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# where to print



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Cover Story on page - 28

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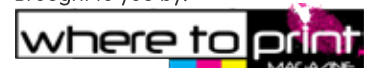


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- WHERE To Print is specially established to offer print investors quality researched-based information that aids print purchase decisions. This is the more reason our mantra is "Influence print purchase decision" while our tag line is "Print Intelligence".
- We are modeled to be principled, factual, balanced and fair in our editorials, reports and commentaries.
- We believe and accept that these principles and code of ethics form the basis of public trust and confidence.
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# To Readers

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

## WE FINISH STRONG IN 2018!

In life, winners and non-winners have the same number of hours in each week. It isn't the number of available hours that makes the difference; it's how the hours are used. I know - you've begun to add the numbers before December 31 rolls around, the question is: what number will fall in to determine your performance? For us at NUMBERS CMYK LTD ( WHERE To Print magazine), it's not just the numbers that count, but most importantly the satisfaction of all stakeholders - which gives us the confidence for a great future as we acknowledge your faithfulness, constructive criticisms and unalloyed patronage. **WE ARE INDEED GRATEFUL TO YOU ALL!**

Generally, our industry has not done badly in terms of business activities - just barely coming from a recession Year 2017. While business challenges and threats characterised 2018 Business Year, the abundant opportunities as a result of new trends cannot just be wished away. A valid reason for the **SPECIAL FEATURES INTERVIEWS** of Review of 2018 Business Year. We spoke with some of industry's top business concerns to assess the year with special focus on value-added to their customers' businesses



particularly on the impact they've made in the industry within the year. Flip through to page 15 & 16 to read excerpts from interviews of **Nukreationz Printing boss - Mr. Tosin Shofu; Ajib Print Solutions Chairman - Alh. Ajibola Saka** (on pages 20 & 21); **Bee Printing Mechanical Company CEO - Mr.**

**Bola Adeshina** (on pages 22 & 23); and **Heidelberg Nigeria Limited MD - Mr. Godwin Ogilo** (on pages 24 & 26).

These incisive interviews not only show the innovation and the resilience needed to survive in Nigeria's volatile business environment, you will also discover an exemplary

thought-process backed with action in their business dealings which have projected their businesses to greater height and Nigeria is the best for it!

This edition is also characteristically embellished with major stories and exclusives recorded in the last two months within the industry in **PRINT IMPACT AROUND NIGERIA** (from page 10) and **PRINT IMPACT AROUND THE WORLD** (from page 12), and our **COVER STORY** that asked the question: **DID YOU KNOW? UPDATING YOUR**



THE INDUSTRY FINISH STRONG!

Continued on page 10 >>

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From page 9 >>

**PANTONE GUIDES CAN SAVE YOU VALUABLE PRODUCTION TIME AND MONEY!** Get the answer from pages 28.

It should also be noted that 2018 ended with an industry with better and much-more focused vision. As an industry worth over One Trillion Naira with tremendous capacity to employ more than 1million Nigerians annually, concerned stakeholders under the aegis of **CHANGE GROUP** partnered with the Federal Government through the Ministry of Industry, Trade & Investment to hold one-of-its-kind **1ST NIGERIAN NATIONAL PRINTERS CONFERENCE** (ngprint) with the theme: **THE ROLE OF NIGERIA PRINTING INDUSTRY**

and consistent business partners. That is why, on behalf of the Board, Management and Staff of **NUMBERS CMYK LTD**, we sincerely thank you for your ardent support, constructive criticisms and faithful patronage. We do hope to continue our mutually beneficial relationships in 2019!

Happy holidays!

**TO JOIN OFFICIAL NIGERIA DELEGATION TO ANY OF THE LISTED EVENT, CONTACT:**  
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**IN ECONOMIC DEVELOPMENT & EMPLOYMENT GENERATION**, to showcase the potentials of the Printing Industry particularly in employment generation while also show case how it will contribute to both the Economic Recovery and Growth Plan (EGRP) and the Nigerian Industrial Revolution Plan (NIRP) of the Federal Government. As usual, **WHERE TO Print** magazine was at the Conference that took place at **Ladi Kwali Hall, Sheraton Hotel, Abuja** and brings you exclusives from page 38. **INDEED THE INDUSTRY FINISH STRONG!**

With humility, we know that we could not have possibly sail through this year without you: our faithful readers, loyal customers

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**1ST QUARTER 2019 PRINT EXHIBITIONS**

S/N	EXHIBITION NAME	DATES	LOCATION
1.	SIGN AND GRAPH-IC IMAGING EXPO	13 - 15 January 2019	Dubai World Trade Center, UAE
2.	PROPAK AFRICA 2019	12 - 15 March 2019	Expo Centre, NASREC, Johannesburg, South Africa
3.	GULF PRINT & PACK 2019	15 - 18 April 2019	Dubai World Trade Center, UAE

**Print impact** around Nigeria

**HEIDELBERG TRAINS YABATECH STUDENTS**



.....RECOGNISED WITH AN AWARD



...MD making presentation

More than 50 students from the Printing Technology Department of Yaba College of Technology (fondly called Yabatech) were trained by Heidelberg Nigeria Limited on various print and allied subjects that range from prepress, printing, packaging and consumables as part of its regular corporate social responsibility to the industry.

And in recognition of Heidelberg

tremendous contribution to capacity building in the print and allied industries particularly among up-coming and younger generations, the Students presented Heidelberg Nigeria Limited an award.

WHERE To Print captured the event in images below:



Continued on page 14 >>

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# Print Impact Around the World

**PANTONE ANNOUNCES 'LIFE-AFFIRMING'  
COLOUR OF THE YEAR 2019**



For those not fans of 2018's moody Ultraviolet, we have great news: **Pantone's Colour of the Year 2019** is bright, fun and optimistic with inspiration from under the sea, the **Living Coral (Pantone 16-456)**.

Pantone's describes the colour as "an animating and life-affirming shade of orange with a golden undertone." Apparently, we all need a little optimism and warmth. The

shade "embodies our desire for playful expression," acting as an antidote to a society suffering from technological addiction and lack of connection to nature. It symbolises "our need for optimism and joyful pursuits," and "authentic and immersive experiences that enable connection and intimacy."

"Just as coral reefs are a source of sustenance and shelter to sea life, vibrant yet mellow

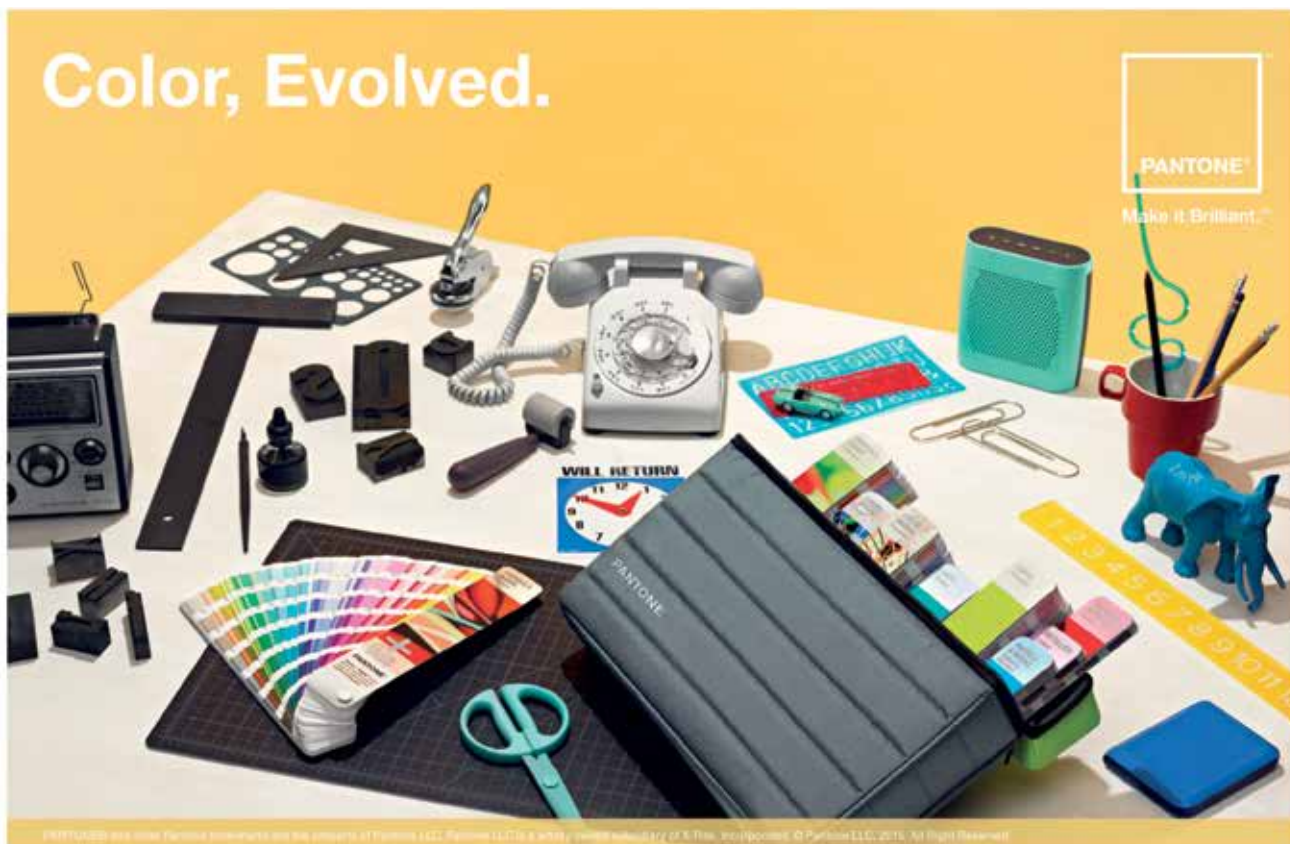
**PANTONE 16-1546** Living Coral embraces us with warmth and nourishment to provide comfort and buoyancy in our continually shifting environment," according to Pantone.

international colour forecasting authority chooses a hue it feels will define the following year. Pantone's pick is usually a prediction of trends across trends in branding, fashion/ beauty products, home design, and new technologies.

