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Cover Story on page - 28



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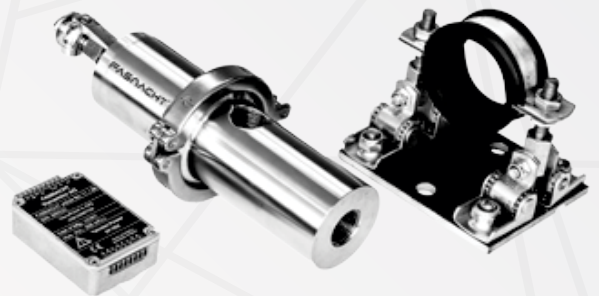
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Index



TIME TO ACT IS NOW!
Page 9 >>



PRESIDENT BUHARI DIRECTS MINT TO EXCLUSIVELY PRINT ...
Page 10 >>



X-RITE ANNOUNCES I1 PRO 3 PLUS COLOUR PROFILING
Page 12 >>



BOOK YOUR SPACE NOW! PROPAK WEST AFRICA ORGANISERS WARN
Page 15 >>



SLEEVE LABELS MARKET IS ANTICIPATED TO GROW AT A CAGR OF MORE THAN 5%
Page 22 >>



DARE TO BE DIFFERENT
Page 19 >>



FAE LAUNCHES FIRST CLASS RANGE OF PREMIUM ENVELOPES & LETTERHEAD
Page 30 >>



"I STILL VERY MUCH BELIEVE IN THE FUTURE OF PRINTING BUSINESS BUT THE GOVERNMENT HAS TO COME IN"
Page 40 >>

How to reach us

Our e-mail address is: wheretoprint@yahoo.com, numberscmkylimited@yahoo.com and P. O. Box 17871, General Post Office, Ikeja Lagos Nigeria 2341. Letters should include the writer's full name, address and direct telephone numbers and may be edited for purpose of clarity and space. All submissions become the property of NUMBERS CMYK LIMITED. Please do not hesitate to also call us on **Tel (Nigeria Office): +234(1)2914091, Tel (Nigeria Mobile): +234(0)803 862 9114**. Our Office is located at 18, Adekunle Fajuyi Way, GRA Ikeja, Lagos Nigeria.

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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.
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To Readers

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

TIME TO ACT IS NOW!

It's no longer news that a new Council for the printing industry regulatory body is in place; rather, stakeholders are now immensely expectant of commensurate actions from the newly elected Council of **Chartered Institute of Professional Printers of Nigeria (CIPPON)** geared towards the betterment of the industry. And I believe the **President-in-Council, Mr. Olugbemi Malomo** rightly captured the mood by immediately setting out a **7-POINT ACTION PLAN** for the new Council at least to meet the immediate expectations of practitioners. Apart from the full **REPORT of CIPPON 2019 COUNCIL ELECTION** (from page 20), you can check out the President's concise action plan (from page 10) in the **PRINT IMPACT AROUND NIGERIA** section where other local industry news promises to keep you abreast with happenings in Nigeria's printing industry. Turn also to page 12 to read latest industry development

from around the world in **PRINT IMPACT AROUND THE WORLD** section. This inevitably calls on all of us to look inward to review, strategise and act now on our business objectives, not only to remain relevant in the scheme of things but most importantly so that we are not relegated to the background or left behind!

And you'll agree with me that in order not to be left behind, you constantly need to explore avenues that add values to your business. May I remind you that a veritable avenue that has been consistent in adding value and pushing the frontier of print and allied practice in Nigeria – nay West Africa – is **PROPAK West Africa** exhibition. This year's edition will be opening its doors from **Tuesday 17th through to Thursday 19th September 2019** at **Landmark Centre, Lagos**. With **Lagos State Governor – HE Babajide Sanwo-Olu** expected at the event, you too can register to attend free-of-charge on

PROPAK West Africa website - www.propakwestafrica.com to remain relevant with up-to-date trends as well as network with industry peers.

Characteristically, this edition has in-depth analysis of our industry with fact-finding articles (for business intelligence) such as: **DARE TO BE DIFFERENT** (on pages 18 and 19); **THREE KEY STEPS TO STOP THE LEAKS AND IMPROVE YOUR FINANCIAL RESULTS** (on pages 46 and 50); and **COVER STORY** that exposes the innumerable opportunities in sleeve labels printing. Its titled: **SLEEVE LABELS MARKET IS ANTICIPATED TO GROW AT A CAGR OF MORE THAN 5%**. Flip open to pages 28 and 29, and do take action after reading.

And one industry giant that has been taking action in promoting made-in-Nigeria goods especially in the manufacturing sector – **FAE LIMITED** recently



launched its premium first-class envelopes and letterhead aimed at giving class, prestige and credibility to communication and we exclusively covered the epoch-making event featured in our **SPECIAL FEATURE REPORT** segment titled: **FAE LAUNCHES FIRST CLASS RANGE OF PREMIUM ENVELOPES & LETTERHEAD**. Check this out on pages 30, 32, 36 and 38 to find

Continued on page 10 >>

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From page 9 >>

out **WHO's WHO** that graced the occasion.

The only interview in this edition is with one of veteran print managers in the industry, **Mr. Lekan Ajani**, the hitherto **Printserve Limited** Manager. Open to pages 40 and 41 to learn from his wealth of experience in managing a printing business to grow in an industry such as ours that yearns for government's attention as he declares: **"I STILL VERY MUCH BELIEVE IN THE FUTURE OF PRINTING BUSINESS BUT THE**

GOVERNMENT HAS TO COME IN".

Finally, as we invite you to **NUMBERS CMYK LTD (WHERE To Print) Stand** at PROPAK West Africa 2019 where we will showcase **2020 PROGRAMMES/ PLANS**, we do cherish your constructive criticism and thoughts on moving the industry forward. So pen down your thoughts; we're eager to hear from you!

Please continue to do good!

INTERNATIONAL PRINT EXHIBITIONS IN 2019

S/N	EXHIBITION NAME	DATES	LOCATION
1.	FESPA Africa 2019 	11 - 13 September	Gallagher Convention Centre, Johannesburg, South Africa
2.	PROPAK West Africa 2019 	17 - 19 September	Landmark Convention Centre, Lekki Lagos Nigeria
3.	PRINT 19 	3 - 5 October 2019	McCormick Place, Chicago, IL USA

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S/N	EXHIBITION NAME	DATES	LOCATION
4.	PRINT(ING) UNITED 2019 	23 - 25 October	Kay Bailey Hutchison Convention Centre Dallas, Texas USA

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Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi

PRESIDENT BUHARI DIRECTS MINT TO EXCLUSIVELY PRINT NIGERIAN E-PASSPORTS



President Muhammadu Buhari has directed that the print production and personalization of all Nigerian E-passports and related documentation shall be the sole responsibility of the Nigerian Security Printing & Minting Company (NSPMC).

With this new directive, all existing memoranda of understanding and contracts on printing by other institutions/



companies that are majorly out of the country will not be renewed thus ensuring full capacity utilization of NSPMC with positive multiplier effects on the Nigerian economy.

Popularly known as The MINT,

the company was established in 1963 with the objective of producing the nation's currency notes and coins for Central Bank of Nigeria as well as security documents for Ministries, Departments and Agencies of government, banks and other blue chip companies. Today, The MINT is the largest banknote and security documents specialist printing company in West Africa.

Prior to 2014 however, The MINT had a dwindling performance in terms of currency and security documents production but under the chairmanship of the current Central Bank Governor, Mr Godwin Emefiele, new targets were set, and Managing Director/Chief Executive Officer of The MINT, Mr. Abbas Umar Masanawa recounts some of the achievements to include: zero importation of currency from 2014 to date, with attendant benefits of conservation of foreign reserve, revenue and employment generation, as well as safeguarding the nation's sovereignty.

Mr Masanawa counts the blessings further: "The MINT has returned to profitability. From a moribund organization with heavy losses, the company grew from a loss position of N14. 6 million in 2014 to a profit of N14. 3 billion in 2018. Turnover also grew from N17.8 billion in 2014 to N61. 4 billion in 2018.

"Other achievements include enhanced production capacity, revenue diversification, reduced cost of production, institutionalization of corporate governance, improved staff welfare and industrial harmony, among others."

The Managing Director pledged that The MINT would justify the renewed confidence reposed in it by the President, "as we are moving to the Next Level, and poised to boost national security and integrity, we will conserve scarce foreign exchange, improve revenue generation, create job opportunities, and boost acquisition/transfer of technology."

Continued on page 16 >>



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Print Impact Around the World

X-RITE ANNOUNCES i1PRO 3 PLUS COLOUR PROFILING DEVICE FOR IMAGING, PRINT AND TEXTILES



X-Rite Incorporated and Pantone LLC, global leaders in colour

science and technology, announce the new i1Pro 3 Plus, a spectral colour measurement solution specifically designed for imaging, print, and textile professionals

who need advanced calibration and colour profiling capabilities to support today's wide-format and industrial printing applications.

The i1Pro 3 Plus has been optimized for digital printing on a range of materials and surfaces, including ceramics, textiles, glass, metal, wood, vinyl, plastics, thin films, cardboard, paper, and more.

Commercial, wide-format, grand-format, packaging, and industrial printers can now create ICC profiles for almost any substrate and calibrate print production devices for the highest level of colour accuracy.

As more industries turn to digital printing, customers are putting greater emphasis on achieving accurate and repeatable colour. To do this, production print equipment needs to be linearized and profiled for each substrate in order to monitor colour output. Current profiling solutions are limited in their ability to measure textured, rough, or uneven surfaces and cannot accommodate various material thicknesses. Many devices do not have the resolution required to ensure the highest colour quality when printing detailed patterns, metallic effects, or photography images. This leads to costly colour errors and rework which impacts a printer's bottom line.

