because women have natural intelligence in anything they are doing and they are also smart.

- Mrs. Okoronkwo - Print Finishing Contractor



It's a man because men are very intelligent and capable of doing good and unique things or jobs. And besides, a man will always want do (design jobs) better than a woman in every way.

- Stephen Distinct Global Ventures



A man is a better designer because he takes his time to properly check all the job details for perfection. He also builds himself on latest design softwares and application packages so as to enhance his skills while ensuring professionalism.

- Olatunji Okuneye - Damond Print Nigeria LTD

Continued on page 20 >>



...Mr & Mrs Shofu cutting the 10th Anniversary Cake with Staff

Basking on the euphoria of seamless and improved service delivery under one roof, Nukreationz Printing Solutions Limited recently celebrates its tenth year anniversary with the launch of first-of-its-kind Customer Loyalty Card in Nigeria's printing industry.

As a company that is reputed for its innovation, Nukreationz Printing Solutions LTD customers can now

enjoy great benefits of top-notch personalised services as well as highly discounted rate on all their digital and commercial offset services with the newly introduced Nukreationz Loyalty Card. According to MD/ CEO - Mr. Tosin Shofu, the loyalty card is freely-offered exclusively to all Nukreationz customers as a way of not only ensuring personal relationship with (their) customers but most

importantly thanking them through generous discounts for continuous patronage.

Also at the 10th Anniversary Celebration, customers, suppliers and well wishers were introduced to all Nukreationz Printing Solutions LTD staff and Directors aside being taken round Nukreationz office. WHERE To Print was at the event and covered the vent in images



...Nukreationz Director expresses gratitude to customers



Skysat Mr Awe explaining the versatility of the Konica Minolta AccurioPress



...cross section of well wishers

Continued on page 37 >>



where to print MAGAZINE

MENTORSHIP

PARTICIPANTS' BENEFITS

1. Academy - free & paying courses/training (practical).
2. Access to resource Material online.
3. 24/7 access to mentor subject to mentors availability.
4. Free events to attend.
5. Participation in Business, Design etc competition finding.
6. Free subscription to WHERE To Print Magazine.
7. Evening Dinner with Investor/Mentor.
8. Booth Camp/ Boat Cruise.

MENTORS'/ INVESTORS' BENEFITS

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



Print impact around Nigeria



MAN OR WOMAN: WHO IS A BETTER DESIGNER/ GRAPHIC ARTIST AND WHY?



It's man. Man is more flexible and dynamic.

- Oyeyemi Oladimeji
- The TrueVine Consult LTD



It is the man. Men are very good in designing because of their level of training, exposure and commitment to the job.

- Gbenga Shobowale
- Pitch Digital Nig. LTD



For me I will say it's a man because of the challenges they face in building themselves and following trends. I have worked with both men and women and really, I believe men are pretty more creative.

- Ojifinni Abdul Naheem
- Brand Bandits



Man designs better than woman in my own point of view. Men concentrate more and create ideas based on their level of exposure.

- Adesola Adebola
- Pressfix Nig. LTD



A man is better designer because a man knows he has a competition. And he wants to be better than any other man not to talk of a woman. Again, what looks good to a woman is different. LOL!

- Onimsy Akubada
- Nimsy



To start from usage of different programmes, men take time to learn how to use different programmes to create design. Also men creativity is different from women in terms of interpreting concept to create design. Thank you.

- Opeyemi
- Glow Colours LTD

Print impact around Nigeria

DAMOND OPENS MUSHIN BRANCH



In order to be closer to some its market - West Africa supplier for DOIE CTcP equipment and consumables, Damond Print Nigeria Limited has opened a new outlet in the bustling area of Mushin in Lagos State.

Situated on the popular Oshifuye Street on number 12, customers can now enjoy fast and quality Computer to Conventional Plate (CTcP) services on the new DOIE CTcP aside other general printing and consumable sales.

According to Mr. Daniel Oderinu, MD of Damond Print Nigeria Limited his company is also offering the versatile and cost-effective DOIE CTcP machine; 'We offer 100% quality guarantee' he promises while noting that: "One thing about our DOIE CTcP machine is that we guarantee it 100% for its quality prepress technology, after-sale service and consumables back-up".

He noted that DOIE CTcP technology was the best machine to invest due to its energy-saving mode; a reliable circuit control system that helps saves energy usage thereby saving money on electricity aside that fact that the machine does not break down but works 24/7 to give high returns on investment. Call Damond Print for more information on **0814 595 1825 or 0810 471 7280.**



Print impact around Nigeria

Stories by Joju Adekanbi & Mary Adeola

FOTOMART OPENS FOR BUSINESS



Situated on number 50, Opebi Road by Salvation Bus Stop in Ikeja area of Lagos State, FotoMart - bank of photography ideas – is now open for business consequent of its Grand Opening of the fully equipped building on Wednesday 20th of June 2018.

WHERE To Print brings you some images that show FotoMart is ready for business....



WONDERFUL GRAPHICS LOSSES MUM



Lovely mother of WHERE To Print Agent in Kaduna State and Wonderful Graphics boss – Mr. Felix Adeleye – Mrs. Theresa Oguebe (a.k.a Anty Nkechi) is dead.

She died last month i.e. Saturday 23rd of June 2018 and will be buried at her father's compound in Okemokuru Village, EBU in Delta State on Saturday 4th of August 2018. As WHERE To Print Team tenders condolences to the bereaved, Mr. Adeleye fondly remembered his lovely mum thus: "My most adorable Mummy, my champion, my hero; you left a very big vacuum in our hearts. We love you and will miss you dearly. Sleep on in the Lord's blossom. Even in death, I celebrate you my hero. Goodnight mummy".



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**Osama Diab , MD/ CEO –
GUTENBERG GRAFISCHE MACHINES B.V**

"WE USE THIS OPPORTUNITY TO INTRODUCE OUR COMPANY FOR SOURCING AND SUPPLYING QUALITY SECOND HAND EQUIPMENT TO YOU"



Osama Diab is the Managing Director/ CEO of Netherland based reconditioned and factory-fitted used print equipment firm - GUTENBERG GRAFISCHE MACHINES B.V who over-the-years has observed positive development in commercial and packaging printing with patronages of his company from as far as the Middle East and Africa – presently Nigeria. In this exclusive interview with WHERE To Print magazine, he explains his antecedent, quest for Nigeria and what his company hopes to achieve from the Nigerian market. "We use this opportunity to introduce our company for sourcing and supplying quality second hand equipment to you" expressed Diab. Here are his other thoughts on the industry:



Heidelberg MOVP-H @ DOXA Digital, Lagos

CONGRATULATIONS MAKING A NEW SALE IN NIGERIA; CAN YOU LET US KNOW WHO THE CUSTOMER IS?

Let me thank you so much WHERE To Print magazine for this opportunity to talk with you regarding our business as we sell a new machine to DOXA Digital Nigeria Limited.

and Paper Cutting machines. Others are Ridged box equipment, folding gluing, Die cut machine Roll to sheets, slitting rewinding, Laminating, and UV machines.

WHAT ARE THE OTHER TYPES OF MACHINES THAT NIGERIAN CAN TAKE ADVANTAGE OF?

The other types of machines that Nigerians can take advantage of are Digital press, Inkjet, Hologram, Foil stamping, Offset printing, Continuous form, Label, FLEXO printing Label, Plastic card machines, label indicator, software.



...in perfect working condition

WHAT KIND OF MACHINE IS THAT AND WHY DID THE CUSTOMER GO FOR IT?

So yea, the machine is offset printing machine. It is called "Heidelberg MOVP-H". The customer went for it because the business in Nigeria is growing and that he needs to also grow he's business part.

CAN YOU BRIEFLY LET US KNOW HOW YOU STARTED?

Gutenberg is a used printing machine, bindery and prepress equipment Dealer. It is also an authorized reseller and representative for many companies. Since its establishment in 1996, it has managed to create communication links to buyers of printing machines from the largest collection of printing companies, auctions, and export machinery into worldwide market.

ASIDE THE NEW MACHINE JUST SOLD; CAN YOU LET US KNOW WHICH MACHINES ARE COMING TO NIGERIA SOON?

Well, till now - the machines that are going to be coming soon to Nigeria are more digital presses, prepress and offset printing presses.

WHAT ARE THE CHALLENGES ESPECIALLY IN SELLING TO COUNTRIES OUTSIDE YOUR COUNTRY AND HOW DID YOU COPE?

When we go to new market we start to analyze the needs, prepare feasibility study, provide a complete turn-key solution



...job in progress on the MOVP-H

WHAT ARE THE FINISHING MACHINES THAT YOU THINK NIGERIAN CAN USE TO ENHANCE THEIR PRINT QUALITY AND ALSO DIVERSIFY THEIR PRINT BUSINESS?

Well, we think they should mostly provide quality services with the likes of Book Binding, Paper folding, Saddle stitching,

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From page 22 >>

for your business, from cleaning, overhauling, transportation, liability insurance coverage, installation by qualified engineers, training, technical support, and original spare parts. We've been able to cope with these challenges by our integrity, experience and customers' supports.

HOW DO YOU SEE LAST YEAR'S BUSINESS - THE CHALLENGES?