Each year in December, the



Continued on page 19 >>



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# Print impact around Nigeria

## HEIDELBERG TRAINS YABATECH STUDENTS .....RECOGNISED WITH AN AWARD

...Training Session



...Heidelberg CEO - Mr Ogilo with Manager - Mr Onuegbulem with Students displaying the Award



# 'PRINT BUSINESS SHOULD BE RUN LIKE ANY OTHER SUCCESSFUL BUSINESS'



**NUKREATIONZ**  
PRINTING SOLUTIONS



## - TOSIN SHOFU, MD/ CEO - NUKREATIONZ PRINTING SOLUTIONS LTD

Authorised Dealer of NUMAC Computer To Conventional Plate (CTcP) machines in Nigeria and innovative print and corporate services provider - Nukreationz Printing Solutions Limited is a force to be reckoned with in Nigeria's Home of Printing – Shomolu. The company's innovative approach to print business has endeared it to numerous clients far and near. WHERE To print magazine caught up with its Managing Director/ Chief Executive - Mr. Tosin Shofu to review 2018 Business Year vis a vis business ethics, market peculiarity and industry challenges within the Nigerian economy where he frankly opined that print business should be run like any other successful business to stand the test of time. Read full excerpt of the interview below:

### THE YEAR 2018 IS GRADUALLY COMING TO AN END; CAN YOU REVIEW 2018 BUSINESS YEAR IN TERMS OF PERFORMANCE AND ITS IMPACT ON YOUR BUSINESS?

The Year 2018 has been a good one despite the usual business challenges. One of the high points of the year for us was the launch of a new product tagged Startlite. **Startlite** is an innovation of Nukreationz Printing Solutions to help SMEs and Startup businesses realize their brand goals. The product includes logo design, business card, letterhead and envelop at a highly subsidized rate. A new business line of large format printing was added to our services in the course of the year. We also observed Customer Service Week which was dedicated to celebrating our highly esteemed customers. And as a way of giving back to the society, we organized a free medical checkup for our customers and community in October this year.

### WHAT ARE THE CHALLENGES TO YOUR BUSINESS AND HOW DID YOU COPE?

Some of our major challenges are high cost of production and human resources. For the high cost of production, there is little we can do about it because we cannot control most of them. To make the matter worse, we operate in a highly competitive environment where we cannot just increase our pricing; instead we even had to reduce it. So this has serious effect on our bottom-

line. On human resources, you know that the industry requires skillful professionals which are scarcely available. However, we are constantly on the look out for the best hands so as to be able to deliver quality services to our customers. We also invest in continuous training of our workforce.

### BRIEFLY LET US KNOW THE PLANS YOU HAVE FOR YOUR CUSTOMERS IN THE COMING 2019 BUSINESS YEAR?

In the coming year, we plan to continue to give our customers quality printing services. We have highly qualified and experienced quality control and production team that will help us achieve this. Our Customer Loyalty Program will also come into effect in the coming year.

### ARE YOU DIVERSIFYING INTO OTHER LINES OF BUSINESS - IF YES, WHICH ONE AND WHY?

We are adding more business lines in the coming year. One of the new lines of business is the corporate branding. We are investing in machineries that can print on different souvenirs for corporate branding. We are also going into training and human capital development.

### WHAT SHOULD PRINTERS DO DIFFERENTLY

Continued on page 16>>



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





# 'PRINT BUSINESS SHOULD BE RUN LIKE ANY OTHER SUCCESSFUL BUSINESS'



...Mr Shofu displaying Nukreationz Customer Loyalty Cards

### NEXT YEAR?

I will encourage all printers to be committed to high quality jobs and do less of price war.

### HOW WILL YOU BE SUPPORTING THE INDUSTRY IN THE COMING YEAR?

We plan to support the industry next year through our trainings and human capital development. We intend to empower more youths and develop more professional printers that will improve the industry.

### HOW DO YOU THINK A PRINT BUSINESS SHOULD BE RUN SUCCESSFULLY SO THAT THE OWNER CAN LEAVE A LEGACY BEHIND?

I think a print business should be run like any other successful business. We should adopt the basic business ethics, processes, management, etc. that will make the business grow.

### FINALLY, WHAT DO YOU WANT TO LET YOUR CURRENT AND PROSPECTIVE CUSTOMERS KNOW ABOUT YOUR PRODUCTS AND SERVICES?

We are committed to providing exceptional services at reasonable prices. We offer the following services at our office located at 33, Shipeolu Street, Palmgrove, Lagos.

- Direct Image (DI) printing
- Computer To Conventional Plate (CTcP) production
- Large format printing
- Corporate branding on souvenirs
- General printing
- Sales of NUMAC CTcP machine.

Our customers and prospects can also reach us through our website, [www.nukreationz.com.ng](http://www.nukreationz.com.ng) and our social media handle @nukreationzLtd on Facebook, Twitter, Instagram, LinkedIn and Google.

## VIP BOSS @ 50



VIP Boss - Tunji Olude @ 50 - congratulations



# Print impact around Nigeria SKYSAT INTRODUCES DEVELOP DIGITAL PRINTERS INTO THE NIGERIAN MARKET



One of the nation's foremost dealers in innovative digital printing machines and exclusive distributor for Konica Minolta Business Solutions Europe GmbH - Skysat Technologies has introduced series of **DEVELOP** printers that combine extensive functionality, fast printing with extremely economical advantage – all in a single system of any of the **DEVELOP** ineo multifunctional digital printers.


Exclusively launched at **DEVELOP PRODUCT LAUNCH &**

**DEALERS CONFERENCE** that took place on Tuesday 20th of November 2018 at Sheraton Hotel Lagos, WHERE To Print gathered that the new **DEVELOP** ineo series of digital printers are meant for investors who desire functionality, productivity, high-quality output with favourable cost-per-page best alternative.



With top management officials of both Skysat Technologies and **DEVELOP** in attendance, Skysat customers and authorised Dealers were exposed to the numerous hands-on functionalities of ineo series such as the ineo 185 multifunctional printer that prints up to 18pages per minute (ppm); ineo 227 multifunctional printer that prints up to 22ppm; ineo

258 multifunctional printer that prints up to 25ppm; and ineo+ 308 multifunctional printer that prints up to 30ppm among others.

According to Skysat and **DEVELOP** Team, every industry faces different challenges which means every business has different needs. Therefore, customers' specific document production and management requirements are the decisive factors in developing **DEVELOP** ineo series of digital printers to cater for everyone – no matter the size of budget - whether as a start-up, small company, medium or large-sized business. It is therefore not surprising that **DEVELOP** products and software solutions offer wide range of opportunities to meet critical

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

# SKYSAT INTRODUCES DEVELOP DIGITAL PRINTERS INTO THE NIGERIAN MARKET

customers' demands, boost productivity, and increase profitability. WHERE To Print further gathered that other exceptional features of **DEVELOP** ineo include:

**Greater media flexibility**, ease of use and productivity **DEVELOP** ineo printers offer greater media flexibility, ease of use and higher productivity – this is aside proven performance and print quality. This new production printer appeals to commercial printers and in-house print-rooms with high volume requirements, enabling workflows to be streamlined and new print services generated right-on-time.

**Broader media support** **DEVELOP ineo+** comes with enhanced thick paper support for various media types e.g. coated and embossed paper, cards, and book covers etc. Not only that, envelope printing is now a more profitable option for **DEVELOP ineo** especially for high-volume prints.

**Improved workflow productivity** The ineo+ offers appealing ease of use, which starts with the operating panel. Thanks to the IWS (Internal Web Server) that support the user interface and can be customised to suit individual operator requirements, while OpenAPI support provides a seamless interface between the system and third-party solutions for accounting, authentication or scan routing e.g. YSoft SafeQ and Nuance eCopy Sharescan. The ability to print from and scan to a USB stick is particularly convenient if customers come into a commercial printshop or in-house printroom with their file on a stick.

**Excellent print quality** Outstanding colour and registration stability go hand in hand with excellent print quality on any of the ineo+ digital printers. Such production efficiency is sure to save both time and money to discerning investor.

**Consumables/ parts** As usual, Skysat Technologies has well stock original **DEVELOP** consumables and parts to ensure best performance, trouble-free operation and long life for all **DEVELOP** range of digital printers.



**NAVIGATOR RAISES PAPER PRICES FOR 2019**



In a statement released by the Portugal-based papermaker, it will increase paper prices across all

its products and target markets as of 18 January next year due to "the continuous increase in the key

production costs".

Consequently, Navigator will raise prices for its clients in Europe by increments ranging from 4% to 6%. Further price increases were announced for Navigator's folio and reels by €100/ton (£88.4) in the Middle East, Africa and Turkey due to low profitability. Its portfolio, sold across five continents, includes paper brands such as Navigator, Pioneer, Inacopia and Discovery.

In late October, German papermaker Zanders announced it will increase prices for all deliveries from 1 January 2019, with the amounts discussed on an individual basis with customers. Prices for chemical, energy and pulp being at an "all-time high" were attributed as the main causes.

**COLORCHECK IN ONYX SOFTWARE SAVES THOUSANDS IN INK AND MEDIA COSTS**



and print workflow software, has taken the financial sting out of print errors with ColorCheck, a process control toolset for colour accuracy, consistency, and conformance to standards such as G7 and FOGRA.

With ColorCheck, which was introduced this summer with ONYX 18, print service providers can have confidence in meeting customer color expectations.

Onyx Graphics, Inc., the market leader in powerful and reliable wide-format and grand-format RIP

About ColorCheck ColorCheck is the only industry

toolset for colour accuracy, consistency, and conformance to standards that can be validated to print buyers. With ColorCheck, users benefit from having confidence in meeting customer brand color needs, peace of mind from knowing output consistency before printing, and have site-wide control of print output quality across devices for all media profiles. In addition, in-product indicators reduce waste and save both ink and media with alerts built into the RIP-Queue interface, notifying the user when to perform printer maintenance.

