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## How to reach us

Our e-mail address is: [wheretoprint@yahoo.com](mailto:wheretoprint@yahoo.com), [numberscmkylimited@yahoo.com](mailto:numberscmkylimited@yahoo.com) and P. O. Box 17871, General Post Office, Ikeja Lagos Nigeria 2341. Letters should include the writer's full name, address and direct telephone numbers and may be edited for purpose of clarity and space. All submissions become the property of NUMBERS CMYK LIMITED. Please do not hesitate to also call us on Tel (Nigeria Mobile): +234(0)803 962 9114. Our Office is located at 18, Adekunle Fajana Way, GRA Ikeja, Lagos Nigeria.

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# To Readers

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

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## WE ARE INDEED GRATEFUL TO YOU ALL!

I will like to start by first officially wishing everyone a Happy and Prosperous New Year! This 2020 looks very promising for the sector especially when innovation and product evolution are shaping trends all over the world.

It now depends on **YOU** to remain customer-centric, creative, and calculative in risk-taking to soar higher this drupa year.

I remember a couple of months ago where I noted that in this life, winners and losers have the same number of hours in each week to work with. That; it is not the number of available hours that makes the difference; it's how the hours are utilized for humanity especially close knit in our areas of jurisdiction. Likewise, it is not just the performance numbers that make for success, it's the impact one makes on others and the society at large that count most! For us at **NUMBERS CMYK LTD** (publishers of **WHERE To Print** magazine and **PROPAK West Africa DAILY**), we also demonstrate our believe in

these ideals with delivering utmost satisfaction to our readers, advertisers, partners, colleagues, and shareholders by consistently meeting their expectations in order to give us confidence of a great future. And as we do not take this lightly; we thank **YOU!** Indeed, we sincerely acknowledge and appreciate your faithfulness, constructive criticisms and unalloyed patronage. **WE ARE INDEED GRATEFUL TO YOU ALL!**

### WHERE TO PRINT BIRTHS IN GHANA!

We cannot rest on our oars! That's why we're replicating **WHERE To Print** in one of Africa's most successful democracies and relatively stable economies – Ghana. We are offering Ghanaian print community access to vital, unbiased and professional information that are expected to positively impact on print purchase decisions thus contribute significantly to Ghana's Gross Domestic Product. For now, **WHERE To Print Ghana** will be a quarterly publication with near-future plan as a bi-monthly magazine (like Nigeria's **WHERE To Print**)

however, from inception - it will be a **FREE** magazine to increase advertisers value for impact and patronage across Ghana's Print & Allied Market.

This is just the beginning, and we promise to positively impact Ghana, continually! Join us in this wonderfully impactful journey and partner with **WHERE To Print Ghana** - you'll be glad!

### STORIES THAT DEFINED 2019

Back to this edition, we have stories that defined 2019, which proved to be another lively year for print. Aside **PRINT IMPACT AROUND NIGERIA** (from page 10) and **PRINT IMPACT AROUND THE WORLD** (from page 12) that aim at informing you on relevant and latest development from around the Nigeria and world respectively. As the first issue in a new decade with new direction from Government, we also highlight Federal Government's revenue-inspired Finance Act. How will it affect print businesses? Open to pages 22 and 34 to know how in the **SPECIAL FEATURE on NEW FINANCE ACT: WHERE IT AFFECTS PRINTERS.**



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From page 9 >>

Other SPECIAL FEATURE REPORTS are PROPAK WEST AFRICA WELCOMES THE NEW DECADE (on page 28); SPECIAL FEATURE INTERVIEW of new entrant into the consumables sector – Mr. Aghomon Ohilebo, MD/CEO - Inks Solution Integrated Services where he emphasizes that: "OUR VISION IS TO HELP PRINT OWNERS SAVE THEIR HARD EARN INVESTMENT, IMPROVE AND SUSTAIN PRINT QUALITY." Read excerpt on pages 40 and 41 before appreciating other industry stakeholders' expectations from the polity with plans for their customers in 2020. Check this out in WHERE TO PRINT VOX POP (from page 21).

This edition also highlights Messe Dusseldorf's preparedness for world's biggest trade show for print – drupa 2020 to be held over a 10-day period in June. We spoke with Mr. Itua Akhigbe of Trade Fair Services LTD – West African Regional Representative of Messe Dusseldorf who expresses delight in visitors' level of interest for drupa 2020. As one of the intending visitors from Nigeria, check out drupa's plans for you from page 24 titled: "WE ARE VERY GLAD AT THE RECORD LEVEL OF INTEREST SHOWN

### TOWARDS DRUPA 2020".

As Internet of Things (IoT) decade, we continue with our SPECIAL FEATURE reportage of world's number one CONSUMER ELECTRONICS SHOW – CES 2020 in Las Vegas, Nevada USA – the global stage for next-generation innovations in a SPECIAL FEATURE POST SHOW REPORT where: AI AND 5G DEFINE THE FUTURE OF INNOVATION. Please open to page 14 before checking out how these would impact print business in a SPECIAL FEATURE PREVIEW of world's leading retail exhibition – EUROSHOP 2020 this February in Düsseldorf Germany. Flip to page 30 to read the piece titled: EUROSHOP 2020: UNIQUE POWER PACKAGE FOR RETAILERS.

Lastly, the COVER STORY in this edition emphasises the need to start to incorporate tech-savvy, creative and trend-inspired future leaders in our industry both for dispelling preconceived notion of print being an outdated profession and for sustainability. Read how this can be done on pages 26 and 27 in the article captioned: CAREER PROSPECTS FOR THE MILLENNIAL IN THE

### WHERE TO PRINT BY-LINE

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### PRINTING INDUSTRY.

### WHERE WILL 2020 TAKE YOU?

The importance of exposure to success of Print Businesses in 2020 cannot be over-emphasised; don't wait till you start to experience difficulties from embassies before seeking professional advice. Please note the number of opportunities in your sector by planning

to attend some of industry-specific PRINT EXCHANGE PROGRAMME (PEP) featured on page 51 in this 2020 Business Year. To participate, WhatsApp or call any of the numbers on the ad. I'm also available – just dial or WhatsApp me on +234 803 862 9114 or +234 708 621 1555!

