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**15 - 17 SEPTEMBER 2020**

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**32 Countries**



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Talal Akar, Business Controller,  
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WAN IFRA

VOL.11 | NO.64 | DECEMBER | ISSN: 2006-7402

Cover Story on page - 28



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WAN  IFRA

VOL.11 | NO.64 | DECEMBER | ISSN: 2006-7402

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Full Page		N90, 170	
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Page 4 or Page 5 or Page 6		N128, 423	
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## How to reach us

Our e-mail address is: [wheretoprint@yahoo.com](mailto:wheretoprint@yahoo.com), [numberscmklimited@yahoo.com](mailto:numberscmklimited@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 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.
- We believe and accept that these principles and code of ethics form the basis of public trust and confidence.
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# To Readers

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

## WE THANK YOU!

This year has been one of the most significant years to us at WHERE To Print. To us, though the year has been unarguably challenging, we are prone to adjudge the year as a year of stability, reward for dedication with bright prospects and opportunities for the future. In no small measure do we recognise YOUR unflinching support in partnership, patronage and prayers. On this, and from the very bottom of our hearts – **WE THANK YOU!**

We sure believe that 2020 Business Year will be a most exciting year indeed especially in new business opportunities – **drupa year** – which will invariably come with the great tasks of improving ethical standards, processes and return on investment in print businesses. Join us as we pledge to continue to do our part in enabling purchase decisions in print. Mark my words: WHERE To Print Team cherishes your patronage and continuous positive criticisms.

**BACK TO THIS ISSUE.** We start this edition loaded with latest information from around the world and Nigeria in our regulars: **PRINT IMPACT AROUND NIGERIA** (from page 10) and **PRINT IMPACT AROUND THE WORLD** (from page 12). There are also **SPECIAL FEATURES** on the happenings in the industry such as **PRINTSERVE SILVER JUBILEE** celebration with double icing on the cake for her MD/ CEO – Mr. Akinlabi who also simultaneously marked his birthday with commissioning of brand-new Komori GL540 machine. The **SPECIAL FEATURE SUPPLEMENT** is titled: **'PRINTSERVE IS UNIQUE BECAUSE OF HER PEOPLE, CULTURE AND STRATEGY'** and it's from pages 24 to 28. Others are **SPECIAL FEATURE INTERVIEWS** of major stakeholders in the industry such as the nation's No. 1 Printer i.e. the **Federal Government Printer – Mr. Ittu Tommy Ittu** who declared: **'ALL HANDS MUST BE ON DECK TO MAKE THINGS MOVE FORWARD'** (read the excerpt on pages 30

and 39); one of industry's pride in entrepreneurship – **Engr. Michael Akinola – MD/ CEO of Marvelous Mike Press LTD Abuja** who says: **'WE ARE HERE TO STOP THEM FROM TAKING PRINTING JOBS ABROAD'** (flip to pages 40 and 41); and lastly, an industry legacy icon – **Mr. Adeleke Adeleye – the COO of FAE LTD** who with confident says: **'I AM HIGHLY MOTIVATED TO MOVE THE COMPANY FORWARD'** read excerpt from his interview on pages 46 and 50.

In this bumper issue, there are also **SPECIAL FEATURE** on

happenings in the industry such as post show review of industry biggest and leading print and allied exhibition **PROPAK WEST AFRICA 2019 POST SHOW REPORT** (from page 14), and **WHERE TO PRINT VOX POP** (from page 20).

**DECLARE YOUR LOVE FOR PRINT BY GIVING BACK!** One of the most significant months in the year is the month of **October**. This is because one of its days (Wednesday 23rd this year) is declared as the **INTERNATIONAL PRINT DAY**. **WHERE To Print**



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### FLEX

Frontlit (Glossy /Matt)  
Backlit, Mesh, Reflective Flex

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Reflective Sav, Window Graphics  
Photo Glossy Paper & Backlit Film  
Glittering Static, Transparent Static  
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L-banner, A Frame, Snapper Frame  
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From page 9 >>

magazine believes that one of the BEST ways to declare your love for PRINT is by giving back. And we have the sure avenue: **WHERE TO PRINT MENTORSHIP** (see pages 15, 17, 19 and 21 on how our **CSR Programme** benefit the industry we love with a passion. Let's join hands to nurture and grow great dreams through unlimited 24/7 access to mentorship; free-to-attend networking functions; free trainings on ethics and professionalism, amongst others. Interested to

join us? I'm just a dial away – **0803 862 9114** (also WhatsApp) or email: [jojuadekanbi@yahoo.com](mailto:jojuadekanbi@yahoo.com)

As I leave you to savour the last edition for Year 2019 Business Year, I will like to again use this opportunity to say a **BIG THANK YOU** to **YOU** for supporting us over this year. We cherish your patronage and continuous positive criticisms.

*Until next year, keep doing good and have a Merry Christmas and a Profitable 2020!*

**WHERE TO PRINT BY-LINE**

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**INTERNATIONAL PRINT EXHIBITIONS IN 2020**

S/N	EXHIBITION NAME	DATES	LOCATION
1.	SGI DUBAI 2020	12 – 14 JANUARY 2020	Dubai worldTrade Centre, UAE
2.	GRAVURE AMERICA 2020	10 – 12 March 2020	New Orleans
3.	FESPA GLOBAL 2020	24 - 27 MARCH 2020	MADRID, SPAIN
4.	ISA EXPO	2 - 4 APRIL 2020	ORLANDO, FLORIDA

S/N	EXHIBITION NAME	DATES	LOCATION
5	PRINT ACADEMY MANAGEMENT TRAINING	8 – 20 JUNE 2020	Crandall University, CANADA
6	DRUPA 2020	16 – 26 JUNE	DUSSELDORF/GERMANY

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

Stories by Precious Ajuonuma & Joju Adekanbi

**CBN SPENDS N113B TO PRINT NAIRA NOTES IN TWO YEARS**



The Central Bank of Nigeria (CBN) spent N113.56 billion to print Nigeria's bank notes (the Naira) in two years.

According to a report from the Currency Operations Department of CBN, the Regulator spent N64.04 billion on printing banknotes in 2018 and N49.52 billion in the corresponding period of 2017 bringing the total to N113.56 billion in two years.

WHERE To print gathered that CBN approved an indent of 3,351.34 million pieces



of banknotes of various denominations in 2018, to meet the currency needs of the economy. This was 25.3 per cent higher than the level in the preceding year. Though the Nigerian Security Printing and Minting (NSPM) Plc was awarded the contract for the production of the entire indent, the report stated that the NSPM delivered 2,653.31 million pieces or 79.2 percent of the total as at the end of December, 2018.

**OYO STATE APPROVES N170MILLION PRINT CONTRACT**



One Hundred and Seventy Million Naira has been approved by the Executive Council of Oyo State Government for the production of senior secondary school educational materials.

WHERE To Print gathered that the Government approved the production of 100, 000 copies of a compilation of WAEC past questions and solutions in 10 subjects at the cost of N1,700 per copy to aid studies and encourage best performance of high school students in the State. This is aside the State



Government's intervention in the education sector via increased

funding and retraining of teachers to ensure premium educational services in the State.

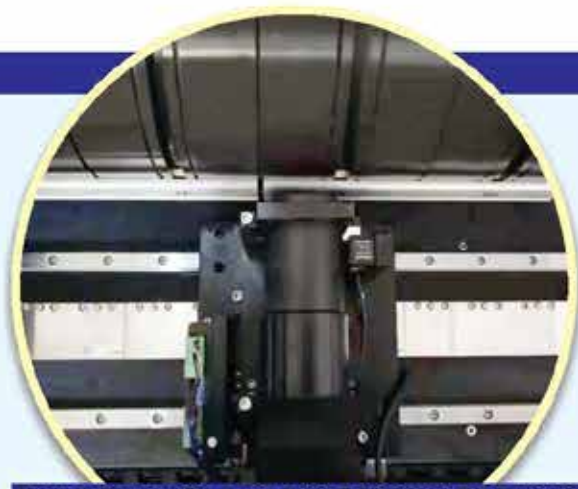
Accordingly, the entire 100, 000 copies of WAEC past questions and solutions will be distributed free of charge to students in state-owned and private secondary schools in Oyo State.

Continued on page 16 >>



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# Print Impact Around the World

DRUPA ORGANISERS UPDATE ON 2020 SHOW

...FLOORPLAN PUBLISHED



Drupa organisers have revealed they are "getting to the final fine-tuning" of the 2020 event, with nearly all of the show's 19 halls fully booked.

Earlier this month the floorplan for the 2020 event was released, and organisers unveiled a draft of new services and tools to help visitors plan their trip to Germany, where the show will take place at Messe Düsseldorf from 16 to 26 June 2020.

It has been confirmed that, based on the current booking status, around 30% of the expected 1,800 international exhibitors will be new to the show in 2020. New faces on the floorplan include metal coatings specialist Actega and ceramics and



Sabine Geldermann

electronics manufacturer Kyocera.

The floorplan shows many similarities to the 2016 event, with HP and its partners once again set to occupy the whole of Hall 17 and many other exhibitors also remaining in the same halls they occupied four years ago like Heidelberg, which exhibited in Hall 1 in 2016, will be situated in the new Hall 1, a 12,000sqm pillar-free space

with a 15m clear height that has replaced what were Halls 1 and 2.

The development, which follows a €140m (£124m) investment programme, also includes a new south entrance that will feature a 2,110sqm foyer space that can be used as an event space, and a 20m-high projecting roof canopy made of translucent fibreglass. Heidelberg will occupy around a third of the space in the new building, with partners including Masterwork, Polar and IST Metz situated around it in the space.

Hall 8B sees Fujifilm and Xerox remaining as neighbours while BlueCrest, previously known as Pitney Bowes, has taken a stand in Hall 8A, moving from Pitney Bowes' 2016 position of Hall 4. Major continental online printers including Helloprint, FlyerAlarm and Cimpress companies WirMachenDruck and Pixart will also have a big presence this time around.

While commenting on visitors' information, drupa Director Sabine Geldermann said: "We want to give visitors the opportunity to plan their arrival, departure and

stay in drupacity Düsseldorf at an early stage. Visitors can find useful information for travel planning on the drupa website. When they buy an online ticket, they also benefit from reduced admission prices and free access to local public transport in the Rhine-Ruhr and Rein-Sieg transport associations during their stay at the fair."

Another first for drupa is a redesigned drupa App, which features an interactive hall plan and constantly updated drupa news with integrates content from the Drupa Daily show newspaper. Additionally, organisers have also launched a new intelligent matchmaking tool, which features an algorithm that analyses visitors' search queries and areas of interest and derives personalised suggestions for further exhibitors and visitors. "This matchmaking function enables our visitors to quickly identify exactly those of the expected 1,800 international exhibitors with whom they would like to make contact at the trade fair," said Geldermann. The tool can also be used to get in direct contact with exhibitors or other visitors and to arrange appointments before the show opens its doors.