**EFI UNVEILS NEW REGGIANI TEXTILES PRINTER**



ColorCheck is the only industry toolset for colour accuracy, consistency, and conformance to standards that can be validated to print buyers. With ColorCheck, users benefit from having confidence in meeting customer brand color needs, peace of mind from knowing output consistency before printing, and have site-wide control of print output quality across devices for all media profiles. In addition, in-product indicators reduce waste and save both ink and media with alerts built into the RIP-Queue interface, notifying the user when to perform printer maintenance.

**MEMJET AND MGI FORM STRATEGIC INKJET TECHNOLOGY PARTNERSHIP**



Memjet (www.memjet.com) has announced that MGI Digital Technology, the leading French manufacturer of digital printing presses and finishing solutions,

has integrated Memjet's DuraLink printing technology into its new AlphaJET B1 Inkjet Printing and Embellishment Press.

Continued on page 34 >>



**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.



# 'WE SHOULD BUCKLE OUR TROUSERS INDIVIDUALLY THEN COLLECTIVELY TO RESTRUCTURE THE ASSOCIATION'

**- AJIBOLA SAKA, CHAIRMAN/ CEO, AJIB PRINT SOLUTIONS LTD**

While the name – **Ajib Print Solutions Limited** is synonymous with innovation, standard and quality print service delivery, **WHERE To Print magazine** also found out that it's **Chairman/ CEO – Alhaji Ajibola Saka** is not only visionary with focus but he is also dogged and passionate about the Printing Industry.

Speaking on a wide range of issues especially as 2018 Business Year gradually comes to an end, **Alhaji Saka** (popularly called Ajib) advises printers to prepare for 2019 with unity of purpose in mind. In this excerpt, he also shares his ideas for a better and enduring industry.

## **THE YEAR 2018 IS GRADUALLY COMING TO AN END; CAN YOU REVIEW 2018 BUSINESS YEAR IN TERMS OF PERFORMANCE AND ITS IMPACT ON YOUR BUSINESS?**

Based on what is going on in the country, we thank God for taking us this far though we have lots of challenges in business which everybody knows - though there is competition in the industry but God has been faithful to us.

## **WHAT ARE THE CHALLENGES TO YOU OR YOUR BUSINESS AND HOW DID YOU COPE?**

There are actually no challenges but normal things in business. As we have been in the business for a very long time, competition is expected, but the question is: how far does your competitor affects you in terms of price. Printing business is not a monopoly business; I agree that everyone must come and try his or her best. Ajib Art is coping because we have been known for our standard and quality service. This is based on constant maintenance of our machines with replacement of old or bad parts and the use of quality consumables for production.

## **LOOKING BACK, WHAT WILL YOU HAVE DONE DIFFERENTLY?**

I have no regret of my present because my present always supercedes my past. This is because we achieve our targets every year so I can't say last year is better than this year - because I know where we were last year and where we are now.

## **WHICH CORE BUSINESS AREA(S) DO YOU THINK THE INDUSTRY IS MOVING TOWARDS?**

The printing industry is leaving the factory line and moving indoor due to the technologies we saw at drupa and other exhibitions we attended. We have seen that most of the printing businesses are now gradually moving into indoor or point-of-purchase printing because of shrinking budget. Another area is labeling and packaging where brands need to differentiate themselves to get consumers' patronage.



## **BRIEFLY LET US KNOW THE PLANS YOU HAVE FOR YOUR CUSTOMERS IN THE COMING 2019 BUSINESS YEAR?**

By God's grace, we are trying to perfect our customers' service rendering. We are committed to serve them better in terms of job delivery time and good quality. Again, you know that we just acquired one of the best UV Flexo Label Presses to print superb quality on variety of applications such as in food packaging, flexible labels for retails and different types of self-adhesive labels. Just come with your idea, Ajib Flexo Label & Packaging Solutions at our Head Office in Mushin is open to provide you the best labeling and packaging solutions.

## **ARE YOU DIVERSIFYING INTO OTHER LINES OF BUSINESS - IF YES, WHICH ONE AND WHY?**

Am already involved in other business but I don't think it can take over our main business at Ajib Arts. I don't want to make it open for now but when the time comes, you will know about it.

## **WHAT SHOULD PRINTERS DO DIFFERENTLY NEXT YEAR?**

We should buckle our trousers individually then collectively to restructure the association. As the association is now, it's affecting printing businesses because somebody that doesn't know anything about printing will just come into the business and destroy it with unwholesome practices like charging ridiculous prices, using substandard consumables and media - and then move out when the going gets tough because he can't possibly survive. But for me, the printing association has to be strengthened and be united to rectify the problems we are facing in the industry.

## **HOW WILL YOU BE SUPPORTING THE INDUSTRY IN THE**

Continued on page 21>>

# 'WE SHOULD BUCKLE OUR TROUSERS INDIVIDUALLY THEN COLLECTIVELY TO RESTRUCTURE THE ASSOCIATION'



## COMING YEAR?

Ajib Arts has been a known name for standard and quality service delivery for very long time and we will continue to do that. By the grace of God, we have replicated standard and quality service delivery in all our branches both in Lagos and Ogun State. We don't dabble into price wars like others do but we uphold our standard and quality print services. That is what we are known for and that is what we will continue to do in the coming year.

## DO YOU THINK PRINTERS NEED HELP FROM THE GOVERNMENT?

I can put it this way; looking for help should be a personal thing but on a neutral ground, I think Government should assist printing businesses in terms of tariffs, import duties, power supply, and generally with a conducive environment to thrive. This is the standard anywhere in the world where the printing industry contributes to employment generation, revenue generation by government and reduction of societal vices by the number of people employed in print business value chain. The industry can employ nothing less than a million people annually. There is no standard print shop that will have not less than five staff aside auxiliary staff and if there is expansion, like for us at Ajib – we now have 3 branches in Nigeria; 2 in Lagos and 1 in Ogun State. The smallest of our branches is in Ogun State and we have not less than 7 direct staff with many indirect staff. Therefore, as a great employer of labour, printing needs Government support.

## FINALLY, WHAT DO YOU WANT TO LET YOUR CURRENT AND PROSPECTIVE CUSTOMERS KNOW ABOUT YOUR PRODUCTS AND SERVICES?

Our existing customers already know us for standard and quality service delivery but for the new customers, I enjoin them to come and join our fully satisfied existing customers for their garment printing, large format printing, laser engraving, monogramming and now for total labeling and packaging solutions with our brand new ultra modern UV 6 Colour Press that has the capacity to print, foil, laminate, spot UV varnish and Dye Cut for all your Flexo Label needs for pharmaceuticals, frozen foods, beverages, tea bags, detergents, cosmetics, oil lubricants and plastic products.

## THANK YOU FOR YOUR TIME SIR



Ajib Print with business partner



## MENTORSHIP

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**DEDICATED**

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geared towards

reviving the

**GRAPHIC**

**COMMUNITY**

by

**BOOSTING**

the morale of

**YOUNG**

**PROFESSIOALS**

by carefully

**SELECTED**

**INDUSTRY**

**PERFORMERS**

**& ICONS**

whose **WEALTH** of

**EXPERIENCE** is a

**REFERENCE**

**POINT.**

**JOIN**

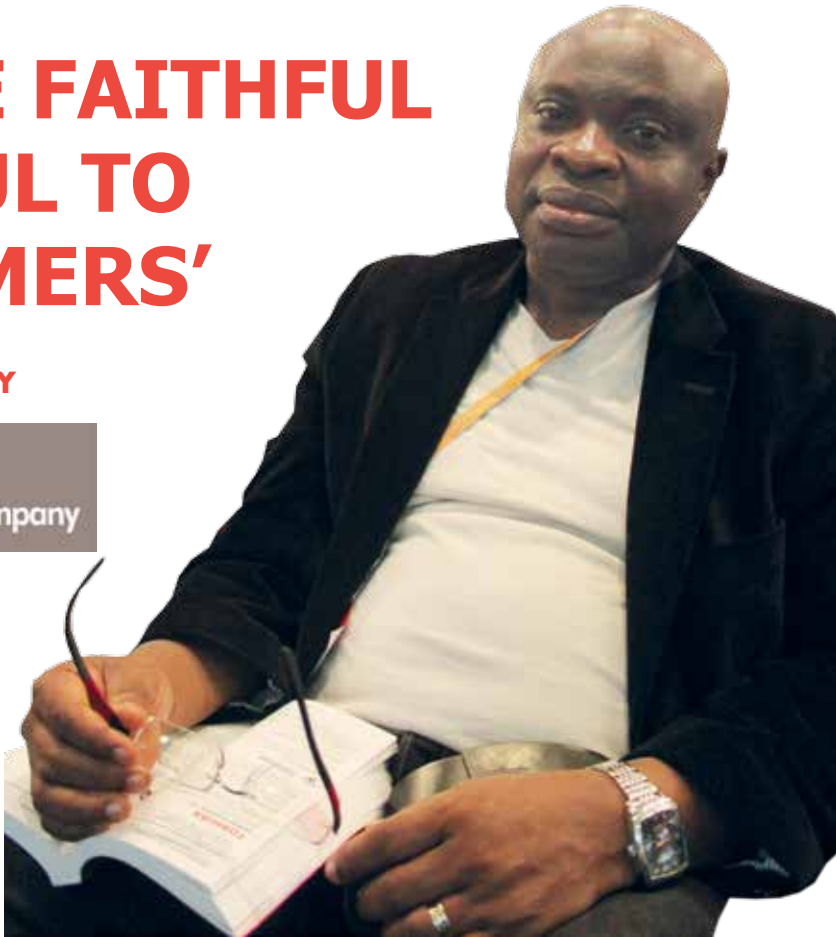
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# 'YOU MUST BE FAITHFUL AND TRUTHFUL TO YOUR CUSTOMERS'

- MR. BOLA ADESHINA - MD/ CEO,  
BEE PRINTING MECHANICAL COMPANY



With over two decades of trust, unblemished reputation and consistency in sale, installation and service maintenance of wide range of remarketed print equipment in the country, **Bee Printing Mechanical Company** is unarguably the nation's number one seller of fairly-used but reconditioned printing machines. As 2018 winds up, **WHERE To Print magazine** sought to know how the industry fared in this Business Year particularly in the used print equipment segment by speaking with Mr. Bola Adeshina, the **MD/ CEO of Bee Printing Mechanical Company**. His thoughts, vision and plans for the industry are captured in this **SPECIAL FEATURE INTERVIEW** with excerpt below:

## THE YEAR 2018 IS GRADUALLY COMING TO AN END; CAN YOU REVIEW 2018 BUSINESS YEAR IN TERMS OF PERFORMANCE AND ITS IMPACT ON YOUR BUSINESS?