Last year, digital printing business is growing more and more and packaging industry has evolved – year-on-year – with advancements in technology that impact the packaging industry to become more innovative, robust, widespread and profitable.

WHAT ARE YOUR PLANS FOR YOUR CUSTOMERS ESPECIALLY NIGERIANS THIS YEAR?

We will try to provide them with good machines. Because we are trying to expand the business in Nigeria and African markets.

ARE YOU COMING TO NIGERIA SOON? WHEN?

Yes, we are coming to Nigeria to see our customers during PROPAK West Africa 2018 to discuss other potential opportunities and to expand the business to more African countries.

WHAT SHOULD PRINTERS DO DIFFERENTLY THIS YEAR?

The printing industry is still going strong today. Yes, it's not the primary mode of marketing, but it's still widely used as in packaging industry because this is the future of print business. Printers should look into packaging printing business as well.

THANK YOU FOR YOUR TIME SIR.

With kind regards, *mit freundlichen Grüßen, met vriendelijke groet.*



Heidelberg M0VP-H @ DOXA Digital, Lagos



...in perfect working condition

SOURCING AND SUPPLYING QUALITY SECOND HAND EQUIPMENT



Pre-press, CTP plate setter, CTF image setter, Digital press, Offset printing, Continues form, Label, FLEXO printing, Book Binding, Paper folding, Saddle stitching, Paper Cutter, Folding Gluing, Die cut machine Laminating, UV machine, Paper bag machine, Flat and satchel, shopping, Handel bag We provide you with a complete turn-key solution from appraisals, purchasing, dismantling and cleaning overhauling, transportation, liability insurance coverage, installation by qualified engineers, training, Technical support, Original spare parts

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...during training at DOXA



Print Impact Around the World

FUJIFILM LAUNCHES GETFIT COMPARISON TOOL TO SHOW PRINTERS ECONOMIC BENEFITS OF DIGITAL PRINTING COMPARED WITH OFFSET PRINTING



FUJIFILM

Fujifilm has launched a new comparison tool to show printers the economic benefits of the Jet Press 720S compared with offset printing.

Based on a printer's specific jobs and requirements, web-based app getFit can estimate the ink usage as well as the cost and speed of printing on both the Jet Press and an offset press.

The tool enables Jet Press sales specialists to process a variety of print files that represent a cross-section of work, as well as entering existing offset costs, to evaluate, job by job, which would be best run on a Jet Press and which would be best suited to an offset

press.

Fujifilm Digital Printing and Press Systems Product Manager Mark Stephenson said: "We found that a lot of prospective customers were saying that Jet Press is great, and that the quality is fantastic but that they were frightened by things like the cost of ink, which is what everyone looks at with inkjet. They want to know how it works, where do the savings come from and how much do they spend on ink compared to other things – they're not using plates so what's the balance and where's the payoff? And we wanted to present that without using spreadsheets."

...read more at www.wheretoprintmagazine.com

AGFA HOSTS FIRST PUBLIC SHOWING OF NEW TOP-END HYBRID



AGFA

Agfa Graphics has shown off its new Jeti Tauro H3300 LED hybrid printer in public for the first time at an event held at its Belgian headquarters.

Held across Tuesday (12 June) and Wednesday, the manufacturer invited more than 300 guests - predominantly

existing and prospective customers - to the event in Mortsels.

The event centred around the 3.3m-wide H3300 LED, which was announced at FESPA in Berlin, Germany in June but was not shown at that event as the manufacturer instead chose to use an immersive booth concept to introduce the machine.

Commercially available immediately, the H3300 LED builds on the existing Jeti Tauro H2500 LED and it's available as a roll-to-roll system or with manual loading and unloading, semi-automation or full automation. With the latter version a pick and place system picks up boards or sheets directly from the pallet and places them onto the media registration table.

available; the six-colour (CMYK, light cyan, light magenta) Jeti Tauro H3300 LED 6C, the six-colour plus white Jeti Tauro H3300 LED 6C W12 and the six-colour plus white and primer Jeti Tauro H3300 LED 6C W8P4. Capable of printing at resolutions up to 635x1,200dpi, the machine can handle media up to 50mm thick and can print at speeds of up to 453sqm/hr.

...read more online @ www.wheretoprintmagazine.com

Three colour configurations are also

NEW GALLUS SMARTFIRE OFFERS FULL INLINE LABEL CONVERSION

HEIDELBERG gallus



Gallus has unveiled the Smartfire, an all-in-one digital label production line designed for the ultra-short-run entry-level market.

Premiered at a run of 'innovation days' at the manufacturer's Swiss headquarters on 26 to 28 June, the new four-colour, 220mm-wide machine is angled at commercial printers and other companies looking to get into digital label printing. It is a full production system, taking jobs all the way from PDF file to finished label.

Ring said: "The Smartfire is a very cost-effective way for companies to address the ultra-short-run marketplace and make their entrance into digital label printing. It gives you the capability to fulfil many short-run, fast-turnaround jobs you may not have been able to fulfil adequately before. For example, for a special event a pub might want to order a short run of 100 or 200 commemorative beer labels. With the Smartfire, this could be turned around in no time."

...read more online @ www.wheretoprintmagazine.com

Head of Digital Solutions Michael

FUJI XEROX BOSS: BREAK-UP 'WILL NOT HAPPEN'



be a viable option for Xerox. "I'm confident a break-up will not happen because that wouldn't make sense [for Xerox] in terms of the energy, money and time it would take to do so," he said.

Last month Xerox warned that it might not renew the joint venture and could

FUJIFILM

The boss of Fuji Xerox says he is "confident" that the joint venture will not be broken up as a result of the ongoing takeover tussle between Fujifilm and Xerox.

In an interview with Reuters, Fuji Xerox President Kouichi Tamai said he believed that breaking up the long-standing joint venture would not

decide to source products from alternative vendors instead. Tamai stated: "That would increase costs for Xerox. It is my responsibility to convince Xerox that it is cheaper and more reasonable to source products from us." Tamai added that his own daily interactions with Xerox executives "have given me a feeling that many at Xerox actually support the merger."

...read more online @ www.wheretoprintmagazine.com

Continued on page 42>>

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LITHRONE G29 offset press



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TOP 4 FASTEST GROWING AREAS IN INDUSTRIAL PRINTING - BY FESPA



Industrial printers are having to adapt to evolving consumer and buyers' needs, which has enabled significant growth in four key areas of the market.

Industrial printing takes place across the world, with manufacturers using the processes, and specialist suppliers selling to component and product manufacturers. Printing technology is widely used in broader manufacturing processes, where the design is a key factor in the product, particularly in:

- Décor.
- Laminates.
- Ceramics.
- Textiles.
- Glass

Routes to market vary widely, with large manufacturers employing printing functions as part of their processes, and specialist print businesses supplying components.

Smithers Pira's report: [The Future of Functional and Industrial Print to 2022](#),

Asia is the largest region, reflecting the concentration of manufacturing there, with large printing companies supplying electronics and environment materials, films and interior décor materials. There is also solid growth in North America and Western Europe for high-value items and improvements to many manufacturing processes.

Historically, decorative printing of décor and laminates was the biggest sector, responsible for a third of the total value. This has now shifted with electronics, digital textile work and 3D printing, all growing much faster across the five-year Smithers Pira study period.

Smithers Pira's in-depth analysis identifies the four main growth applications in industrial print and discusses the general move towards greater integration of digital print technologies:

laminates for work surfaces, furniture, flooring and wallcoverings. Flexo and offset platforms take a small share and the use of inkjet printers is becoming more widespread, especially for bespoke designs.

The market shows consistent growth between 2012 and 2022, reflecting the growing construction sector and the demand from more affluent consumers for pleasant interiors. There is growth in institutional and office buildings, in both the public and private sector where organisations require branding.

There are also emerging niche opportunities. For example, with the wide use of online travel review sites, hotels are increasingly keen to deliver a fresh experience. A 'TripAdvisor effect' has been identified, with the claim it reduces the hotel renovation cycle from every seven years to every five years, consequently boosting the market for printed décor.

The value of the décor and laminate print market in 2017 is over **R205 billion** (i.e. over **N5.5 trillion/\$15.8 billion**) and this will grow by an annual average growth rate of around **4%** to 2022 when it will be worth **R254 billion** (i.e. **N6.8 trillion/ \$19.6 billion**).

2. ELECTRONICS

Using print to produce electronic items membrane switches, RFID, circuitry displays and photovoltaics - is already big business for many suppliers, and emerging applications in device and component design will continue to create new opportunities. In 2017, this market segment was sized at **R377 billion** (i.e. **N10.2 trillion/\$28.8 billion**) and will rise to a **R624 billion** (i.e. **N16.8 trillion/ \$47.8 billion**) valuation by 2022.

The printing of electronics is still an evolving technology. It opens up a host of design opportunities and will enable the creation of a range of futuristic electronic devices. Printed

Continued on page 27>>



values the industrial and functional print market at almost **R1 trillion (N27 trillion/ \$76.9 billion)** in 2017, expanding to **R1.5 trillion (N40.5 trillion/ \$114.8 billion)** by 2022.

1. DÉCOR AND LAMINATES

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

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electronics allows electronic functionality to be delivered on a far wider range of substrates than conventional methods.