We hope you enjoy this edition, as much as we enjoyed preparing it for you!

## Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi

### CIPPON AND NCC PARTNER TO CHECK COPYRIGHT PIRACY IN PRINTING INDUSTRY



CIPPON President - Mr. Malomo



DG, NCC - Mr. Asein

Chartered Institute of Professional Printers of Nigeria (CIPPON) and Nigerian Copyright Commission (NCC) have renewed their commitment to fine-tuning the regulatory regime to enhance copyright protection in the book industry as part of a comprehensive anti-piracy plan.

At a consultative meeting held in Lagos recently by both regulatory agencies, President of CIPPON, Mr. Olugbemi Malomo and Director-General of NCC, Mr. John Asein, underscored the need to review and intensify effective workings

of the copyright system, particularly the book publishing industry to ensure appropriate copyright clearance and instil best practices that would enhance the value chain in the sector.

DG, NCC, Mr. Asein, decried the spate of piracy in the book industry and informed that the Commission would work closely with major players in the copyright value chain in a bid to maintain acceptable standard. He commended CIPPON and its leadership for "identifying the broken bridges that need to be fixed" in order to restore



the pride of printing as a critical component of the book industry.

The Director-General noted further that printing has a special place in the historical evolution of the copyright system over four centuries ago and still remains a cornerstone in the publishing industry. He assured that appropriate mechanisms would be put in place to sieve genuine printers from pirates who only masquerade as printers.

Earlier, the President of CIPPON, Mr Olugbemi Malomo, had assured that CIPPON would support the anti-piracy drive of NCC to ensure that piracy was brought to the barest minimum in the book sector. According to the CIPPON President; "We want to learn from what is on ground and see the area where we can collaborate and be able to achieve our aim as a common

goal of identifying and removing pirates because that is the key thing." He described his visit to the Commission as a first step in exploring areas of collaboration between CIPPON and NCC. The CIPPON President stated; "The book production process has a huge supply chain. There have been instances when books are imported and when they got to Nigeria, pirated ones also came to Nigeria. So basically, we want to change that narrative. We believe that books should be categorised. That is our point of view as regulators."

Mr. Malomo further remarked that; "You cannot seriously talk about Nigerian growth, Nigerian civilization and the enlightenment that Nigerians enjoy without reckoning with the role of printers because printers have always been a major block in the transmission

Continued on page 16 >>





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# Print Impact Around the World

## PANTONE CHOOSES A CLASSIC FOR ITS 2020 COLOUR OF THE YEAR



Pantone has announced its 2020 Colour of the Year is Classic Blue - PANTONE 19-4052 Classic Blue, a shade reminiscent of the sky at dusk.

"It's a colour that anticipates what's going to happen next," said Laurie Pressman, the Vice President of the Pantone Colour Institute, which selects the Colour of the Year. "What's the future going to bring as we move into the evening hours?"

This is indeed a pertinent question as we embark on a new decade. But as forward-looking as it may be, the 2020 colour brings us almost

full circle to the first Colour of the Year, Cerulean, another blue hue chosen in 1999 to likewise capture a moment in time. "We were moving into Y2K and wondering: Is the world going to fall apart?" said Pressman.

A timeless and enduring blue hue, PANTONE 19-4052 Classic Blue is elegant in its simplicity. Suggestive of the sky at dusk, the reassuring qualities of the thought-provoking PANTONE 19-4052 Classic Blue highlight our desire for a dependable and stable foundation on which to build as we cross the threshold into a new era.

Imprinted in our psyches as a restful colour, PANTONE 19-4052 Classic Blue brings a sense of peace and tranquility to the human spirit, offering refuge. Aiding concentration and bringing laser like clarity, PANTONE 19-4052 Classic Blue re-centres our thoughts. A reflective blue tone,

Classic Blue fosters resilience.

The Pantone Colour Institute said it recognized similar feelings of instability gripping the world today, from the United States to the United Kingdom, Hong Kong, Syria and across the globe. It settled on a shade that offers the reassurance, confidence and connection that people may be searching for in an uncertain global milieu.

Pantone has named a Colour of the Year for more than two decades. In 1963, the company created the Pantone Matching System, a proprietary system used in a variety of industries such as printing, graphic design and fashion design to manage colours.

### The sight, smell, taste, sound and feel of Classic Blue

The 2020 Colour of the Year isn't just for the seeing. In collaboration with partners across industries, Pantone created a multi-sensory Classic Blue experience, which it showcased in Manhattan on Wednesday night at its 2020 colour reveal.

Each year's colour is decided through a long and thoughtful process that takes into

consideration lifestyle and industry trends, said Pressman.

"Typically, trends that we see in colour are reflecting big macro trends that are taking place in culture," she explained. Colour influences can come from art, upcoming media, movies, lifestyles, socioeconomic and political conditions, travel destinations, new technology -- really anything.

### The name of the colour is an important factor.

"If you have a colour called Brown Dirt, versus Chocolate Fudge, it takes on two completely different meanings," said Pressman. "The name really has to resonate with the message that we want to get across." True to its name, Classic Blue can be regal, restrained and boundless. But it can also be edgy -- even anomalous -- utilizing a variety of tonalities, materials and prints. (Think a new-age, Classic Blue concept car.)

### Incorporate Classic Blue into your 2020

For those who want to sport the 2020 colour, Pressman recommends Classic Blue accent pieces such as a scarf or watch strap, or a vase or

Continued on page 44 >>

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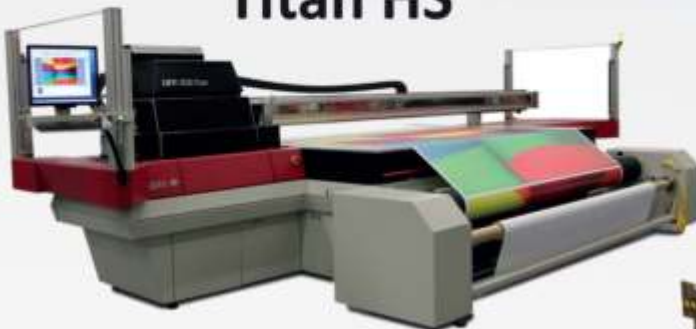
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# CES 2020 WRAPS: AI AND 5G DEFINE THE FUTURE OF INNOVATION

*The expansive Las Vegas Convention Centre, Nevada United States of America closed its doors January 10, 2020 to global stage for next-generation innovations - CES® 2020, following a week filled with over 20,000 product debuts unveiling the future of technology.*

More than 4,400 exhibiting companies launched their latest tech products to some 170,000 attendees from 160 countries across more than 2.9 million net square feet of exhibit space. From global tech brands to pioneering startups, the innovation at CES 2020 is expected to revolutionize markets and change our world for the better.