"The i1Pro 3 Plus builds on the success of the i1 Family and removes the variability to create accurate ICC profiles on the widest range of materials," said Ray

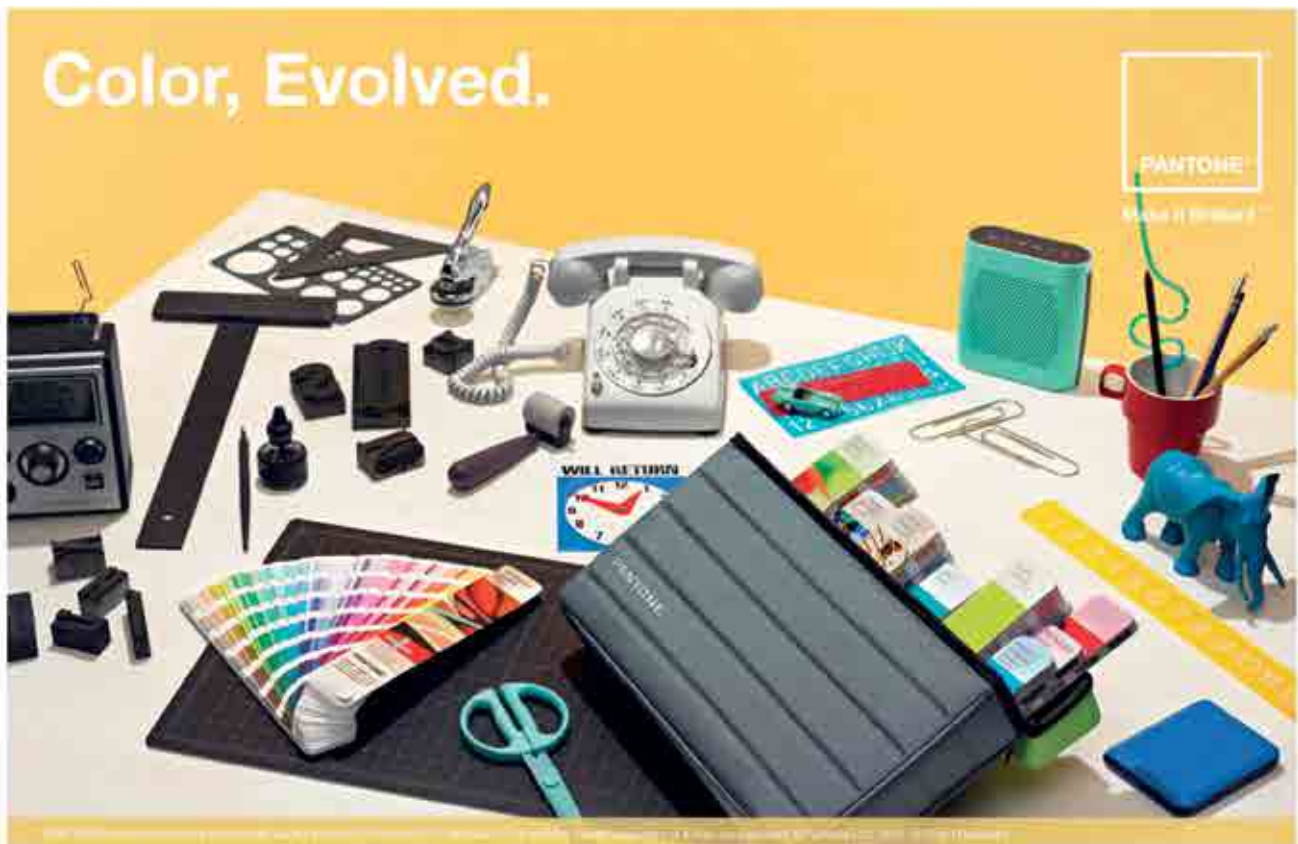
Cheydleur, Printing and Imaging Product Portfolio Manager, X-Rite. "Wide- and grand-format users and industrial material printers will see immediate value by incorporating the affordable i1Pro 3 Plus into their prepress and production workflows, resulting in more accurate and repeatable colour, a reduction of waste, and an increased return on investment."

New X-Rite iO Table

In addition, X-Rite announces a new i1iO Automated Scanning Table that supports the i1Pro 3 Plus. This hands-free test chart reader offers automated color profiling on a variety of substrates with reduced risk of color measurement errors. It is ideal for photographers, designers, and printers who want to speed up and automate the measurement process and eliminate manual strip reading.

The new i1iO table can be used with a variety of industrial materials including textiles, ceramics, corrugated, etc. and supports materials up to 33mm thick, with the optional z-axis spacer. It also supports transparencies and backlit materials.

Continued on page 34 >>



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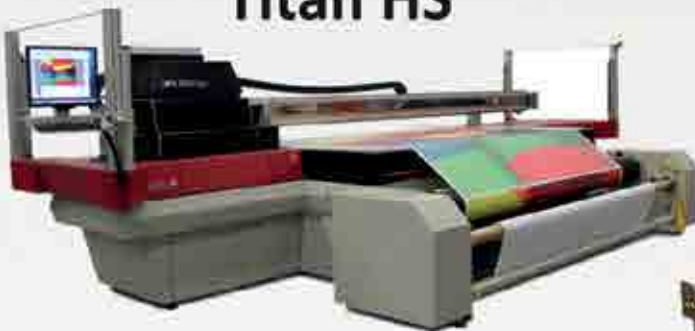


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BOOK YOUR SPACE NOW! - PROPAK WEST AFRICA ORGANISERS WARN

PROPAK WEST Africa organisers warn that stand spaces are filling up very fast and now is your last opportunity to take part in the largest PROPAK WEST Africa to date this September.



Following the enormous success of the exhibition in 2018, which achieved a 75% re-book rate onsite, a statistic that speaks for itself, organisers are urging those looking to take

“With this year’s edition slowly approaching, organisers are expecting to welcome more than 4,500 senior industry professionals, with over 200 brands exhibiting. In addition, the overall size of the show has grown by a further 27% compared with 2018 to accommodate the increased interest to over 2,600 SQM.”



part to get involved as soon as possible before stand spaces run out.

Whilst organisers have confirmed a number of new brands to the show this year, visitors can expect to see a wide representation of brands from across the supply chains within the packaging, plastics, food-processing, labelling

Continued on page 15>>

BOOK YOUR SPACE NOW!

- PROPAK WEST AFRICA ORGANISERS WARN



and printing industry.

“With this year’s edition slowly approaching, organisers are expecting to welcome more than 4,500 senior industry professionals, with over 200 brands exhibiting. In addition, the overall size of the show has grown by a further 27% compared with 2018 to accommodate the increased interest to over 2,600 SQM.”

Among those already signed up are Afra Technical Concept, BOBST, GEA West Africa, Heidelberg, KHS, Neofyton, Sasol, Snetor, SkySat, Windmoeller & Hoelscher and many more. You can see the full exhibitor list online.

Taking place **17 – 19 of September** 2019 at the Landmark Centre in Lagos, there are less than two months to go until PROPAK WEST Africa 2019 opens its doors and organisers have announced their expectations for the event.

In 2018, PROPAK WEST Africa saw its previous records smashed with 4,265 attendees and over 2,000 SQM of exhibition space. With this year’s edition slowly approaching, organisers are expecting to welcome more than 4,500 senior industry professionals, with over 200 brands exhibiting. In addition, the overall size of the

show has grown by a further 27% compared with 2018 to accommodate the increased interest to over 2,600 SQM.

FREE DAILY CONFERENCE

Exciting annual show features such as the Conference are set to take place again this year alongside the event itself. With daily sessions lined-up including a full day dedicated to discussions around sustainability and eco-friendly materials, attendees can expect to see some of the most pertinent issues affecting the industry tackled head-on over the three-day event.

PROPAK WEST Africa will also be launching a new **‘Meet the Buyer’** scheme via a dedicated partnership with Naijalink, Nigeria’s leading market consulting company, specialising in connecting international companies with prospective buyers or partners across West Africa, as well as undertaking thorough research and business development advisory services.

At 85% sold, the stands are sure to sell out, so if you’re interested in booking a stand for September, get in touch directly via Ben. Dale@montex.co.uk or make an enquiry online at www.propakwestafrica.com Alternatively, you can register to attend for FREE via the website.



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Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi

CIPPON PRESIDENT PROMISES TO MAKE PRINTING BUSINESS PROFITABLE AGAIN



Newly elected President and Chairman-in-Council of

Chartered Institute of Professional Printers of Nigeria (CIPPON) Mr. Malomo Olugbemi has promised to make printing business in Nigeria profitable again.

According to Mr. Olugbemi in his inaugural statement just after his election, "the task to make printing profitable again is therefore not just desirable, it is a collective responsibility. Our collective slogan therefore shall be "to make printing profitable again, is a task that must be done". He therefore called on all stakeholders to bring forth ideas that could help to positively transform the industry.

Presenting his 7-Point Agenda aimed at ensuring an all-inclusive Institute that would not only build a sustainable structure for the industry but would also reconnect CIPPON with the Government

in a bid to achieve the industry of our dreams. Significantly, the President's 7-Point Agenda will:

1. Ensure Nigerian jobs remain in Nigeria.
2. Ensure fair and transparent government procurement policy.
3. Pursuance of an intervention fund and easy access to funding printing business.
4. Ensure a vibrant and skilled workforce.
5. Resuscitation/revitalization of paper mills.
6. Pursuance of a National Policy for Printing.
7. Research and Development (R&D).

He stressed that to achieve these objectives, "the Institute will be run by a competent registrar and we challenge the Academia to offer their best brain for the day-to-day running of the Institute".

While noting the immense contributions of courageous men and women that pioneered the chattered status of the printing profession like the pioneer President of the Institute, Mr. Wahab Muhammed Lawal, Mr. Olugbemi proposed that the Council would erect an edifice in Nigeria's home of printing – Shomolu, to showcase the evolution of printing in Nigeria and the edifice after completion be named after Wahab A. Muhammed Lawal. "Therefore I call on all and sundry to put our differences behind and focus on how we can return our industry to profitability" he reiterated.

designers in Nigeria.

KAS Prints MD/ CEO, Mr. Ademola Kasumu disclosed this while speaking to newsmen at the Abuja launch of new Canon equipment recently acquired to meet the needs of his diverse customers. Kasumu said that the programme which will be in partnership with Canon, would be achieved by setting up KAS Prints branches across the country. "What we are trying to do is to key into the Federal Government's plan to create employment for the teeming youths in the country," he said noting that youths with the knowledge of graphics would be targeted; "They need to have some knowledge of graphics design. Then, we will train them and attach them to one of our centres across the nation."

Kasumu said his firm decided to enter into partnership with Canon because of its high-quality equipment. "We have found in Canon a trusted partner with whom we share the same values and is committed to helping us successfully anticipate our customers' needs especially in our offering of the latest solutions. Canon's long-standing experience in the digital and printing world encourages the emergence of innovations that will transform service delivery for our customers. We will be able to quickly adapt to any changes in the printing sector which will enable KAS Prints to maintain its leading position in the digital print market" said Kasumu.

He disclosed further that the programme, which is targeted at encouraging entrepreneurship among the youths in the country, will commence in three months' time. "The youths don't need to have equipment; we only need

their brains and then, we will train them in the area of graphics design and bring them into our system. They will then have the opportunity to deliver high quality (printing) jobs similar to the ones being done abroad once they are under the umbrella of KAS Prints. All they need is to get connected to the internet; they may not necessarily have the tool, but to just key into our programme at no cost to them".

In his remarks, Canon said that the partnership with KAS Prints was due to the huge potentials in Nigeria's printing industry which KAS Prints signifies. "We are very proud to be able to welcome KAS Prints among our customers to whom we have already provided C10000 printers. KAS Prints has a diverse customer portfolio and we are committed to supporting them with increasingly innovative and reliable high-performance state-of-the-art machines. I am confident that this is the beginning of a mutually beneficial partnership that will last for the foreseeable future, as Canon helps KAS Prints achieve the goal of placing the customer at the heart of service delivery. I would like to take this opportunity to thank Tenau who continues to support us and have enabled us in recent years to pursue satisfactory growth in Nigeria" concluded Somesh Adukia Regional Sales Office Director, Canon Central and North Africa (CCNA).

Tenau, the official representative of Canon in Nigeria, was of a big support to build this strong relationship between Canon and KAS. "Tenau is really proud to have a valued partner in Canon and we are working very closely with the team to generate and develop more business in the country" added Yasser Alfara, Managing Director, Tenau.