Continued on page 34 >>

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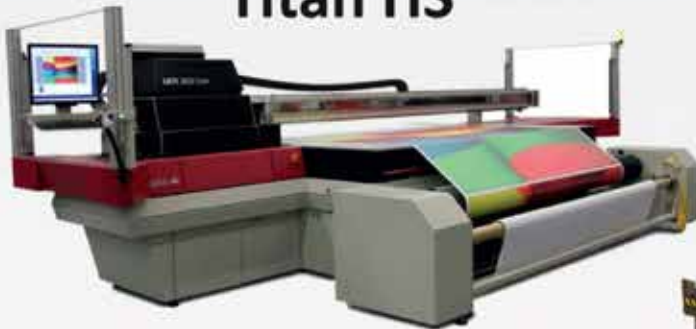
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## PROPAK WEST AFRICA'S SEVENTH EDITION WELCOMES THE LARGEST CROWD OF VISITORS IN ITS HISTORY ...RECORDS ITS HIGHEST EVER RE-BOOK RATE

*With sponsorship from Sasol, SkySat and PwC, the seventh edition of West Africa's leading packaging, plastics, printing and food-processing exhibition and conference – PROPAK West Africa took place last month from 17 to 19 of September 2019 at the Landmark Centre in Lagos, Nigeria.*

Mr. Arjan Mirchandani, the Chairman of Sona Group, Mr. Emeka Offor, the Director of Product Development for the Nigerian Import Promotion Council (NIPC), Mr. William Ezeagu, Permanent Secretary to the Ministry of Environment, Rivers State and Mr. Olugbemi Malomo, the President of Chartered Institute of Professional Printers of Nigeria (CIPPON) were among the distinguished guests who opened the exhibition this year. In their opening addresses, each spoke about the great promise Nigeria's printing and packaging industries have and the quality of opportunities that can be found at exhibitions like PROPAK West Africa.

Over three days, **5,019 industry professionals** attended PROPAK West Africa 2019, a staggering **45% increase** in the two

editions since 2017. Visitors came from all over the world covering a total of **32 different countries**, including Cameroon, Cote D'Ivoire, Ghana, South Africa and Nigeria itself. Among the brands exhibiting this year were Atlas Copco Nigeria, BOBST, Beaumont Aromatic Nigeria, CIS Buro, DIPO Plastics, Engel, Exact Solutions, Heidelberg, Inautom, Ishida, KHS, Neofyton, PanAsia Tech, Sasol, SkySat, Windmoeller & Hoelscher, Zenith Precision and many more.

Mr. Zoran Tadic, the General Manager of Neofyton had this to say about their experience at the exhibition this year, "The future of the market in Nigeria is very bright and I see a lot of opportunity here. Trade fairs like these are good because people like personal contact and to interact and exchange ideas and experiences. This fair is



Continued on page 15>>

## PROPAK WEST AFRICA'S SEVENTH EDITION WELCOMES THE LARGEST CROWD OF VISITORS IN ITS HISTORY ...RECORDS ITS HIGHEST EVER RE-BOOK RATE

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a good one for West Africa, as it's in Lagos, the exhibition centre is nice but most importantly, this exhibition profile is key for us in the packaging industry."

Each year, the show runs a dedicated Conference alongside the exhibition itself, providing both exhibitors and visitors alike



Continued on page 36 >>



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Newly inaugurated CIPPON Council Members displaying their Certificate of Office

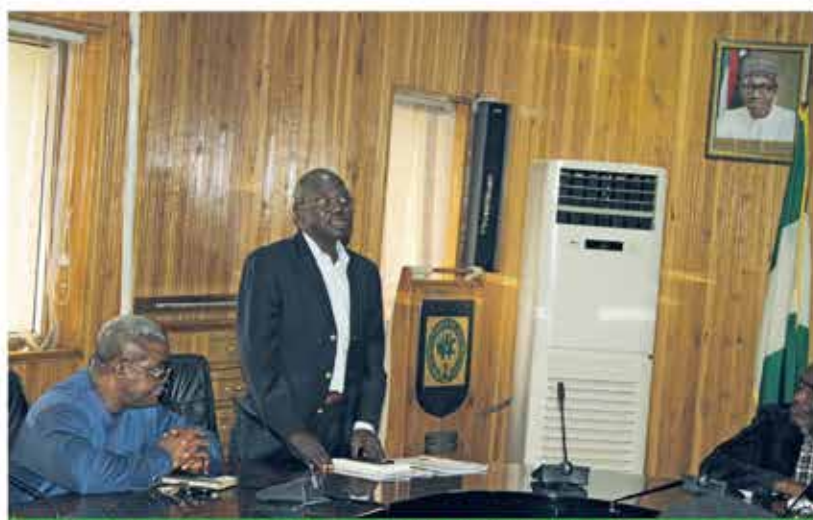
## CIPPON COUNCIL ISSUED CERTIFICATES OF RETURN

Chairman of CIPPON Interim Caretaker Committee – Mr. Lai Bankole has presented Certificates of Return to the successful, newly elected Council Members of Chartered Institute of Professional Printers of Nigeria (CIPPON) to validate their elections into CIPPON Council for the next Two Years.

The presentation which was done in company of Federal Government Printer – Mr. Ittu Tommy Ittu at Radio House

in the nation’s Federal Capital Territory Abuja saw Mr. Bankole – a veteran in the industry – advised the new Council to hit the ground running to ensure stakeholders clamour for positive changes in the industry are realised.

CIPPON President-In-Council, Mr Olugbemi Malomo there after took over with a promise to make print business profitable again.



CIPPON Interim Caretaker Committee Chairman – Mr. Lai Bankole enjoying all on unity and focus...

## OGUN SSG CHARGES CIPPON COUNCIL ON ADVOCACY, VISIBILITY AND SELFLESSNESS TO BUILD A STRONG INSTITUTE



Ogun State SSG - Mr. Tokunbo Talabi



CIPPON President - Mr. Malomo



...cross section of dignitaries @ CIPPON Business Dinner/Lecture

Secretary to Ogun State Government, Mr. Tokunbo Talabi have enjoined the newly inaugurated Council of Chartered Institute of Professional Printers (CIPPON) to start high level of engagement with government and stakeholders through advocacy strategies that are noticeable to stakeholders in a bid to build a strong professional Institute for the industry.

Continued on page 17 >>



## OGUN SSG CHARGES CIPPON COUNCIL ON ADVOCACY, VISIBILITY AND SELFLESSNESS TO BUILD A STRONG INSTITUTE

Mr. Talabi gave this charge at CIPPON Business Dinner/ Lecture held at the Sheraton Hotel, Lagos to unveil the Institute's Strategic Framework for 2019-2020. Speaking on the theme: Building a Strong Professional Institute for National Development, the Ogun State Scribe also advised the new Council to be selfless in contributing its quota to the growth and development of the printing profession in particular and the Nigerian economy in general.

"Put self below and service first. Some of us are expecting a lot from you. I know it's not easy, but everybody is waiting to see result. The market is changing; we have practitioners among us who know where the shoe pinches. Get the best among us to properly articulate our issues and present them to the right quarters; that is when we can harness the benefit of our numbers" advised Mr. Talabi as he noted that the printing industry is a critical stakeholder in the country contributing as one of the highest employers of labour.

He also cautioned members of the Institute to reflect on the past mistakes of its founding fathers towards addressing the challenges affecting the body. According to Mr. Talabi: "Our founding fathers had a novel

idea in mind, but in the process, something went wrong. So, I use this platform to urge the newly transformed CIPPON to reflect on the mistakes of the past by our founding fathers towards addressing the issue of non-commitment of members to the Institute's Act; sustainability of print business; as well as the need to put service delivery first before personal gains".

While charging CIPPON Council and members to look inward on how to best regulate the printing sector from undue infiltration by non-professionals, he also called new CIPPON Council to properly categorize membership, certification, and ensure inclusiveness of all printers in a bid to build a strong professional body for national development.

CIPPON President and Chairman-In-Council, Mr. Olugbemi Malomo in his earlier presentation of the Institute's Strategic Framework for 2019-2020, said CIPPON would ensure a virile level playing field for all stakeholders to do business - making sure that the institutional framework of CIPPON would not only make printing profitable again but would also contribute significantly to the Nigerian economy through its multiplier effects as one of the largest employers of labour.

Also, Lagos State Commissioner for Commerce, Industry and Cooperatives – Mrs. Lola Akande who was represented by Director of Commerce – Mr. Hakeem Oduyinka Adeniji advised CIPPON members to support the vision of the Institute and the State through payment of relevant taxes to Lagos State Government in order to contribute to national development.

In a related development, President of Institute of Packaging of Nigeria (IOPN), Dr. Ajani Shakirudeen Abidemi said printing was an integral aspect of packaging whose role to national development was huge and very meaningful, commended CIPPON for its effort in changing the narrative to better the lot of its members. Also, one of the industry's veterans who have been in printing business for over 50years, Publisher of Lantern Books, Otunba 'Yinka Lawal - Solarin described printers as "very strategic partners of government", whose role was evident in our daily life's.

The Business Dinner/ Lecture was attended by top Printers in Nigeria, Government Functionaries and other critical stakeholders and Professional Bodies.



SSG Ogun State - Mr. Talabi with wife in group photograph with some Council members and others.



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CIPPON President - Mr. Olugbemi Malomo enjoining newly elected ASSPPON Executives on Ethics and Code of Conduct

## CIPPON PRESIDENT INAUGURATES ASSPPON IKORODU CHAPTER

The newly elected Executives of Association of Professional Printers of Nigeria (ASSPPON) Ikorodu Division has been inaugurated by CIPPON President and Chairman-in-Council - Mr. Olugbemi Malomo who enjoined all ASSPPON members to support the new executives in building the Association to the overall benefit of members.



## INDIGO LAUNCHES NEW PHOTOBOOK



Nigeria's first synthetic album producer - Indigo

Digital Press has again launched a brand-new photoalbum that will help to preserve moments for tomorrow's cherished memories!

'PhotoBook' is the next evolution of traditional photo album using digital photos. It is a book in which page layout make a significant contribution to the overall content. While photo-books celebrate creativity of an individual photographer, they are exclusive work of art made out of using high-quality photographic digital equipment for printing and binding.



The pre-press section because of my years of experience as a graphics artist.

• **TAIWO AZEEZ TOHEEB**



I would go into General Printing because I have natural flare for printing.

• **DURU OBAFEMI TOCHUWKU**

**PRINTSERVE ACQUIRES BRAND NEW FIVE-COLOR KOMORI PRESS**



Mr. Akinlabi on the Console of the new Komori GL540.

One of Nigeria's biggest and quality-inclined Printers - Printserve Limited has just installed a brand new Komori five-color Lithrone GL540 which is set to redefine high-end commercial printing in Nigeria.

According to Printserve Limited MD/ CEO – Mr. Olawuni Akinlabi, the latest addition to Printserve stable is to ensure the company remains focused on its mission to provide high quality prints and pioneer new directions in state-of-the-art printing in Nigeria: 'Right from the inception of the business, we set out to make a difference in the industry by investing in highly technological printing equipment backed by well trained and engaged personnel which guarantee highly satisfied clients in terms of top-quality output and timely



delivery' expresses Printserve boss while giving reason for the new Komori: we went for the second Komori because of our experience with the first one which include: durability, user-friendliness, low maintenance and user cost and, of course, fantastic service support from their team in Nigeria, Pressfix. The guys, Segun Adetayo and Charles Falokun have been extremely cooperative and supportive in the servicing and scheduled maintenance of the Komori.'