The Year 2018 Business Performance has improved a bit when compared to 2017 of which performance was very bad not just to our business, but majority of printers due to the recession and high foreign exchange among other challenges we had.

## WHAT ARE THE CHALLENGES TO YOUR BUSINESS ?

As I mentioned earlier, the major challenge our business was faced or should I say it's still facing for over 2years is exchange rate because we deal majorly on importation. Another area is the clearing of goods imported into the country at the port.

## LOOKING BACK, WHAT WILL YOU HAVE DONE DIFFERENTLY?

Though we are flexible to suit market demands but we haven't really done any major thing differently because we do follow our corporate plans and that makes us had successful business for the past years.

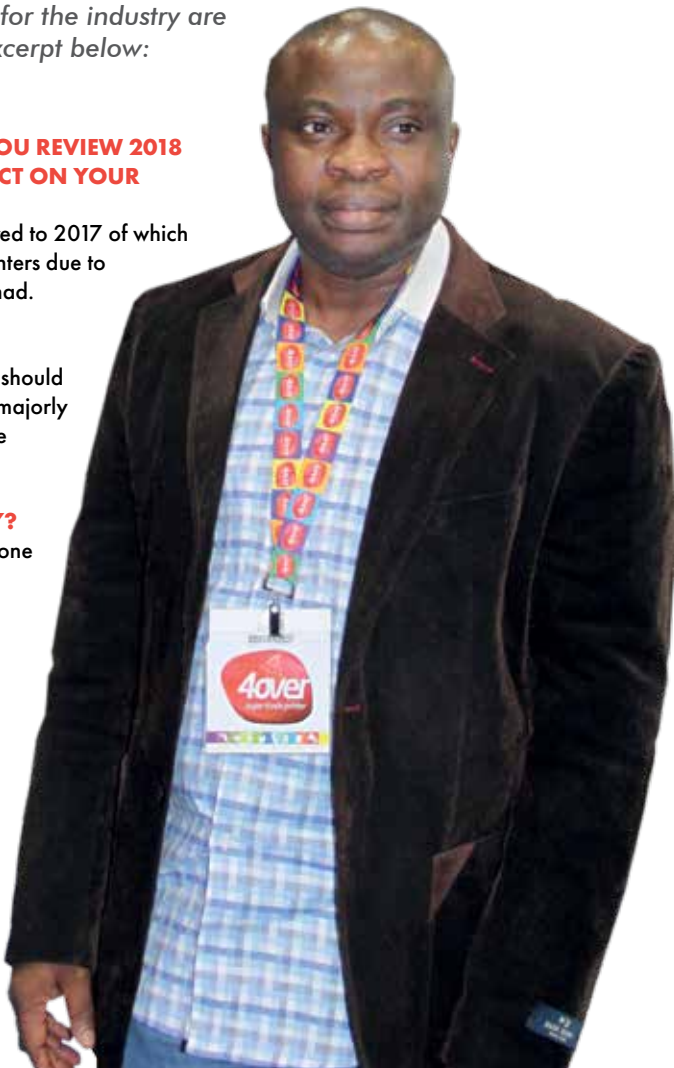
## WHICH CORE BUSINESS AREA(S) DO YOU THINK THE INDUSTRY IS MOVING TOWARDS?

The area we think that the industry is moving onto is Direct Imaging (DI), Computer To Plate (CTP), and Computer To Conventional Plate (CTcP).

## BRIEFLY LET US KNOW THE PLANS YOU HAVE FOR YOUR CUSTOMERS IN THE COMING 2019 BUSINESS YEAR?

Our plan in 2019 is to continue to render the best of services to our customers.

## ARE YOU DIVERSIFYING INTO OTHER LINES OF BUSINESS - IF YES, WHICH ONE AND WHY?



Continued on page 23>>

# 'YOU MUST BE FAITHFUL AND TRUTHFUL TO YOUR CUSTOMERS'

We are not diversifying for now but we are considering two other lines of businesses.

### WHAT SHOULD PRINTERS DO DIFFERENTLY NEXT YEAR?

Printer should make sure their customers are getting best of services from them so as to enhance their patronage.

### WHAT IS YOUR ADVICE FOR THE INDUSTRY IN THE COMING YEAR?

I will advice the industry stakeholders not to digress from the master plan: a united, indivisible and prosperous industry for all.

### HOW DO YOU THINK A PRINT BUSINESS SHOULD BE RUN SUCCESSFULLY SO THAT THE OWNER CAN LEAVE A LEGACY BEHIND?

To run a successful business in this industry, you must be faithful and truthful to your customers. That is the best legacy.

### FINALLY, WHAT DO YOU WANT TO LET YOUR CURRENT AND PROSPECTIVE CUSTOMERS KNOW ABOUT YOUR PRODUCTS AND SERVICES?

We want our current and prospective customers to know that we actively deal in all Heidelberg printing machines, several cutting machines and laminating machines. All these products are readily available in stock. We also sell parts such as Heidelberg printing machine Rollers, Cutting Machines Blades and all other offset printing machines' products.

THANK YOU FOR YOUR TIME SIR.



Mr. Bola Adeshina

## SOURCING AND SUPPLYING QUALITY SECOND HAND EQUIPMENT



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# 'PRINT BUSINESS OWNERS NEED TO THINK LONG TERM, EMBRACE MODERN TECHNOLOGY AND BEST BUSINESS PRACTICES'

- GODWIN OGILO, MD/ CEO - HEIDELBERG NIGERIA LTD

## HEIDELBERG

*Chartered Accountant cum Administrator; Mr. Godwin Ogilo sat at the helm of affairs of one of the nation's print solutions providers – Heidelberg Nigeria Limited as the Managing Director/ Chief Executive. While sharing his thought on 2018 Business Year, Mr. Ogilo admonished printers to think long term, embrace modern technology and best business practices of integrity, hard work, and accountability, amongst others in order to successfully run their businesses and leave a lasting legacy behind.*

*Also in this interview, Mr. Ogilo reviews 2018 Business Year with special focus on the industry, the Nigerian economy, and the polity with emphasis on Heidelberg business and its impact in the print and allied industry.*

### THE YEAR 2018 IS GRADUALLY COMING TO AN END; CAN YOU REVIEW 2018 BUSINESS YEAR IN TERMS OF PERFORMANCE AND ITS IMPACT ON YOUR BUSINESS?

The 2018 Business Year in terms of performance in the print and allied industry can easily be scored above average compared to the previous years when Nigerian economy was in recession. 2018 witnessed marginal improvement in business activities which can be attributed to the improved availability of FOREX though it's still at high exchange rate. Bye and large, we hope the business environment could be better.

### WHAT ARE THE CHALLENGES TO YOUR BUSINESS AND HOW DID YOU COPE?

Our business like every other business in Nigeria had its fair share of the difficult business environment in the country. We had challenges in areas of sourcing FOREX for our imports, difficult and energy-sapping importation logistics/policies coupled with the traffic logjams on all the roads leading to Apapa and Tin can Island ports resulting in very high cost of transporting containers from the ports. Low patronage from our customers due to low capacity utilization in our industrial sector, unfavourable government policies such as multiple taxation by various tiers of government, cost of generating power due to inadequate supply from the government approved power companies, exorbitant operational costs resulting from



the high exchange rate since most - if not all - materials required to operate businesses are imported which are not investment friendly; are - to mention but a few – the challenges that we had to contend with. However, in the midst of all these, we were able to lift our head above the waters by been creative and constantly finding new ways and approaches to address these challenges. As the saying goes, "tough times don't last but tough people do". We are waxing stronger and repositioning ourselves to serve our customers better in the New Year.

### LOOKING BACK, WHAT WILL YOU HAVE DONE DIFFERENTLY?

We would have loved to stock more consumable products and spare parts to boost our revenue base. Also explore cheaper avenues to reach our numerous customers outside Lagos.

### WHICH CORE BUSINESS AREA(S) DO YOU THINK THE INDUSTRY IS MOVING TOWARDS?

The Digital Printing and Light Packaging (Mono Cartons), flexible packaging are the most growing sectors of our industry. New Investors will be better off looking in these directions.

### BRIEFLY LET US KNOW THE PLANS YOU HAVE FOR YOUR CUSTOMERS IN THE COMING 2019 BUSINESS YEAR?

In the 2019 Business Year, we are looking forward to increasing our product offerings to the market. Also we are reinforcing and repositioning our customer support team to offer unbeatable services to our customers nationwide. We are equally opening up new business frontiers and opportunities to our customers and prospective investors to key into in the New Year. In addition, we are working with some banks both locally and internationally on various financing schemes for our customers because there is no customer that can raise cash for new investment especially with the current exchange rate without support from the banks. As you may be aware, we started new series of customers' operators training starting with Printing Safety Standards and Productivity with other areas been planned for next year.