KAS AND CANON TO CREATE 1,000 GRAPHIC DESIGN JOBS



Canon



Kas Arts Service Limited (popularly called

KAS Prints) in partnership with Canon Central and North Africa (CCNA) is set to create job for 1,000 graphic

PRINT ACADEMY COMMENCE TRAINING

Printing capacity development partner of choice – Print Academy Consulting LTD has officially commenced 2019 Training at its brand-new **TRAINING CENTRE** located at **18, Adekunle Fajuyi Way, GRA – Ikeja, Lagos.**



With carefully selected but practical-oriented skills development courses to choose from, the highly intensive trainings will equally be handled

Continued on page 17 >>

From page 16 >>

Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi

by industry veterans whose passion is to impact knowledge that brings out outstanding efficiency and professionalism in print practice. The Half-Year Training Schedule has topical courses such as but not limited to:

DTG/ Screen Print Business Management, Design for Impact & Profitability, Costing & Estimation for Profitability and Print Investment: How To?

As space is limited for easy interaction and practical one-on-one session with Facilitators, interested participants are enjoined to call or WhatsApp **Rotimi** on **0803 911 6488**, or **Precious** on **0816 087 6041**.

AFROCET MONTGOMERY ASSURES NEW CIPPON COUNCIL SUPPORT



led by Mr. Malomo Olugbemi the prerequisite support in its quest to make print businesses in Nigeria profitable and sustainable again. Messrs George and Jamie Pearson both Executive Directors at Afrocet Montgomery UK gave this assurance when WHERE To Print Publisher - Joju Adekanbi presented State-of-the-Industry Report to them in their London office while on a courtesy visit. According to Mr. Adekanbi, with a new crop of dynamic, forward looking and selflessly passionate individuals on CIPPON Council, it would not be long before stakeholders started seeing positive impact in the industry. Meanwhile, Afrocet Montgomery has assured CIPPON a stand at PROPAK West Africa 2019 next September to drive membership.



Afrocet Montgomery UK - organiser of West

Africa's largest packaging, plastics, food processing, labelling and print exhibition - **PROPAK West Africa** has



assured the newly elected Chartered Institute of Professional Printers of Nigeria (CIPPON) Council

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Continued on page 33 >>

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DARE TO BE DIFFERENT

The impression is dead. Long live the impression! Long live printing that is integrated alongside other communication channels. This is the way forward and to get it right, you need to make two changes: throw away the old baggage you've carried for so long and embrace a change of mentality. You must swap the old habits of traditional printing for digital ones!

"I am optimistic for the years to come," says Mr. Coquard, head of Industria, a Parisian print service provider with a passion for all things 'tailor-made' and right now on the verge of switching completely to digital printing. "There are fewer and fewer print experts within the customers we engage with. Our contacts are coming more often from higher up in their organizations, in marketing or communications, and they are facing broader challenges. They do not have a pure print problem but more a communications challenge. And those with a print problem alone often don't know how to manage it. So, if a print service provider can offer relevant communication proposals, ensuring top quality within the required delivery schedule and with a positive communication result (outcome), then there is definitely business to be made!"

Printing has not changed as rapidly as it could have, as new technologies based on toner and inkjet have worked alongside the older ones (offset, rotogravure, screen printing, flexography). It certainly has benefited from all the advantages brought by IT and software, whether in traditional or digital printing and finishing equipment (small and large formats), in process management or in marketing with multichannel or cross media communications. We shouldn't forget the numerous embellishments now available for all technologies and in all markets. In short, the print impression has been transformed, re-muscled, adapted and developed, while meeting a fundamental, necessary trend for reduced environmental impact (control of rejects, less waste, better inks, sustainable papers, etc...)

Some traditional printers, albeit too few of them, go ahead and develop full digital departments or replace offset presses with digital models. But that's not enough, digital printing requires a change of mind: towards flexibility of operation, responsiveness, different management schedules, and real tailor-made service. It is no coincidence that major players in

digital printing are often derived from smaller reprographic structures that already have a 'service culture'.

A PERIOD OF TRANSFORMATION

Today's commercial printing industry is characterized by the rise of digital printing, including inkjet printing, combined with significant modernization of traditional printing technologies. Offset is surviving thanks to technical advances: automation of calibration processes, reduction of waste, higher speed (20,000 sheets/hour), offset-digital hybrid workflow, offset-digital combinations in commercial, labels, packaging, binding with finishing equipment (as in digital). Workflow developments are seen in all areas and internet printing (web-to-print) is booming.

It is now possible to respond to customer-demands that could not have been met before, such as the printing of a single copy of a book, very short print-runs for brochures or documents as well as packaging and fully customized labels. The demand for long-tail solutions can now be met with digital printing offers from Canon, Domino, Fujifilm, Heidelberg, HP, Koenig & Bauer, Komori, Ricoh, Riso, Xeikon, Xerox, etc.

The search for the best price is giving way to the search for the most profitable service for the customer.

'**Print only**' is being replaced by '**a universe with print in it**'. From order to delivery, without sacrificing creativity, quality and overall print profitability. The key question becomes "what is the ROI (return on investment) of a print?"

Printed documents that can be de-materialized (into the non-physical) will continue to be de-materialized, so there's only one way to remain in business profitably: by providing added-value and the related services. Customers no longer want to be told how it works, but what it does in terms of results

Continued on page 19 >>

DARE TO BE DIFFERENT



(impact) and in this regard print must contribute (i.e. communicate effectively) when integrated within a mix of media channels.

THE RETURN OF PRINT

Consumers are saturated with digital information. They can however be positively sensitive (receptive) to different communications that engage them in a distinctive, personal way: invitations, brochures, books, photos, greeting cards, personalized documents using some of the advances in 21st century print: special colours (gold, silver, fluorescent, etc.), varnish, relief, new shapes, form-factors.

"We see a return of print, ten years ago it was cheesy, especially for young people, now you have to know how to mix print with other modes of communication," adds Mr. Coquard. "We are rediscovering that a well-targeted print communication allows us to weave a link to customers". This is echoed in other industries where there is also a return to 'the physical' e.g. Polaroid images in photo and the Vinyl album in music.

We are heading towards more automation of the print production process – from receiving the order, managing the files to the shipping of the final print job. Customers want human proximity and fast

turnaround time. These two requests are becoming more and more the key criteria for selecting service providers. But how to provide such capabilities when the client is miles away?

Equipment wise and in order to deliver the latest services,

more and more service providers are starting to use digital printing and embellishments systems (e.g. MGI/ Konica Minolta) or large-format flatbed printing systems (e.g. SwissQprint) with associated cutting (e.g. Zünd). The digital transformation is in small and large format as well. Signage, posters, POS/POs, interior decoration, even textile or car-wrapping are now fully digital. Last but not least, environmental concerns are, for example, driving LED dryers to replace infrared dryers in all production printing systems. New substrates are changing the market landscape enabling new applications and reducing environmental impact.

Online printing factories with offset printing fleets, small and large format digital printers (e.g. Onlineprinters, Pixartprinting) will remain and will further grow, having conquered the various sectors of commodity printing. They will retain this, supported by customers who are also print service



Continued on page 43 >>



MENTORSHIP PARTICIPANTS' BENEFITS

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

MENTORS' / INVESTORS' BENEFITS

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





Newly elected CIPPON Council Members

NIGERIAN PRINTERS ELECT 15-MAN COUNCIL TO RUN INSTITUTE FOR THE NEXT 2 YEARS

Contestants presenting their manifestoes...

Nearly eight months after Federal High Court Order directing the interim Caretaker Committee to organize elections into elective offices in the leadership of **Chartered Institute of Professional Printers of Nigeria (CIPPON)**, the Council Election that took place on Wednesday July 10th 2019 at Airforce Officers Mess, Sam Ethnan Airforce Base, Ikeja – Lagos saw the emergence of fifteen duly elected members to serve as Council Members of CIPPON for the next two years.

With show of hands voting pattern adopted from CIPPON Act, the election camps were strategically arranged into six groups to accommodate all stakeholders in the industry across Nigeria thereby ensuring not only free and fair election process but openly transparent procedure widely adjudged credible by all present.

According to an **Official Report** after the Council Election signed by Mr. Ike Okorafor, the Secretary of Interim Caretaker Committee, the outcome of the election birth the following results in line with the camp groupings:



Onuegbulem John



Salako Babajide



Jimoh Fatai



Ajayi Abayomi



Adesoye Omoniyi



Eloho Gideon



Yusuf Abdulaziz



Olowodola Olayiwola



Oduwale Akin



Odimayo Samuel



Oluwole Ademuyiwa



Malomo Olugbemi



Continued on page 21 >>

NIGERIAN PRINTERS ELECT 15-MAN COUNCIL TO RUN INSTITUTE FOR THE NEXT 2 YEARS



Oluwalana Babafemi



Olawuni Akinlabi



Adeleke Akeem

Group 1: ANP

- 1. Olowodola Olayiwola - 28
- 2. Adeleke Akeem - 54
- 3. Oluwalana Babafemi - 78

Group 2: #Change@CIPPON

- 4. Odimayo Samuel - 75
- 5. Malomo Olugbemi - 80
- 6. Olawuni Akinlabi - 73
- 7. Oduwole Akin - 74
- 8. Eloho Gideon - 67

Group 3: SSPN

- 9. Onuegbulem John - 78

Group 4: ASSPON (North)

- 10. Garba Rabiw - 40
- 11. Yusuf Abdulaziz - 27
- 12. Adesoye Omoniyi - 77
- 13. Clement Koko - 52

Group 5: ASSPON (South)

- 14. Ajayi Abayomi - 72
- 15. Salako Babajide - 61
- 16. Oluwole Ademuyiwa - 57
- 17. Odumada Moses - Stepped down

Group 6: ACADEMIA

- 18. Dr. Itanyi Daniel - 78
- 19. Jimoh Fatai - 27

Consequently, the following candidates have thus been duly elected to serve as Council Members of CIPPON for the next two years:



Clement Koko



Dr. Itanyi Daniel

CIPPON ICC/ Govt. Printer admonishes contestants



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Continued on page 24 >>



IF GIVEN THE OPPORTUNITY, WHAT WOULD YOU CHANGE OR INPUT - THAT WILL POSITIVELY IMPACT THE PRINTING INDUSTRY IN NIGERIA?

Change can have either positive or negative impact. Although change may be an inevitable part of doing business, more often than not, majority of business owners are always hesitant to leave the familiarity of their comfort zones or typically, fear that they won't be able to cope or adapt to the inevitable change. With what our industry is currently experiencing, what will you do if given the opportunity to effect positive change in the industry? WHERE To Print VOX POP Crew went to town to speak with some print business stakeholders on their thoughts about the current state in the printing industry and how it can be improved. Read excerpt below:

I think we need to change so many aspects in the printing industry in Nigeria. We need to improve in our printing business just like in Europe and Asia because, they have gone far ahead of us, and first - we need to learn a lot from them. We also need to expose printing business in Nigeria to other African countries like Ghana, Senegal etc. Lastly, upgrade of print business capacities in Nigeria is not moving forward at all and the only way to solve this problem is to have one body that will be regulated by the government and also see to financing of printing technologies in Nigeria.