Noted for its high print quality and reliability, as well as excellent economics and eco-friendly

performance, the new Komori GL540 is acclaimed for its fast turnaround time: 'the new Komori GL540 has the fastest printing speed of 16,500 sph, world-class colour and registration system' explained Mr. Segun Adetayo – Komori Nigeria Engineer while noting in appreciation the high return on investment on Komori machines using Printserve as an example: 'we express our appreciation to the entire Management and Staff of Printserve Limited for taking a big step to invest in a second Komori press within 5 years. It's a big achievement for both Printserve and Komori Teams for having a successful commissioning. We also wish the MD – Mr. Akinlabi many more fruitful and wonderful years in good health and wealth. And finally, I will like to say a special thanks to everyone who has been part of our successful installation and commissioning starting from the CEO and the Director of Printserve Limited, MD of Bancod Limited, the entire staff of Printserve, Komori Netherlands, and Komori Japan, and most especially the Engineering and Production guys; they have been so supportive from the beginning of the project till last day. Also, I will like to say a big and special thanks to the Nigeria Komori engineers and Management of Pressfix for a successful and wonderful installation and commissioning.'

**NEW CAPTAIN TAKES OVER AT BAPTIST PRESS**



A print veteran has taken over the baton of leadership at Baptist Press



Limited located in Ibadan - the Capital City of Oyo State. He is Mr. Elijah Ajadi who takes over from Mr. Olajide Aderinto.

While thanking everyone for the support and encouragement he received in his over five years leadership of Baptist Press, Mr. Aderinto equally solicit even more support for his predecessor noting: 'To God be the glory. The leadership baton of Baptist Press is (today) handed over to a new Captain – Mr. Ajadi. I thank God for a successful term of five years and three months.

I appreciate all of you who have supported me in prayers, words of encouragement and counsel all the way through. Thanks a million, and I enjoin you to also support and pray for Mr. Ajadi to have a successful tenure'.

Coming with vast experience in administration, Mr. Ajadi takes over from Mr. Aderinto who meritoriously served the hitherto in-house press of Baptist church that was later transformed into a full-fledged commercial printing press serving Oyo State and its environs.

Continued on page 43 >>



where to print MAGAZINE

**MENTORSHIP PARTICIPANTS' BENEFITS**

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

**MENTORS'/ INVESTORS' BENEFITS**

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





CIPPON Council Members

## CIPPON BEGINS TOWN HALL MEETING ACROSS NIGERIA

In a bid to ensure active participation of members across the length and breadth of the country, Chartered Institute of Professional Printers of Nigeria (CIPPON) has commenced Town Hall Meetings in every States of the Federation starting with the Federal Capital Territory, Abuja and Lagos, the Commercial Nerve Centre of Nigeria.

While other states such as Oyo, Ebonyi, and Kaduna States are preparing to host another Town Hall Meetings in their States, WHERE To Print was at both Abuja and Lagos Town Hall Meetings and present the report of the events in images....



...some Abuja Delegates with CIPPON Council Members @ Abuja Town Hall Meeting



CIPPON 1st Vice President - Alhaji Gaba Rabiu



...some Lagos Delegates with CIPPON Council Members @ Lagos Town Hall Meeting

## WHAT ASPECT IN THE PRINTING & ALLIED INDUSTRY WOULD YOU LIKE TO MAJOR IN/ SPECIALISE ON AND WHY?

The Printing and Allied Industries encompass exciting but quite rewarding specialist fields that require both innate ability and specialised skills of professionalism to major in. Because of this, attracting the millennials or incoming generations of tech-savvy youths can thus be quite daunting especially when they have other career fantasies and conditions to grapple with. This is why **WHERE To Print VOX POP Crew** in this edition of **VOX POP** went to town to interview some students in the **Department of Printing/ Publishing of Yaba College of Technology (Yabatech)** on their career choices in the industry and what drive them towards that choice. Below are excerpts:



I will like to specialize in Packaging Printing. Although I have spent a number of years in the offset press especially on machines such as SM102 and MOV which I've worked with but as it stands now; the requirements (opportunities) of these machines for what they're being used for presently in our industry are fast fading away. That is why, I see a future in packaging especially now that Nigeria is emphasizing on Made-in-Nigeria goods and with our population, the opportunities cannot be overemphasized because every product will always be packaged before it gets to the final consumer.

• **ALATISE IMOLEAYO**



I will like to specialize on the Pre-Press section of the Printing Industry. I had worked at Sarocity Global Investment LTD as a CTCP Operator. I know a lot about sending jobs from the system where it is treated to the RIP which separates every colour and prepares the job to be outputted. I will so much love to invest on pre-press because the modern machines are not that expensive and less stressful unlike the press and post-press. I love working in a conducive and well-ventilated area, and finally the space for your pre-press business requires less space unlike press and post-press. So basically, I am majoring in pre-press section of the Printing Industry because I have a lot of experience about it.

• **HAMMED MUSTAPHA OLAWALE**



I will go in for Industrial Printing to promote the nation by ensuring that all printing jobs are done within the country and by so doing, increase the employment opportunities for Nigerians. I will also like to add that we should always

emphasize and attain ISO quality in whatever we print.

• **AJAYI MUBARAQBANCOD LIMITED**



I would be majoring as a Publisher and also focus my attention on printing via CTP which I consider will give me good quality output and help promote sales of my books. This is because quality is my watchword and this will not

only attract clients to a product but also keep them, and to me – that's a good working relationship.

• **AKINLUSI KEHINDE MORIAMO**



I will like to specialize in Print Consultancy/Administration. This is because I have discovered my strength and interests in this field. Also it will afford me the opportunity to promote good print quality and be able to give credible advice to companies and organizations. It would also afford me the opportunity to not only create a good mindset to even non-printers but also promote the printing industry as one of the best professions.

• **PATRICK RACHAEL**

Continued on page 42>>



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Inspired by the company's continuing ambition to create value for customers and rethink the way multifunctional printers work for them, the i-series is a smart technology hub that fully embraces the way businesses are evolving. "The launch of the bizhub i-series is an exciting milestone in the evolution of our MFP strategy, says Managing Director/CEO Skysat Technologies, Izzat Debs: "By listening to our customers and end-users, and building on our previous office printing solutions, Konica Minolta has addressed the need of our evolving workplace."

The launch on Thursday 22nd August 2019 at Sheraton Ikeja hotel, Lagos exposes the smart device technology which enhances office connectivity while preparing it to be future-ready. From operational improvements to digital transformation, the i-series streamlines business processes by powering new opportunities for productivity and innovation.

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Continued on page 34 >>

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**PRINTSERVE** LIMITED



## ‘PRINTSERVE IS UNIQUE BECAUSE OF HER PEOPLE, CULTURE AND STRATEGY’

– PRINTSERVE LTD MD/ CEO - MR. OLAWUNI AKINLABI

*Strategically positioned to be one of the foremost print services providers on the African Continent and subsequently globally, Printserve Limited was established in 1994 and over the past 25 years has evolved into one of the foremost printing companies in Nigeria through its ethos of continual and consistent investment in cutting-edge printing technology, and the adoption of Total Quality Management principles aimed at delivering the highest quality of work and the best possible service to its highly-discerning clients. In this Special Silver Jubilee of Printserve Limited, WHERE To Print caught up with Printserve MD/ CEO – Mr. Olawuni Akinlabi who also recently commissioned a brand new Komori GL540 while marking his personal & company’s birthday celebrations; on what makes Printserve thick. His answer forms the fulcrum of this SPECIAL FEATURE SUPPLEMENT OF PRINTSERVE @ 25. Enjoy the read:*

**CONGRATULATIONS ON YOUR LANDMARK DOUBLE ACHIEVEMENTS: BIRTHDAY CELEBRATION AND COMMISSIONING OF A BRAND-NEW KOMORI GL540 PRESS – TELL US HOW YOU FEEL TODAY?**

Thank you for the wishes. I feel good and grateful to God Almighty for His grace.

**THE YEAR 2019 IS GRADUALLY COMING TO AN END; AND WITH YOU COMMISSIONING BRAND-NEW 5-COLOUR PRESS, DOES IT MEAN THIS YEAR HAS BEEN GREAT FOR PRINTSERVE?**

Generally, the situation of the economy in Nigeria has been very challenging and unfriendly mainly to the Printing Industry. The commissioning of a new machine is not a function of a great year, but a part of our strategic planning towards the future.

**WHAT HAVE YOU DONE DIFFERENTLY TO HAVE THIS ENVIABLE PERFORMANCE WHICH OBSERVERS BELIEVE WILL HAVE GREAT IMPACT ON THE PRINTING INDUSTRY IN**

**NIGERIA?**

Right from the inception of the business, we set out to make a difference in the industry by investing in highly technological printing equipment backed by well trained and engaged personnel which guarantee highly



Komori GL540

Continued on page 25 >>



Printserve Boss @ console of Komori GL540



satisfied clients in terms of top-quality output and timely delivery.

We also run a 24/7 printing press, though at a huge cost, but this has been one unique factor for us coupled with our determination to deliver value added services to our customers. To this goal, we have been committed and persistent.

**BRIEFLY TELL US HOW YOU STARTED BUSINESS?**

Printserve Limited started in October 1994 by my wife, Wemimo, and I. We started as a small press with two Gestetner 211 single colour A4 machines and grew by acquiring more equipment annually. After a few years, we saw a need to redefine the way printing business was done in Nigeria and to give it a more corporate outlook and raise the standard of the business to International standards and have facilities able to compete with any printing company worldwide. This drove us to set up a One-stop Printing Outfit.

A major milestone in the Company's operations was achieved in 2002 with the purchase of a brand-new Heidelberg Quick Master 46 Direct Imaging (DI). Thus, the Company took advantage of the advent of Direct Imaging technology in printing which had a significantly positive impact on the printing industry worldwide and in Nigeria, with printing presses able to achieve world-class quality results with consistency, quality, reliability, increased productivity and shorter deadlines.

Rebranding efforts by financial institutions around this period also supported the Company's growth and acquisition of miscellaneous sophisticated printing equipment and accessories. Consequently,

growing demand for the Company's services led to the acquisition of a five-colour, Heidelberg Speed master SM74-HP3 DI machine in 2004.

In 2006, Printserve Limited embarked on its "Medium Term Expansionary Programme" which involved acquisition of a new 5 colour A1 printing machine (Heidelberg CD 102) and a Pro-setter to support our growing clientele base.

Between 2009 and 2019, we have added more machines, which were acquired, partly financed with the proceeds from disposal of some old machines that had been fully depreciated and with Bank Facilities.

The foregoing strategies and investments

have enabled the Company to be where it is today in the Nigerian Printing Industry.

It is noteworthy to state that we started small but with a mind to grow a world class Printing Press. It is also important to say that it was tough starting up and it has been challenging to maintain the momentum.