“CES 2020 inspired and connected every major industry across the globe,” said Gary Shapiro, President and CEO of the Consumer Technology Association (CTA)™, owner and producer of CES. “The innovation unveiled at CES 2020 will reshape industries, create jobs, fuel the global economy and improve lives

around the world.”

Corroborating Shapiro, Karen Chupka, Executive Vice President, CES noted that: “Global technology brands blended with non-traditional tech companies to showcase how innovation is furthering business across all markets – setting the stage for the decade ahead. This week at CES illustrated that every company is truly a tech company,” said Chupka.

## KEY THEMES AT CES

CES 2020 featured the entire spectrum of transformative technology that will redefine markets and shift business models, including:

### Artificial Intelligence

- AI was dominant throughout the show floor and will be a ‘key ingredient technology’ over the next decade. Companies debuted their latest AI solutions, including Brunswick, Doosan, John Deere and Kyocera.



CTA President and CEO Gary Shapiro gives an interview during CES Unveiled Las Vegas.

Continued on page 15 >>

# CES 2020 WRAPS: AI AND 5G DEFINE THE FUTURE OF INNOVATION



Advancements in digital health and wellness on display at CES 2020.

### 5G and Mobile Connectivity

• CES is the only show where the entire 5G ecosystem – the backbone for connectivity, transportation, augmented and virtual reality, digital health and more – comes together. Carriers and mobile operators, such as Verizon, Sprint, AT&T, Nokia and Ericsson, demonstrated the latest advancements in 5G’s speed, reliability and efficiency.

### Non-Traditional Tech Companies at CES

• Non-traditional companies used CES 2020 as a platform to launch products. **Impossible Foods** returned to CES 2020, debuting its Impossible Pork; **John Deere** was featured in the AI & Robotics Marketplace and other companies, such as **Bell**, **Delta Airlines**,

**L’Oréal**, **NBCUniversal** and **Procter & Gamble**, unveiled how they’re transforming their businesses through technology.

“We hosted 40 CEOs and corporate directors here, and over half were attending CES for the very first time,” said Nichole Jordan, Central Region Managing Partner, Grant Thornton; member, CTA Board of Industry Leaders. “As we debriefed, they said this show – this experience – helps them to reimagine their businesses and their futures.”

### Tech for Good

• Innovative technologies launched at CES that will change lives and improve our world. **Digital health** technologies were a



Exhibitors at the CES 2020 Family Tech Marketplace display the next wave of products that are keeping families safer and more connected.

Continued on page 36 >>

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## Print Impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi

of information in the growth of education, and in the provision of enlightenment. So, to a large extent, printers are still very relevant; whether in the offset era, in the improved technology era or in the digital era, we still have printers taking on different assignments. So, they are very key and to that extent, we are happy to start a conversation."

Speaking further, NCC DG, Mr. Asein stated; "We will move to the next level where we will engage further with your Executive and Advisory Council. Then, we would move further to the level of addressing all printers. In the course of that, we would develop the right mechanisms and the right protocol to ensure that we are able to separate the wheat from the chaff." He charged CIPPON President to keep a data of those the Institute regulates and informed that the Commission would commence full enforcement of the requirements of the Copyright Act to ensure that every producer of works keeps a register of works produced as mandated under section 14 of the Act.

Mr. Asein stated, "We already have an obligation under the Copyright Act to ensure that people who are producing copyright works keep registers. So, we are sending out a clear message that henceforth, the

Nigerian Copyright Commission will enforce the provisions of the Act requiring the keeping of registers. "For instance, every printer should have a register of works that he or she is printing. I am sure today, we will have more in default than compliance. We will soon begin to enforce compliance and prosecute offenders." He expressed concern over the prevalence of imported pirated works, which he described as double jeopardy. "That is an area right-owners would want Government to look into; with the help of the Customs Service, we will monitor the ports and block the inflow of these pirated materials. If we stem piracy then more publishers will be encouraged to patronise local printers. That way, we can save jobs and Nigeria would someday become a printing hub for the region", he added.

Mr. Asein expressed hope that something would be done to revive the paper production industry to make printing in Nigeria more competitive and reduce dependence on foreign printing. Consequent upon the deliberations, a four-man technical committee comprising NCC and CIPPON staff members would be inaugurated to, among other things, deliberate on the framework and modalities for future cooperation between NCC and CIPPON.

### SKYSAT INTRODUCES ID CARD PRINTERS TO NIGERIAN MARKET



Konica Minolta's Elite Partner in Africa – Skysat Technologies Nigeria Limited has again confirmed its customer-centrism in product innovation by introducing the world-renowned identity card printers - HEIDI ID Card Printers to its brands' representation portfolio.

According to Skysat Technologies Nigeria Limited Executive Director – Mr. Ramzi Debs, "HEIDI Card Printer is a compact, versatile, affordable and cost-effective identity card printer that produces excellent quality cards. It has various encoding and security features such as magnetic strip



or UV layer. In addition, HEIDI has the GET identity software that enables organizations to create, manage and personalize card issuance."

WHERE To Print gathered that application of the versatile HEIDI ID Card Printers can be used in Government Agencies that issue identity documents such as Driving License, National

Identity Card etc. Other sectors where HEIDI can be deployed are Corporate (ID Card, Visitors' & Employees' Badges, Access Control); Education (Student Cards); Retail (Loyalty Cards); Finance (Mastercard /Visa Compliant); Leisure (Membership Cards); Transit (Public Transport Passes) and much more.