Asia is the biggest region for printed electronics, led by many leading electronics companies in Japan, South Korea, Taiwan and China. It is a low-cost manufacturing centre for many items including circuit boards, membrane switches and displays, while large printing companies use print as part of the large-scale production of many items.

Many large, innovative electronics companies making smartphones, TVs and displays, lighting and solar panels are using printing as part of the production process.

3. DIGITALLY PRINTED TEXTILES

The global printed textile market is huge, estimated at over 32 billion square metres of output annually. Printing with inkjet is becoming increasingly significant as fashion trends become ever more changeable. The adoption of inkjet textile printing is supporting “fast fashion”, with much quicker response times available to retailers.



a sale has been completed online. Increasingly, supply chains are being pressured to provide greater flexibility, which inkjet textile printing is able to provide.

business models may change with 3D print-on-demand systems closer to the point of use.

3D printing is a proven tool in industrial and commercial sectors, boosting design and rapid prototyping in many sectors and becoming a production tool for the complex moulds, tooling and dies used to form commodity metal and plastic parts.

Companies in the aviation, aerospace, automotive and medical sectors have all embraced the adoption of 3D print into industrial and commercial applications. 3D printing techniques are rapidly evolving toward broad acceptance and integration into the global manufacturing environment.

The value of the professional 3D printing market output will be **R278 billion** (i.e. **over N7.5 trillion/ \$21.4 billion**) in **2022** as applications broaden, representing an annual growth rate of **12.3%** for the five-year period.

In the five years to 2022, inkjet textile print and 3D are the fastest-growing market segments, further pushing inkjet as the most valuable printing process in use after it overtook screen printing during 2017.

By FESPA www.fespa.com



There is strong growth in the sector as the **R4 billion** (i.e. **N108billion/ \$321 million**) market in **2012** rose by **351%** to over **R13 billion** (i.e. **N351billion/ \$1.1 billion**) in **2017**. This is set to accelerate, expanding at annual growth rate of **14.3%** to **2022**, a value of **R27.3 billion** (i.e. **N737.1billion/ \$2.1 billion**).

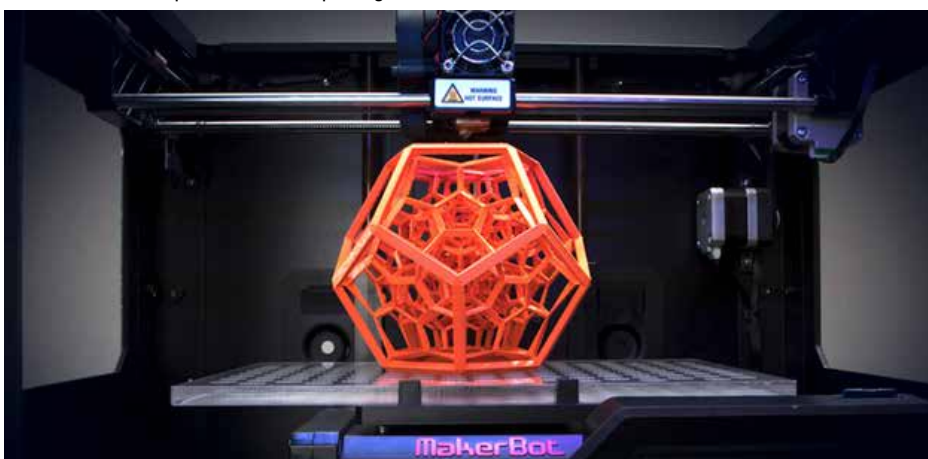
Inkjet printing allows the supply chain to be shortened and made more flexible. There are many T-shirt printers offering a web-to-shirt service, where the buyer uploads their own unique image to be printed on to a garment on demand. The printing takes a large part of the value and will be done close to the buyer.

For a fashion collection, stock-outs may be avoided by printing and making popular sizes and styles locally in small quantities.

This makes higher manufacturing cost less of a problem, and internet retailers can extend this with only commissioning the product after

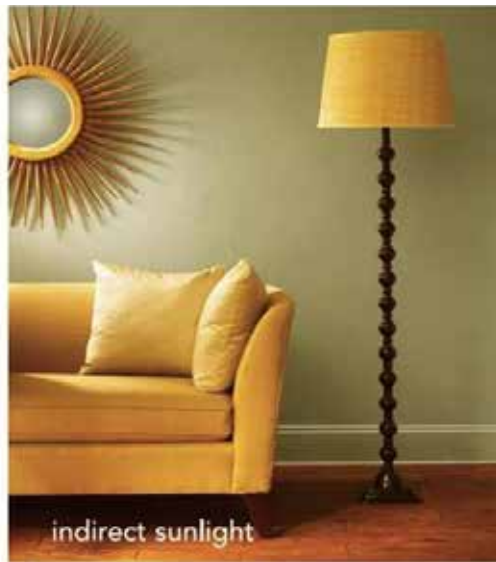
4. 3D PRINTING

The global 3D printing business is maturing, with some of the hype around the subject settling down. Various technologies have been proven to make functional parts and items in many industrial sectors cost effectively at low production runs. Users and service providers are exploring how





direct sunlight



indirect sunlight



artificial light

WHAT IS METAMERISM? - By Bruce Wright

Have you ever walked out of the house wearing two black socks, only to arrive at work and realize one of them is navy blue? If so, you've been a victim of metamerism.



METAMERISM is a phenomenon that occurs when two colors appear to match under one lighting condition, but not when the light changes.

Metameric Pairs

This picture shows the same dyed wool swatches under U30 fluorescent (top) and an incandescent (bottom) light sources. Notice how the samples appear to change colour? This, of course, is something manufacturers want to avoid.

Metameric matches are quite common, especially in near neutral colours like grays, whites, and dark colours like these. As colours become lighter or more saturated, the range of possible metameric matches becomes smaller.

HOW TO MANAGE METAMERISM

To manage metamerism during colour production, you need to know what causes it.



THE SCIENCE BEHIND METAMERISM

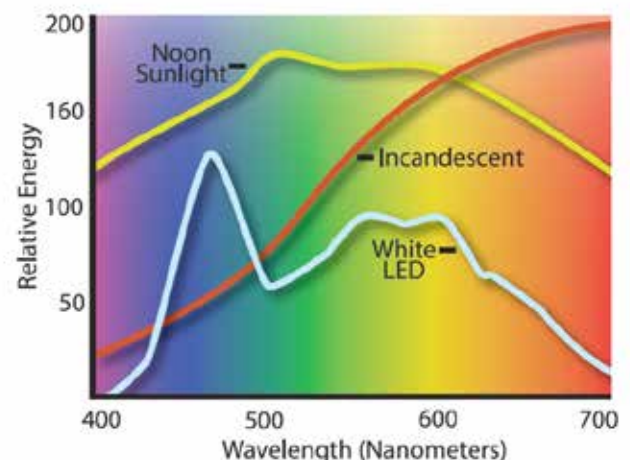
The reason for this phenomenon lies in the light source and the way the object reflects that light to give us the perception of colour.

Here are the reflectance curves for incandescent and daylight. Notice how incandescent has a lot of energy in the red area, but not much in blue. Because of the increased energy in the red area, objects illuminated by incandescent lighting appear redder than those under daylight, which peaks in blue.

Using a spectrophotometer, you can measure an object to see how much light is reflecting at each point across the visible spectrum. The resulting reflectance data is that colour's "fingerprint," and can be used to create a reflectance curve. Metameric pairs are shades that appear to be identical under a single specified lighting condition but actually have different fingerprints.

The graph on the right shows the reflectance curves for two reds. Both

Spectra From Common Sources of Visible Light



curves strongly absorb blues, both absorb greens in moderation, and both are pretty strong reflectors of reds. Notice how the curves are twisting over each other?

Whenever two physical samples have curves that cross at least three times, they are a metameric pair. When objects are a metameric pair, metamerism is apparent and, although they will sometimes appear to be the same colour, they will not match under all lighting conditions.

WHAT CAUSES METAMERISM?

Continued on page 29 >>

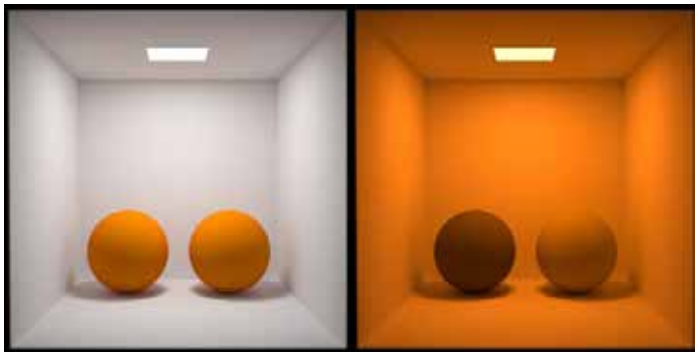
From page 28 >>



Metamerism is common when a product is assembled using different materials. Automakers struggle with this phenomenon all the time. Even though the body paint is made from pigments different from those used on the bumpers and rear view mirrors, and the interior fabric is coloured with dyes that are not anywhere near the fingerprints of the pigments used for the plastic dashboard, the assembled car has to match under virtually all types of illumination.