My wife is the Executive Director and we have both worked together to achieve whatever the business is today.

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

For us, everything we have done is a learning curve and so every decision or action taken in the past was based on the level of understanding and the information at our disposal as at then and the ability



Mr. & Mrs. Akinlabi

Continued on page 26 >>





Mr. & Mrs. Akinlabi with Komori Team

to take risks. Many times, we made huge mistakes, so it's not always been success all the while.

**THERE ARE OTHER PRINT SERVICE PROVIDERS IN THE INDUSTRY, WHAT MAKES PRINTSERVE UNIQUE?**

Printserve is unique because of her People, Culture and Strategy. We have a CAN-DO attitude as an organisation.

**WE KNOW THIS IS NOT THE FIRST BRAND NEW KOMORI PRESS THAT YOU HAVE, WHY DID YOU GO FOR THIS SECOND ONE?**

We went for the second Komori because of our experience with the first one which include: Durability, User-friendliness, Low Maintenance and User Cost and, of course, fantastic Service Support from their team in Nigeria, PRESSFIX. The guys, Segun Adetayo and Charles Falokun have been extremely cooperative and supportive in the servicing and scheduled maintenance of the Komori.

**WHAT ARE THE BUSINESS CHALLENGES IN AN ENVIRONMENT AS NIGERIA, AND HOW DID YOU OVERCOME THEM?**

The business challenges in Nigeria are enormous. The major ones include: Funding, Sources of Raw Materials, Customs Clearing, Government Policies, Technological Changes and Technical Know-how. Funding the business is a major challenge and at the moment the commercial bank cost of funds is so high that an average printer cannot afford it. Though we had no choice than to approach the commercial banks for finance but the Bank of Industry stepped in with lower and affordable interest rates.

Also, most of our raw materials and machine parts or inputs are sourced from outside of the country and these things should be given a lot of duty concession to enable the local investor compete favourably with foreign products. Government policies need to be strategically made to promote investments

in Print industry. Both Private and Public owned companies should be made to patronize local Press for all their print needs.

In terms of technical know-how challenges, we are in partnership with several organisations abroad, mainly those that have sold machine to us for necessary intervention when the needs arise. They work hand-in-hand with our in-house maintenance team who are also well trained.

Our Executive Director, Mrs. Wemimo Akin-Olawuni, is a financial expert and she planned most of the financial strategies that have helped us to this point. She looks out for cost effective expansion strategies and plans.

**WHAT DO YOU THINK ARE THE RED FLAGS IN PRINTING ESPECIALLY IN ACCOUNTING/ FINANCE AND MANAGING PEOPLE?**

The Red Flags in Accounting and Finance include Funding, Cash Flow Management and Cost Management.

Red Flags In managing people include: Having adequately qualified people as needed in the business. This predominantly affects the production and sales areas of the business which require people who have technical and practical knowledge of the industry.

Other red flags include retention of people, effective succession strategies for competent and reliable hands.

**AS ONE OF THE TOP STAKEHOLDERS IN THIS INDUSTRY, WHERE DO YOU THINK THE INDUSTRY IS MOVING TOWARDS?**

The Print Industry is a demand driven



Mr. & Mrs. Akinlabi with Komori Team



Continued on page 27 >>



Printserve : happy Staff, happy customers

industry whose activity is grossly and significantly affected by the electronic media. However, the print industry can never go into extinction but all stakeholders must be alive to changes in the industry most especially in the technology space. Things are changing very fast and all stakeholders must see the future of the industry and prepare for it so that we can take advantage of the opportunities coming with the technology driven printing industry. In every situation, there are opportunities.

**AS A LEADING FIGURE IN THE INDUSTRY AND COUNCIL MEMBER OF CIPPON, WHAT ARE YOU DOING TO HELP SUPPORT THE ASPIRATIONS AND GROWTH OF UPCOMING GENERATION (OF PRINTERS)?**

Right from inception, we have put in place, a 4-year Training Programme for young Secondary Schools Leavers and every year we graduate new printers in the business and helping the industry. We are working towards integrating the training Programme NBTE and other governmental organisations to add more value to the training.

As a CIPPON Council member, I plan to use the platform to help promote training and many other options and possibilities to help the young and aspiring printers.

**IN WHICH AREA DO YOU THINK THE GOVERNMENT CAN ASSIST IN HELPING PRINT BUSINESSES GROW?**

The Government can help with Policies that will help grow the Print Businesses in the following areas:

- Financing: Concessional Interest rate for Print Businesses
- Concessional Foreign Exchange: The CBN can also issue a concessional foreign exchange windows for Print businesses since virtually all our input is sourced outside the country.
- Import Duties: Concessions on raw materials' duties.
- Banning importation of educational books: to help the local printers have more volume of work.
- Revamping of the Paper Mills: in the country e.t.c

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

In the coming year, I am looking at participating actively in the CIPPON activities with a view to identifying the problem areas and trying to resolve as

many as possible with the other Council Members who, of course, also have the same goal. The area of knowledge sharing and mentorship is also critical.

I would like to work with other members to promote a robust policy framework which would be expanded into a bill that would be sponsored to National Assembly which would foster a new opportunity for printers in Nigeria.

**BRIEFLY LET US KNOW THE PLANS YOU HAVE FOR YOUR CUSTOMERS IN THE COMING 2020 BUSINESS YEAR?**

To render better and more proactive services.

**COMING BACK TO THE INDUSTRY, WHAT ADVICE CAN YOU GIVE TO STAKEHOLDERS**



L-R: Mr. Charles Falokun, Mr. Bankole Odukale, Mr. Olawunmi Akinlabi & Mr. Segun Adetayo

Continued on page 28 >>

**- MAJORLY INVESTORS - IN ENSURING PROFITABILITY AND SUSTAINABILITY OF THEIR BUSINESSES?**

- Be Customer Focused
- Build A Great Team/People
- Update Your Technology/Industry Knowledge and Business Process
- Control your cost as much as you can

**WITH YOUR EXPERIENCE; WHAT ARE THE THINGS AN INVESTOR MUST NOTE ESPECIALLY IN TERMS OF STRUCTURE IN SETTING UP A PRESS?**

**FINANCE:** Always ensure you go for the 'right' Source of Fund (Gearing Ratio), put in place the most efficient system of Cash Flow management, Cost Management and Stock Management.

**CUSTOMER:** Know the target market you would like to serve and determine your mode of serving them for effective

customer acquisition, satisfaction, expansion and retention.

**BUSINESS PROCESS:** Create the most effective and efficient Production Process or mode of operation that will guarantee optimum utilization of resources and business sustainability.

**PEOPLE:** Ensure you acquire, develop and retain the right set of people for the business in line with your organizational goals.

**FINALLY, WE KNOW PRINTING CAN BE HIGHLY DEMANDING AND STRESSFUL BUSINESS, HOW DO YOU RELAX?**

Family is critical and I take time to relax with mine.

**THANK YOU FOR YOUR TIME SIR**

The pleasure is mine.



**PARTNERSHIP THAT WORKS - Bancod Mr. Odukale & Printserve Mr. Akinlabi**



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## 'ALL HANDS MUST BE ON DECK TO MAKE THINGS MOVE FORWARD'

– MR. ITTU TOMMY ITTU, FEDERAL GOVT. PRINTER

*Without doubt, Industry slogan of making printing profitable again is reverberating across the length and breadth of the country and ironically, Government seems to have keyed into it also. In an exclusive interview with the Official Number One Printer in the country – Federal Government Printer – Mr. Ittu Tommy Ittu, WHERE To Print gathered that the task of making print businesses profitable again needs concerted efforts of all stakeholders. In this excerpt, the Graphics cum Print Production Expert notes government's desires and plans for the industry while offering invaluable advice to CIPPON Leadership in moving the industry to the next level.*

### AS THE FEDERAL GOVERNMENT PRINTER, WITH NEW CIPPON COUNCIL IN PLACE, WHAT WILL YOU LIKE THEM TO START DOING NOW?

CIPPON had a lot of issues in the past. The ACT guiding us has to be revisited; crossing our T's and dotting our I's to make sure that the ACT is properly placed - for us to carry out our assignments effectively. We need to rise as Printers again! Hold firm to our Profession, and I believe with the new leadership and the zeal we have as young people and stakeholders in the industry, we can move the industry forward especially to help the Nigerian economy in the area of corruption, counterfeiting, and fake documents. All hands must be on deck to make things move forward. I believe with the

new CIPPON leadership on ground and other viable stakeholders, we can achieve greater heights.

### AS THE CONTACT POINT FOR CIPPON AND GOVERNMENT, WHAT DO YOU ENVISAGE GOING FORWARD?

There is need for us to interact not just at Federal Level, but also at State Level. I believe each Government in the States of the Federation should have a policy to revamp all Government Presses; then everybody will sit up. My duty as a Government stakeholder is to advice government appropriately. It will take will-power, political peace and understanding but we have to be a formidable Pressure Group which government has to listen to.

'There must be provision from the manufacturer no matter where the equipment coming from so that Nigerians can be able to, not only to operate but to carryout technical maintenance on the machines and with that the owner shall reap its benefits'

### AS THE FOREMOST GOVERNMENT PRINTER WHAT ARE YOU DOING ESPECIALLY IN THE AREA OF LACK OF ADEQUATE TRAINING IN GOVERNMENT PRESSES ACROSS THE COUNTRY?

Its quite unfortunate when people who do not have the interest of the press go there for personal use; they go there and bargain for things which are wrong. These equipment are very expensive; they go for hundreds of millions and

Continued on page 39 >>



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



## FC GROUP SHARES KODAK'S AMAZING TECHNOLOGY AND LEADING-EDGE PRODUCTS AT PROPAK WEST AFRICA 2019 ...HOSTS CUSTOMERS AND PARTNERS TO A THANK YOU DINNER



Team **FC Group**, partner and representative of Kodak for over 20 years, had a fantastic 3 days exhibiting at PROPAK West Africa 2019 sharing with customers and prospects Kodak's amazing technology and leading-edge products including **Kodak Sonora X Process Free Plates**.

According to FC Group's Marketing Manager - Dee Broni; 'One of the most important decisions a business faces when considering how to improve their operations; increasing number of printers; switching to an investment that has a positive impact; delivering greater operational efficiencies; obtaining a clear Return on Investment (ROI); and printing sustainably - has been made easy by this innovative product' ascribing to Kodak Sonora X Process Free Plates.

In a related development, FC Group hosted a couple of their customers and partners from Nigeria and Ghana to a thank you dinner at the highbrow La Veranda Restaurant in Bluefish Hotel Victoria Island, Lagos Nigeria. Group Managing Director of FC Group - Mr. Fenton Curly while



expressing his company's gratitude to customers and partners who contributed to the success of the company's representation of Kodak and other major printing brands for over 20 years in West Africa, also enjoined them to keep up the mutually beneficial relationships as FC Group looks forward to another successful 20 years of providing total solutions to the West African print and allied markets.