• **AROWOLO OMODELE ADESOLA - AM PRINTS LIMITED**

Duty on imported printing materials should be made reasonable because all printing materials are not locally made. This will go a long way to reduce the high cost of printing in Nigeria.



• **GANIYU KAREEM - BANCOD LIMITED**

The printing industry in Nigeria needs re-organization. Every trade/profession in Nigeria has a body that oversees the activities of members except the printing industry. A transparent body that should oversee the needs, challenges and other activities of members is highly essential and needs to be put in place.



• **MR. MICHAEL IDUMA**

I would channel my opinion into two major challenges facing us in the printing industry of which the first is the issue of paper which we do not have enough in circulation. Secondly, we need to ensure there is a competent body that would see to price regulation and overall standard in this industry. Once these are achieved, we would have a better and seamless printing environment.



• **OJUKWU - VISIONARY PRINTING & IMAGES LIMITED**

The major areas we need to look into are price control and fake materials in the market. These are the areas I will change if given the opportunity.



• **KING SAMORA KING - SAMORA PRINTING STUDIO**

If given the opportunity to positively impact the printing industry in Nigeria, I will ensure that print consumables such as quality inks are produced locally in Nigeria to curb the rate at which adulterated inks are being circulated.



• **TAIWO HASSAN - OLLYS PRINTS**

Continued on page 23>>

IF GIVEN THE OPPORTUNITY, WHAT WOULD YOU CHANGE OR INPUT - THAT WILL POSITIVELY IMPACT THE PRINTING INDUSTRY IN NIGERIA?



If given the opportunity, I would look into the issue of unstable price of paper and see that it is regulated and stable.

• **ODEJAYI OLUWATOBILOBA - AJ GRAPHICS**

I would like to see printing machines produced here in Nigeria. We would love to have more Nigerian made machines, made locally here in Nigeria than importing from other countries. Also the need of creating or giving people opportunity or capacity to produce materials needed and useful to the industry is crucial.



• **ABIODUN EZEIKEL - BOLD BRAND MEDIA**

Putting in place an effective printing body where we can plan and look into printing prices that varies uncontrollably.

• **NEXT DECADE LIMITED**



The challenge I have is with the paper grammage and affordability of printing consumables. These, I will like to change if given the opportunity.

• **AKEEM - PIONEER PRINTS**



In my opinion I will look into the fluctuating costs of printing materials such as papers, cards and inks.

• **SANNI ABIODUN - NI DESIGNS**



Continued on page 42>>

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From page 21 >>

NIGERIAN PRINTERS ELECT 15-MAN COUNCIL TO RUN INSTITUTE FOR THE NEXT 2 YEARS

1. Adeleke Akeem.
2. Oluwalana Babafemi.
3. Odimayo Samuel.
4. Malomo Olugbemi.
5. Olawuni Akinlabi.
6. Oduwole Akin.
7. Eloho Gideon.
8. Onuegbulem John.
9. Garba Rabiw.
10. Adesoye Omoniyi.
11. Clement Koko.
12. Ajayi Abayomi.
13. Salako Babajide.
14. Oluwole Ademuyiwa.
15. Dr. Itanyi Daniel.

While congratulating all stakeholders on the successful conduct of Year 2019 CIPPON Election, the interim Caretaker Committee enjoined the newly elected Council to hit the ground running with policies and actions that would not only rebuild the Institute but most importantly make printing, a profitable and sustainable business again.

Sponsored by **Afroacet Montgomery (PROPAK West Africa organisers)**, **Academy Press PLC**, **Bancod Limited**, **Goshen Multimedia**, **Vista International**, **Creative Affairs**, **EVATOR**, **Komori**, **Kunlex Papers**, and **TTK Press**; WHERE To Print exclusively covered the election proceedings and presents additional reports in images

Cross section of delegates from across Nigeria...



Continued on page 26 >>

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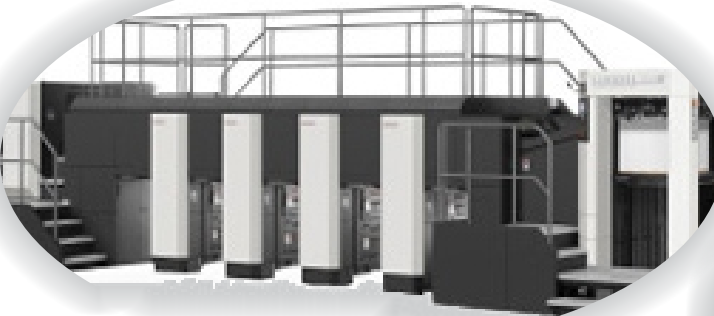
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NIGERIAN PRINTERS ELECT 15-MAN COUNCIL TO RUN INSTITUTE FOR THE NEXT 2 YEARS



...WHERE To Print Team with CIPPN ICC Members



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SLEEVE LABELS MARKET IS ANTICIPATED TO GROW AT A CAGR OF MORE THAN 5%

Sleeve label is a full body label for containers covering it from top to bottom. In other words, such labelling can be defined as colourful wraparounds over containers creating a greater aesthetic appeal.

INTRODUCTION

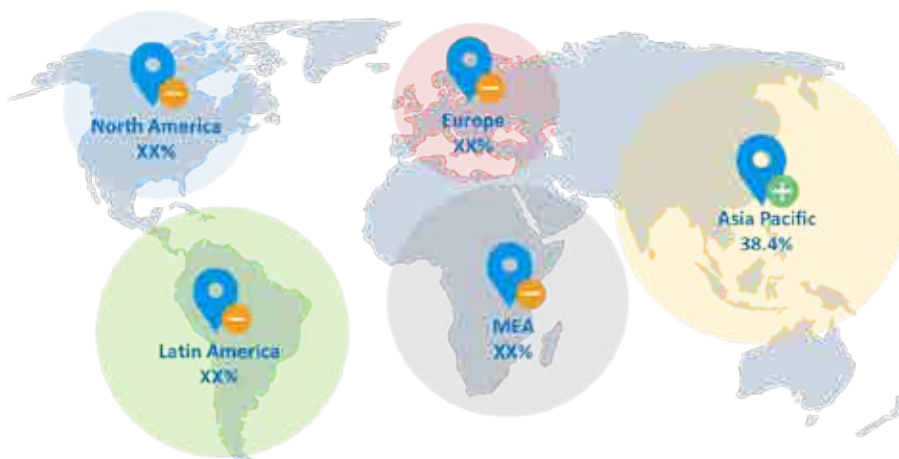
Labelling is one of the key elements of modern marketing. In the recent past, labelling and packaging industry has witnessed extensive product innovation. Sleeve label is one such innovative product that has steadily gained traction in the packaging landscape.

In addition, expanding application base of Sleeve Labels Market over the past few decades has led to a healthy growth of the global sleeve label market. Food and beverage packaging is considered as the predominant end-use segment that's ramping up demand for sleeve labelling. Further, the demand for the product is also



being supplemented by its rapid adoption in healthcare and personal care packaging solutions.

Global Sleeve Labels Market Value Share, by Geography, 2016 E



Source: PMR Analysis, 2016

TYPES OF SLEEVE LABELS MARKET

There are two types of Sleeve Labels Market available in the packaging industry - Shrink Sleeve Labels Market and Stretch Sleeve Labels Market.

Shrink Sleeve Labels are popular in the market and have been well embraced by the packaging industry. Shrink Sleeve Labels Market comfortably adapt to the shape of the

[Continued on page 21 >>](#)

SLEEVE LABELS MARKET IS ANTICIPATED TO GROW AT A CAGR OF MORE THAN 5%



container giving a higher product visibility and consumer appeal. In addition, shrink sleeve labelling is common in milk, soda, and juice containers. The market share of sleeve labels is assessed to be 12% of the worldwide naming market in

shape of the container. Compared to the stander Shrink Sleeve Technology, Stretch Sleeve Labels Market are more cost-effective in nature and this factor is expected to positively impact its demand in the future.

varnish and graphics. A few years ago Coca-Cola Co., developed a sleeve label made from a polyolefin mix that was more eco-friendly.

TRENDS

The present day marketing landscape require manufacturers to exercise flexible, quick, and non-conventional techniques of labelling along with creating safe and successful concepts. It has been observed that the labelling industry registered a two-fold growth over the last decade. Particularly, the sleeve label segment, which has exhibited significant growth rate owing to factors such as cost efficiency, greater on-shelf appeal, and increasing brand competitiveness.

KEY PLAYERS

Globally, the leading players in sleeve labels include CCL Industries, Fuji Seal International, Inc., DOW Chemicals, Berry Plastics Group, Inc., Macfarlane Group PLC, Huhtamaki Oyj and Klockner Pentaplast. These companies operate in different regions and account for a substantial share of the market. Moreover, the industry, particularly in emerging market, also houses a large number of small-scale players, which operate in profitability margins.

CONCLUSION

The global sleeves labelling market is expected to register a healthy growth in the coming years. Shrink Sleeve Labels Market are expected to maintain its dominance over the market. As of now, stretch sleeve label is only effective in small scale labelling solutions, however, manufacturers are highly focusing on Research and Development (R&D) programs to offer glue-less, thinner, and eco-friendly labelling.



2016 and is anticipated to grow at a Compound Annual Growth Rate (CAGR) of more than 5% all through the estimate time frame.

Stretch Sleeve labelling is ready-to-use and can be used on containers of different shapes. Apart from the characteristics of providing a greater aesthetic appeal, it is also eco-friendly. Such labels come with zero adhesiveness or heat and only rely on its elasticity to hold the

Manufacturers are prioritizing consumer expectation and construct better end-use engagement. Various brands, especially in the food and beverage industry, are concentrating on advanced labelling of their products to maintain a competitive edge. For example, recently, a well-known label manufacturing company - Overnight Labels. Inc. - introduced a range of craft beer labels comprising of shrink sleeves offering enhanced substrates,



FAE LAUNCHES FIRST CLASS RANGE OF PREMIUM ENVELOPES & LETTERHEAD

Number one envelope manufacturing company in Nigeria and indeed West Africa – **FAE Limited** – recently launched First Class range of premium envelopes and letterhead papers to match with a selection of machine laid and embossed surfaces that combine a long tradition of fine papers made with modern design and paper making technology at its best.

According to **MD/ CEO of FAE**

Limited, **Princess 'Layo Okeowo** the launch of First Class envelopes and letter head papers, would positively change the landscape of envelope production globally. "Our drive for innovation and attention to details endears us to always use the perfect paper of the highest grade/ quality based on the latest paper technology. In addition, First Class envelopes and matching letterheads have security centered watermark that conveys style

and state of the art production that is extensive, flexible and efficient. It is certified internationally by FSC. In other words, the quality of the envelopes is preserved and meets international standards", explained Princess Okeowo.