Fluorescent optical brighteners are also a common trigger for metamerism in papers, fabrics, and liquids. In this process, a chemical is added to absorb ultraviolet energy from below the visible and re-emit it energy at longer wavelengths to make the color appear whiter. OBAs can be difficult to manage and often cause metamerism pairs.

Although these shirts appear to match under daylight, when you flip on UV



light you can see that each of the pieces are actually metamerism pairs. Metamerism must be closely monitored when assembling parts from different suppliers, because any difference in colorant formulation or dyeing process will change the fingerprint.

WHAT CAN BE DONE?

- Use a spectrophotometer to capture and compare color fingerprints. This shouldn't be the last step – measuring your colorants before they're used in production to ensure they aren't metamerism pairs will save a lot of time and waste.
- Before evaluating products for shipment, use a light booth to evaluate colors under a variety of lighting conditions. Different fingerprints are OK as long as you verify the colors continue to match under every possible lighting condition.
- When dealing with different suppliers and manufacturers, standard

operating procedures will set clear expectations and provide support if deliveries include metamerism pairs.

Featured Color Management Solutions

Learn more about these featured products:

Ci64

The Ci64, X-Rite's most precise handheld sphere spectrophotometer, is



available in three models: with simultaneous SPIN/SPEX, correlated gloss, and a UV option.

SpectraLight QC



The SpectraLight QC is the light booth of choice for color-critical visual assessment of large and small items under daylight and other lighting conditions; includes 7 light sources.

NetProfiler



NetProfiler is a cloud-based blend of software and color standards for verifying and optimizing performance of color measurement devices, reducing variance among instruments.

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Print Impact Around the World

RICOH TARGETS IN-PLANTS WITH NEW LAUNCH



RICOH
imagine. change.

The entry-level four-colour Pro C7200sl is based on the Pro C7100 platform and Ricoh said enhancements include improved registration, increased productivity of 85ppm and auto duplex long-sheet production up to 700mm, and simplex up to 1,260mm. The device can handle a variety of media up to 360gsm.

A new 17in operator panel is said to increase usability, while image quality is comparable to the other new sheetfed models – the C7200 and C7200X, which were launched earlier this year.

Ricoh UK Director of Commercial Print Tim Carter said: "We had tremendous success with the Pro C7100, mainly around commercial print environments, but the C7200sl is designed to extend the appeal within enterprise and in-plant print room environments. Affordability is the key area of focus for this product. We've maintained and built upon the fantastic capabilities around image quality, performance, productivity and uptime and it's also a very compact device for space conscious environments."

...read more online @ www.wheretoprintmagazine.com

KOMORI AMERICA INTRODUCES EIGHT-COLOR, 37" LITHRONE G37P PERFECTOR



Komori America has announced the introduction of an eight-color Lithrone G37P perfecter capable of one-pass double-sided printing.

Combining functionality and design, the Lithrone G37P is designed with a compact body size. Moreover, the press can be equipped with a wide range of options, including Komori's proprietary H-UV or H-UV L (LED), both of which are extremely efficient curing systems.

To thoroughly optimize the print output, the optional PQA-S Print Quality

Assessment System can be added to inspect every sheet for defects and continuously adjust ink keys to maintain consistent color throughout the run - all at maximum speed. The PQA-S works in conjunction with the PDC-SX Spectral Print Density Control by combining automatic register functions with deep analysis of print characteristics, such as grey balance, dot gains and Delta E, ensuring the highest level of print quality. Capable of both significant labor savings and high productivity, the Lithrone G37P sets a new standard in 37" presses.

...read more online @ www.wheretoprintmagazine.com

FIRST SERIES OF PRESSTEK DI UNIVERSITY TRAINING COURSES ARE SOLD OUT



Mark Andy Inc. has announced that the first series of Presstek DI certification courses are sold out.

Presstek DI University, introduced

earlier this year, provides customers of all levels with training to master the Presstek DI digital offset presses. The sold-out training sessions are a 5-day intensive for entry-level operators of the Presstek DI 34 presses. Participants will learn how to maintain production costs and improve efficiencies to get jobs out the door faster — with higher



quality — day in and day out. The hands-on training will take place in July at facilities in Georgia and California.

Due to high demand for the Presstek DI certification training, Mary Andy will be adding more sessions for beginner and advanced DI operators. "The response to the Presstek DI classes has been far greater than anticipated. The training courses were booked within two days of the program's introduction," comments Ralph Jenkins, Director of Sales for Mark Andy Print Products, Mark Andy Inc. "The DI certification gives operators the know-how to

maximize the DIs and produce the highest quality output with the market's best-valued digital offset press."

Presstek DI University was launched in February 2018 to help customers improve press utilization and reduce operating costs. The training is offered to DI owners worldwide as a part of the My DI program. Participants receive hands-on experience to learn how to improve job throughput, minimize make-ready, and maximize operational and environmental efficiencies.

...read more online @ www.wheretoprintmagazine.com

NEW DEVELOPMENTS FOR KBA HIGH-VOLUME COMMERCIAL PRINTING PRESSES



On the one hand there are short jobs, a raft of different orders and high quality products, and on the other hand the focus is on high-volume print runs - customer demands placed on commercial printers are becoming ever more versatile and challenging. Koenig & Bauer has been successfully tackling both of these developments for years.

Stefan Segger, Sales Director Digital & Web Solutions: "We are in constant communication with our customers. On the one hand we develop new products with our partners, and on the other hand we are proactively represented on the market with new innovations."

New UV coater for C16

The new UV coater from Koenig & Bauer offers production speeds of up to 60,000rph, high automation, simple and self-explanatory operation, the stability of a printing unit, automatic cleaning

at the push of a button and anilox roller change within a few minutes. Whether for the full-solid finishing of covers or as spot coating for the partial finishing of printed images, the coating unit is already being used very successfully by customers. A compact UV dryer is integrated into the superstructure after the coating unit to enable the widest possible range of paper substrates to be processed. The UV coater processes substrates with a grammage of between 60g/m² - 250g/m² (38 - 160 lbs). Between 2 and 5g/m² of coating is applied depending on the anilox roller.

Intelligent copy control in quarterfold Intelligent, patented copy control in the quarterfold makes for a trouble-free folding sequence. Production conditions are therefore always consistent irrespective of operator skill. Copies are slowed effectively and with a minimum of abrasion, and aligned in the direction of fold during deceleration. The automatic copy control system is self-adjusting and exceptionally reliable regardless of production speed and copy thickness. As a result folding is consistently accurate, even during changes in press speed. Stefan Segger, sales director KBA-Digital & Web Solutions: "We continue to be very successful in the market and expect investments to be made this year. Our presses are known for their quality. With our know-how we have worked on many new developments for our commercial presses."

Superstructure concept with new ribbon lead

The microporous patented turner bars are one of the many proven features that are unique to Koenig & Bauer. They no longer need to be set for different

Continued on page 32>>



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- P.S. PRINTING PLATES
- CTCP –UV- PRINTING PLATES
- CTP PHOTO POLIMER PLATES
- FUJI CTP THERMAL PLATES
- ENOVA GLOSS PRINTING INKS
- PLATINUM PRINTING INKS
- WEB OFFSET PRINTING INKS
- IMAF CTP THERMAL PLATE DEVELOPER
- LAMINATION FILM ROLLS – GLOSS/MATTE/JUMBO.
- ZENITH PRINTING ROLLERS –KORD/SORD/Z-SPEEDMASTERS
- VISTANOVA WATERBASED/ OIL BASED OVERCOATING VARNISHES
- IMAF PRESS ROOM CHEMICALS – WASHES/ FOUNT SOLUTIONS.
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KADUNA: 15, Inuwa, Abdulkadir Road, Industrial Estate, Kaduna South, Kaduna State, Nigeria. Tel: 08126300272

PORT-HARCOURT: 2270, Trans Amadi Industrial Layout, Triana Ltd Compound, Near LG Shop Opp Mainstreet Bank, Port Harcourt, Rivers State, Nigeria. Tel: 08126300427

IBADAN: 8, Ajia Street, Behind Capital Building, Off Ring Road, Ibadan. Oyo State, Nigeria. Tel: 08126300108, 027506000, 07026829860

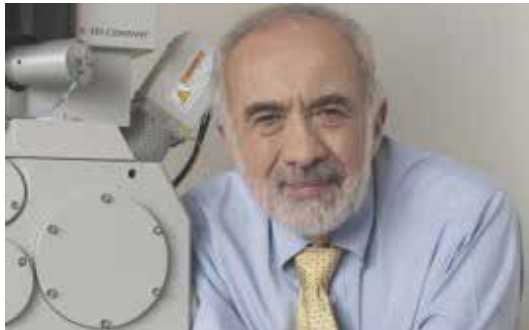
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Print Impact Around the World

ribbon widths, and operate reliably with a minimal air cushion and superior ribbon guides. A modular design and dedicated drives throughout allow

the superstructure to be customized for specific production scenarios. The short and stable web lead allows a more even web tension.

LANDA COMPLETES \$300M EQUITY FINANCING ROUND ...BENNY LANDA REMAINS MAJORITY SHAREHOLDER



Digital Printing. Together we can spark the market demand for digital printing solutions," said Susanne Klatten. "To be part of this new chapter in the history of printing also means a significant entrepreneurial move for me."