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# KONICA MINOLTA REINVENTS OFFICE PRINT TECHNOLOGY WITH NEW IT ENABLED BIZHUB I-SERIES



style user interface with a tilt able, floating 10" touchscreen panel and LED status indicators. Interfaces on both the A3 and A4 models function in precisely the same way for ease-of-use across devices.

**High-Quality Performance, Enhanced Efficiency and Seamless Connectivity**  
The i-series houses a powerful engine, a quad-core Central Processing Unit (CPU), standard 8GB of memory and 256GB Solid Drive (SSD) for quick-response, high performance operations. The full-speed media printing range, high-speed dual scan document feeder, digital skew correction and large capacity trays provide reliable functionality.

The new units come ready to connect to an array of certified solutions to enhance workflow and maximize productivity, eliminating repetitive tasks, cutting costs, and reducing manual and human errors.

In addition, the Konica Minolta Market Place

provides the freedom to access applications and personalize devices to bridge gaps in productivity, efficiently integrating work processes and connections to sophisticated technologies

**Smart Service and Next-Level Security**  
Minimizing downtime and ensuring uninterrupted use, the i-series intelligently collects data for self-diagnosis and optimum replacement time predictions of parts and consumables. Moreover, user can experience best-in-class service through Skysat's high efficient and trained service support.

The i-series fosters a secure work ecosystem where data is protected and reliably accessible. Service includes a layer of top-grade security, with bizhub secure services that protect documents through data encryption and locked passwords. The BitDefender\* anti-virus extension automatically scans all transmitted data to protect data from external threats. All i-series model

are compliant with GDPR and ISO 15408 certified HCD-PP, so data privacy standards and security requirements are met.

**Commitment to Sustainability**  
The new i-series also reflects Konica Minolta's strong commitment to environmental sustainability. As part of the top energy-saving bizhub product line, each model is rated EPEAT Gold and meets stricter Blue Angel Standards.

Konica Minolta recognizes the i-series as the next step – the innovative technology that will allow businesses to perform at their best through high-quality work. And, as businesses continue to evolve, the bizhub i-series will grow with them.

The new i-series models are the bizhub C360i/C300i/C250i (A3 Colour MFPs), the bizhub C4050i/C3350i, C3320i, C4000i/C3300i (A4 Colour MFPs/AIO/SFPs). And additional models and features will be released in the upcoming months.





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the opportunity to learn and enhance their understanding of the local market potential and opportunities. This year was no different, welcoming a total of 905 delegates over the three days. Keynote sessions this year included an in-depth look at **'SUSTAINABLE PACKAGING'** and whether it poses a threat or opportunity by Mr. Ajai Musaddi, Group Managing

Director at Sona Group of Industries as well as a session from Mr. Oshioke Aruna, Managing Director for Tetra Pak who spoke about **'Aseptic Technology and its role in Food Safety and Creating a Sustainable Environment'**.

Further to the informative keynote speeches, the Conference hosted a number of interactive panel

**Continued on page 38 >>**



**Continued on page 38 >>**

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Conference Panel Session @ PROPAK West Africa 2019...



Panel Discussion on 'Emerging Trends Shaping the Future of the Print and Packaging Industries'



Panelists: CIPPON President - Mr. Malomo, Print Academy - Mrs. Adeaga & Heidelberg - Mr Onuegbulem



Questions & Answers Session...

discussions with senior industry experts giving their take on pertinent topics affecting the sector. One of the most well-attended sessions included **'An Overview of Current National Standards and Policies as it affects the Manufacturing, Processing and Packaging Industries'** which saw top-tier members from FADE Africa, the National Agency for Food And Drug Administration And Control (NAFDAC), Manufacturers Association of Nigeria (MAN) and the African Packaging Organization (APO) share their insights and opinions. Another is **'Emerging Trends Shaping the Future of the Print and Packaging Industries'** whose panellists included the President of Chartered Institute of Professional Printers of Nigeria (CIPPON) - Mr. Olugbemi Malomo, Mr. John Onuegbulem of Heidelberg Nigeria, and Mrs. Rotimi Adeaga of Print Academy Consulting LTD.

Mr George Pearson, the Regional Director for Afrocent Montgomery, the organisation behind Propak West Africa, spoke about the success from this year's event; "We were absolutely thrilled with the results from this year's show, it's such a testament to the market

interest at the moment in the region. With sustainability being at the forefront of people's minds, we placed a special focus in our Conference programme to addressing key opportunities for businesses both small and large, and that was received extremely well with our visitors and exhibitors. We also had our largest ever number of working machines on display this year, the vast majority of which sold over the three days, which has been fantastic for our exhibitors and likely one of the reasons we had a record-breaking re-book rate of 82% for PROPAK West Africa 2020. This exhibition consistently grows every year, with more visitors, more exhibitors and now with more live equipment demonstrations, it's a very exciting time in the West African packaging and print markets!".

With 2019's edition now complete, organisers are now looking ahead to 2020 edition (scheduled for 15 to 17 September at same venue) with some exciting plans yet to be revealed. For those looking to participate next year, contact the **Sales Manager, Ben Dale** at **ben.dale@montex.co.uk**



Participants listening attentively...



**co.uk** or via telephone on **+44 (0)20 7886 3048** or **Nigeria Sales Agent, Joju Adekanbi** at **jojuadekanbi@yahoo.com** or via telephone on **08038629114**. But don't wait too long as floor space is booking up fast!

For all other information including a look at the full exhibitor list and conference schedule from 2019, **visit the website at [www.propakwestafrica.com](http://www.propakwestafrica.com)**.

## 'ALL HANDS MUST BE ON DECK TO MAKE THINGS MOVE FORWARD'

people do not think it is right for them to have proper training. However, the standard is – if an equipment is acquired newly, there is always provision for both operational and technical maintenance of the equipment by the manufacturer. But we found out that more often than not, this is lacking. So, there must be provision from the manufacturer no matter where the equipment is coming from so that Nigerians can be able to, not only to operate but to carryout technical maintenance on the machines and with that the owner shall reap its benefits and also, the manufacturers should impact training on basic maintenance of the equipment to operators.

'In terms of awarding degrees (and there are universities of technology around); it is for us to liaise as far as getting in touch with National Universities Commission (NUC) for the accreditation of some of these technical universities across the country to offer degrees that will aid the industry so that we can have good administrators'

### **WILL YOU WORK WITH CIPPON TO ENSURE THIS POLICY IS IN PLACE?**

By virtue of the ACT, I am automatically a CIPPON Council Member. It is for us at Government Level to project these things out. With the new CIPPON leadership, we will work in the area of academics in terms of awarding degrees (and there are universities of technology around); it is for us to liaise as far as getting in touch with National Universities Commission (NUC) for the accreditation of some of these technical universities across the country to offer degrees that will aid the industry so that we can have good administrators in the industry.

### **WHAT POLICY SHOULD WE EXPECT FROM GOVERNMENT IN PRINT TRAINING?**



Printing has to do with desire; also building basic skills to start even from the primary school stage where we have to train children and teach them what printing is all about. There are various types of printing, printing processes and techniques. There are also commercial and aesthetic prints; we have to involve basic training from the primary school sector. If printing can be taught at the primary and secondary school stages as well as tertiary, it will help us grow well. Also, the area of technical education needs to be improved, so that we can develop not only the printing industry but other sectors in manufacturing and production.

'Medium scale entrepreneurs to come out as a corporative group so as to be able to access loans at low interests which will help them grow in the long term'

### **WHAT DO YOU THINK ABOUT THE FUTURE OF PRINTING IN NIGERIA?**

Printing will continue to be progressive because as we continue to participate in international affairs like going for exhibitions, conferences and the likes, Nigerians are better exposed and enlightened. In terms of business; Bank of Industry (BOI) is trying but for us to access the loans and the conditions required, I think Government needs to do more to encourage Printers in that aspect. Also Medium Scale Entrepreneurs should come out as Cooperative Group so as to be able to access loans at low interests, faster and easier which will help them to grow their Print Businesses in the long run.

### **THANK YOU FOR YOUR TIME SIR**

You're always welcome.



## 'WE ARE HERE TO STOP THEM FROM TAKING PRINTING JOBS ABROAD'

– ENGR. AKINOLA MICHAEL – MD/ CEO, MARVELOUS MIKE PRESS LTD

*One of industry's pride in entrepreneurship backed with ethical standard is Marvelous Mike Press Limited nestled in the Capital City – Abuja. With over a decade of providing both specialised and general printing services with utmost customer satisfaction, WHERE To Print caught up with its Managing Director/ CEO – Engr. Micheal Akinola who shares his experience on the industry particularly for going for new printing presses, the challenges and hope for the industry. Enjoy the read from the Exclusive Interview.*

### CONGRATULATIONS SIR; CAN WE KNOW YOU AND HOW MARVELOUS PRESS HAS EVOLVED?

I am Engineer Michael Akinola. I'm not just an engineer, I am a printer! I graduated from printing to engineering, so it's printing before engineering. Marvelous Mike Press Limited was incorporated in 1999 with the purpose of providing printing and consultancy services to our numerous customers within and outside the shores of Nigeria. Our Corporate Head Office is here at Plot 1309, Kaura District behind Abuja Dubai Market by Game Village Abuja and we have our Branch Office at 45, Oluyide Street, Mushin Lagos. For over a decade, the company has been committed to offering high quality print services using the most modern machines and skilled personnel to meet urgent needs of our clients, and other professional printers alike. We

have a strong, committed and dynamic workforce, schooled in corporate ethics, courtesy, provision of client-based services, and sector best practices.

### ON YOUR NEW ULTRA-MODERN PRINTING PRESS; WHAT'S NOW YOUR INSTALLED CAPACITY?

Thank you very much; first, you should know that we have Abuja and Lagos offices. With the culture of our company specifically geared towards meeting wide range of customers' needs for greater throughput and better print quality, we invested in brand new KBA Rapida 105 PRO (2018 Model but installed in January this year) which is fully automatic and runs perfecting production with sheets up to 91.44cmx62.23cm and speeds up to 18,000 per hour. Very wonderful machine; and because it's a new machine, KBA trained our

people in Germany and also gave us great support and backup locally. The machine makes our job easier. We also have new Heidelberg Speedmaster 74 and Heidelberg Speedmaster CD 102 being installed at the same time. These machines perform at their optimum to meet the timely and quality demands of our customers. We decided to go for two different brands at the same time because for KBA Rapida 105 PRO, none in Abuja. I've visited their factory in Germany and one of our ambitions is to get a brand new KBA, so we went for it and the press has been wonderful. For Heidelberg, we have good experience and service with them. In our web section, we have newly acquired 30,000 impressions per hour digital web machine with 2 reel stands, 2 number of 4 high towers and one folder of 40,000 speed that give a 32-page signature, accurately folded and cut as per book size. You can depend on us for your mass and

Continued on page 41 >>

**'WE ARE HERE TO STOP THEM FROM TAKING PRINTING JOBS ABROAD'**

urgent production to be delivered in a short time.