She stated further that; "First Class envelopes say a lot about you, your business and your personality. It helps to attract attention in a positive way. It is worthy to note that there is already one popular laid surface in the market but the uniqueness of First Class is that, it has standout selection choice of six (6) different embossing surfaces of various colours. These are:
1. First



Continued on page 32 >>



VistaNova

Products:

Print Solutions

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- ⊖ EXCELPRO DIGITAL COLOUR PRINTING PAPERS
- ⊖ PS.PRINTING PLATES
- ⊖ CTCF –UV- PRINTING PLATES
- ⊖ CTP PHOTO POLIMER PLATES
- ⊖ FUJI CTP THERMAL PLATES
- ⊖ ENOVA GLOSS PRINTING INKS
- ⊖ FUJI CTP MACHINE
- ⊖ PLATINUM PRINTING INKS
- ⊖ WEB OFFSET PRINTING INKS
- ⊖ EGGEN CTP THERMAL PLATE DEVELOPER
- ⊖ LAMINATION FILM ROLLS – GLOSS/MATTE/JUMBO.
- ⊖ ZENITH PRINTING ROLLERS –KORD/SORD/Z-SPEEDMASTERS
- ⊖ EGGEN WATERBASED/ OIL BASED OVERCOATING VARNISHES
- ⊖ EGGEN PRESS ROOM CHEMICALS – WASHES/ FOUNT SOLUTIONS.
- ⊖ LARGE FORMAT FLEX/ SAV/ ONE WAY VISION MEDIA / ROLLUP STANDS/ SNAPFRAME



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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

KANO: Kundalia Road, Bombai Industrial Layout, Bombai, Kano State, Nigeria. **Tel:** 09053807968, 08056755583, 07090507702

FAE LAUNCHES FIRST CLASS RANGE OF **PREMIUM ENVELOPES & LETTERHEAD**



Princess 'Layo Okeowo



Ahmed Mansur
(President, Manufacturers Association of Nigeria)



Mr. Babatunde Ruwase FCA (President, LCCI)



Chief (Dr.) Nike Akande,
CON (Chairman, NEPAD Business Group, Nigeria)



Mr. Adeleke Adeleye (COO, FAE Limited)



Mr. Yomi Badejo-Okusanya (GCEO, CMC Connect)

Class Luxury - "wood grain surface" texture and appearance of wood fibres grains created when some cells grow from the centre of a tree.

2. First Class Elite - "Textile Linen Surface" textile made of linen are valued for exceptional coolness and freshness historically made almost exclusively of linen.

3. First Class Premium - "Onion Wrinkle Surface" thin, wrinkled paper surface resembling crepe.

4. First Class Laid Extra - "Expansive Ridges Surface" a linear expansivity of paper art parameter more pronounced than natural laid.

5. First Class Laid - "Ribbed Texture Surface" laid paper is the predominant kind of paper already in the market.

6. First Class Extra Strong - "Strong Wove Smooth Surface" wove smooth with fine formulation.

She then enjoined; "On a final note, First Class is highly recommended for the crème de la crème, chairmen of companies, CEOs, high profile politicians, big business men and women that prefer classical elegance".

Earlier, the President of African Public Relations Association - Mr. Yomi Badejo-Okusanya had lectured guests on the importance of branding to individual and corporate values of which communication tools such as



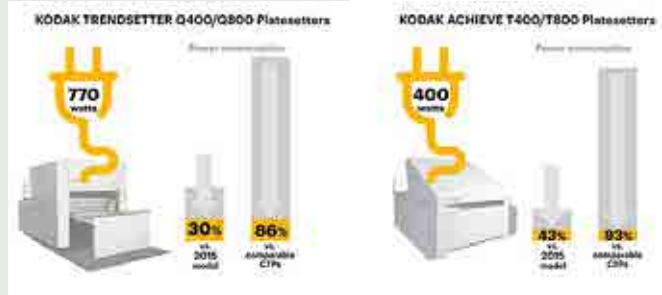
Continued on page 36 >>

From page 17 >>

Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi

COST SAVING MEASURES IN PREPRESS



Are you looking for ways to reduce both your environmental footprint and your costs? Using less energy should be on your list of things to do.

Your CTP device is probably the biggest piece of equipment in your prepress department, so it's one obvious place to look to reduce energy usage in prepress. Older CTP devices and equipment from certain vendors can use a lot of energy – up to 5,600 watts while imaging for some devices!

Kodak has made it a priority to optimize both power savings and performance. The latest KODAK TRENDSETTER Q400 and Q800

Platesetters use only 770 watts while imaging, a 30% power savings compared to the 2015 model, which uses 1,100 watts, and up to 86% power savings over comparable platesetters from other manufacturers.

KODAK ACHIEVE T400 and T800 Platesetters use even less power, only 400 watts while imaging, a 43% power savings compared to the 2015 model and up to 93% less than other comparable CTP devices.

Interested in reducing your energy usage in prepress? FC Group is Kodak's partner in West Africa.



OLAD HTOS IS WINNER OF INDIGO DIGITAL RAFFLE DRAW

...RECEIVES BRAND NEW FUJI FRONTIER PRINTER



SKYSAT TO LAUNCH BIZHUB I-SERIES INTO THE NIGERIAN MARKET



into the Nigerian market. Highly excited Skysat Team will host customers and well-wishers from 10am on Thursday 22nd of August 2019 at Sheraton Hotels & Towers Lagos.

Skysat promises an impressive lineup of interconnected, intuitive, innovative and intelligent A4 and A3 multi-function Printers & Copiers that are branded i-series.

To reserve your seat, **RSVP** these

numbers **09087098116**, **09087098105**, Whatsapp **09087098133** or email **info@skysat-technologies.com**

For the first time, Konica Minolta Elite Partner in Africa – Skysat Technologies Limited will be launching the Bizhub i-series

LSPC SET TO COLLABORATE WITH THE PRIVATE SECTOR

Lagos State Printing Corporation (LSPC) is set to collaborate with the private sector as part of efforts to reposition the organisation as well as realise the objective of turning the Agency into a leading printing organisation in Nigeria with a global outlook.



The General Manager assured the stakeholders of the Corporation's determination to promote a robust working relationship with them, whilst promising that the Agency would not compromise on quality services and prompt delivery.

Speaking at a meeting held with stakeholders recently, the General Manager, Lagos State Printing Corporation, Mr. Sakirudeen Odusanya stated that with the newly acquired state-of-the art-equipment, the Corporation is in a better position to compete favourably at local and global levels in line with international best practices.

According to him, some of the newly acquired equipment includes KBA Rapid 105.5 Colour+Coating, Kodak NexPress SX2700 Digital Press Direct Imaging, Bielomatik Exercise Book Making Machine. Others are Eurobind 1300 Perfect Binding Machine End-Finishing, Kodak Trendsetter CTP Plate Making Machine, Sharp Direct Imaging Machine, Perfecta Cutting Machine, Morgana Suction Feed Rotary Numbering Machine and Webmaster. Odusanya added that "I am disposed to an inspection of these new equipment by prospective clients and I will be on hand to personally welcome and show them around".

He noted that the acquisition of the equipment, which is complemented by a seasoned and dedicated staff as well as good working environment, has given the Corporation an edge over its competitors, adding all these factors are imperative to boost clients' confidence and goodwill.

From page 12 >>

Print Impact Around the World

COMPART LAUNCHES NEW SOFTWARE FOR OUTPUT MANAGEMENT - DOCBRIDGE PILOT 3.8



DocBridge© Pilot 3.8, the new version of the output management software for cost-optimized Omnichannel customer communication, is now available. The most important innovation of the current release is an open programming interface based on the REST technology (API), which allows the user an even better integration of DocBridge© Pilot into his existing document and output management structures.

Without time-consuming scripting, functions and data of DocBridge© Pilot can be retrieved via URLs as

they known from the Internet world (e.g. status information on specific jobs) - regardless of the overall architecture of the document and output management in which the Compart-solution is embedded in the company.

Customers can make this information available to other applications, transfer documents to DocBridge© Pilot or control various functions of DocBridge© Pilot from other applications. With the new release Compart continues its approach of open, REST-based interfaces.

RICOH TO SOURCE 100% RENEWABLE ELECTRICITY FOR A3 MFP ASSEMBLY



RICOH imagine. change
Ricoch Company,
Ltd.,
(Tokyo,

Japan) has announced that from FY2019 it will use electricity sourced from 100% renewable energy to cover its electric power needs in assembling core products A3 multifunction printers. The move is part of a commitment to the RE100 goal of using 100%

renewable electricity in operations.

All electricity at sites where Ricoh assembles A3 MFPs including reconditioned machines will be entirely from renewable energy.

Since announcing its participation in RE100 in April 2017, the Ricoh Group has undertaken energy-saving and other initiatives. It has also installed in-house power

generation facilities and has switched to electricity sources from higher proportions of renewable energy. To date, it has switched to 100% renewable electricity at nine sales companies

in Europe and for reuse/recycling processes in manufacturing in France. Other initiatives include acquiring third-party qualification at the Gifu branch of Ricoh Japan, a domestic sales company.

DURST LAUNCHES FIFTH-GEN TEXTILES PRINTERS



Durst, manufacturer of advanced digital printing and production technologies, has unveiled its proven fifth generation Alpha printing systems delivered with Durst's new software to meet increased demands of textile digital printing.

These are the new Alpha Series 5 190 and 330 printing systems with special features of improvements in material handling, efficiency and material diversity. They also offer sustainable, flexible and scalable solutions for every application, even enabling waterless one-step production with the new Durst Advanced Digital Pigment ink.

The Alpha Series 5 printers, including dual roll, are all equipped with the new Durst Workflow Print and the monitoring tool Durst Analytics to become a production unit from day one. To integrate e-commerce businesses, Durst offers a scalable solution with Durst Smart Shop. Backed by consultancy and seamless integration provided through Durst Professional Services, the new workflow software gives users access to key functions in production such as color management and RIP. Expansion modules are integrated with the printing system to create a production process "from pixel to output".

The new Alpha 190 / 330 Series 5 with SuperMultipass™ provides 30% better performance than comparable systems. This next generation of high performance printing systems integrate new

technologies in the printheads, inks, drying units, and in the interaction of software. The Alpha Series 5 can also have a patented SwiftJet Pretreatment System positioned upstream of the Alpha printer. Digital pretreatment is particularly valuable for short-run and fast-turnaround jobs.

For the Alpha Series 5, Durst offers environmentally friendly water-, acid- and reactive-based ink systems. Its Advanced Digital Pigment is the world's first ink system that enables a one-step process with soft touch and brilliant colors. Universally used in textile applications, it also has excellent light fastness and wet rub fastness and can be used on all types of fabric. In addition, the ink family includes Durst Disperse HD, which is a first choice for polyester applications and also regularly used in home textiles, apparel, fashion, flags, banners, outdoor signage and other POP applications; and Durst Reactive HD where common applications are home textiles, apparel and fashion. All these inks are Oekotex 100 and GOTS 5.0 compliant.

Martin Winkler, Durst Group's Segment Manager, Textile Printing, said: "ITMA is another important platform to demonstrate our proven Alpha technology and advanced software. The fabrics, soft signage and textile markets support fast turnaround short runs and sustainability using digital technology. Our growing number of customers make savings in colouring inks and water consumption, as well as in production costs and delivery times. They are

Continued on page 39 >>



Quality and
Colour consistency
is paramount.