Landa Digital Printing announced the completion of a \$300 million equity financing, led by private investment firm SKion GmbH and joined by specialty chemicals group ALTANA, an already-existing shareholder. Both SKion and ALTANA are wholly-owned by German entrepreneur Susanne Klatten.

Benny Landa, Founder and Chairman of Landa Digital Printing, stated: "We are delighted with our longstanding relationship with ALTANA and are extremely pleased to broaden that partnership to include SKion, with whom we have a shared vision. This substantial financing is one of the foundations we are laying for accelerated growth, now that we have started shipping our Nanographic Printing Presses to customers around the world."

...read more online @ www.wheretoprintmagazine.com

The proceeds from the financing will be used for expansion of the company's infrastructure and manufacturing capabilities, as well as for ongoing R&D and market development. "My investment reflects my confidence in the technological potential of Landa

CANON ENTERS DIGITAL LABELS MARKET



Canon

Canon has entered the crowded digital label printing market with a new inkjet press – the Océ LabelStream 4000 – that it believes offers significant USPs compared with the existing competition.

The LabelStream 4000 was unveiled at the Canon Océ Customer Experience Center in Poing, near Munich. It has been developed in cooperation with two British firms: inkjet integrator FFEI and label press specialist Edale, and also uses UK-developed Xaar 2001 drop-on-demand piezo inkjet heads.

UV inkjet press has been designed to be modular, and is available as pure digital standalone press, digital press with inline finishing, or as a full hybrid configuration including flexo units.

Crit Driessen, Vice President of Strategy and Alliances and Head of Digital Packaging described the new device as "a very important step for Océ and for Canon. A lot of digital presses are still based on toner. We believe inkjet is the technology of the future," he stated. "We believe production inkjet is now ready for that marketplace."

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The five-colour (white plus CMYK)

Continued on page 42 >>

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'THE MARKET IS HEADING IN THE RIGHT DIRECTION AND COMPANIES ARE LOOKING TO INVEST'

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to **20th September 2018** at the Landmark Centre on Victoria Island in Lagos, Nigeria, **PROPAK West Africa** will be free to attend for all industry professionals.

Over 4,000 industry professionals are expected to come together under one roof for the 6th edition of PROPAK West Africa. Following last year's success, the trade show has grown by 35%, adding a whole host of brand new exhibitors to its line-up and completely selling out. Organisers, Afroset Montgomery, are confident this year's edition will surpass all expectations and continue to help drive the industries expansion. George Pearson, Regional Director had this to say on the upcoming event; "We are extremely pleased that the show has sold out, for us its indicative that the market is heading in the right direction and companies are looking to invest with a number of large scale machines being brought into the country so they can be demonstrated live onsite. We've got a lot planned this year for the show, not only with regards to content, but also brand new features that we're sure will give attendees added value."

OPENING HOURS:

Tuesday 18 September: 09h30 – 17h30

Wednesday 19 September: 09h30 – 17h30

Thursday 20 September: 09h30 – 17h00

WHERE:

The Landmark Centre, Water Corporation Drive, Victoria Island, Lagos, Nigeria.

Continued on page 40 >>

...networking activities @ some of the exhibitors stands during PWA 2017



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Mr. Tosin explaining the workings of NUMAC CTCP



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INTRODUCTION:

Shifting Dynamics Across Print Segments

Printers are faced with an ongoing challenge to maintain and grow their business in the face of new and competing technologies, new competitors, changing market dynamics, shifting customer demands, and other factors. These realities are impacting the types and run lengths of the printed products and related services they offer and have pushed the industry to evolve in new ways. To address these challenges, printers not only add new technologies to enhance their competitiveness with existing customers, but also can extend their overall offerings to both new and existing clients by migrating into other print segments that expand their overall capability.

Anecdotally, there have been reports of migration by printers into adjacent areas within their own segment (e.g., a packaging printer who expands into flexible package printing) and into entirely new segments (e.g., a commercial printer who expands to offer packaging services, a graphics and sign producer who invests in commercial printing equipment to provide commercial printing solutions). However, until now, there has not been a concerted effort to measure the degree to which it is or is not occurring and the actual migration paths from one segment to another.

The Specialty Graphic Imaging Association (SGIA), an industrial, graphic, garment, textile, electronics, packaging and commercial printing nonprofit association, in conjunction with NAPCO Media, a business-to-business media company, commissioned this study to measure the level of print migration occurring and to detail those migration paths across various print and market segments.

The study, conducted by NAPCO Research, evaluated the degree to which printers are expanding their service offerings across six different printing industry segments:

- Commercial Printer/Publication
- Graphics and Sign Producer
- In-Plant Printer
- Garment Decorator
- Packager/Converter (Label, Folding Carton, Flexible, Corrugated)
- Industrial Printer (including Printed Electronics)

In January 2018, respondents from each of the segments completed an online survey. Nearly 500 printers across these segments completed the survey, and follow up telephone interviews were conducted with respondents from the segments to allow for qualitative analysis alongside the quantitative

SEGMENT	SURVEYS	INTERVIEWS
Commercial	172	3
Graphics	107	2
In-Plant	69	3
Garment	63	3
Packaging	48	3
Industrial	11	0
Total	470	14

data. The table below depicts the completed surveys and telephone interviews across the various market segments. In this study, package printing was examined in two ways due to the diverse nature of the segment. For printers interested in migrating into Packaging, each of four primary Packaging applications were examined — label, folding carton, flexible and corrugated. For package printers interested in migrating into other segments, Packaging and its collective applications were reported on as a single Packaging group. Industrial printing was reported as a “to” group but not as a “from” group; in that printers interested in migrating into Industrial printing were included, but Industrial printers interested in migrating into other segments were not included due to a small number of respondents.

EXECUTIVE SUMMARY

Printers clearly identified an opportunity to better serve their customers with services outside of their current primary offering(s), with 95% reporting there is opportunity for expansion within their own businesses, and 93% saying they believe expansion is happening within the industry as a whole. The expansion opportunities printers are exploring include both services within and outside their primary segment. Printers see significant growth occurring in their primary segment as they expand their application and/or service offerings, and engage in cross-segment migration, although many are studying the issue carefully over time.

Across segments, the most significant expansion is occurring from the Commercial Printing segment to other market segments, chief among them, Packaging and Graphics and Signage. The second most significant expansion is occurring in the Garment Decoration segment with the primary destinations being the Commercial Printing and Graphics and Signage markets.

Additional expansion into other market segments also will occur via mergers and acquisitions, with 38% planning a merger and/or acquisition in the next five years. To support the ongoing M&A process in which printers gradually expand into adjacent areas — either organically or via M&A activity — 80% of the survey respondents feel a consolidated all-encompassing industry trade show event would serve the industry better than segment-specific events.

‘95% OF PRINTERS Across Segments See Opportunity for their Own Expansion’

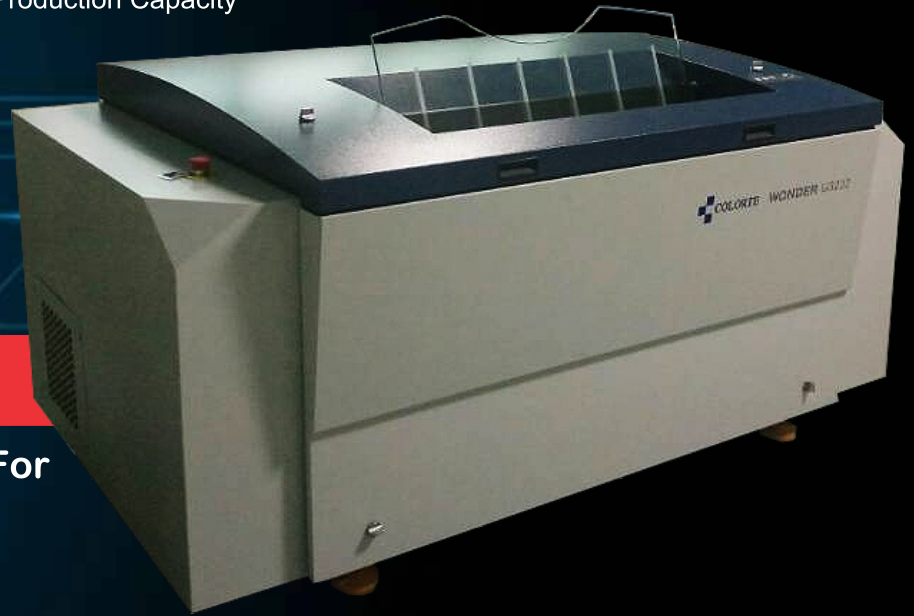
Printers in all segments see an opportunity to better serve their customers by providing services other than what they currently provide — an overwhelming 95% believe this. This significant finding includes the 33% of printers who have already expanded or are actively taking steps to do so, the 39% who are actively researching an opportunity, and the 23% who believe there is an opportunity but have not yet researched it. Results are similar across all segments and tightly clustered with all above 90%. Segment level results included: Commercial at 95%, Graphics and Signage at 93%, Packaging at 94%, Garments at 94% and In-Plant at 97%.