Continued on page 26>>

# ARE YOU LOOKING AT OWNING A PRESS SOON WITH QUALITY AND FAST PRINTING SERVICE DELIVERY



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- Offset sheetfed and offset web presses
- Offset packaging

**Currency and security printing**

- Web offset packaging and equipment



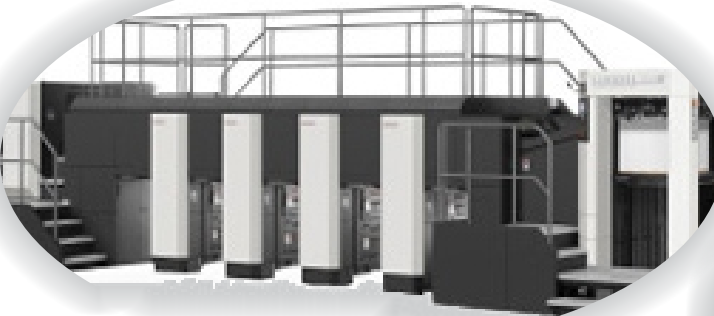
*Apressia CT 137 - automated and programmable Hydraulic Clamp Cutter*



*LITHRONE G37 offset / UV printing press*



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



*LITHRONE GX40RP - 40" Front&Reverse Multi-Color Offset Printing Press*



*LITHRONE G29 offset press*



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## 'PRINT BUSINESS OWNERS NEED TO THINK LONG TERM, EMBRACE MODERN TECHNOLOGY AND BEST BUSINESS PRACTICES'

### ARE YOU DIVERSIFYING INTO OTHER LINES OF BUSINESS – IF YES, WHICH ONE AND WHY?

As you are aware, Heidelberg is always in the forefront of providing a complete solution to the Printing and Packaging industries. In the New Year, we are going to enhance our product portfolios with our recent partnership with other first class suppliers like Flexowash range of equipment, Lamina range of equipment, Kolbus range of equipment, Esko range amongst others. More focus as well on Gallus equipment which is now owned 100% by Heidelberg.

### WHAT SHOULD PRINTERS DO DIFFERENTLY NEXT YEAR?

The complexities associated with Nigerian printers are enormous; however, we will advise printers to begin to imbibe corporate governance in their organizations, establishment of accurate pricing systems, better application of technology in their processes and marketing. We would also like to see an enhancement in the quality of printing products and better networking amongst printers through building honest collaboration and synergies in different strata of the industry. There is also the need to restructure the printing Institute and allied associations in order to give the stakeholders a voice in the business environment and in the government circles.

### HOW WILL YOU BE SUPPORTING THE INDUSTRY IN THE COMING YEAR?

We have always been there for the industry and this will only get better in the New Year. We will continue to commit both human and material resources to support the industry by ways of skills and capacity building through educational seminars and workshops, diplomacy, and conflicts resolutions.

### HOW DO YOU THINK A PRINT BUSINESS SHOULD BE RUN SUCCESSFULLY SO THAT THE OWNER CAN LEAVE A LEGACY BEHIND?

Print business owners need to think long term, embrace modern technology and best business practices of integrity, hard work, accountability, diversification, creating business identity, corporate social responsibility (CSR) system etc. to run successfully and leave behind a lasting legacy. Well thought out succession planning must be put in place to guarantee the continuity of the business when the founders leave the stage. Also, mentorship and continuous skill building through internships and organized trainings, with the



**GODWIN OGILO, MD/ CEO - HEIDELBERG NIGERIA LTD**

purpose of building capacity in all levels of the organization.

### FINALLY, WHAT DO YOU WANT TO LET YOUR CURRENT AND PROSPECTIVE CUSTOMERS KNOW ABOUT YOUR PRODUCTS AND SERVICES?

Heidelberg is synonymous with quality, reliability, dependability and value for money. To our existing and prospective customers, Heidelberg will remain your trusted partner in providing solutions for Prepress, Press and Postpress. To the best of our abilities, we will continuously support our clients with knowledge, innovations, training, consumables and original spare parts.

We will equally remain steadfast serving all sectors of the industry in the areas of new equipment, and also remarketed equipment (Used Machines) at affordable and competitive prices.

Heidelberg is not present in Nigeria for the short haul and since we started operating in Nigeria in the 1950s, we have always grown with the market and continued our relentless support, in bad as well as in good years.

THANK YOU FOR YOUR TIME SIR.

**HEIDELBERG**



Heidelberg Nig. LTD Management Team

# SPOT COLOR PRINTING

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# DID YOU KNOW? UPDATING YOUR PANTONE GUIDES CAN SAVE YOU VALUABLE PRODUCTION TIME AND MONEY!

*If you haven't updated your Pantone Guides and Chip Books for several years, you aren't just missing opportunities to build your brand and enhance your product lines with the latest color additions, you are also likely viewing faded, yellowed, or otherwise inaccurate colour, meaning the colour that you're looking at isn't necessarily the same as what your vendors are seeing – or the same as what will be produced. This can lead to a lot of extra rework, time, and money.*

When you, your supply chain, or your manufacturing partners are making colour critical decisions – like reviewing press proofs or production samples – working from up-to-date Guides and Chip Books can avoid a lot of headaches, such as:

- Miscommunication
- Multiple rounds of re-sampling
- Freight costs for re-shipping physical proofs
- On-press validation visits, equaling resource, time, and travel expenditure
- Frustration
- On-time launch or delivery risk

## HERE ARE SOME REASONS WHY: AGING AND USAGE EFFECTS: IS MY COLOUR STILL ACCURATE?

Pantone Guides and Books are produced and measured against high manufacturing standards. With each



publication, you can appreciate:

- Highly-regulated ink formula consistency and overall printed quality
- During production, we sample each print run once every 200 sheets aiming at a CIEDE2000 of 2.0 or less, with an attainment rate of 96% in 2018
- Printed on popular commercial-grade 100 lb. and 80 lb. text weight paper stocks
- Colours visually and digitally aligned to the 2010 Pantone Master Standards

Despite all of this, no printed product can last forever. The colours in your **Pantone Guide** or **Chip Book** may appear inaccurate over time as a result of handling, fading, improper storage, and light exposure, among other factors. This is why we recommend replacing your guides every 12-18 months, depending on your usage case and storage habits. These are our daily habits and the consequences:

- **Handling** = smearing and removing pigment from natural oils on fingertips
- **Pages rubbing together** = scratching or removing pigment
- **Light exposure** = fading
- **Paper aging** = yellowing effects
- **Ambient moisture** = accelerated paper aging



Continued on page 29>>

## UPDATING YOUR PANTONE GUIDES CAN SAVE YOU DID YOU KNOW? VALUABLE PRODUCTION TIME AND MONEY!

- **Natural pigment expiration** = faster, noticeable colour variation, especially in lighter and pastel colours

### ARE YOU SHORT ON COLOUR?

Since we launched the **Pantone Plus Series** back in 2010, there have been three colour collection additions. Check out the chart below – you could be missing over 750 colours!

Missing colours could mean lost time locating the colours that your clients and brands might be asking for that should be right at your fingertips. Also, remember that the colours we add are often derived from trend forecasting and market demand, which means keeping up with what's relevant and important in today's world.

### PRODUCTION GUIDES: IS MY VENDOR LOOKING AT THE SAME COLOUR?

As shown above, if your **Guide** is new but your printer's Guide is even just a few years older, then your colours may no longer accurately match, which can cause unnecessary frustration, costs, and delays. Encouraging your manufacturing and supply chain partners to also keep their Guides up to date can help mitigate this situation. However, this is often easier said than done, and knowing this, Pantone recommends that you always accompany your artwork and design files with a physical representation of your desired colour as the precise colour intent to strive for on-press.

**Solid Chips** and **On-Demand Prints** are designed to help you easily communicate your desired colours, as they illustrate Pantone Matching System® (PMS) Spot Colours in perforated or sticker formats that can be sent to vendors with design specifications.

### SOLID CHIPS TO THE RESCUE!

If you're concerned your production partners' guides aren't current then we recommend Pantone Solid Chips always accompany artwork to ensure color accuracy.

**Solid Chips** are an excellent tool for colour communication because:

- When attached to artwork files, they instantly depict specific colour expectation and intent
- They are perfect for easily shipping and sharing
- They give your printer a physical representation of the colour to strive for on-press



- They are sold as multiple chips per colour and are easy to replace

### STICKER CHIPS AND SUPER CHIPS – FOR JUST THE COLOURS YOU NEED!

Pantone's On-Demand Print products allow you to quickly order your specific colours in formats that meet your projects' special needs.

**Sticker Chips** are made to attach to design files, sketchbooks, presentations, and more. Each sheet has 35 sticker chips per page, and at 1" x 1-3/8", each chip is larger than our standard Solid Chips.

**Super Chips** provide 2-1/2" x 3-7/8" chips and are great for larger projects, colour conversations, decisions, and evaluation. Select up to six colors per sheet in the order of your choice.

### SHOP STICKER CHIPS IN SUMMARY...

#### Remember:

**Colour Guides** age, which means you aren't accurately seeing the colour you're designing with and referencing in an older book. Pantone recommends replacing your guides every 12-18 months.



### Talk to your production partners:

Even with updated guides on your end, who knows how long your production partners have been referencing the same old guide. Ask your partners to replace their guides every year or send them a physical colour reference like Solid Chips, Sticker Chips, or Super Chips so there are no misunderstandings.

### Show up fully prepared:

Make sure you have all of the current, most up-to-date, accurate colours ready when your clients ask.

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## THE FUTURE OF ALL THINGS PACKAGING AT PROPAK AFRICA 2019



*Africa's ultimate packaging, food processing, plastics, printing and labelling exhibition will be taking place at the Expo Centre in NASREC, Johannesburg, South Africa from 12 to 15 March 2019. As a renowned local and international brand, the industries it represents have come to count on PROPAK Africa for its showcase of latest innovations and technologies, sustainable packaging initiatives, and the most cutting-edge machinery and equipment.*

Leading players in the packaging and related industries are looking forward to engaging with visitors and sharing information on their range of products, services and solutions. Many new products and services will be launched at the show, with exclusive machinery on display for the first time in South Africa.

"PROPAK Africa is the place to be to see the future of all things packaging," says Sven Smit, Event Director for PROPAK Africa. "Effective, striking and sustainable packaging has never been more important and all the latest innovations will be on show across PROPAK Africa and co-located shows FoodPro, Pro-Plas Expo, Print Expo and Pro-Label Africa. Our aim is to showcase the latest developments across the full industry life-cycle – from the raw materials, to packaging, storage and transport, and finally, recycling and waste management."