Introducing the latest from Konica Minolta
AccurioPress C3070
COLOR DIGITAL PRODUCTION PRESS
with **IQ - 501** (online calibration)



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www.skysat-technologies.com





FAE LAUNCHES FIRST CLASS RANGE OF PREMIUM ENVELOPES & LETTERHEAD



envelopes and letterheads play a major role.

The product launch which took place on Thursday 18th of July 2019 at Radisson Blu Hotel in Ikeja, Lagos had various dignitaries present such as Chief Richard Abiodun Okeowo (Chairman, FAE Limited), Chief (Dr.) Nike Akande, CON (Chairman, NEPAD Business Group, Nigeria), Ahmed Mansur (President, Manufacturers Association of Nigeria), Mr. Olugbemi Malomo (Chairman-In-Council, CIPPON) along with other CIPPON Council Members among others.

With over 40 years experience in the industry, FAE Limited has built an excellent reputation that is based on producing highest quality products with unsurpassed delivery times. This is made possible with perfectly blend current print technology, craftsmanship and engineering to ensure FAE envelopes are sized correctly and delivered on time.



Continued on page 36 >>





Print Academy
CONSULTING LIMITED

PRESENTS

ABUJA MASTER SERIES TRAINING

Course Contents:

- Effective Print Production Management: Design & File Preparation for Conventional and Direct Imaging (i.e. DI) print (CorelDraw/ Photoshop/ Pre-flighting/ PDF/ Colour Management etc) & prepress (CTP & CTCP) operational management for profitability + Quality Control etc.
- Production planning: scheduling for productivity in prepress, press and post press for business growth.
- High ROI-focused Costing & Estimation: growing and sustaining print and allied businesses.
- Recruitment & Team Work – hiring & firing for growth.
- Succession planning - practical and time-tested procedures.
- Team Work & Leadership Development.
- How to choose/ select a Service Provider?
- OEM Service Contract Agreement - what to look out for?
- Value-creation Print Marketing for profitability.
- Materials/ Consumables: stock control, waste reduction & the environment.
- Practicals: machine(s) adaptation to market, usage for high ROI, Government Regulation & Control etc.

₦75,000/Participant
INTENSIVE

₦35,000/Participant
ORDINARY

Date	Venue	Time
Sept. 24th - 26th & Oct. 8th - 10th 2019.	Sharon Ultimate Hotel Abuja.	10:00AM - 3:00PM Daily

To participate, Please call Rotimi or Precious on 0803 911 6488 & 0816 087 6041 www.printacademy.ng.com



FAE LAUNCHES FIRST CLASS RANGE OF **PREMIUM ENVELOPES & LETTERHEAD**





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

Our most versatile color tool for graphic design, Color Bridge provides you with printed solid and CMYK patches, plus RGB, CMYK and HTML values.

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"I STILL VERY MUCH BELIEVE IN THE FUTURE OF PRINTING BUSINESS BUT THE GOVERNMENT HAS TO COME IN"

– MR. LEKAN AJANI, SALYBAY VENTURES

Born 65 years ago to the Ajani Royal family in Ede North Local Government, in Osun State - Mr. Olalekan Ajani is a print guru with over 25 years cognate experience in the industry. His foray into printing is not mere coincidence as he started with mechanical engineering before furthering his studies with Advance Diploma in Printing & Publishing from the Federal College of Education, Lagos State after which he undergone series of professional print management courses both in Nigeria and abroad such as London School of Printing, United Kingdom. As a role model in the industry, WHERE To Print caught up with him to share some of his experiences, milestones and professional advice to upcoming print entrepreneurs. His invaluable counsel is excerpted below:

HOW DID YOU START PRINTING?

I didn't start work as a Printer; as an OND holder in Mechanical (Engineering), I started at Inca Motors between 1976 – 1986 where I left to Kovsco Limited where I had a stint in printing from 1987 to 1994, a period of 7 years, then to Printserve Limited from 1994 to 2012. And that was for 18 good years where I retired to serve as Consultant to companies and individuals who want to buy or sell printing machines or set up printing business via my company – Salybay Ventures.

EVERYONE KNOWS YOU WITH PRINTSERVE, HOW DID YOU GET TO KNOW PRINTSERVE?

I got to know Mr. Akinlabi – the MD of Printserve Limited through a publisher – Omo Ojo Orobosa that I used to print and consult for that time.

LOOKING BACK AT PRINTSERVE THEN, HOW

WAS IT?

We started with 201. We bought two at that time and later Kord 64, then other machines like Polar and the rest. We started from 28/30, Olaniyi Street, Bariga. It was after that we moved to Israel Oyekan and bought QuickMaster 46 and QM 74. The rest, they say – is history.

CAN YOU TELL US YOUR HIGH OR LOW POINT IN PRINTING?

Each time a customer gives kudos that we deliver on time of international quality - I feel very happy! Low time is when we have finished the job to discover that just one error like typo or logo is missing. That will be quite demoralizing. Another low point in printing is when machine just pack-up especially in the night and you have deadline to meet. I could remember one time when one electrical Card on our Heidelberg Speedmaster just pack-up. It's not that we

Continued on page 41 >>

“I STILL VERY MUCH BELIEVE IN THE FUTURE OF PRINTING BUSINESS BUT THE GOVERNMENT HAS TO COME IN”

can't possibly call Heidelberg to supply us but we know that they too would have to order it and before it gets to us, time would have gone. Thank God that my MD – Olawuni Akinlabi always ensure that my UK Visa is valid; that same night, we bought a ticket to UK – immediately I landed at Heathrow airport through immigration, our part was waiting for us because our supplier has been informed. So, he just came to Heathrow with the part and same day, I left back to Lagos.

THAT'S QUITE NOVEL, WHAT ADVICE CAN YOU GIVE TO ONE THAT WANTS TO START PRINTING BUSINESS?

Hmmm! Firstly, he has to get a Consultant with adequate knowledge about the printing industry. He must be very familiar with the Nigerian terrain. He must have technical experience. He also has to look into the business of printing now whether there's going to be high or low return on investment. Then we can talk on the type of equipment you will like to invest in based on your market. But most importantly, the Consultant must be able to supervise the business for the first 2 years of operation for proper guidance to ensure all system put in place work in relation to company's objective. Then, you can get somebody with right mind set and work ethics to continue. Marketing of course is also crucial.

DO YOU STILL BELIEVE IN THE FUTURE OF PRINT BUSINESS?

Yes, of course. I still very much believe in the future of printing business but the government has to come in especially in the area where the importation of anything print into the country would be banned outrightly because we do have the capacity, and the ones we don't have capacity, we can invest in when the environment is conducive. Another area government has to come in is in the reduction of cost of duties on printing papers, inks and other printing materials that are all imported. We don't produce these here, so there should be low tariffs on these items and on printing machines to not only promote educational development



in Nigeria but also our economy through improved capacity utilisation and attendant employment generation.

ARE THESE THE REASON PRESSES OR PRINTING BUSINESSES ARE GOING DOWN?

Not really but they contribute. However, the major reason printing presses are going down is that many of them did not do feasibility studies when they want to start. They just jump into the business. Many believe because of their network or one job or the other like from INEC, and then it will be like that all the time – no, I don't think so. There must be good business plan to be followed strictly if you want to succeed in print business!

HOW DO YOU ENSURE CONTINUITY IN PRINT BUSINESS?

Press owners should take care of their staff - if not, they will go away! This is what contributes to dishonest staff. Kudos to Printserve, we make sure we pay on time. At most 29th or 30th of every month, you'll receive alert of your salary payment – so, staff will reciprocate the gesture with goodwill. Another thing we don't joke with is training on our machines – in fact, when we buy new machine, we train at least four people on the machine. This will ensure continuity.

We also train our staff both locally and abroad and we expose them to modern ways of printing through exhibitions.

DO YOU THINK WITH ALL THESE THERE WILL NOT BE DISHONEST STAFF?

I'm not saying that...what I'm saying is staff reciprocates good gesture when they see one. We have one thing at Printserve: we don't compromise quality. We don't play with it! You must be trained on our in-house values like quality-first. So, you must follow our standard.

HOW CAN YOU ADVISE PRINTERS ON DEALING WITH PRESSURE?

Adequate machine maintenance – so that your machine will not just pack up or continues to give you problems which in turns contribute to pressure. Another thing is that you must have people who are on the same thinking cap with you in your vision and business objectives. Have experienced and dedicated staff. Let them know where you are going, not somebody driving you behind!

THANK YOU FOR YOUR TIME SIR

Thank you too



Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi

IF GIVEN THE OPPORTUNITY, WHAT WOULD YOU CHANGE OR INPUT - THAT WILL POSITIVELY IMPACT THE PRINTING INDUSTRY IN NIGERIA?

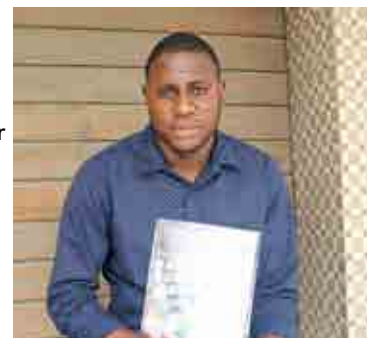
Change can have either positive or negative impact. Although change may be an inevitable part of doing business, more often than not, majority of business owners are always hesitant to leave the familiarity of their comfort zones or typically, fear that they won't be able to cope or adapt to the inevitable change. With what our industry is currently experiencing, what will you do if given the opportunity to effect positive change in the industry? WHERE To Print VOX POP Crew went to town to speak with some print business stakeholders on their thoughts about the current state in the printing industry and how it can be improved. Read excerpt below:

First of all, I will like us to have a printing institute (an academy) where we can have adequate training on various printing courses which will improve overall printing process. Also, I will make sure it is possible to produce printing consumables locally.



• **CHUKWUMAEZE ANTHONY – SKY-BETH CONCEPTS**

I will make sure I give my client the best quality print by getting durable and efficient machines that will serve a longer time. Another thing is the issue of price control, making sure there is balanced and controlled pricing policy.



• **KAYODE WISDOM – WISDOM PRINTS**

Technology is advancing daily, we have today what we call Direct To Print where you don't have to move around to look for people to help you make film, after which you look for people to print for you. This means we have to grow along with the growing technology in order not to lag behind. If given the opportunity, I will invest in more digital equipment that would make printing jobs generally faster, easier and accessible for everyone to utilize.



• **MOSES – JEKELI PRINTS**

The major issue I would like to input is that paper production and printing machines should be made locally here in Nigeria.



• **OGUNLEYE TOSIN – WISDOM PRINTS LIMITED**

OUR VERDICT

With what we captured during the VOX POP session, WHERE To Print notes that while the short-term effects of change in improving overall business activity can sometimes be painful especially to those that are literarily enjoying from the unwholesome activities; change can however have a positive impact on overall business' success in the long run. This is because change can help not only the business to increase its efficiency and value but most importantly it can also help the employees in business by creating new opportunities for them in improved attitude and morale boosting. It is therefore advisable that we remain open to new ideas, trends and innovations without fear.

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BLOCK SPACE

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LATEST PANTONE COLOUR GUIDE
AVAILABLE



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FOR SALE
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DARE TO BE DIFFERENT



providers using them under the so-called white label.