This data signals both an active migration process is occurring between various print market segments and a latent desire for migration that likely predicts future activity. This suggests an industry in an ongoing state of flux, given that some businesses have already migrated, some are in the midst of an active migration process, and some have future plans to

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'THE MARKET IS HEADING IN THE RIGHT DIRECTION AND COMPANIES ARE LOOKING TO INVEST'

HIGHLIGHTS FOR PROPAK WEST AFRICA 2018

Attendees can expect to see the latest from the print and packaging markets, including products and solutions for digital printing, offset printing, labelling, food and beverage, processing, general packaging, plastics and chemicals, cosmetics and toiletries, retail and wholesale, pre-press and publishing and pharmaceutical.

Among the leading brands confirmed to be present at this year's exhibition are Windmoeller & Hoelscher, BOBST, Kodak, Krones, Heidelberg, KBA, Piovan, Exact Solutions, Neofitton, Fujifilm, Skysat, Canon, Proxima and many more. The full list of exhibitors can be found via the website - www.propakwestafrica.com

PROPAK West Africa 2018 will give visitors the opportunity not only to view the latest equipment and cutting-edge technology from local and international print and packaging brands but also to understand crucial market opportunities for the coming year via features such as the conference.

The daily free-to-attend conference which will take place alongside the event, will feature keynote addresses from senior industry stakeholders and government representatives. Some of the key themes expected to be tackled at this year's event will include notable issues such as waste management, packaging sustainability and effective business strategies. There will also be interesting case studies put forth by top businesses where delegates will learn key advice and insights. Get the full conference programme via the website.

WHO WILL BE THERE?

In 2017, PROPAK West Africa was hailed 'a success by all measures' after bringing together over 3,200 attendees from 30 different countries. Among the top countries, other than Nigeria, that attended the exhibition in 2017 were Ghana, India, China, South Africa, Lebanon, Dubai, Cameroon and South Korea.

Senior packaging managers, consultants, suppliers and manufacturers

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'THE MARKET IS HEADING IN THE RIGHT DIRECTION AND COMPANIES ARE LOOKING TO INVEST'

enjoyed unique networking and learning opportunities over the three days with numerous product launches and live equipment on display.

This September, PROPAK West Africa will welcome partnerships with some of the industry's most recognised brands, institutions and media publications to help drive the most relevant content for the show.

Visiting the exhibition is free, you can register online (www.propakwestafrica.com) in advance to receive all the show updates like who's exhibiting, conference programme, competition information, feature news and much more.



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Print Impact Around the World

EUROPE'S FIRST VUTEK HS125 F4 GOES TO FLYERALARM



German online printing company FlyerAlarm has invested in Europe's first EFI VUTEK HS125 F4 flatbed/roll-to-roll hybrid press to enhance its offering across the continent.

The new 3.2m-wide VUTEK was first launched by EFI in February and can print on rigid and flexible materials up to 50.8mm thick. It has been drafted into the firm's Würzburg premises in order to increase productivity in its large-format print offering.

It was delivered at the start of the year and has been in operation for the past

two months, according to production manager Markus Hessdörfer. He said: "We got the machine at a very good price because of our existing relationship with EFI and it serves to support the volume of our production – which continues to grow and is now very high indeed.

"The VUTEk was chosen for its speed, which will support our output day-by-day, as well as the ink consistency and the print quality. We were very confident being the first in Europe to take this on because of the support and guidance of EFI. It will allow us to do a very wide variety of applications, including a lot of outdoor work using

flexible substrates. We have the option to run it slower for incredibly high quality, or we can ramp it up to incredibly high speeds, so it grants a lot of flexibility."

The EFI VUTEk HS125 F4 can print up to 225 boards per hour in distant view

or outdoor mode and 160 boards/hr in production mode. It prints in double-CMYK at resolutions of 600 or 1,000dpi, with an automated six-zone vacuum table and a variety of media handling options including three-quarter or fully automated loading and unloading.

FUJIFILM LAUNCHES NEW FOOD-SAFE INK FOR FOOD PACKAGING



The low-migration aqueous ink, which will go into mass production later this year, complies with stringent primary food contact regulations, including Swiss Ordinance 817.023.21 and European Commission Regulation 1935/2004. Also, the ink has been specially formulated to work with inline (via a bridge) and nearline UV or aqueous coating.

The Jet Press 720S, which was launched in 2014, has already been widely used to produce secondary food packaging as well as packaging for the pharmaceutical, and cosmetics, household and personal care markets.



Fujifilm Europe has revealed it is to launch a new food-safe ink for its Jet Press 720S that it claims will make the machine the first B2 digital printer approved for primary food packaging production.

Fujifilm said that with the new capability, food manufacturers will be able to more profitably print offset quality, customised packaging in much shorter and more frequent runs.

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Mr. George Pearson in front of Afrocet Montgomery Office in London, UK.

'BENCHMARK YOURSELF IN THE INDUSTRY BY SEEING WHAT YOUR COMPETITORS ARE DOING'

- GEORGE PEARSON, REGIONAL DIRECTOR - AFRO CET MONTGOMERY

WHERE To Print magazine sat down with **George Pearson, Regional Director at Afrocet Montgomery**, to gain some key insights into what this year's PROPAK West Africa 2018 show starting from Tuesday 18th through to Thursday 20th September at Landmark Centre, Lagos will entail. Read excerpt of the interview below:

FOR READERS WHO DON'T KNOW ABOUT PROPAK WEST AFRICA, TELL US ABOUT IT?

PROPAK West Africa is the region's leading free-to-attend exhibition and conference dedicated to showcasing the latest from the print and packaging markets. Top brands both international and national will be showcasing their products' portfolio to an engaged community of visitors looking to source new equipment, find new suppliers and network.

WHO SHOULD ATTEND?

PROPAK West Africa is open to everyone within the industry at whatever level. Whether you're looking to source new suppliers, physical products and solutions, to network or simply gain key insights into the market, this show gives you the opportunity to leverage three exciting days where the biggest names in the industry will all be under one roof.

FOR YOU, WHAT WILL BE THE HIGHLIGHT OF THE UPCOMING EVENT?

This year we've got some fantastic names lined up to speak at our conference and I'll be looking forward to getting some really interesting insights from senior government officials about market trends over the coming year.

WHAT DOES THE PRINT AND PACKAGING INDUSTRY IN NIGERIA LOOK LIKE AT PRESENT?

If I use PROPAK West Africa as a benchmark to measure the region's appetite for industry growth, since 2014, our exhibitor numbers have grown by over 200% and our visitor numbers by 117%. This is confirmation for us that the West African market is growing at rapid rate and industry members are as keen as ever to invest and explore opportunities.

WHY DO YOU THINK PROPAK WEST AFRICA 2018 IS SUCH AN IMPORTANT EVENT FOR INDUSTRY MEMBERS TO ATTEND?

Trade shows in any sector are an absolute must-attend, you have the opportunity to compare hundreds of products, their prices and quality in person as well as speak face to face with senior representatives. Not only this, but at PROPAK West Africa you'll get to benchmark yourself in the industry by seeing what your competitors are doing and understanding what the latest trends are as well as networking with like-minded colleagues.

HOW CAN PEOPLE ATTEND?

All three days of the exhibition are completely free to attend; you can register online www.propakwestafrica.com in advance to avoid queuing on the day or simply register when you arrive.

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CONVERGENCE IN THE PRINT INDUSTRY: UNDERSTANDING GROWTH, OPPORTUNITIES AND COMPETITION

Opportunity for Expansion



Figure 1
Q: What best describes the opportunity to better serve your customers with services other than you currently provide? (n=470)

Printer observations in phone interviews across segments reflected drivers for migration as a need to evolve with changing market conditions, the necessity to grow revenue in the long term and the requirement to meet changing consumer expectations.

Interviewee Observations: BUSINESS FORCES DRIVING MIGRATION

- Those delivering value are the ones that grow and get the opportunities. (Gregg Ockun, Hammer Packaging)/Packaging Segment
- Printers are looking for where their next sales are coming from and what segment their next sales will be in. (Billy Bogue, All Color Printers)/Commercial Segment
- Everyone's trying to make sure they're relevant. The more revenue strings you have, the less impact a downturn will have [on your business]. (Tammy Golden, State of Tennessee)/In-Plant Segment
- If you can't migrate to new platforms, you won't be successful. (Graphics and Signage Segment)
- Anyone migrating is investing and anyone not migrating is not investing. (Lou Lovoli, Hammer Packaging)/Packaging Segment

MARKET FORCES DRIVING MIGRATION

- People are becoming increasingly impatient; they want everything right away, instant gratification, and one-stop shopping, because of Amazon. If you don't offer what customers want, others will. (Chris Urbach, The Printed Image)/Garment Segment
- We're constantly being asked about other services, so it's natural to add them so we can better serve our customers and get a competitive edge. (Jessica Johnson, Production Creek Screen-Print & Embroidery)/Garment Segment

ADVICE FOR PRINTERS INVESTING IN PRODUCT MIGRATION

- The most common mistake is not investigating the return on investment. Some of my competitors have not done well because they've made that mistake. (Wayne Angstrom, Angstrom Printers)/Commercial Segment
- If you're a commercial printer and want to play in the flexible package printing world, you better hire people with flexible packaging experience. Otherwise, the learning curve is going to be huge. Even what may seem a simple category like label printing, is not at all simple. (Packaging Segment Printer)

'93% OF PRINTERS Think Migration is Occurring in the Industry as a Whole'

In addition to believing there is opportunity for expansion within their own businesses, 93% of the survey respondents believe expansion into other market segments is occurring throughout the printing industry as a whole — with 66% saying some expansion is occurring and more than a quarter (27%) — saying a significant amount of expansion is occurring.