"In addition to the interactive product displays, live demonstrations, advice provided by the technical experts on the stands and several exciting new initiatives will benefit visitors to PROPAK Africa 2019," says Smit. "For the first time ever there will be free-to-attend seminars taking place daily at the show. These will be presented by expert speakers and the content will be aligned to the show's **'four days, four themes'** topics. The themed days are also part of our new initiatives," he says.

The new Seminar Theatre will take place in Hall 7 and visitors will be able to attend as many of the seminars as they choose, free of charge. Packaging for the Future, Packaging 4.0, Top Consumer Trends, Africa Insights, SA Packaging Market Overview, Barriers to Recycling Plastics Waste, The New Dimension in Digital Printing and Packaging Design vs Product Information are just some of the topics that will be available to visitors.

The new themed days will see **DAY ONE** focusing on new products; **DAY TWO** will centre on sustainability; **DAY THREE** will put the spotlight on skills development; and **DAY FOUR** will be a 'Local is Lekker' day, where the South African PROPAK Africa brand and local manufacturers and products will be celebrated.

"Other new initiatives will include a Wi-Fi Café in Halls 5 and 7 which will provide free Wi-Fi connectivity as well as charging stations to allow visitors the opportunity to charge their devices," says Smit. "We are also in the process of finalising a skills development area and conversations are taking place around the possibility of having CPD accredited courses alongside the exhibitions. There will also be a display of the Institute of Packaging SA's Student Goldpack Award-winning products – a window to future innovation. A PROPAK Africa App has also been developed to keep visitors updated prior to and during the show."

More knowledge and industry insights will be available to delegates as they listen to top industry speakers who will be presenting at several conferences taking place alongside PROPAK Africa. These will include an IPSA Think Tank, Printing SA and South African Institute of Printing (SAIP) Conference, South Africa Plastics Recycling Organisation (SAPRO) Indaba, and a Packaging Innovation & Sustainability Conference.

For further information and online visitor registration, visit [www.propakafrika.co.za](http://www.propakafrika.co.za)





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# Print Impact Around the World

## MEMJET AND MGI FORM STRATEGIC INKJET TECHNOLOGY PARTNERSHIP



This is the first 40-plus-inch sheet-fed press to integrate the DuraLink inkjet printheads, ink and modules. It is also the first five-color digital printing system to offer decorative special effects such as 2D/3D UV dimensional textures and variable embossed foil.

**“All-in-One” Unified Decorative Printing and Packaging**  
The AlphaJET consolidates the functionality of traditionally separate, disconnected operational workflows such as primer coating, printing and embellishment and converting them into a single, combined “All-in-One” Industrial Print Factory for complete job

management.

The AlphaJET utilizes the new Memjet DuraLink ink, modules and printheads for CMYK color impressions with 1600 dpi resolution. The white and clear varnish inks use UV inkjet technology for a revolutionary best-of-breed convergence of digital-printing methods. This powerful array of high-speed ink deposition processes allows the AlphaJET to both print and embellish corrugated flute board, paper, plastic and synthetic substrates at 1,800 B1 sheets (70.7 x 100cm/28 x 40”) per hour.

## EPSON INTRODUCES CORNERSTONE PRINT AS A SERVICE PROGRAM FOR RESELLERS



Epson America, Inc., a leading provider of printing solutions, has announced Cornerstone – a new Print as a Service program for IT value-added resellers selling to small and medium sized businesses.

The Cornerstone program helps resellers build long-term relationships with customers, capture the full end user system revenue and margin, while reducing the IT VARs’ overall cost to serve their customer.

Cornerstone is a unique tool that empowers resellers to build valuable long-term relationships with their customers. Via the simplicity of the cloud-based Cornerstone web portal, IT VARs can easily and quickly generate a three-year print agreement for the latest business class Epson WorkForce® Pro inkjet printers, including a limited full-term warranty and automatic supply delivery. The IT VAR receives the full revenue and margin for all hardware and warranty upfront as well as the full value of ink over the term of the agreement. Cornerstone supports the IT VAR with billing, service and logistics support, reducing the reseller’s operating expenses.

## SUN LAUNCHES NEW INKS FOR PREMIUM COMMERCIAL MARKET



Sun Chemical has announced the global release of its premium sheetfed offset process inks, SunLit

Publish, for commercial printers.

SunLit Publish is a new generation ink series that is fit-for-purpose to deliver the highest quality print for

commercial application.

The manufacturer said the inks were “competitive and affordable” and intended for high-speed printing and have high mechanical resistance on a wide range of stocks. SunLit Publish is a new generation ink series that is fit-for-purpose to deliver the highest quality print for commercial applications. It has been developed as a premium product for the commercial print market, offering high print gloss and enabling fast further processing.

The inks are fully compliant

with ISO 2846-1 colour and transparency standards and enable printers to achieve ISO 12647-2 process standard offset tolerances. Its hard-drying characteristics allow it to avoid scuffing or smearing during finishing and ensure that edges of books and brochures stay uncoloured when trimming the bleed.

Designed to work with applications such as business reports, art catalogues, four-colour books and brochures, it is especially suited for performance on matt or semi-matt paper that does not require water- or oil-based coating.

## KDX ADDS FROSTED AND TEXTILE TO LAMINATE RANGE



KDX has unveiled two new variants to its thermal laminating film range with, frosted and textile finishes, following the prior launch of a metallic version.

The new films, available from last month, come in 200m long sample roll widths of 440mm or 630mm for shorter runs, one-off orders and product testing in order to offset the “prohibitive” cost of larger rolls.

The textile film is available in red, yellow or blue, while the frosted film is sold in clear, red or black. KDX said the products benefit from not having a shim line, which

usually recur at intervals on these sorts of materials, to allow for unrestricted product sizes and smoother production.

The textile thermal film is designed for a fabric-like finish with “luxurious feeling” that can be adopted for books, brochures and packaging. The frosted film is designed for a matt sand-like texture and uniformity of colour to imbue a “tactile, elegant effect” while preserving the image colour beneath. In all, the films are compatible with offset UV press over printing and spot-UV and foiling finishing.

## KOENIG & BAUER AND DURAN MACHINERY UNITE TO FORM KOENIG & BAUER DURA



Duran Machinery, leading manufacturer of folder gluers becomes member of the Koenig & Bauer Group complete lines from printing to the processing of folding boxes from a single source.

Increase in market share and sales growth expected  
Koenig & Bauer agreed with Duran Machinery in Istanbul to take over 80 per cent of its folder gluer business and integrate it into the Group under the name Koenig & Bauer Duran.

With this latest acquisition, the

Continued on page 50 >>



## Color Bridge

Our most versatile tool for graphic and digital designers, the Pantone Color Bridge provides a side-by-side visual comparison of Pantone Spot Colors versus their closest CMYK process printing match on coated and uncoated paper. The guide also includes corresponding CMYK, Hex, and RGB values, perfect for digital designers. Use Color Bridge Set for digital design, animation, and packaging when CMYK printing is required.

Coated guide GG6103N

Uncoated guide GG6104N

Coated & Uncoated Set GGP610N

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## CHAIRMAN'S OPENING SPEECH

@



**MRS. FOLORUNSO ALAKIJA**

### Protocol

- Your Excellency, the Vice President of the Federal Republic of Nigeria, Professor Yemi Osinbajo SAN, GCON
- Our distinguished Guests
- All participants and colleagues in the printing profession
- Gentlemen of the Press
- Ladies and Gentlemen

First and foremost, I congratulate the organisers of this **1st Nigeria National Printers' Conference** for the wisdom to put this significant event together and for considering me worthy to chair it. I warmly welcome all our honored guests and our delegates, participants and stakeholders in the business of printing.

This inaugural National Printers' Conference has been convened with the aim of taking the necessary steps to create the kind of printing industry we not only desire but require. In view of this, discussions will centre around issues bordering on how to partner with government to formulate policies that will favor the industry and help government achieve some of its Sustainable Development Goals (SDGs).

The printing industry is one of the most vital, even if underrated, industries in Nigeria. From its humble beginnings, with the establishment of the Hope Waddel Printing Press in Calabar in 1846, the business of printing in Nigeria has grown massively in the last 172 years. Without a shadow of a doubt, printing has proved to be a viable means of wealth and value creation by entrepreneurs and a vital means of gainful employment for millions.

The value chain within the printing industry consists of the manpower, equipment and consumables which includes: printing paper, pulp, ink manufacturing, creative application, screen printing, textile, etc. The ancillary businesses that originate from this value chain, creates not just a single line but a massive web of other profitable occupations.

Despite this, printing as an industry in Nigeria has failed to realise the massive potentials it has to contribute to the growth of the nation's economy. This is because the uncertainty in the responses of successive governments to the global economic crisis, as well as other internal and external disruptions in our economic activity has caused many printing companies to fold up or relocate to friendlier and better enabling environments. The resultant effects are massive loss of jobs and capital flight.

With this background information, the task before our gathering

today can be summed up as follows:

1. Formulation of a National Policy on printing.
2. Establishment of standards through improvement of knowledge and skill levels.
3. Response to changing market needs.
4. Impact of technological developments.
5. Access to operating capital

I do not want to preempt the many well-researched presentations that will **delve deeper into these issues at this conference, however, I would like to briefly touch on each of these issues.**

### 1. Formulation of a National Policy on Printing

Despite the **explosive growth** in the printing industry, the introduction of **legislation** that will **ensure** proper **recognition** and regulation of printing as a profession has been rather slow. **According to the report by the Federal Bureau of Statistics in 2017, Nigeria imports about 2million Metric Tons of paper and boards, which is worth N720 Billion naira annually!**

I believe that a national policy on printing will play a major role in the implementation of government's **Import Substitution Policy** which should encourage the revival of the three paper mills the government established in the 1970s i.e. the Jebba, Iwopin and Oku-Iboku Paper Mills. Between them, these mills can adequately supply the paper and board needs of printers in Nigeria.