The consequence of all these recent developments: a new market segmentation is looming in printing. We can distinguish six segments that sometimes overlap each other (a bit like in the food, home equipment, or business supply industries):

- **Multiservice printing companies** expecting customers to walk through the door anytime, often described as small convenient (corner) copyshops.
- **Print providers located in metropolitan centres** providing quality and fast turnaround time, serving key accounts to whom they have access and to whom they provide different print services.
- **Print providers** that are well equipped across multiple technologies, able to take on small and large orders. They have the necessary space being located on the outskirts of cities, however they suffer the disadvantage of depending on logistics and delivery times.
- **The specialists** (books, magazines, packaging, etc.). They have optimized production lines – printing and finishing/ converting and have very specific capabilities. They typically

address national and international clients and markets.

- **Printing factories**, generally located near communication centres (airports, etc.), who can efficiently handle commodity print jobs with their optimized processes.
- **Online printers**, with fully integrated workflows across printing and finishing for efficient shipping and delivery across countries and borders. Users themselves need to upload the relevant content and select from among defined formats and substrates.

So the new mantra of the printing game is to define where you want to play and to do it right. The winners are the ones providing real services and addressing new segments and markets, moving away from commodity printing. In the not so distant future, Amazon and Google, to name just two, are waiting on the weaknesses of today's print players to then place their own pawns in the game, so as to expand their capabilities building on their proven networks and process expertise. Amazon has in fact already started.

© Raphael Ducos – www.reviewofprint.com

As journalist, Raphael Ducos has witnessed the printing industry for decades. He today operates as freelancer. He was one of the first journalists to advocate for digital at a time where digital was the "print enemy". He was right in many ways. Raphael has a talent to identify emerging industry trends – he predicted the consolidation of the print service providers and the emergence of on-line printers. He is looking at things in a unique way. Maybe this

is due to his educational background having a master in Philosophy.



drupa 2020, No. 1 for printing technologies, will start at 10:00 am at the fairgrounds in Düsseldorf, Germany from June 16 through to 26, 2020 (www.drupa.com)



Print Impact Around the World

backed by world-class support from skilled consultants and integrators provided through Durst Professional Services, as well as

comprehensive training in our Customer Experience Center at our head office in Brixen."

SUN CHEMICAL RELEASES 'CLASS-LEADING' OFFSET INKS



SunWave Lumina is available now in the UK and Europe and is designed for "class-leading" performance, fast makeready and stable printing with minimal wash-ups. This is based on Sun's UV resin system for fast, hard curing under UV-LED and low-energy mercury lamps, the inks are made to meet the ISO 12647 process standard for offset printing.

Marketing Manager of energy curing products Jonathan Sexton said: "This is a premium LED curing product range designed for high productivity and quality, so while pricing for SunWave Lumina will be higher than that of our standard ink sets, it will provide

additional value.

"SunWave Lumina represents a significant technological advance in terms of its printing performance and UV curing under a range of press types and conditions. It is particularly suited to UV/LED commercial and non-food packaging printing, including double-sided commercial printing. What really differentiates the range is its lithographic performance and trouble-free printing, enabling printers to maximise press capacity."

Sexton said the inks would suit production environments which needed "highly-productive, reliable printing with minimum intervention" on all UV-LED and low-energy sheetfed printing presses.

HEIDELBERG ACQUIRES CRISPY MOUNTAIN

HEIDELBERG
Heidelberg has acquired German software developer Crispy Mountain as the latest part of its ongoing digital transformation.

Mainz-based Crispy Mountain offers Keyline, a cloud-based MIS for print businesses, and Heidelberg's aim is to work with the company to expand its new industry platform HEI.OS. Among other things, Heidelberg said printing companies will be

able to obtain a large number of applications from an app store.

By connecting Heidelberg's existing software offerings around Prinect, Heidelberg ID and the Heidelberg Assistant, the manufacturer said the number of customers "is set to grow rapidly". HEI.OS will be open to all manufacturers in the printing industry, with the intention "to give printers easier access to comprehensive services at the



lowest possible administrative burden". Third-party suppliers will also be able to create tailor-made offers for printing companies via the platform.

The Keyline MIS is designed exclusively for operation in the cloud and for further development towards eco-systems. Using web-based and mobile technologies, it enables users to calculate and produce significantly faster and more reliably, while reducing costs and minimising errors,

according to the developer. Keyline will now be expanded with all necessary functions for Heidelberg's three market segments; commercial, label and packaging.

Heidelberg is already gradually converting the sale of individual software licences to a usage-oriented subscription offering and therefore realigning its traditional software business to cloud technology.

GTI EXPANDS MINIMATCHER SERIES OF COLOUR MATCHING SYSTEMS



GTI MM-2436e colour matching system

GTI Graphic Technology, Inc., the leading manufacturer of lighting systems for critical colour matching, inspection, and aesthetic appraisal has announced the new MM-2436e colour matching system.

The MM-2436e has a viewing area of 22.75" high x 36" wide x 23" deep (58 cm x 91 cm x 58 cm). It includes five standard light sources: daylight (D65, D75,

or D50), store light (Cool White Fluorescent or TL84), home light (Incandescent A), Ultraviolet, and an optional source (D50, D75, Horizon, LED, TL84, or TL83).

The viewer also includes a daylight timer and an illuminated push-button control that confirms which source is selected. GTI's ColorGuard II lamp tracking is available as an option. ColorGuard is a monitoring system that tracks usage for each light source and notifies you when it is time to relamp. To assist with metamerism

Continued on page 48 >>



BEE Printing Mechanical Company



HEIDELBERG SM102 -4



BINDING MACHINE



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THREE KEY STEPS TO STOP THE LEAKS AND IMPROVE YOUR FINANCIAL RESULTS

When I recently wrote about having a good dashboard, I mentioned that one of the common denominators we see with leading companies is that they have good information — meaningful, relevant, and timely. Well, what if you receive that information and you aren't pleased with the results? While there are many areas to look at and review, here are the three areas that you should look at first for signs of leakage.

PERSONNEL AND STAFF COSTS: your personnel and staff costs are typically the single largest line item on the financial report, and an area that is often overlooked. When we look at costs, we should not only look at the hard dollars being spent, but also the costs of not being as productive as you can be, and the costs of non-compliance. Do you have the same amount of people, or more than when you had higher sales results? Make sure that you have the right complement of folks, that they are running machines to the standards you have set (i.e. at the level that your clients are paying you), and that

as your business mix changes, you have the right folks with the right skills, in the right jobs.

MATERIALS: a second important area to look at is what materials you are buying, as well as the work you may be outsourcing. This is an opportunity to make sure that your suppliers are providing you with the best value in materials and consumables. Note that the best value may not necessarily mean the lowest price. Once you find great suppliers, embrace them and work together to create a good working relationship, but also continue to verify that the value you are receiving is the best you can get for your company, no different than what your customers do with you.

As companies are adding additional services in-house, do an audit to confirm you are keeping the work that you can and should produce internally in-house. Don't fall prey to, "well, it's just easier to send it to supplier xyz." It's a shame to see work get outsourced, when you have capable equipment, and people, standing idle.

PRICING: the third area I suggest you review is your pricing. Again, this is an area that often falls into a comfort zone. We spend more time rushing to get a quote out the door than we do making sure we have set ourselves up for success, and

Continued on page 50 >>





BUSTING MYTHS ABOUT HOW PAPER IS MADE

There are more trees in North America now than 100 years ago. Despite popular belief, most trees harvested from sustainably managed forests in the U.S. and Canada are NOT used to make paper but rather other forest products like lumber. This infographic shows how paper is a renewable and recyclable natural resource.

Trees are a renewable resource! In the U.S. & Canada, we grow many more trees than we harvest every year.^{1,2}

Most trees in North America are harvested to make lumber and other solid wood products, not paper.

In North America, less than 36% of the annual timber harvest is directly used for making paper and paperboard.^{3,4}

Pulpwood trees that are unsuitable for lumber manufacturing are grown & harvested specifically to make pulp & paper.

Pulpwood and wood chips are transformed into pulp using a variety of processes.

Paper is pressed, dried, and made into large rolls or sheets, which are packaged for sale to customers.

Thousands of paper products enrich our lives every day!

Use paper responsibly and recycle so it can be reused to make new products!

Paper can be recycled 5-7 times before the wood fibers break down. This is why we always need fresh wood fiber from sustainably managed forests.⁵

In North America, the share of recovered paper used in papermaking is expected to grow from 34.2% in 2014 to 39.3% in 2030 and most of that increase will be in cardboard.⁶

Paper is one of the most recycled materials in the world today, with recovery rates of 65% and higher in North America.⁷

Two Sides is a non-profit initiative by companies from the graphic communications industry. We promote the responsible production and use of print and paper, and dispel common environmental misconceptions by providing verifiable information on why print on paper is an attractive, practical and sustainable communications medium. Become a member today!

CONNECT WITH US: www.twosidesna.org

REFERENCES: 1. USDA Forest Service, 2012. 2. Conference Board of Canada, 2013. 3. Dowlat Partners, 2014. 4. Forest Products Association of Canada, 2012. 5. Metalfire (now GreenBlue), 2006. 6. Jaakko Pöyry, 2015. 7. Engel and Moore, 2013.

Print Impact Around the World

testing, the MM-2436e provides one-touch automatic light source sequencing. This feature allows the user to program a set of light sources that will automatically sequence for a fixed period of time. For highly critical applications, an optional prismatic diffusion lens is offered.

Robert McCurdy, President of GTI Graphic Technology, Inc. states, "Our OEM partners and end-users in the industrial color markets have been asking us for an affordable 36" wide multi-source viewing booth. We are delighted to be able to meet their requirement with the MiniMatcher-2436e." McCurdy adds, "GTI prides itself on listening to our customers and offering a range of solutions to meet their requirements. We look forward to offering this new product, which nicely complements our full range of ASTM D1729 and ISO 3664:2009

compliant viewing systems."

Like all GTI products, the new MM-2436e will be manufactured at the company's headquarters in Newburgh, NY. Having the design, engineering, manufacturing, and sales team working together in one facility helps GTI to bring high-quality products to the market at a reasonable price while offering the best in class support. It also offers great flexibility when manufacturing a product. For example, if a customer requires the MM-2436 size but only three or four light sources GTI can offer that product at a lower price.

The complete GTI MiniMatcher series now consists of six model sizes with viewing areas ranging from 13" H x 18" W x 10" D to 22.75" H x 60" W x 23" D. Three, four, and five light source viewers with a range of options are available.

REGISTRATION OPENS FOR THE FIRST-EVER WB/CAMP ON WATER-BASED PRINTING



SGIA has announced a first-of-its-kind summit on water-based ink printing.

Registration is open for the inaugural WB/Camp, a first-of-its-kind summit on water-based ink printing, powered by the Specialty Graphic Imaging Association's (SGIA) THREADX conference. Hosted by Motion Textile (Sacramento, Calif., area) on Sept. 20-21, 2019, the event will feature expert-led educational sessions and live demonstrations in a state-of-the-art production environment.