The results are similar at the market segment levels: Commercial at 91%, Graphics and Signage at 94%, Packaging at 94%, Garments at 96% and In-Plant at 97%.

This data — more than 9 out of 10 printers who believe segment expansion is occurring — tell us the perception throughout the industry is that the

migration and convergence crossover into new products and services will continue to occur in significant ways across all printer segments. The traditional distinctions that had separated different types of printers will continue to blur as printers seek to expand into additional, and potentially more profitable, product and service offerings.

Degree of Expansion



Figure 2
Q: What is your perception of the degree that printers are/are not expanding into new segments beyond their primary business? (n=470)

Interviewee Observations:

- Expansion is definitely occurring quite a bit. Seems to be fast and furious. Amazing how things have transformed in the last three years. (Arne Larsen, City of Billingham Washington)/Graphics and Signage Segment
- I've seen changes for five years. Branching out, lets you offer more and gives you more options to sell. Customers are ordering one thing and are interested in something else too. (Jennie Livezey, It's a Z Shirt)/Garment Segment

'81% OF PRINTERS Believe the Rate of Expansion Will Accelerate Over the Next Five Years'

When asked their perception of the rate at which expansion will or will not occur in the next five years, 8 out of 10 (81%) respondents said they expected it to accelerate, with 28% saying the acceleration will be significant. This suggests printers believe the current migration trends are not reflective of immediate market conditions, but signal an ongoing expansion/migration trend that will continue to grow over time.

The greatest perception of the rate of expansion was in the Packaging industry at 92%, with the other segments clustered around 80% (Commercial: 79%, Graphics & Sign: 82%, Garment: 79%, and In-Plant: 78%).

Rate of Expansion



Figure 3
Q: What is your perception of the rate that expansion will/will not occur over the next five years? (n=470)

Interviewee Observations:

- I absolutely believe migration will accelerate. (Wayne Angstrom, Angstrom Printers)/ Commercial Segment
- We have to stay up-to-date with technology, stay diverse and be able to accommodate client needs. If we're able to do more and provide more to customers, we'll thrive — or at least survive. (Nathan Thole, Iowa State University)/In-Plant Segment

'MOST SIGNIFICANT CROSSOVER MIGRATION Is Occurring Within the Commercial and Graphics and Signage Segments'

By asking printers the segments beyond their own that they plan to enter or are researching entering, we can gain a clearer picture of planned migration patterns across segments. This figure (next page) depicts segment migration patterns with "Current Primary Segments" in the five columns and "Target Segment/Applications" in the eight rows. Package Printing is broken out in the "Target" rows by its four primary applications (Label, Folding Carton, Flexible, and Corrugated) and is reported as a single column in a "Current Primary Segment."

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CONVERGENCE IN THE PRINT INDUSTRY: UNDERSTANDING GROWTH, OPPORTUNITIES AND COMPETITION

The Industrial Printing segment is represented in a “Target” row, to identify the interest level that other segments may have in migrating to this segment but is not plotted as a “Current Primary Segment” column due to the limited number of responses. Also, the In-Plant segment doesn’t have a “Target” row, because In-Plants support a parent organization; however, In-Plant was plotted as a “Current” segment column to identify the interest they may have in considering and/or researching additional services for their organization or expanding into offering services to others outside of their organization.

Segments Considering and/or Researching



Figure 4
Q: What market segment(s) has your organization considered or researched entering?

The size of each bubble in the plot corresponds to the percentage interest the Current Primary Segment expressed in each of the Target Segment/Applications.

The colors in the figure are used

to enhance its readability. For example, blue represents the Commercial Printing segment, with all bubbles in the Commercial “Current Primary Segment” column colored blue and the background of the Commercial “Target Segment/Application” row colored blue. Using color this way, readers are able to more readily see when segments are considering and/or researching expansion within their current primary segment (when the bubble and the background color are the same) or across into other application segments (when the bubble and background colors are different).

To illustrate this, 20% of Commercial printers are considering and/or researching expanding their offerings within the Commercial segment — where a 20% blue bubble in the upper left corner of the figure is against a blue background. In contrast, 34% of Graphics and Signage printers are considering and/or researching the expansion of their current offerings in the Label application of the Packaging Segment — where the 34% black bubble in the third row down from the top of the figure is against a green background.

Overall, the figure shows the highest Target Segment/Application interest (where most of the larger bubbles are) within the Commercial, Graphics and Signage, and Packaging’s Label printing applications. The next highest interest is in Packaging’s Folding Carton and Flexible Packaging applications, and the smallest interest is in Packaging’s Corrugated printing.

38% OF PRINTERS Anticipate Merger and/or Acquisition Activity (M&A) Within the Next Five Years

As printers respond to the evolution that is occurring within their industries, expansion by investing in new equipment and personnel skill sets is one method of growing, but M&A activity is another way to grow. Service expansion is planned via M&A by 38% of the survey respondents during the next five years. Their plans are evenly split between M&A growth within their primary segment (19%) and M&A expansion into other market segments (19%).

Amongst the segments, Commercial printers plan to grow via M&A activity to the largest extent with 49% planning M&A deals, in comparison to 36% for Graphics and Signage, 22% for Packaging, and 22% for Garment Decorators.

In-Plants were not included because their fundamental role is to support their respective organizations.

Merge & Acquire Plans



Figure 5
Q: The next five years, what are your merger and acquisition plans, either in merging/acquiring with companies in your primary segment or in other segments? (n=438)

The similar M&A response to in-segment and out-of-segment growth indicates that printers see a comparable level of opportunity in both areas. Reasons for seeking an M&A transaction primarily center on expansion, specifically including:

- **Offerings:** Additional products and/or services within a printer’s current primary segment or expanding outside their current segment into new market segments.
- **Capacity:** Additional facilities, equipment and/or skills.
- + **Facilities:** Floor space for production, warehousing, fulfillment, customer service, etc.
- + **Equipment:** New technology and/or more equipment to produce similar products or for producing an expanded product portfolio beyond their current offerings.
- + **Skill Set:** Increasing the number of workers enabling more work to be produced; hiring workers with new and/or enhanced skills to enable new products and/or services to be offered — or offered more effectively and efficiently based on their skills and experience.
- **Geography:** Expanding printers’ geographic coverages, enables them to better serve existing clientele and provide products and services to an expanded customer base.
- **Customer Base:** M&A transactions completed within a printer’s primary segment, reduces its number of competitors and increases the customer base of the resulting organization.

Interviewee Observations:

- I see M&A consolidation becoming fast and furious. (Packaging Segment Printer)
 - We are in a mature industry that is consolidating, which creates a number of opportunities.
- We look at potential acquisitions on an ongoing basis. (Wayne Angstrom, Angstrom Printers)/ Commercial Segment

‘GRAPHICS AND SIGNAGE AND GARMENT DECORATOR SEGMENTS Expressed Mutual Interest in M&A Activity for each Other’s Segments’

Of the 38% of printers considering Merger and/or Acquisition within the next five years, approximately half, or the strongest interest, was with the Graphics and Signage, Garment Decorators, and Commercial segments. Graphics and Signage and Garment Decorators had M&A interest in each other’s segments, and Commercial was most interested in Packaging.



Other M&A interest shown by approximately a quarter of segments was with the Graphics and Signage and Commercial segments. Graphics and Signage expressed interest in Commercial and Commercial expressing interest in Garment Decorators and other Commercial printers.



Q: What segment is the company(ies) in you are considering merging/acquiring with? (n=52)

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CONVERGENCE IN THE PRINT INDUSTRY:
UNDERSTANDING GROWTH, OPPORTUNITIES AND COMPETITION

80% OF RESPONDENTS Believe a Consolidated Printing Industry Event Would Serve the Industry Better than Separate, Segment-Only Events

As the industry continues to evolve and printers consider migration opportunities both within their own segment and within adjacent segments, they want to stay abreast of industry changes, evaluate new technologies and gain insight into their colleagues' strategies via a variety of means including reading articles, doing online research, and peer-to-peer networking.

However, as we saw from previous research on production inkjet adoption (*Production Inkjet Printing: Consideration, Development and End Results*, commissioned by SGIA and conducted by NAPCO Research) no other vehicle proved to be more valuable in enabling evaluation and research of new technologies than industry trade shows where printers could get a hands-on look at new technology, attend educational sessions, talk face to face with vendors and network with their industry peers.

As the industry continues to move toward increased migration across segments, to identify how printers want to see trade shows evolve, respondents were asked if a consolidated industry event that combines individual segments would better serve their needs than individual segment trade show events.

The survey responses demonstrated a strong interest among printers in a consolidated trade show event, with 80% saying it would be Better Overall for the industry in comparison to individual events, including 42% who indicated that it would be Significantly Better for the printing industry.