Of course we have the prepress with the best of machines in the world and our finishing section is equipped with heavy duty automatic thread book sewing machines for high volume book production, three knife trimmer for precise and consistent high quality trimming and cutting, paper cutting machines with paper format of up to 1,550mm can be conveniently turned on the high speed cutter. Our cutter is a programmable high performance model with an interactive 21.5" Touch-screen display for real image preview and distortion correction for applications such as labels, packaging and the rest. We also have digital numbering machine, folding machines, laminating machines, perfect binding machines, book stitching machines, automatic case maker, automatic book sealing machine/shrink packing machine, saddle stitching machine as well as other digital printers.

**WITH YOUR INSTALLED CAPACITY, WHO ARE YOU TARGETING?**

Our target is to be the one-stop press for commercial, security and general printing. By the way, we are also fully into publishing; we have our own products in the market already.

'If you know what you're doing, you won't let any challenges get in your way'

**WHY NEW MACHINES?**

As I said before, to make our job easier; to achieve the same best standard anywhere obtainable in the world. We want to ensure that printing jobs are not taken out of the country again!

**WHAT ABOUT MANNING THESE NEW MACHINES?**

That's another easy thing because the machines are new. They're easy to operate if you're an operator, you'll have less stress. Makeready is in 5 seconds of just 10 strikes and it will give you exactly the colour you want. Don't forget that we have 100% support from the machine manufacturers.

'Some customers can pay anything only if you can give them the best quality on time'

**WHAT ABOUT YOUR PRICE...**

It may interest you to know that people want quality; price is just relative. Infact, some customers can pay anything only if you can give them the best quality on time. Why would they

go abroad? We are here to stop them from taking printing jobs abroad.

**TELL US SOME OF THE CHALLENGES YOU FACE...**

Exchange rate is very high. As we practically import almost all our production input, high exchange rate is a bit of concern. Also, high custom tariffs affect print business. Though we can't control these but we appeal to the government to reduce these in order to help manufacturing which will in turn help the economy. Another is public power supply which is not encouraging. For your information, we have a separate 500KVA Transformer not to talk of alternative power generators. You can imagine how these tell on our bottom-line.

**I'M COMING TO THAT; HOW HAVE YOU BEEN ABLE TO COPE?**

We keep moving on with faith. If you know what you're doing, you won't let any challenges get in your way.

**WHAT ADVICE CAN YOU GIVE TO BUDDING ENTREPRENEUR WHO WANTS TO INVEST IN PRINTING?**

Have you

prayed first? If you're then led to printing, you must be focused; know your strength and weakness; don't underrate anybody; believe in yourself; and note that hardwork pays.

**THE NEW CIPPON COUNCIL...**

They should put the interest of the industry first. I wish them Goodluck and I pray that God will back them up.

**THANK YOU FOR YOUR TIME SIR**

You're most welcome.



# Print Impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi



## WHAT ASPECT IN THE PRINTING & ALLIED INDUSTRY WOULD YOU LIKE TO MAJOR IN/ SPECIALISE ON AND WHY?

I will like to specialize in the Pre-Press section of the Printing Industry based on the opportunities available in the field and also to put to practice the knowledge I have garnered in school.

• **POPOOLA OLAYEMI**



Would love to specialize in Design & Packaging the reason being that packaging can never run of market as long as the world still consumes products

• **GABRIEL NATHANIEL**



I will like to specialize in the Pre-Press section of the printing industry where I will be able to handle some of the new technologies recently launched, be more exposed to the machines and the pre-press section generally.

• **AWOLOLA KEHINDE**



I will love to specialize in Visual Identity Branding; it consists of any visual elements which includes packaging, outdoor and indoor signage, corporate printing, and e-branding.

• **EBISEMI FOLAGBADE**



I will like to take up seriously the Pre-Press section of the Printing Industry and as a Publisher also, I will be more concerned about the arrangement and imposition of every books that are to be published.

• **ODILI MARY UDONADI**



If I am to follow what is trending, I would go for Packaging Printing because it is one of the fastest growing and expanding aspects in the industry. And as you know, we need to follow trend.

• **ONI JAMES ALADE**



I will do General Printing because I love being a printer and really, printing is a good profession which I will like to work on various aspects of it and which I believe are closely related to each other.

• **ADETAYO SAHEED OLABISI**



Branding & Textile (Garment) Printing is it for me because it is not so difficult to execute and with a lot of interests and opportunities. It is with little or no stress and this is due to technology advancement in the industry.

• **ARIYIBI OLUWAJOBA EMMANUEL**



I will go for Print Finishing (in Packaging). This is because it is an aspect of printing that will always remain in the market due to the economic requirement and it is fun for me to venture in

• **OLAFISAYO DAVID**



Publishing; because I will like to let my clients and prospects know how the printing and publishing industry is advancing most especially in the aspect of digital publishing.

• **AKINSOLA OLUWASEGUN PETER**



Industrial Printing/Packaging - why? Because it gives more branding to products and it works globally and accommodates challenges.

• **OJO SUNDAY OLAWUMI**



Being an Operator is what I planned doing because that is where the main work in printing is and to me it is more of art and I find it interesting.

• **BOLORUNDURO JOSEPH**



I would love to be a Publisher and also focus in the Pre-Press section which has to do with conceptualization.

• **ALAGBASO MATILDA**



I will specialize in Pre-Press based on the fact that conceptualization is what I love doing.

• **OGUNRONSI SEGUN MAYOWA**



Continued on page 43 >>

# Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi



## WHAT ASPECT IN THE PRINTING & ALLIED INDUSTRY WOULD YOU LIKE TO MAJOR IN/ SPECIALISE ON AND WHY?

3D Printing & Packaging; as the world is evolving in technology, there is need also for technology advancement where industries want to improve in their packaging materials and have prototype of their products. Even 3D can help in manufacturing industry. That's why it's the area I have interest in.



• **IYAKAKWA SYLVESTER**

I will specialize in Packaging because this is the aspect of printing that deals with printing technology - followed by packaging of the content in order to make it presentable and attractive. This is actually a growing trend in the printing industry.



• **MUSTAPHA ABDULQUDUS**

The aspect I would to specialize in is the Pre-Press which deals with the conceptualization and the production of the image carrier. At this stage, quality begins and it is where the brain of the job is. Pre-press is about concept and production unlike the other section which is just production.



• **HABEEB KOLAWOLE**

I will love to major in Packaging area of the Printing Industry. The reason being that even after the paperless printing and the eco-friendly system of printing, packaging section in printing cannot be overemphasized knowing that people invest more in packaging to promote their goods and there will be regular clients or jobs for packaging.



• **OKE JOSEPH OLAMILEKAN**

Pre-Press will be the best option for me because pre-press is the main or pre-requisite aspect when it comes to printing and it is where the main idea or creativity of any print job evolves from. My main interest in this aspect is because I love working with the computer system and I love being creative also. I can spend hours a day on the computer working even without food because it is something I love and it gives me joy.



• **HASSAN OLUWATOSIN**

Branding will be my major because this is the aspect that deals with names, colours, forms, values and marketing of a product. I am really going into this aspect in order to make a difference and also be able to meet up with international standards.



• **ASUNI OLAWUNMI**

I have always loved the aspect of Screen Printing because to me; it is the medium of communication and it is a technique whereby a mesh is used to transfer ink onto a substrate, except in areas made impermeable to the ink by a blocking stencil.



• **SHOLA GBOLAHAN PRINTING STUDIO**

For me it is Packaging Printing. Although it is actually the last stage in printing but it is the number one part of advertising which brings out the beauty of a job.



• **DOSUNMU ISIAH AYOBAMI**

General Printing: because I love branding and it is a good profession, I will love to do some professional branding for great organizations.



• **IRHABOR OMOROUWA CHARITY**

### OUR VERDICT

With the thoughts and opinions from interviewees, **WHERE To Print VOX POP** clarifies that while there are so many job opportunities and career potentials in the industry, one has to also note that specialising in an aspect of trade makes jobs easier to do; increases profitability, job security and ultimately personal satisfaction. It is however advised that Millennials and incoming generation of print and allied professionals who want to specialise should also do as much as to push themselves outside their comfort zone on a regular basis so that they won't stagnate. This can be done by constant on-the-job training; learning, researching, and studying, aside networking at events in their sectors to keep them motivated and energized in their chosen careers.

From page 17 >>

# Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi

## XEROX UNVEILS FIRST 6-COLOUR DIGITAL PRODUCTION PRESS

Xerox has unveiled World's first 6-Colour Digital Production Press in a single pass at Xerox Lagos Exhibition held at Federal Palace Hotel, Lagos.

With exciting features during the launch, Xerox also used the occasion to offer other Xerox DI full colour presses at specially discounted prices.



In a related development, Xerox HS Limited opened its doors to printers and other stakeholders to showcase the versatile Xerox Versant 180 Press said to help grow print businesses with performance, image quality and versatility. WHERE To Print was at the events and brings you news in images...



## HEIDELBERG TRAINS YABATECH STUDENTS ON LATEST PRINTING PROCESSES



Printing Technology and Allied Students in the Department of Printing/ Publishing, Yaba College of Technology (Yabatech) have been trained on latest printing processes to further boost their educational and professional



pursuits.

Numbering over 50, the students whose core interests are on graphic designs, prepress,

print production, publishing and personalization businesses were at Heidelberg Nigeria Limited exposed to various aspects of the printing profession with the view to shape their perception and focus on numerous career opportunities in the print and allied trade. Aside Heidelberg Nigeria MD/ CEO – Mr. Godwin

Ogilo who advised the students to be focused on their studies and eschew vices, different top management staff of Heidelberg Nigeria also lectured the students on latest printing processes to shape their career choices in the future. WHERE To Print covered the event live and report it in images...



## KAS LAUNCHES REVOLUTIONARY CANON 10000VP .... PARTNERS FEDERAL GOVERNMENT ON KP2 TO GENERATE EMPLOYMENT



One of Nigeria's fastest growing presses – KAS Prints has unveiled the first of its kind in Africa – the revolutionary Canon 10000VP Digital Print Equipment to the quality-inclined, fast and dynamic clientele based across Nigeria.



launched KAS Prints Partners Programme (KP2) to grow indigenous entrepreneurs in the printing industry by improving their proficiency in production quality, quantity and speed.

Launched October 11th 2019 at the prestigious Eko Hotel & Towers, Lagos, the new machine according to KAS Prints MD/ CEO – Mr. Ademola Kasumu would further boost KAS Prints reputation in the industry 'for fast quality and most consistent colour registration prints.' Also at the occasion, KAS Prints

Open to printers, graphic designers, and publishers, WHERE To Print gathered that KP2 offers accredited members free access to KAS Prints facility with 50% discount on printing against prevailing market rate with periodic training and developmental programmes.