For more information, call **Skysat Technologies on 08091199004.**

### BOBST PARTNERS OTHERS ON LAGOS FLEXIBLE PACKAGE ROADSHOW



Sustainable and innovative packaging solutions were high on the agenda of the roadshow that BOBST and partners - Apex International, Atlas Converting Equipment, Rossini and Siegwirk held in Lagos earlier in December 2019.

The presentations covered topical issues along the flexible packaging and label production chains. From the latest high barrier mono-material solutions, through to automation and innovative digitized workflows, to more sustainable operation and output using energy efficient

systems, ECG printing, water-based and EB curing inks.

All developments that can provide new and powerful business opportunities for converters and brand owners alike. "Nigeria is the largest market in Africa with a growing 200 million population needs. We have been market leader in the country for new printing equipment for the past 3 years, which makes Nigeria a great place to come and discuss technical innovations," said Eric Pavone from BOBST.

### NIKON PARTNERS INDIGO TO TRAIN PHOTOGRAPHERS



Nigeria's Photo Printshop of Choice – Indigo Digital Press continues to work with relevant stakeholders to improve photography business in Nigeria as it recently partnered with Nikon to train photographers on effective use of cameras for diverse

Continued on page 17 >>

# Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi



applications. In a related development, Indigo launched new series of photographers' right

choice – the Indigo Photobooks which are durable and cost-effective synthetic photobook albums.

## CANON AWARDS TENAUI

Canon Central & North Africa (CCNA), the leader in imaging solutions, recently handed awards to its partners who have excelled in their performances across various businesses and consumer sectors. One of such is Tenaui Africa LTD which has seen to it that Canon brand is market leader in Nigeria.

In response after receiving the award, Tenaui expressed that: "Tenaui Africa LTD is truly honoured for being recognized as the top B2B Performer of 2019. We would like to thank Canon CNA and everyone who continuously supports us".



## PRINTERS IN RIVERS STATE CELEBRATE 2019 & PLAN FOR 2020

Professional Printers and Print Stakeholders under the auspices of Chartered Institute of Professional Printers of Nigeria (CIPPON) came together to discuss and share ideas at a dinner luncheon on the future of CIPPON with the theme: **CIPPON, YESTERDAY, TODAY AND TOMMORROW.**



Continued on page 18>>



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## ABUJA PRINTERS COME TOGETHER TO START PRINTERS CARNIVAL

.....HOSTS INTERACTIVE MEETING

Printers and Allied Stakeholders in Abuja, the nation's capital came together to usher in a new fair tagged: **Printers Carnival** to expose unique talents, capacities and networking opportunities for Professional Printers in Abuja and environs.

The event which saw notable print equipment manufacturing representatives in attendance also culminated into an Interactive Session where **Director of Print Academy Consulting Ltd & Publisher/ CEO of WHERE To Print magazine – Mr. Joju ADEKANBI** put participants through an exclusive expose' on

**WHY PRINT BUSINESSES DIE (WHERE To Print Intelligence Report over 10 Year Survey).** The Interactive Session, also proffer ideas for a lasting solution to diverse issues affecting the industry in areas such as epileptic public power supply, double taxation, unhealthy price war, access to realistic funding, recognition of Chartered Institute of Professional Printers of Nigeria (CIPPON) Certificate in the civil service and many others which were eventually collated and put forward to CIPPON Council for implementation. **WHERE To Print** captured some of the moments in images.....



Continued on page 19 >>



**ASSPPON IKEJA DIVISION FETES MEMBERS AT END OF YEAR GET-TOGETHER**



Association of Professional Printers of Nigeria (ASSPPON) Ikeja Division held her End-of-Year Get-Together cum Launch/Certificate Presentation on Thursday 12th of December 2019.

The event which was attended by dignitaries in the Printing Industry and other important personnel in Ikeja and environs had Mr. Joseph Ejelo gave lecture on "Principle and Ethics of The Printing Industry", while

President of Chartered Institute of Professional Printers of Nigeria (CIPPON) - **Olugbemi Malomo** enjoined members to be united in flushing out quacks from the industry as he noted that; "It is illegal to patronize someone without license and before license is given out, we will find out what group that person belongs to, for example yours in Ikeja as the person needs the endorsement of his/her group before recognition and/

or certification", he stressed further that pricing should not be the sole determinant of getting jobs but quality service backed with integrity. He concluded his presentation by informing stakeholders that CIPPON is working smartly to make print businesses profitable and successful again with functional office to be unveiled from January 2020.

The event was rounded up with certificate presentation to qualified members. **WHERE To Print** captured some of the memories of the event...



Continued on page 20 >>



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**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.





**PRINTSERVE CELEBRATES AND REWARDS STAFF**



Over 30 staff of Printserve Limited were rewarded by her Management with various **THANK YOU** items to show gratitude and further motivate them for greater works.

Party for Staff, items such as brand-new LED TV were given out with Certificates in appreciation of their commitment, hardwork and service to Printserve Limited. Below are pictures from the event...

At the company's End-of-Year



**TO STAFF WEDS**



Newly wedded Mr. & Mrs. Alabi

Just before the Year 2019 draws out its curtain, Mr. Adewale Alabi - Manager of Technology Global Services Limited in Abuja, the nation's capital got wedded

to his beautiful bride - Tomi. **WHERE To Print** wishes the lovely couple a divinely blissful marital life!

**INGRAM 'GRADUATES' TRAINEE**



On the 21st of December 2019, Ingram Press, Surulere - Lagos sent forth one of her apprentices after completing his printing practice training. Ingram Director - Sir. Victor Agbro, enjoined the trainee graduate - Mr. Ahmed to continually pursue his dream of becoming an expert Printer



without minding the challenges. According to Sir. Agbro: "A good reminder that the only way to never reach your goals is to never start. Congratulations to our dear Trainee Staff - Ahmed, as you've reached another milestone in life".



**FAREWELL!**



Industry lost a gem - Mr. Taiwo Adetunbi Ogunsakin - farewell! From all of us @ **WHERE To Print** magazine



## AS BUSINESS OWNER, WHAT ARE YOUR EXPECTATIONS FROM THE POLITY (GOVERNMENT, STAKEHOLDERS, BANKERS, SUPPLIERS ETC) THIS 2020 BUSINESS YEAR LIKEWISE, WHAT ARE YOUR PLANS TO YOUR CUSTOMERS THIS YEAR?