There is therefore no gainsaying the fact that proper implementation of import substitution in the printing value chain will yield benefits such as conservation of forex reserves, reduced dependency on importation of raw materials, stimulation of local productivity and industrial enhancement.

### 2. Establishment of standards through improvement of Knowledge and Skill Levels

Continued on page 36 >>



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## 1st NIGERIAN NATIONAL PRINTERS CONFERENCE

In many respects, the entry barrier into the printing profession is quite low. A significant number of operational staff of even the biggest printing companies

acquired their knowledge through apprenticeships with people who themselves graduated as apprentices of older printing companies.

When Reverend Henry Townsend established his press in Abeokuta in 1854, he started a training school to support the press and produce printers qualified in every department of the business. This is simply because he recognized the vital importance of proper skills training in maintaining the standards of the profession.

The act that establishes CIPPON (Chartered Institute of Printing Press of Nigeria) charges it with the **“duty of regulating, controlling, managing and administration of printers in Nigeria.”** In addition, the body is empowered to **“determine the qualifications and skills to be attained by persons seeking to become registered members of the printing profession and reviewing those standards, from time to time, as circumstances may permit. It is also charged to “promote the advancement of education in the sciences and arts of printing, bookbinding, graphic design and graphic communication in all forms.”**

What this simply means is that it will continue to be difficult to institute and enforce any reasonable standards unless CIPPON grabs the bull by the horns to address this very sensitive issue.

### 3. Response to Changing Market Needs

The traditional printing business model is under serious pressure requiring print solutions providers to become more innovative across the entire printing value chain. This is because we serve a new crop of progressively discerning customer base who demand for unique printing solutions, quality colour reproduction, shorter print runs and shrinking production cycles.

It is therefore imperative that for us in the printing industry we must put on our thinking caps so that we can match their request with innovative and current technology for us to remain relevant.

### 4. Impact of Technological Developments

Only last week, on November 20th, the New York Times carried a report that Conde Nast, one of the world’s most popular publishers, announced that it was moving away from the regular print publication of Glamour - a women’s magazine, in favor of a digital version. Newspapers, magazines and books in particular have moved online, sparking fears that the printing industry is soon to become extinct. While this may tend towards over-exaggeration of the problem, it is still a reality that we have to contend with. At the same time, our country is being flooded with their technological rejects!

Therefore, one of the bigger issues we will also have to address at this conference and going forward, is how to respond to the challenge of digitization as many printed materials are now presented in electronic formats.

### 5. Access to Operating Capital

As you are well aware the print industry is a capital intensive endeavor. The vast majority of small- and medium-sized printing companies find it rather difficult to secure project finance or business development loans at business-friendly terms. The net effect is an inordinate upward spiral in cost of doing business.



Surely, government’s **Ease of Doing Business policy** should not only target attracting direct foreign investment, rather it should also help local businesses to be in a position to compete favorably on an even-keel environment.

### Conclusion

I have touched these issues on the surface only simply to contextualize the justification for an all-important national conference of this nature. I absolutely have no doubts that the presentations and discussions that will follow will yield a rich harvest of actionable insights and concrete suggestions that we can take forward, both to government and to our colleagues, as first steps towards regaining control of our beloved industry and profession.

**Printing touches every facet of life as a means of disseminating knowledge and shaping public opinion. To quote the words of David Pearson, a famous Irish novelist, “Human endeavour of many kinds, including education, research, invention, business and leisure, has always depended to some extent on access to information, or on what other people have known or said, and for many centuries books have been the containers for holding and transmitting these things.”**

This gathering has therefore come at a most opportuned time. For instance, as the nation enters its election season, there are high expectations for an upsurge in printing and print-related activities. Across the length and breadth of the country, this period will provide an opportunity for incumbent and aspiring leaders to indicate to their constituents that they are ready to support local businesses and entrepreneurs in the printing industry by keeping jobs that belong to us within the confines of our country.

I agree with the organizers of this first National Printers’ Conference that these core issues that bedevil our industry require urgent attention. It is therefore imperative that we call the attention of our government to the plight facing our industry and evolve a common platform from which to address the issues. In that light, this national conference is a first step in the right direction.

I therefore have the unique pleasure and privilege to welcome everyone here with confidence that our deliberations will not only be meaningful but fruitful.

I thank you for listening.

**Mrs. Folorunso Alakija**  
Vice Chairman  
Digitalreality Print Limited



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## GOVERNMENT PARTNERS WITH STAKEHOLDERS TO FORMULATE NATIONAL POLICY ON PRINTING

A National Policy on Printing within the value chain of manpower development, creatives, manufacturing, equipment and consumables from ink, printing paper, pulp, and other media is in the offing as stakeholders begin a work-group committee with the Federal Ministry of Industry, Trade & Investment.

This is one of the fallouts of the maiden edition of **NIGERIAN NATIONAL PRINTERS CONFERENCE** put together by print stakeholders under the auspices of **CHANGE GROUP** in collaboration with the Federal Ministry of Industry, Trade & Investment to showcase the potentials of the Printing Industry particularly in employment generation while also show case how the industry can contribute to the Economic Recovery and Growth Plan (EGRP) and the Nigerian Industrial Revolution Plan (NIRP) of the



Federal Government.

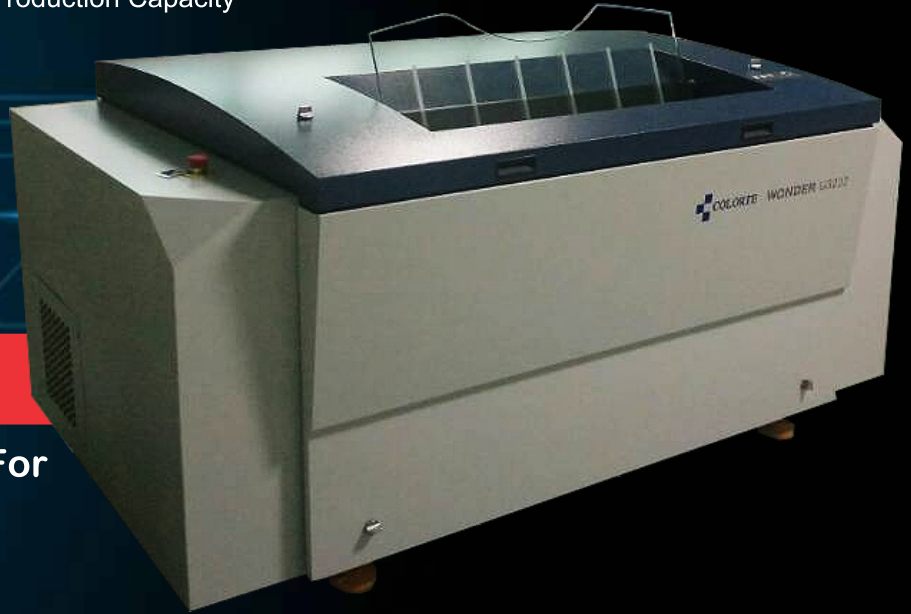
When concluded, the National Policy on Printing is expected to reinvent the industry not only for survival but also for profitability as over the years, the industry has failed to realise the massive potentials it has to contribute to the growth of the nation's economy. According to Mr. Malomo Olugbemi - Chairman, Central Working Committee of **CHANGE GROUP**, the next line of action is to give



Continued on page 42>>

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## 'FOR THE FIRST TIME, THE ORGANIZERS ARE INTRODUCING NEW FEATURE AREAS AT THE SHOW WHICH WILL HIGHLIGHT KEY EXHIBITORS AS LIVE DEMONSTRATION ZONES' - F&E GROUP



### WHAT IS GULF PRINT & PACK?

This international show, run by the F&E Group, takes place every two years in Dubai, and is the leading event for commercial and package printers in the Middle East and North Africa. The show connects printers with manufacturers and the whole supply chain from around the world, all under the one roof. The last Gulf Print & Pack, in 2017, attracted over 9,000 visitors from 98 different countries. The show is free to attend.

### WHEN DOES IT TAKE PLACE AND WHERE?

The 2019 event takes place at Dubai World Trade Center over four days, from 15 to 18 April.

### WHO GOES TO THIS EVENT?

Gulf Print & Pack is the only event of its kind where exhibitors can meet potential buyers in the Middle East, Europe, Africa and Asia. Visitors include print houses, printers/converters, design agencies and brand owners, who attend the show to source all types of printing and

packaging machinery, equipment and supplies, network and experience live demonstrations of the latest innovations. This ranges from: print origination equipment, plates and platemaking equipment, to printing machinery, printing materials - such as paper, board, foils, films - inks, coatings and varnishes, plus print finishing/binding equipment, and press room handling equipment.

At the 2017 event, over 80% of visitors were at manager level or above, and 94% were involved in purchasing decisions.

Exhibitors for the 2019 event include Xerox Middle East & Africa, Kodak, Vinsak, Green Graphics, Gulf Commercial Group and UPM Raflatac.

### WHAT'S NEW FOR 2019?

Gulf Print & Pack 2019 will be focusing on three vertical sectors – education, retail and security, so the show will be more targeted than ever before. For the first time, the organizers are introducing new feature areas at the show which will highlight key exhibitors as live demonstration zones throughout the four days. Companies taking part include Xerox, Konica Minolta and AFRA. In addition, Heliozid will be looking after a print décor lounge and will print the flooring, wall coverings and furniture.

### WHAT IMPACT WILL WORLD 2020 EXPO HAVING AN IMPACT?

Everyone in the region is naturally excited about the possibilities the upcoming World 2020 Expo, hosted in Dubai, will create. Millions of people will be visiting the UAE, meaning more commercial, labels and package printing will be needed, therefore giving the industry a huge lift as a result.

### WHERE I CAN GET MORE INFORMATION?

For more information, visit the dedicated show website at [www.gulfprintpack.com](http://www.gulfprintpack.com)





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# **GULF PRINT & PACK 2019**

[www.gulfprintpack.com](http://www.gulfprintpack.com)



**15 - 18 APRIL 2019**

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## GOVERNMENT PARTNERS WITH STAKEHOLDERS TO FORMULATE NATIONAL POLICY ON PRINTING



opportunity to every stakeholder across the country via regional meetings to come up with viable suggestions as they affect their print and allied businesses that can be incorporated into the National Policy on Printing.