# BEE

## Printing Mechanical Company



HEIDELBERG SM102 -4



BINDING MACHINE



HEIDELBERG MOZ



HEIDELBERG SHAHL K78



POLAR 92



HEIDELBERG SM74 -5



HEIDELBERG MOV



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

# 'I AM HIGHLY MOTIVATED TO MOVE THE COMPANY FORWARD'

- MR. ADELEKE ADELEYE - COO, FAE LIMITED



*With over 40 years legacy of adding value and class to both individual and business communications, FAE Limited has built an excellent reputation based on producing highest quality envelopes made possible by perfectly blending current print technology, craftsmanship and engineering to ensure FAE remains number one envelope manufacturing company in Nigeria and indeed West Africa sub-region. But how sustainable is FAE Limited to ensure the legacies from three generations live on? WHERE To Print caught up with FAE Limited Chief Operating Officer – Mr. Adeleke Adeleye (son of current MD/ CEO – Princess ‘Layo Okeowo) who sheds light on the company’s ideals, core values, and beliefs that have rob off on the company’s performance which invariably ensures generational change possible. Excerpt from this Exclusive Interview are a must read as invaluable sample to business sustainability.*

## WHAT DO YOU THINK MAKES BUSINESS SUCCESSFUL AND HOW CAN WE ACHIEVE THESE?

The success of a business is solely dependent on passion, commitment, perseverance and confidence. This can also be achieved by a high level of customer service orientation, total quality management and having highly qualified personnel that share in the same vision as you do.

## YOURS HAVE BEEN A GENERATIONAL BUSINESS, WHAT PROMPTED YOU TO JOIN THE FAMILY BUSINESS?

This is a business I grew up into; watching my grandmother and mother work tirelessly with so much passion in ensuring the continual growth of the business, Their passion and zeal sparked my interest and I further acquired more knowledge and experience in business to change the dynamics (of the business), to generate more revenue and take the business to another level of expertise.

The business still has so much futuristic

prospect. There is serious room for expansion and I feel with my years of experience abroad, I can do a lot to expand the business. I am also a great believer in legacy and as the 3rd Generation of FAE Limited, I am highly motivated to move the company forward.

## CAN YOU LET US KNOW SOME OF THE CHALLENGES YOU FACED SO FAR AND HOW YOU HAVE BEEN ABLE TO OVERCOME THEM?

Getting the right staff for the right position. Dealing with multiple governmental agencies. General infrastructural deficiency in the country. FOREX variation.

## HOW HAVE YOU BEEN ABLE TO SUSTAIN THIS?

Staff training is of great value to us at FAE. We have equipped our staff with all necessary skills to ensure seamless process in our day-to-day operations.

Some challenges can only be managed but when they are out of our control,

with the help of bodies like Manufacturing Association of Nigeria (MAN) and Lagos Chamber of Commerce and Industry (LCCI), we are able to get the Government to listen most time to our plight.

## SPECIFICALLY, WHAT DO YOU THINK KEEP YOU IN THIS PRINT BUSINESS AS TOP DECISION MAKER?

Profit, legacy, and passion.

## ANY ADVICE FOR WOULD-BE MANAGER OF FAMILY-OWNED BUSINESS?

Financial discipline. Critical thinking and analysis. Keep building your legacy.

## LET’S TALK ABOUT YOUR BUSINESS; WHAT MAKES YOU UNIQUE FROM COMPETITION?

Consistency of our high quality products, great marketing with excellent customer service and then, innovation.

## HOW CAN YOU BUILD STAFF/ CUSTOMER RELATIONSHIP

Customer relationship management. Top of the mind awareness. Staff rewards. Loyalty

Continued on page 50 >>

# AYUSH INTERNATIONAL LIMITED

## INDUSTRIAL MACHINERIES & EQUIPMENT

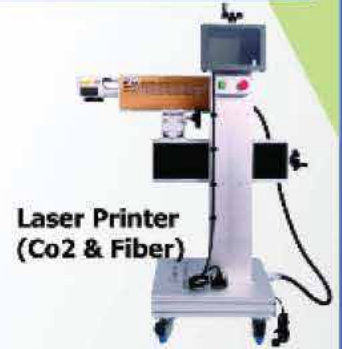
### CODING PRINTERS (INKJET-THERMAL-LASER)



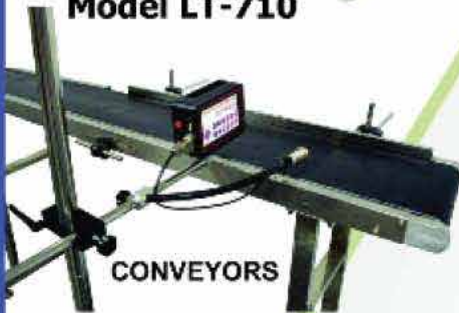
**Model LT-710**



**Model LT-1000S**



**Laser Printer  
(Co2 & Fiber)**



**CONVEYORS**



**HANDHELD PRINTER**



**SLT LASER MAKING MACHINE  
Co2 & Fiber**



**Winder Rewinder**



**3D-Advert  
Display**



**Godrej  
Forklift 5T**



**semi manual  
stacker**



**Hertz  
Compressors**

**Hertz Reciprocating  
Compressors**

# Print Impact Around the World



"With the early opening of the drupa ticket shop and the free provision of the drupa app, we want to make trade fair planning as pleasant, intuitive and efficient as possible for our visitors," said Geldermann.

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

## EPSON UNVEILS FIRST 12-COLOUR PHOTO PRINTERS



## EPSON<sup>®</sup> EXCEED YOUR VISION

Epson expands its P-Series with the addition of its first 12-colour large-format photo printers that offers the widest ever Epson colour gamut of with 99% Pantone coverage, the 24in (0.61m) SureColor SC-P7500 and 44in (1.12m) SureColor SC-P9500 printers are targeted at artists, photographers, photo labs and packaging and contract proofers.

The new machines use Epson's newly developed UltraChrome Pro12 inkset with K3 technology, which outputs both black inks simultaneously, and includes

orange, green and violet for enhanced colour accuracy. Both printers support media including fine art papers, canvases and photo paper. They feature Epson's latest generation PrecisionCore Micro TFP12 printheads, which use up to 800 nozzles per colour to produce accurate dot placement and eliminate misprints, and offer up to 300dpi resolution. Images also benefit from smooth gradations and accurate texture reproduction while deeper blacks are achieved through black enhancement overcoating technology, which Epson said "results in more striking and dramatic printed images".

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## FESPA 2020 VISITOR CAMPAIGN LAUNCHED



Fespa has launched the visitor campaign and branding for its 2020 global wide-format print expo. Organisers said the theme for the event, **'Where Colour Comes Alive'**, "highlights the vibrant, creative range of print and signage applications, processes and materials that can be found at the show".

Visitor registration for the event, which will take place at IFEMA, Feria de Madrid from 24-27 March, is now open. The show will be co-located with non-printed signage and visual communications exhibition European Sign Expo 2020 and the new Sportswear Pro

2020 event, which is dedicated exclusively to sportswear manufacturing.

FESPA Chief Executive Neil Felton said: **'Where Colour Comes Alive'** is a powerful theme that expresses the boundless opportunities within our industry. **'Colour'** has multiple connotations: it refers to media, inks, finishing, colour management, as well as the vivid end-products being created using print. I'm confident it will resonate with the whole spectrum of our visitors and exhibitors, whether their focus is on graphics, signage, decor or textile."

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## HEIDELBERG EXTENDS SUBS MODEL OPTIONS AS USER BASE EXPANDS



Heidelberg has now signed up more than 50 users to its subscription model and is targeting triple figures by the end of its fiscal year of its pay-per-use model, with customers coming from the commercial and packaging sectors.

The contract business is a central pillar of the company's ongoing digital transformation. It said that in the future, contracts like these will account for around a third of its overall net sales. Heidelberg Chief Digital Officer Ulrich Hermann said: "Our plan is to have 100 contracts by the end of the fiscal year. It's an ambitious plan but we are now halfway and the pipeline shows that this is possible." Heidelberg

said all users of the model have to one extent or another recorded a clear improvement in their overall equipment effectiveness thanks to significant performance increases in terms of makeready times, printing speed, paper waste and the overall productivity of their processes.

The manufacturer's current geographical focus for the subscription market is in Europe, the US and China, and it said it has seen particular success so far in the Eastern Europe sales region, with contracts signed in Poland, Slovakia and Turkey, as well as Austria.

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## AGFA INTRODUCES ECLISE, THE MOST CONVENIENT PROCESS-PRESS PRINTING PLATE



Eclipse is a process-free printing plate for sheet-fed commercial printers that combines all the benefits of process-free technology with effortless printing.

Inherent to the nature of a process-free plate, Eclipse eliminates the need for a processor using chemicals. It thus reduces printers'

capital expenses and prepress cost. Agfa's latest innovation, however, distinguishes itself from other process-free plates as this drop-in is just as easy to use as a conventional plates:

First of all, the plate keeps the press as clean as can be. Patented process-free technology support the transfer of plate coating to the

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# Print Impact Around the World

first few printed sheets, instead of to the press as it the case with other process-free plates.

In addition, Eclipse is the only proves-free plate to provide excellent and stable image contrast, enabling quick visual image inspection as well as recognition by a punch & bending system. That way – even after a week of storage – there will be no mix-ups on press or costly plate remakes. Eclipse keeps its great contrast even after 24hours in the office light. Which makes an enormous difference compared to

the two hours of other process-free plates. During this period, print quality will be fully preserved in terms of dot gain, tonning, start-up time.

Another reason that makes Eclipse an outstanding choice for those desiring to go process-free, is its high scratch resistance. When loading, storing, transporting or mounting this robust plate, printers need not worry about damaging it. The new plate is flexible too, as it can be used with either conventional or H-UV/LED-UV inks.

## XEROX DELIVERS 'GAME CHANGING' EMBELLISHMENT PRINTING CAPABILITIES WITH ADAPTIVE CMYK PLUS



With specialty printing being one of the fastest-growing digital segments, Xerox developed the Xerox Adaptive CMYK Plus Technology designed for the all-new Xerox PrimeLink C9065/C9070 Color Printer and the Xerox Color C60/C70 Printer.

The Adaptive CMYK Plus Technology is an accessory that has been engineered to augment the traditional cyan, magenta, yellow and black (CMYK) offering. For the PrimeLink C9065/C9070, an entry-level production printer, the accessory expands the device's color capabilities with fluorescents, gold, silver, white and clear embellishments when needed. A similar accessory for the C60/C70 also offers printers beyond CMYK capabilities with metallics, white and clear. This technology

opens new doors to growth, allowing printers and creatives in all fields to produce brilliant and unique pieces such as greeting cards, flyers, invitations, posters and signage. "The 2-in-1 capability of our print engine combined with our new Adaptive CMYK Plus Technology allows printers to push past the boundaries of commodity print at a price point unmatched in the market," said Terry Antinora, Vice President and General Manager of Workplace Solutions, Xerox.

Also new to market is the PrimeLink C9065/C9070. Designed to flex to meet the needs of both busy offices and production environments, the printer includes a 10-inch touchscreen, making it easy to access general functions as well as cloud and productivity apps that automate tasks for the mobile, always-connected office worker and professional user alike.

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## RICOH PRO VC70000 HONORED WITH INTERTECH TECHNOLOGY AWARD



Ricoh USA, Inc. announced RICOH Pro

InterTech Technology award.