In as much as we all hope that as business owners, our businesses will be profitable this 2020 Business Year, we are also expected to set goals with main aim to create values to our customers. Because they're the reason we're in business in the first place! Aside customers' expectations, what other factors should business leaders consider when setting 2020 Business Goals? **WHERE To Print VOP POP Crew** went to town to find out these in the excerpt below:

### GOVERNMENT

My expectation from the Government is an enabling environment for all businesses; to encourage business establishments by creating conducive atmosphere for growth and sustainability.

### POWER

Government should address power supply which is almost non-existence and erratic at best. I believe, if there is a strong commitment on the part of Government, power problems in Nigeria will be a thing of the past. Having to purchase diesel and maintain generators leave big hole in our financial plans and hinder free-flow of work.

### ROAD

I expect Government to put modalities in place to cure the menace on our roads. First, bad roads and second, the insanity from road users particularly bike users and tricyclists. Coming to work; going for meetings; and returning back home always leave one frustrated. There is reckless disregard for traffic laws and this is done with impunity because there is no recompense for

violation particularly for these two sets of road users. One cannot relax in the back seat and work on the laptop just because of the apprehension and constant harassments like incessant honking.

### FINANCE

I expect the banking sector to be totally supportive of small and medium scale businesses. I thank God for the reduction of banking charges recently introduced by CBN; however, this should be practical. Profit is often swamped by exorbitant charges and fees.

### MARKET

Other stakeholders in the large format digital printing sector should not be too desperate to just get jobs but should maintain high-quality output. Good ink, good substrate and excellent printing machines will always give the best outcome in print production. This however does not come at a cheap price. There should be a balance between the two. These days, we see very pathetic printing and reasons given always have to do with low prices demanded by clients, and desperation to get the jobs by printers. I am of the opinion that premium client will always want to project an excellent front for their top-quality products and services. Excellent brands have names to protect. So, don't undercut yourself!

### SUPPLIERS

Suppliers have same role as stakeholders. They should stock, maintain, and supply high-quality products at all times. Suppliers to Sunshade Meadows know of certainty that we will never procure defective or substandard items.

### CUSTOMERS

Our plan for customers in 2020 is to offer them the best and subsequently make their brands stronger. To achieve this, Management have concluded plans to attend industry-specific trainings and exhibitions that are highly reputed in the world. We want to be abreast of latest trends in technologies, printing ideas and deployments. To widen our search for the best substrate and see how cost-effective quality is done elsewhere. We want to break new grounds and be forerunners in bringing world-class printing technology to Nigeria. To be *Primus Inter Pares* and contribute our own quota to the development of large format digital printing in Africa.

• **MRS. FOLASHADE SODERU - SUNSHADE MEADOWS ENTERPRISES**



Continued on page 42>>



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## NEW FINANCE ACT: WHERE IT AFFECTS PRINTERS

***With heightened political and economic tensions in the Middle East, China and USA trade war, intense competition amongst nations for both local and direct foreign investment et al with expected impact on Nigeria's revenue generation; President Muhammadu Buhari recently signed into law the Finance Bill 2019 (now Finance Act), to principally increase government revenue against future uncertainties.***

According to President Buhari, the Finance Act - specially designed to support the implementation of 2020 National Budget - is expected to promote fiscal equity by mitigating instances of regressive taxation; reform domestic tax laws to align with global best practices; introduce tax incentives for investment in infrastructure and capital markets; support small businesses in line with ongoing Ease of Doing Business Reforms; and raise revenue for Government, by various fiscal measures, including increase in rate of Value Added Tax from 5% to 7.5%. The question to the Print Community is: How does the new Finance Act affects Print & Allied Businesses?

WHERE To Print investigation reveals that the new Finance Act could have significant impact on investment decisions by Printers and other print-inclined business owners especially in this drupa 2020 Business Year and beyond in the following areas:

### COMPANY INCOME TAX (CIT)

The new law states that Small and Medium Enterprises (SMEs) with turnover of less than N25 million are to be exempted from Company Income Tax. This unarguably is a big relief to Printers who constitute a large number of SMEs in the country. They can now focus on moving their companies to the next level via investment in both human and capital resources. The non-payment of CIT by these companies is said to allow them grow thereby encouraging entrepreneurship. Additionally, the new Finance Law lowers tax rate for companies making up to N100 million in turnover from 30 percent down to 20 percent. Not only that, medium and big size company get 2% and 1% bonus off CIT respectively, if payment of their taxes is done 90 days before due date. WHERE To Print expects this to open up opportunities for companies to post their respective CIT early to take advantage of their category's bonus, while small companies have more room for expansion due to tax relief. This is an incentive to Print & Allied SMEs in Nigeria, most of which already struggle

to stay afloat in Nigeria's hostile business environment.

For one thing, Nigeria's SMEs are starved of both fixed and recurrent capital - as poor access to finance constitutes major constraint to businesses. Similar challenges encountered by SMEs include high cost of doing business as a result of infrastructural derelict, multiple taxation, lack of skilled workforce etc. Some of these problems are what the new Act seeks to eliminate by ensuring entrepreneurs have enough funds to operate their businesses. In the long run, all these measures will encourage growth and investment by SMEs in the economy with accompanying multiplier effects on Nigeria's GDP.