"Water-based printing is no longer

optional for the modern decorator — it's a requirement," said Tom Davenport, Founder, Motion Textile. "It not only expands your decoration capabilities, but also your potential clientele, and WB/Camp is a chance to experience water-based printing like never before. There's a transition going on in the apparel world with pressure from larger brands like Nike and Adidas to use water-based inks over plastisol," added Johnny Shell, Vice President, Print Technology and Training, SGIA. "We wanted to create an event that would alleviate some of the pain points and help anyone new to this technology better understand it."

Experts will discuss different water-based ink types, fabric considerations, variables and the requirements to control them, art preparation practices, technology integration and more.

WB/Camp's first day will include a lineup of industry leaders, including experts from Matsui and Virus Inks discussing different water-based ink types, fabric considerations, variables and the requirements to control them, art preparation practices, technology integration and more. Attendees will then see these concepts in action on day two in the Motion Textile production facility, where multiple manual and automatic press demonstrations will

illustrate a variety of printing techniques and essential press parameters.

"It's rare you have the chance to be in this type of production environment, learning the latest technology in water-based ink from the people who make and design this product, while actually being able to apply it," said Davenport.

Registration for WB/Camp is \$299 for SGIA members and \$399 for nonmembers. The event is sponsored by Bella + Canvas, Douthitt Corporation, Ink Kitchen, Motion Textile and SGIA/THREADX.

SCODIX LAUNCHES WEB-TO-PRINT DIGITAL ENHANCEMENT INTEGRATION



Scodix has launched a new software offering to help web-to-print companies to improve their productivity and efficiency through workflow automation.

Scodix Studio W2P is available for "all major existing web-to-print workflows"

Available with immediate effect for "all major existing web-to-print workflows", Scodix Studio W2P integrates digital enhancement to enable web-to-print businesses operating in both the B2B and B2C sectors to "unlock new avenues

for profit".

Enhancement design files are sent to Studio W2P, which automatically processes the data and directs it to a Scodix Ultra press. By offloading and automating file pre-processing, the Israeli manufacturer said the software service boosts the utilisation and productivity of Scodix Ultra digital enhancement engines and the entire workflow. MIS integration is also enabled to strengthen the automation process, save time, reduce human intervention and increase efficiency.

441 COMPANIES REMOVE MISLEADING ANTI-PAPER MESSAGING

441 companies have now removed or changed their messaging since the inception of pro-paper campaign group - Two Sides in 2008.

inaccuracies about print and paper are still a major issue for the industry. Misconceptions are further reinforced by many financial organisations, utility companies and other service

The organisation said common

Continued on page 49 >>

Print Impact Around the World



providers who increasingly encourage their customers to switch to electronic bills and statements by pushing unfounded environmental claims such as 'go green – go paperless' and 'choose e-billing and help save a tree'.

In the first half of 2019, Two Sides researched the websites and communications of 102 organisations around the globe. Of these, 69 were found to be using unsubstantiated claims about print and paper's impact on the environment. So far, 38 of these organisations have removed or changed their messaging after being engaged by Two Sides.

Two Sides Country Manager in the UK - Greg Selfe noted that: "In the last six to 12 months, the key to our success has been increased activity in other countries that Two Sides is active in, particularly Germany, Scandinavia and France where we've been doing extremely well with the anti-greenwash campaign, which has really helped to boost the numbers since November."

The organisation said that out of the 441 companies it has successfully challenged about their use of misleading claims, this includes 100 UK companies who were communicating greenwash, bringing the overall UK success rate to 76%. "Although we have ambitions to increase this number, at the same time it would be concerning as it would mean there are more companies making these claims," said Selfe stressing further: "But we are still seeing this information increasingly being used and I think that's particularly

because technology now is in a much different place to where it was 10 years ago."

He added: "With smartphone penetration and the upcoming 5G, the infrastructure is there for digital communications, which is great, but it also means it's so much easier to force their customers to go digital or to switch their customers to digital communications, and that incentive is often based on environmental claims rather than anything to do with speed, convenience or cost-saving initiatives. The combined impact of these almost subliminal messages have a huge impact on consumer perceptions of print and paper because they're seeing them every day from trusted brands and service providers, and when they see some of the largest banks and telecoms providers in the country making these claims, why would they not believe or trust them."

Industries with the highest number of greenwashers include telecoms providers, banks and financial institutions, utility providers and governmental organisations. Two Sides added consumers feel strongly about their right to receive paper options from their banks, governments and other service providers and that efforts by these organisations to force their customers to digital, often citing misleading environmental claims, could backfire.

An international survey of 10,000 consumers carried out by Two Sides in spring 2019 found that more than half (53%) of respondents think that claims

about the switch to digital being 'better for the environment' is really because the sender wants to save money. Furthermore, 57% object to government, banks and other organisations persuading them to 'go paperless', as they

regularly have to print out documents at home anyway if they want a hard copy, while 38% said they would consider switching service providers if they were forced to go paperless.

NEW FESPA AWARDS CATEGORIES TO CELEBRATE EMERGING APPLICATIONS



The headline addition centres on Fespa's Printeriors strand for printed

decor. It will be awarded across five sub-categories: public spaces, hotels and restaurants, events and pop-up experiences, offices and workplaces, and retail.

Three further application-based categories will cover packaging on paper and board, packaging on plastics and wrapping, such as the wrapping of vehicles, furniture and other objects. The fifth new category is a judges' award for innovation to celebrate the most innovative piece of work across all categories.

The winners of the Fespa Awards will be revealed during the 2020 edition of the flagship Global Print Expo, to be held in Madrid, at a gala event on 25 March. "I think when it comes to Printeriors, print buyers are starting to see the benefits of injecting solid personality into a space," said Fespa Head of Technical Support, Graeme Richardson-Locke, who will judge the awards for his fourth consecutive year. "There are more materials available and durability is improving as the tech has really matured.

"With the innovation award,

we are looking at the type of experimental innovation that the regular categories possibly do not have the guidelines to accommodate – more research heavy practices that are ahead of the curve and deserve recognition. In general, we are simply asking entrants to demonstrate a clear understanding of why they used particular processes for their applications. It is an international award that can be a very motivating experience for your team and is the most beneficial PR. You will be up there with the best, judged by industry experts who award execution and imagination."

Printers and signmakers can submit for 13 application-specific categories, while the people's choice and best in show awards will be judged across all categories. Junior employees, trainees and students in the sector aged 16-25 can submit for the young star award. Reading-based vinyl display specialist VGL won the best in show award at the Munich gala in May this year.

Entries must be submitted by 1 November ahead of the shortlist announcement on 9 December. The Fespa Awards 2019 received 173 entries from 50 countries. Fespa Global Print Expo 2020 will take place from 24-27 March at IFEMA Exhibition Centre, Madrid, Spain.

Continued on page 50 >>

THREE KEY STEPS TO STOP THE LEAKS AND IMPROVE YOUR FINANCIAL RESULTS



Make sure that your KPI's and financial reports are providing you with the best information so that you can make the best decisions for you, the company, and overall shareholder value.

What's on your dashboard, and how are you using that information to make good decisions? Send me a note or leave a comment.

pricing the work accordingly. Many companies I meet with do not have a pricing policy that includes strategies for new business or new markets, repeat work, and work that you've done such a great job with, that the clients only need a price to enter onto the purchase order. Be creative with your pricing, particularly if you are adding any consultative services or direction to the project.

Whether you are a new CEO, or an seasoned professional, reviewing these areas should be an ongoing exercise. Leakage can occur over time and not be overtly apparent.



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Mike Philie can help validate what's working and what may need to change in your business. Changing the trajectory of a business is difficult to do while simultaneously operating the core competencies. Mike provides strategy and insight to owners and CEOs in the Graphic Communications Industry by providing direct and realistic assessments, not being afraid to voice the unpopular opinion and helping leaders

navigate change through a common sense and practical approach. Learn more at www.philiegroup.com

From page 49 >>

Print Impact Around the World

AF&PA JUNE PRINTING-WRITING MONTHLY REPORT SHOWS DECLINE IN PAPER SHIPMENTS



of CM papers increased 12% in June compared to May. CM imports in May 2019 decreased 25% year-over-year while exports remained essentially flat.

The American Forest & Paper Association (AF&PA) released its June 2019 Printing-Writing Monthly report on July 16.

According to the June 2019 Printing-Writing Monthly report from AF&PA, total printing-writing paper shipments decreased 17% in June compared to June 2018. U.S. purchases of total printing-writing papers declined 11% in June compared to the same month last year.

Total printing-writing paper inventory levels decreased 2% from May 2019.

U.S. shipments of coated mechanical (CM) paper decreased 4% in June from the same month one year ago. The inventory level

U.S. purchases of uncoated free sheet (UFS) papers decreased 9% in June when compared to June 2018. Inventories increased 1% compared to last month. Imports of UFS papers in May 2019 increased 43% while exports decreased 20%.

U.S. shipments of coated free sheet (CFS) papers decreased 12% year-over-year in June. U.S. purchases of uncoated mechanical (UM) paper decreased 16% in June. Inventory levels at the end of June when compared to May decreased for CFS and increased for UM. Both imports and exports of CFS and UM decreased year-over-year in May.

MONADNOCK PAPER MILLS CELEBRATES 200 YEARS OF AMERICAN PAPERMAKING IN 2019



Founded in 1819, Monadnock Paper Mills, Inc. is proud to be celebrating 200 years of American papermaking in 2019. As the oldest continuously operating paper mill in the country, Monadnock has survived and thrived through significant changes in the paper business.

Before it was fashionable, the company set its sights on environmental sustainability and has persevered. Monadnock continues to focus on environmental impact reductions in the areas of energy, water, waste and emissions. In the early 1970s, Monadnock opened its own wastewater purification facility before the Clean Water Act required it. In 2004, it became the first mill to adopt the Forest Stewardship Council's (FSC) draft chip and fiber

standard and implemented ISO 14001, an international series of standards related to environmental management. Richard Verney, Chairman and CEO of Monadnock Paper Mills, states: "Investing in sustainable innovation has allowed Monadnock to thrive in a tough paper market. We produce renewable and recyclable alternatives to plastic, PVC and styrene — from signage, to sustainable packaging and retail gift cards — which divert waste from landfills and our oceans. We are proud to celebrate 200 years of papermaking and look forward to continued growth."

Lisa Berghaus, Director of Marketing Communications at Monadnock, states: "It's a true American success story founded on hard work and ingenuity. While papermaking has been consolidating worldwide, our commitment to sustainability coupled with our investments in people, technology, processes, and products has earned us the pleasure of celebrating 200 years of continuous American papermaking."



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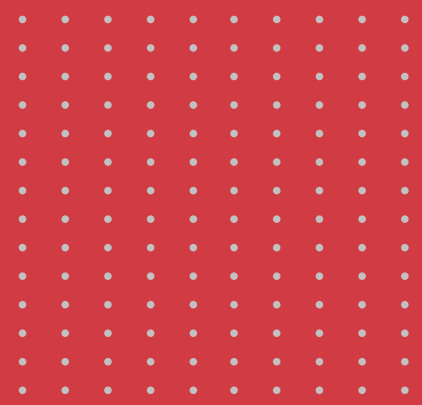
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