Across segments, In-Plant printers were most interested in a consolidated event, with 90% describing it as somewhat or significantly better, followed by Commercial printers at 87%, Graphics and Signage printers at 72%, Packaging printers at 66%, and Garment printers at 74%, respectively.

Multi-Segment Event



Figure 7
Q: How would a printing industry event/trade exhibition that consolidates individual events serve the industry compared to individual events? (n=470)

Follow up interviews on the subject pointed to several key reasons for the multi-segment event support:

- The opportunity to see multiple new technology under one roof
- The ability to learn about new opportunities across segments in one place
- Travel savings that are achieved from attending a single trade show event vs. multiple events

Interviewee Observations:

- One big event that has everything represented would be good because I don't have much time. You could walk around and see everything. It would give me a better perspective. (Bahman Taheripour, Calitho)/Commercial Segment
- It would be a big plus because you can go hands-on with all of the technologies, get information, and be able to see everything under one roof. (Arne Larsen, City of Billingham Washington)/ Graphics and Signage Segment
- Printers could better justify attending one larger event. It takes time and money to attend trade shows. If they could attend one that covers more bases, it would be easier. (Nathan Thole, Iowa State University)/In-Plant Segment
- Combining additional products into one trade show/conference makes sense from an educational standpoint. There may be something out there that we have no idea even exists. (John Boytz, University of Oregon)/In-Plant Segment



CONCLUSION:

A Call to Arms for Printers — Adapt and Grow in Your Own Industry and Adjacent Industries

Printers, across all segments, see the opportunity to better serve their customers with an expanded set of offerings. An overwhelming 95% see opportunity, are researching it, or have taken steps to expand their offerings. As one printer stated, "those that deliver value are the ones that grow and get the opportunities." Some of the reasons printers see such strong opportunity is because of increasing customer expectations — whether directly within the printing industry or from their perspective as consumers (e.g., Amazon two-day delivery) — which, in turn, raises the bar for all. As another printer stated, "Customers are becoming increasingly impatient ... if you don't offer it, others will."

The degree to which printers are expanding is also substantial, with 93% saying they are experiencing some or a significant degree of expansion. One printer noted that it is "amazing how things have transformed in the past three years." In addition to expansion in their own businesses, the perception of widespread expansion occurring within the industry as a whole is significant: 80% of printers see it as accelerating. As one printer put it, "we have to stay up-to-date with technology, stay diverse, and be able to accommodate. If we're able to do more and provide more to customers, we'll thrive — or at least survive."

The areas that printers are most strongly considering and/or researching for expansion, were dependent on the type of printed products they offer today. But, overall the most expansion interest was in the areas of Commercial printing, Graphics and Signage, and several printed product applications within Packaging.

Printers are somewhat more cautious when considering M&A plans, with 38% reporting to have such plans during the next five years. They were equally divided between targeting such M&A plans either within or outside of their primary segment.

When comparing printer interest in entering or researching segments outside their primary segment either organically or through merger and/or acquisition, printers expressed both broad and diverse interest in migrating to other segments. Amongst this interest, there were some that were particularly notable. Strong interest was expressed by both Graphics and Garment printers in each other's segments, and other notable interest was with Commercial's interest in Packaging and Graphics interest in Commercial.

With the opportunities printers have to better serve their existing and new customers through an expanded set of product and service offerings, there is a strong need for them to have a cost-effective, less time-consuming ways to become familiar with new and different technologies, equipment and software offerings, and other business requirements needed to expand their market offerings. When asked if a multi-segment event and/or trade exhibition would be helpful to achieve that, 80% of the survey respondents indicated that it would be.

Some of the reasons given for this strong response included "I don't have much time," I could "see everything and gain a better perspective," I could "go hands-on with all the technologies, get information, and be able to see everything under one roof."

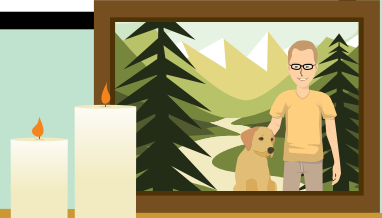
The next few years for the printing industry are likely to be just as challenging as the recent past, with the changes in technology, customer needs, and the seemingly ever-shrinking amount of time to get an ever-increasing amount of work done. However, it also promises to hold substantial opportunity for those printers savvy enough to stay connected to the opportunities within their own market and to explore opportunities that exist within adjacent markets.



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56, Ojekunle Str, Papa Ajao, Mushin –
Lagos.

Damond Print Nig. LTD

4, Rufai Str, Off Shipeolu, Shomolu –
Lagos.

Glow Colours LTD

17 Ofada Str., Mushin.

Tel: 08020835074

Heygate Press LTD

17, Joseph Odunlami Street, Off Thom-
as Salako str., Ogba-Lagos.

Isreal-09094625522

Kazone Digital Print

25, Ayantuga Str, Mushin - Lagos.

Tel: 07038389502

KPD Concept

40, Alaba Str., Off Oliyide Street
Mushin, Lagos.

Tel: 07089036954.

Open Springs Signs & Prints

14, Dare Street, Ikotun - Lagos.

TEL: 08189472689.

Sabos Integrated Concept LTD

14, Omodigbo Str., Off Palm Avenue,
Mushin - Lagos. Tel: 09093703620

Sidus Concept

58, Olatilewa Str, Surulere, Lagos Tel:
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Shomolu - Lagos

Screen Angle

8, Thomas Salako Street, Ogba, Ikeja.

TEL: 08023126371

Theresa Venture

33, Tadeyo Str, By Folarin Str, Mushin
- Lagos. Tel: 08023212044

TTK Press LTD

37, Durosimi Str, Shomolu, Lagos.

Universal Hub LTD

10, Watch Tower Str., Opp. Megavons,
Shomolu - Lagos. Tel: 09034001134.

TEL: 08033053226.

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Diamond Color Prints LTD

21, Okigwe Rd, Aba, Abia State. Tel:
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ABUJA FCT -

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Suite A1, Block A, Ground & First
Floor, Murg Plaza, Area 10, Garki –
Abuja.

ChromeWaters LTD

Block B, Suite 4 & Shop B 7, Murg
Shopping Mall, Area 10, Garki –
Abuja.

Famous Taste LTD

Block A3 Suite 10, Commerce Plaza,
Behind

Old Secretariat, Area 3, Garki – Abuja.

Tel: 08033147452.

Nigeria Security Printing &

Minting Cooperation (MINT)

160, Samuel Ladoke Akintola Blvd,
Garki II - Abuja. Tel: 08039777030.

Prographix Digital Prints

Banking Hall, Commerce Plaza
Behind,

Old Federal Secretariat, Area1, Garki.

Tel: 08064266910.

Taimon Concept Enterprise

Block A4 Suite 9, Commerce Plaza,
By Old Secretariat, Area 1, Garki.

Tel: 07035979924.

AKWA IBOM STATE

Calligraphy LTD

70, Nwaniba Road, Uyo – Akwa Ibom
State. Tel: 08094449982.

BAYELSA STATE -

Sprinte Media Company

Suite 10, Yellow Plaza, Opposite Gold-
en Gate Hotel, Mbiama – Yenogoa,
Bayelsa State. Tel: 08032162304.

BENUE:

Super Grafix

1, Calabar Street, off Owerri Str, Near
Neaxim Bank, Makurdi.

Tel: 08036588219

NIGER STATE

Styve Signature

Shop MPA, A12, Printers Avenue
Old Minna garage, Suleja.

TEL: 08038255857, 08077223339

OGUN STATE

Ajib Print Solutions

1, Tarmac Complex, Temidire Bus
Stop, Sango - Ogun State.

Karriegannie Venture

Shop 24A/ 25A, Mount Zion Shopping
Complex, 72, Idiroko Rd, Sango Ota,
Ogun State.

Palletspat Konzept Nig. LTD

5, St. John Road, Imo – Abeokuta,
Ogun State.

ONDO STATE

Flamingo Communications LTD

61, Oyemekun Road, Ogunleye House,
Akure.

TEL: 08035241060

Signals 7000 Digital LTD

216, Oyemekun Road, Beside Ilesha
Garage, Akure.

TEL: 08038173378, 07076783671.

OSUN STATE

A&G Digital expressions

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

TEL: 08067476731, 08054391308.

OYO STATE

Allied Digital Colour

N6/504 Easy Life Road, Uncle Joe B/
Stop, Mokola, Ibadan.

TEL: 08035038373.

Feyisetan Press

Unity Str, Bashorun – Ibadan, Oyo
State.

Signals 7000 Digital LTD

Adeoyo Roundabout, Opp. PHCN
Office, Ring Road, Ibadan.

TEL: 08038173378.

Speed Digital Print

Speed White House, beside Alafia
Primary School, Mokola - Ibadan,
Oyo State. Contact: Micheal. Tel:
08189078716.

Triumph Concept

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

Whiteheart Digital Print LTD

38, Gbadebo St. Mokola, Ibadan.

Tel: 08023220636, 09030447111

KADUNA STATE

Tel: 08028535355, 08174533679.

Wonderful Graphics

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

Tel: 08037032892

RIVERS STATE

Printab.com

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

Tel: 08025809383

QPS Press

14, Nnewi Str, Mile One, Diobu,
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