### CUSTOM AND EXCISE DUTY

Earlier in 2018, the Federal Government approved an increase of 20% Excise Duties on tobacco (aside extra fixed tax per cigarette) and alcoholic beverages produced in Nigeria. With the new Finance Law, the Excise charges on locally produced tobacco and alcoholic beverages now extends to

Continued on page 34 >>

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## “WE ARE VERY GLAD AT THE RECORD LEVEL OF INTEREST SHOWN TOWARDS DRUPA 2020”

- ITUA AKHIGBE, TRADE FAIR SERVICES LIMITED - WEST AFRICAN REGIONAL REPRESENTATIVE MESSE DUSSELDORF GMBH

*In less than five months to world's leading trade fair for printing technologies – drupa 2020, stakeholders eagerly hope for outstanding networking opportunities and potentials for excellent business dealings that this drupa edition presents. With great international appeal, drupa provides crucial impulses for print, media, packaging production, and industrial applications - where innovations are brought to fore. WHERE To Print caught up with drupa organiser - Messe Dusseldorf GmbH West African regional representative – Trade Fair Services Limited Itua Akhigbe who shed lights on Messe Dusseldorf readiness and plans for all participants at this edition of drupa 2020 in Germany. Excerpt below:*

### CAN YOU RECALL DRUPA 2016 AND THE HIGHLIGHTS THAT CHANGED PRINT BUSINESS ALL OVER THE WORLD ESPECIALLY IN AFRICA?

The significance of DRUPA is unrivalled in the fact that the industry solutions on offer are truly global. Regionally, the constant increase in African visitor numbers attest to this. DRUPA 2016 recorded a phenomenal 260,165 visitors. It was a pivotal experience that highlighted future proof themes with strong growth potentials in such areas as 3D, functional and packaging printing.

### WHAT WERE THE CHALLENGES YOU HAD IN PACKAGING THE WEST AFRICAN DELEGATION PARTICULARLY FROM NIGERIA AND GHANA; AND HOW DID YOU OVERCOME THESE CHALLENGES?

Messe Dusseldorf have had representation in West Africa for over 40 years. This has

Continued on page 25 >>

provided us with many fantastic learning opportunities. All our individual visitors; visitor delegations and exhibitors have unique requirements. Our experience and partnerships have helped to ensure that we are well equipped to manage clients'

expectations.

**“NEW VISITORS TO DRUPA 2020 ARE ENCOURAGED TO KEEP THEIR EXPECTATIONS AS HIGH AS POSSIBLE BECAUSE OUR COMMITMENT AS**



**"WE ARE VERY GLAD AT THE RECORD LEVEL OF INTEREST SHOWN TOWARDS DRUPA 2020"**



**AN ORGANISATION IS TO THOROUGHLY SURPASS EVERY EXPECTATION."**

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

All our clients' interactions have provided us with learning opportunities. We would not have done anything differently.

**HOW DO YOU INTEND TO ENSURE THIS YEAR'S EDITION IS THE BEST IN TERMS OF PARTICIPANTS' EXPECTATIONS AND YOUR VALUE-ADDED SERVICES?**

DRUPA is unequivocally considered the Mecca of the Print Industry. Preparations for DRUPA 2020 started earnestly in 2016 to ensure that our service offerings to our clients are at the highest level. Approximately 1,800 exhibitors from 54 countries will be present at DRUPA 2020. On show this year will also be many seminars and special shows such as cube, dna, touchpoint packaging, touchpoint 3D fab+print, touchpoint textile et.al.

**BACK TO THIS 2020 EDITION (OF DRUPA) - WHAT IS MESSE DÜSSELDORF PROMISE TO ALL PARTICIPANTS - BE IT EXHIBITORS, VISITORS, MEDIA AND THE REST - IN TERMS OF VISITORS' EXPERIENCE, RECEPTION AND SECURITY?**

With all the prominence that comes from a truly global operational footprint, we are thoroughly grounded in our understanding

that our business at its core is a people's business. Whilst we have enjoyed witnessing the constant flux of industry trends across all our trade fairs including DRUPA, our commitment to complete client satisfaction has been unwavering. Previous visitors to DRUPA must have experienced how the DRUPA experience is palpable from the Dusseldorf Airport arrival halls and extended throughout the entire city. New visitors to DRUPA 2020 are encouraged to keep their expectations as high as possible because our commitment as an organisation is to thoroughly surpass every expectation.

**WHICH DIRECTION DO YOU THINK THE INDUSTRY IS MOVING**

**“ AT DRUPA 2020, THE KEY FOCUS AREAS WILL BE FUNCTIONAL/ INDUSTRIAL PRINTING, 3D PRINTING AND FUTURE TECHNOLOGIES. ”**

**TOWARDS AND WHY?**

One of the most interesting features of the Print Industry is its alignment with deep and disruptive innovation cycles. At DRUPA 2020, the key focus areas will be functional/industrial printing, 3D printing and future technologies. Our exhibitors will mirror megatrends such as **Artificial Intelligence, Connected Customer,**



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## CAREER PROSPECTS FOR THE MILLENNIAL IN THE PRINTING INDUSTRY

*Traditionally with as little or no formal education, anyone can enter the Printing Industry from an apprenticeship level and grow overtime to be machine minder, screen printer, print finisher, reprographics operative, and so on. However, in this age and time of the Millennial that is bedeviled with a preconceived notion of print being an outdated profession run by old-school companies who are going downhill, one needs to expose the vast array of other exciting and lucrative careers available throughout the value chain in the Printing Industry to accommodate the millennials. In this first edition in the new decade, this **COVER STORY** reveals some of the new roles aimed at inculcating tech-savvy, creative and trend-inspired future leaders in the industry.*

### MEDIA TECHNOLOGY SPECIALIST

The print media industry offers a wide range of exciting occupations. We start with the **Media Technology Specialist** in the field of printing, responsible for controlling the entire printing process. He ensures the best printing result thanks to his know-how of the printing machines and all functional sequences. This includes a wide variety of products, like books, posters, packaging or wallpaper and is therefore very diverse.

Before the printing process, he is responsible for planning the print product. This also includes the creation of a printing mould and some test prints for quality control. During the printing process, he monitors the machines performance and checks the ink metering. If need be, media technologist ensures the presses are cleaned. You only need to possess qualities such as accuracy, fast reaction times and a good overall technical understanding to be well-suited for the profile of a technology specialist.

### PAPER AND PACKAGING TECHNOLOGIST

If you are looking for a stable job where you can still learn new things and evolve with your work, **Paper and Packaging Technologist** might just be the right path for you. A career as a Paper and Packaging Technologist can be very versatile. Depending on what branch of industry you choose, your job training will look different. In general, a Paper and Packaging Technologist designs and creates packaging and builds the groundwork to fulfil the ever-changing demands of the industry. It is an exciting career path, full of innovation and new technologies.

A Paper and Packaging Technologist works with heavy machinery so applicants need to be able to work in a loud environment and do their work standing up. Of course, they should have excellent mathematical reasoning and spatial coordination to follow the packaging production from design to finished product.