VC70000 has received the Printing Industries of America's (PIA)

The PIA has presented the InterTech Awards, a prestigious honour presented to developers of innovative graphic communications



technologies, for more than 40 years. Judges noted that the Pro VC70000 "was seen as a definite innovation for inkjet production presses," specifically calling out its ability to print on commodity papers, including coated, with no pre-treatment necessary. Ricoh will receive the award at the 2019 Premier Print Awards Reception on October 2 in Chicago.

"The judges were particularly impressed by the RICOH Pro VC70000's image quality and no-pre-treatment-necessary substrate versatility," said Jim Workman, vice president of PIA's Center for Technology and Research. "This marks an important advancement in the performance and capability of high-speed inkjet presses for commercial print work."

The Pro VC70000 helps users accelerate the transfer of offset print volumes to digital – or work seamlessly with existing offset technology. The press is capable of delivering quality applications traditionally expected from offset, such as high-end catalogs and magazines, with inkjet's signature affordability, speed and flexibility. Where it truly shines, though, is in its substrate versatility. Leveraging the industry's most popular and advanced piezo drop-on-demand printheads, the Pro VC70000 prints at up to 1200 x 1200 dpi resolution (2400 x 2400 dpi perceived) on uncoated, offset-coated, inkjet treated or inkjet-coated papers without sacrificing speed, as well as the ability to handle media as thick as 260 gsm and as thin as 40 gsm.

## THE PLATE PRINTERS HAVE BEEN WAITING FOR



KODAK SONORA X Plates are unlike any other process free plate available today. A new technology breakthrough combines the performance features of wet processed plates with Kodak's market-leading process free technology, and the result is a plate with run length, imaging speed, robustness, and resolution capabilities that rival processed plates.

### The future is green

Position your company as an environmental leader as you save water, reduce energy usage, and eliminate processing chemistry.

SONORA X Plates are true process free plates, so you can take them straight from the platesetter to the press, with no processing step in between. You remove processing costs and waste, free up floorspace and eliminate the processing variability that can waste time and money in the pressroom.

### Longest running process free plate

SONORA X Plates can replace unbaked wet processed plates in most applications, with run lengths of up to 400,000 impressions on web presses, 200,000 impressions on sheetfed presses, and even up to 75,000 impressions for UV-ink applications, including low-energy UV.

Continued on page 50 >>



## 'I AM HIGHLY MOTIVATED TO MOVE THE COMPANY FORWARD'

programmes for customers.

### AS A DYNAMIC INDUSTRY WITH DIFFERENT OPPORTUNITIES AND CHALLENGES, HOW DO YOU THINK THE YOUNGER GENERATION CAN TAP INTO THE NUMEROUS OPPORTUNITIES NIGERIA PRESENTS?

The country is still developing and there are so many opportunities for the youth to tap into. With hardwork, consistency and discipline, they will achieve so much.

### HOW HAVE YOU BEEN ABLE TO WORK AND SUSTAIN CORDIAL RELATIONSHIP WITH COLLEAGUES IN THE

### OFFICE/FACILITY ESPECIALLY KNOWING YOU AS NOT ONLY THEIR MANAGER/SUPERVISOR, BUT MOST IMPORTANTLY AS SON/OWNER?

Attitude. Attitude. Attitude. Being a leader not a director. When they see me, the owner, doing the hard work, other staff do not have any choice than to fall in. Another important point is; knowing your onions.

### ON A LIGHTER MOOD, HOW DO YOU DEAL WITH STRESS?

I run...music in my ears for 5km, 3 times a week.

### HOW DO YOU HANDLE DEBT IN BUSINESS?

Integrity matters a lot, I try to stick to

the deadline and if we are exceeding the grace period, letters or mails have to be sent to the vendors.

### AS A STAKEHOLDER IN THE INDUSTRY, WHAT HOPE CAN YOU GIVE WOULD-BE INVESTORS ESPECIALLY UP-COMING GENERATION ABOUT PROFITABILITY AND SUSTAINABILITY OF PRINT BUSINESS IN NIGERIA?

Like every other industry, there are still big opportunities in the country yet to be tapped. We will always need things printed. Quality is our watchword!

### THANKS FOR TALKING TO US...

It's great having you!

From page 49 >>

## Print Impact Around the World



### Productivity, print quality, and robustness

With laser energy required of 120 mJ/cm<sup>2</sup> SONORA X Plates enable almost all platesetters to run at maximum productivity and, with no processing step, making plates is faster than ever. Your customers

will appreciate that you are using a more sustainable plate, and they will love the print quality they're getting, thanks to the high-resolution capabilities and robust design of SONORA X Plates.

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## HP INDIGO LAUNCHES NEW SOLUTIONS FOR LABEL AND PACKAGING PRODUCTION



HP Indigo 8000



At Labelexpo Europe 2019, HP Inc. demonstrated new solutions across

the HP Indigo digital portfolio of presses, workflow and partner solutions, offering label and packaging converters new ways to grow business with more innovative products and higher efficiency.

A provider of digital label and packaging presses, HP Indigo also reported continued adoption of its digital solutions, driven by demand for higher quality packaging, diversified food products, brand

protection, shrink sleeves, pouches, embellishments and more sustainable printing.

"HP Indigo labels and packaging production offers a world of profitable applications at the highest quality, helping HP Indigo customers outpace market growth and double print volume every four years," said Alon Bar-Shany, General Manager, HP Indigo. "Converters are investing in a digital future with HP Indigo, operating more than 2000 presses worldwide."

Shrink sleeves on beer cans by HP and Karlville

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## ROLAND DGA INTRODUCES NEW VALUE-PACKED VERSAUV LEC2-300 PRINTER/CUTTER



cutter, the LEC2 is an all-in-one solution built to handle a range of applications, including labels and stickers, signs and displays, package prototyping, short-run package production, and specialty graphics.

The LEC2-300 is

designed to take full advantage of Roland's ECO-UV inks, which adhere to the surface of a wide range of media, such as adhesive sheets for stickers and labels, PET or PVC-based substrates, canvas, tarpaulin, textiles, leather, and more. This combination produces vivid, eye-catching CMYK graphics, while also allowing users to incorporate Clear and White specialty inks for matte or glossy finishes, simulated embossing, and other custom dimensional and textural effects.

Roland DGA Corporation, a leading provider of wide-format inkjet printers, printer/cutters and other advanced digital imaging devices, has announced the launch of its redesigned VersaUV® LEC2-300 UV printer/cutter. With an all-new design that delivers improvements, the streamlined 30-inch LEC2 includes the popular features of Roland's original LEC-300, plus improvements for increased versatility, more vibrant color, and greater image detail – all for less than half the price.

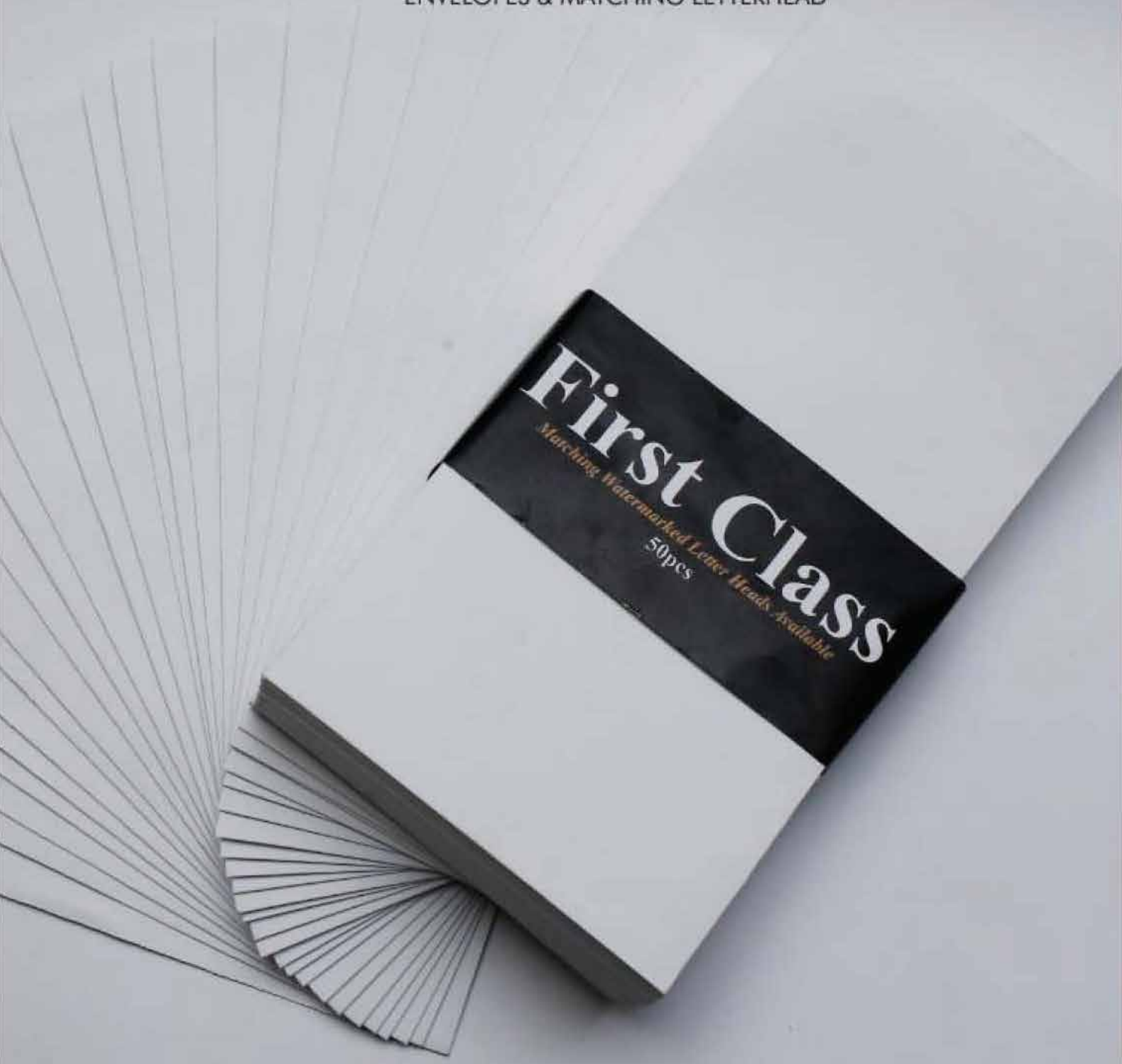
The new LEC2-300 has been engineered to offer users an even higher level of overall performance. In addition to doing the jobs of multiple devices by printing, contour cutting, creasing and folding in one seamless, automated workflow, the LEC2 boasts a newly designed print head, new LED lamps, and host of updated features for even better print quality. Its small footprint also makes the LEC2-300 perfect for shops with limited space. Much more than just a roll-to-roll printer/

With its enhanced contour-cutting functionality, the LEC2-300 cuts out printed graphics of virtually any shape with unmatched ease and accuracy. This automated process eliminates the need for plate making and die punching to trim adhesive decals, labels and stickers. A Perf-Cut function for printing ready to peel and apply labels, combined with a new Multiple Print function and a newly designed take-up system, allow for high-volume, extremely efficient unattended printing.



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