The one-of-its-kind **1ST NIGERIAN NATIONAL PRINTERS CONFERENCE** with the theme: **THE ROLE OF NIGERIA PRINTING INDUSTRY IN ECONOMIC DEVELOPMENT & EMPLOYMENT GENERATION**, which was held at **Ladi Kwali Hall of Sheraton Hotel, Abuja on Tuesday 27th of November 2018** saw in attendance over 300 print and allied stakeholders from every State of the Federation with representatives of Government from Ministry of Industry, Trade & Investment; Ministry of Information & Culture; Ministry of Science & Technology among other Officials from the State Security Forces.

With prominent stakeholders, government officials and several technical presentations from academic experts, the highlight of the Conference was the Opening Speech by the Chairman of



Mrs. Folunso Alakija



Alh. Yahaya Amfani



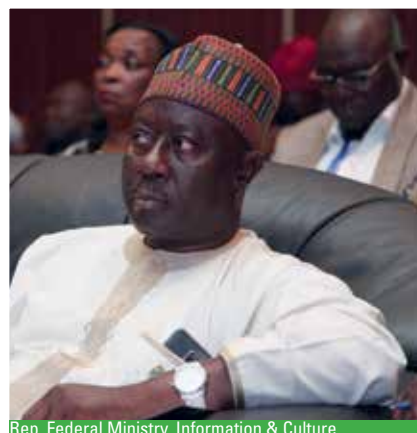
Rep. Federal Ministry, Industry, Trade & Investment



Rep. Federal Ministry, Industry, Trade & Investment



Mr. Malomo



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Mr. Itutomi Ittu

Continued on page 44>>

# PROCESS COLOR PRINTING

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## GOVERNMENT PARTNERS WITH STAKEHOLDERS TO FORMULATE NATIONAL POLICY ON PRINTING

the Occasion – Mrs. Folorunso Alakija – Vice Chairman, Digitalreality Print LTD who enjoined all to work together to see to the formulation of a National Policy on Printing that that would not only play a major role in the implementation of government’s Import Substitution Policy to encourage the revival of the three paper mills the government established in the 1970s i.e. the Jebba, Iwopin and Oku-Iboku Paper Mills but most importantly ensure the conservation of Nigeria’s Forex reserves, reduced dependency on importation of raw materials, stimulation of local productivity and industrial enhancement, ‘between them, these mills can adequately supply the paper and board needs of printers in Nigeria’ opined Mrs. Alakija who also noted that the ancillary businesses that originate from the value chain would create not just a single line but a massive web of other profitable occupations.



...cross section of delegates @ 1st NNPC

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## GOVERNMENT PARTNERS WITH STAKEHOLDERS TO FORMULATE NATIONAL POLICY ON PRINTING



Continued on page 48>>

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## GOVERNMENT PARTNERS WITH STAKEHOLDERS TO FORMULATE NATIONAL POLICY ON PRINTING



**About CHANGE GROUP**  
As an advocacy group of concerned print professionals that seek to ensure a positive transformation of the Printing Industry as a viable and major stakeholder in the

Nigerian economy. For more information, contact:

**THE CHANGE GROUP**

Central Working Committee Secretariat  
4B, Cappa Avenue  
Palmgrove Estate  
Palmgrove – Lagos.  
info@ngprint.org  
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## GOVERNMENT PARTNERS WITH STAKEHOLDERS TO FORMULATE NATIONAL POLICY ON PRINTING



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## Print Impact Around the World

world's oldest printing press manufacturer is once again strengthening its activities in the growth segment of machines and systems for packaging production. Together with the Rapida sheetfed presses from Koenig & Bauer Sheetfed, flatbed die cutters from Koenig & Bauer Iberica and the folder gluers from Duran, the company can now offer complete lines for the printing and processing folding boxes from a single source – with products made in Europe.

This gives Duran a clear competitive advantage over other suppliers of folding box gluers, which are left to their own resources in this market segment.

Duran has more than 30 years of experience in designing and manufacturing folder gluers in various formats and configurations. Thanks to market share gains, today Duran has established itself as one of the leading manufacturers in its field. Along

with six standard series of Omega folder gluers with different specifications and ancillary equipment, the company also provides R&D services to meet specific production requirements, starting from unique packaging designs and the manufacturing of innovative tailor-made machinery. Duran machines are used worldwide by manufacturers of cardboard and corrugated board packaging in more than 65 countries. Koenig & Bauer Duran will proceed its activities in Duran Machinery's existing premises in Istanbul and with Duran's management fully on board.

Koenig & Bauer expects the acquisition and integration of Duran to boost its market share in folding carton gluers, strengthen packaging production activities and boost sales. The acquisition and integration of Duran is in line with the global Koenig & Bauer Group's strategy of focusing on growth markets.

## ESKO AND AMTECH JOIN FORCES TO BRING INCREASED EFFICIENCIES TO CORRUGATED CONVERTERS



Esko ([www.esko.com](http://www.esko.com)), has announced it has entered into a

strategic partnership with Amtech Software ([www.amtechsoftware.com](http://www.amtechsoftware.com)) to bring increased efficiencies to its joint customers in the corrugated market.

The companies are developing

integration between Esko's ArtiosCAD, Automation Engine, WebCenter QuickStart for Corrugated solution, and Amtech's Encore ERP solution to create bi-directional communication that eliminates double data entry and enables further downstream automation of the workflow for corrugated converters.

In an increasingly competitive marketplace, with growing demand for smaller lot sizes and faster time to market, corrugated converters will be able to benefit from this integration to streamline business processes, saving time and money while increasing their competitive

advantage.

"The goal of this partnership is to facilitate advanced automation for corrugated converters. We are pleased to be joining forces with this industry leader for the benefit of our joint customers," explains Chris Miller, Vice President, North America & APAC at Esko. "This is yet another example of how Esko continues to develop its Packaging Connected strategy, furthering Esko's vision to connect its packaging supply chain solutions with leading hardware and software solutions in the packaging supply chain."

## EFI ANNOUNCES NEW NOZOMI PRINT CAPABILITIES AND UPGRADED CORRUGATED PRODUCTION WORKFLOW



Electronics For Imaging, Inc (EFI) highlighted its complete and unrivalled portfolio of advanced corrugated packaging production technologies at All4Pack tradeshow in Paris, France including the launch of new print modes for the EFI™ Nozomi C18000 – the ultra-high-speed, single-pass inkjet corrugated board press that is helping many of the world's leading packaging companies thrive with high-graphic, direct-to-board digital printing.

"EFI's new print modes for Nozomi and our new white ink further strengthen our overall portfolio for efficient corrugated production with the industry's best digital print engine and packaging workflow solutions," said José Luis Ramón Moreno, Vice President and General Manager, EFI Industrial Printing.

Corrugated packaging workflow products on display include EFI Corrugated Packaging Suite business and production software, and EFI Escada, a product in the Suite that helps packaging companies maximize the potential of their operation, from corrugator and process control to full traceability and reporting.

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

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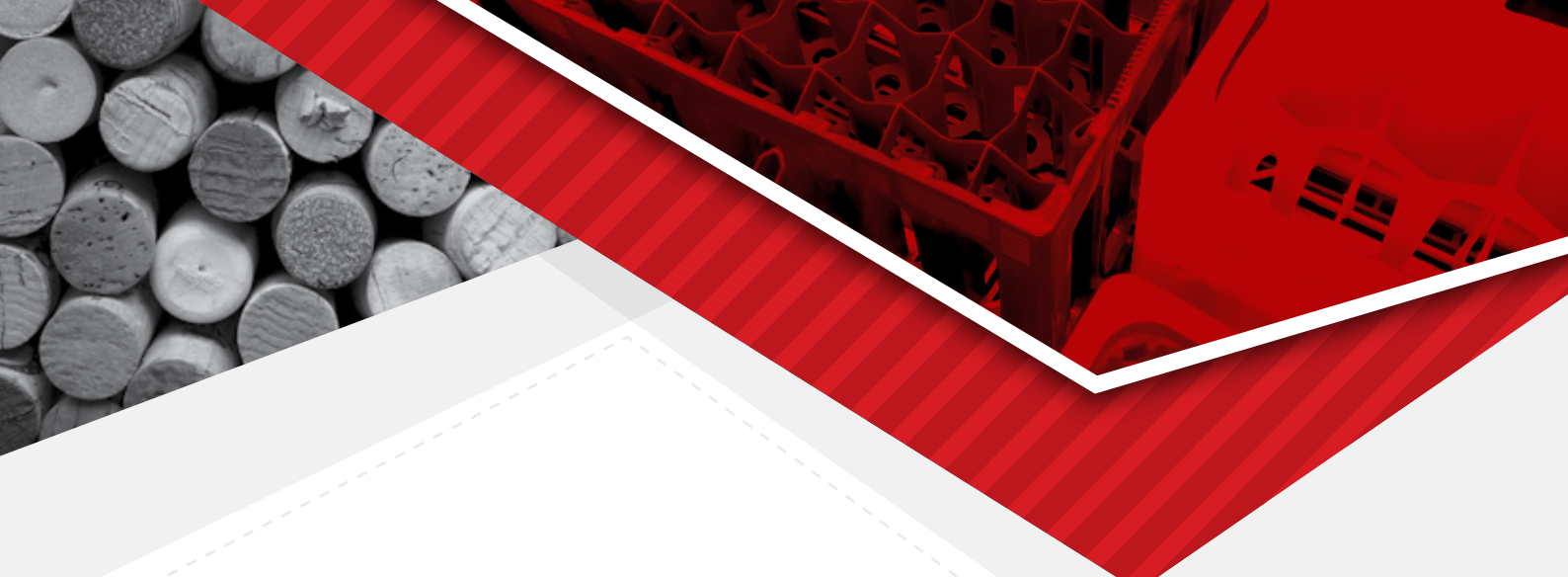
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