Typical employers are manufacturing and pharmaceutical companies, retailers, packaging producers and packaging converters. After the job training, Paper and Packaging Technologists are able to further specialize with different training opportunities.

### INDUSTRIAL MANAGEMENT ASSISTANT

An **Industrial Management Assistant** represents the interface between technology and business and usually works in the office of industrial companies. They are in active contact with customers, suppliers and partners and are familiar with various marketing strategies and advertising measures, administrative matters, cost evaluation and accounting. Purchasing goods, managing inventory, monitoring production processes and sales negotiations can also be part of the tasks of industrial management assistants. Even personnel management can fall into their hands.

Industrial clerks can therefore be found in any industrial company. In addition, they can also find employment in trade, the chemical, transport, wood or textile industries and thus have a wide range of potential employers ahead of them after or during their training.

### INDUSTRIAL MECHANIC

The everyday life of an Industrial Mechanic is anything but boring. While others work on the assembly line, they are the ones who build this machine. **Industrial mechanics** assemble individual machine components into large systems and build workpieces. In addition, they program the functions of the machine and check whether everything runs smoothly. Regular quality controls are part of the work of an industrial mechanic, as are the repair and maintenance of the machines.

Industrial mechanics workplace is usually located where there are large production machines, i.e. in workshops, or factory halls. An alternative for industrial mechanics is to work in customer consulting.

### MEDIA INFORMATICS

Long story short: **Media Informatic Scientists** plan and implement IT solutions for the creation of printed, electronic, digital or interactive communication media and provide IT support for media information systems. The possible professional fields are becoming more and more diverse. Whether software, interactive websites, (image) databases or interfaces, as a media informatic scientist you can work wherever

Continued on page 23 >>

## CAREER PROSPECTS FOR THE MILLENNIAL IN THE PRINTING INDUSTRY



media and computer science intermingle.

During their studies, students of media informatics become computer scientists with a focus on digital media and multimedia. For example, they learn how digital media and information systems function technically and how programs for media processing are correctly applied. In addition, the studies provide great know-how for developing, designing, implementing and supporting multimedia software, apps and applications. In our digital era, almost every company needs experts in the fields of computer science and information technology. Therefore, graduates of media information have excellent career prospects.

### BOOKBINDER

A trained **Bookbinder** designs and produces book covers. He brings together loose pages of a book and tops it off with an artistically designed book cover. In the dual vocational training, the trainee learns the manual craft but also the historical development and mathematical knowledge.

Though in this age of digitalisation, the career prospects of a fully trained bookbinder are not exactly good, nevertheless, there are niche or specialist areas in which bookbinders can live out their passion. In addition, the current counter-movement to digitalisation should not be underestimated. After all more and more people appreciate the aesthetics and feel of a good book.

### MEDIA DESIGNER (DIGITAL AND PRINT)

This is a dual vocational training model career, which means that part of the training is done at a vocational school and

the other part in a company. The training is completed with a final examination. If the trainee has passed this exam, he or she is a certified media designer. Whether his subject area is digital or print depends on his training company.

### The digital and print media designer

conceives, drafts and designs media. There are no limits to which media he/she works on as this ranges from printed products like flyers, packaging, magazines and catalogues up to digital content like e-books and websites.

### What attributes should future Media Designers have for Digital and Print Media?

Creativity, as well as the courage to try out new things are among the basic prerequisites for a prospective media designer. This means that a media designer must always stay up to date with the latest trends, but also with hardware and software. In addition, media designers are team players and their communication skills not only help them with their training and work, but also with their customers. Due to tight schedules and increased deadline pressure, resilience is another important criterion that a good media designer should bring along in order to enjoy his work. Good math and English skills are of advantage. However, there is no concrete requirement for the necessary school leaving certificate. Most trainees have completed their (technical) A-levels and/or polytechnic/ college/ university degrees.

### What does the training as a Media Designer for Digital and Print Media look like?

Interested parties can find advertisements for the dual vocational training as a digital and print media designer from a wide

variety of training companies: publishing houses, printers, advertising and multimedia agencies to communication and advertising departments in companies. In most cases, the decision as to whether the trainee will be trained in digital or print is made at the very outset of the selection process.

### CONCLUSION: AGING WORKFORCE = CAREER ADVANCEMENT OPPORTUNITIES

There is no hiding it that the Printing Industry faces a major shortage of young talent to replace the current generation that is right around the corner from retirement. For the fact that one of the highest workplace priorities for Millennials is the opportunity to develop quickly and advance, Millennials are shaking up the workplace by bringing in a completely different set of expectations and are eagerly seeking out the most innovative companies that are experts at tailoring to their needs. Check out below insights on how to inculcate them into the Printing Industry or they may miss out on this tremendous career path.

- **Millennial Opportunity:** Aside Millennials dedicating time to learn about the business to put them in high demand, many print shop owners' also need to understand the "it's all about me" stigma that follows Millennials. Don't ignore this rather incorporate their expectations into company's plans. Try to align company vision and goals with their career visions and goals by communicating these successfully to not only provide relevancy and spark their interests but most importantly, to get them buy into the company's visions as their 'own' visions for sustainability.

- **Print Company call to Action:** Start to develop relationships with colleges that offer Graphic Communications programs. Providing rotational internships is critical to drawing in young talents and securing future employment. Being present at job fairs/ exhibitions is a way to be directly in front of the graduating class and be sure to think outside the box when it comes to offering benefits. Something as simple as free bi-weekly food trucks or a happy hour social can go a long way to retain the Millennials.

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## PROPAK WEST AFRICA WELCOMES THE NEW DECADE

.... eighth edition to be the biggest yet! .... stands almost completely sold out!

2019 saw PROPAK West Africa in its most successful edition to date. An impressive 89% of exhibitors said they achieved their goals at the exhibition, and as a result 82% of them re-booked onsite!

For the new decade, the organisers, Afrocent Montgomery, are guaranteeing even more for the exhibition. **September 2020** will mark the show's **8th edition** and is expected to welcome more than **5,000 key industry stakeholders** and more than **200 leading industry brands** as they showcase their products and services. **PROPAK West Africa** is set to **grow 31%** in net space making the floorplan a remarkable 2,900sqm in comparison to 2,208sqm the year before.

But that's not all that's new this year. PROPAK West Africa has had a little makeover reflecting the growth and development of the largest packaging, plastics, food processing, labelling

and print exhibition in the West African Region. Later in the year, a brand-new website will be rolled out and organisers will introduce the brand new PROPAK West Africa Connect App. The new app will effectively serve as a matchmaking tool for all exhibitors and visitors. All registered users will be able to pre-organise meetings with every exhibitor, visitor and speaker, as well as earmark conferences they'd like to attend and create a personal schedule to maximise their time at the event.

This year's line-up of exhibiting brands will include Sasol as platinum sponsors for the event in addition to Atlas Copco, Beaumont Aromatic and SkySat Technologies. Corporate Sales Manager, Vikash Dadhich, from SkySat Technologies when asked about PROPAK West Africa in 2019 said: "We are proud to be part of an event which is organized very well. We will be part of it always. It's a great opportunity to showcase our products and services and meet new and existing customers."

On the incredible development of PROPAK West Africa the last few years, Regional Director George Pearson said: "Every year PROPAK West Africa goes from strength to strength which we feel is indicative of the incredible growth opportunities we're seeing in the market

at present. Our successful re-book rate of 82% in 2019 demonstrates our commitment to ensuring we deliver a valuable expo for every single one of our participants.", and when asked what exhibitors and visitors can expect for the 2020 edition he said: "With the new decade now here, we're heavily investing in growing the success of the show even more with tools like our new Website and Event App which will make navigating the expo and establishing key connections among attendees that much easier. It's going to be an exciting year for us, so stay tuned for more updates!"

PROPAK West Africa is the region's largest exhibition and conference dedicated to the rapidly expanding sectors of packaging, plastics, printing and food processing. Taking place in West Africa's economic hub; Lagos, Nigeria, the exhibition will be held between the **15 - 17 September 2020** at the Landmark Centre.

For those interested in exhibiting, simply contact **Ben.Dale@montgomerygroup.com** or at **+44 (0)20 7886 3048**. For local enquiries get in touch with **oluseun.uyanna@montgomerygroup.com** or at **+234 0802 568 6535**. Completely free to attend, although Visitor Registration isn't officially open, you can register your details to keep up to date with show news, simply head to the website at **www.propakwestafrica.com**





# Successful UK Company Seeks Entrepreneur To Launch Revolutionary Products

Attention All  
Print Workers!

Are you **tired of working for someone else**, using all your skills week after week, month after month, only for someone else to reap the benefits? Are you one of the thousands of people that have thought about **starting your own business**, but don't quite know how to get started, or are put off by the cost of setting up?

Wouldn't it be great if you could use the skills you have learned to run a unique and **profitable business** and create the lifestyle you always wanted? Imagine being in control of your own destiny and reaping the rewards of all your own hard work.

## ONCE IN A LIFETIME OPPORTUNITY

What if I told you about a **once in a lifetime opportunity** where you could fulfill your dreams in promoting and selling a unique range of **world class products** that are unrivalled in the printing industry? How would you react if I said to you that this business required **little funding** from you and that it included proven sales, advertising and marketing strategies that have already made other distributors wealthy?



Tech-ni-Fold Managing Director,  
Graham Harris

My name is Graham Harris; I am the Managing Director of Tech-ni-Fold Ltd, a UK company. I came from humble beginnings working in a post press department to running my own globally successful company.

Today I am seeking someone with a similar background as me to become our distributor in your country.



## FROM FACTORY FLOOR TO INTERNATIONAL MARKET LEADER

In January 1999 I had the good fortune to invent a **revolutionary** rotary creasing device that **eliminated cracking problems** on common folding machines such as Heidelberg, Stahl and MBO. This meant that print and print finishing companies could crease and fold **heavy stock** materials such as leaflets, greetings cards and book covers at speeds of **up to 30,000 copies an hour**.

This one invention was a phenomenal success that catapulted me **from the factory floor into an international market leader**. I searched for entrepreneurs that could repeat my success story in their country. Here's what Andre Palko, our USA distributor says:

*"Just over two years ago I had the good fortune to see a "Dealer Wanted" advert for a special creasing device called the Tri-Creaser. After asking some customers to put the Tri-Creaser to the test, I was soon convinced of its effectiveness.*

*Now that I was a believer in the product, Graham turned his attention to our approach to marketing. He asked us to place a full page advert in a trade printing publication using his template, the results were nothing less than phenomenal!*

*Within six months I employed a second person and reached \$500,000 turnover in year one. In our second year we more than doubled that and are on course to double sales again in our third year. Since testing that first device and placing the first advert we have not looked back."*

## THE PERSON WE ARE LOOKING FOR...

We are searching for a special person to start up a small team to introduce our products to your country. **We are not looking for companies that sell existing products** as we are only interested in entrepreneurs that have the right **experience, passion and ambition to succeed**.

## DO YOU EVEN QUALIFY?

If you don't have ALL the following 5 qualities, please don't even consider applying:

- **Experience** in print finishing/ post press
- **Highly motivated**
- **Management experience**
- **Open to new ideas**
- **Can speak excellent English**

## THERE'S NO MENTION OF MONEY

That's not important to us at this stage, who you are is much more critical. We help you establish a distributorship selling our products. The **key** is having someone in place with the **desire and ambition to succeed**.

If you have ALL 5 qualities and are interested please contact us now:

Phone Graham on +44 (0)1455 55 44 91  
Email: [info@technifold.co.uk](mailto:info@technifold.co.uk)

As soon as we hear from you we will send you our **FREE "Distributorship Pack" and Application Form**.

For now, I will leave you with a testimonial from Heidi, our Danish distributor...

*"We placed the Tech-ni-Fold advert and received an impressive stream of enquiries that resulted in quick sales. Every marketing activity Tech-ni-Fold asked us to implement turned into clear profit and the business just took off. The market for these unique products is huge and we have zero competition. I highly recommend the Tech-ni-Fold distributorship to any professional person that can cope with fast growth and plenty of sales activity."*



## EUROSHOP 2020: UNIQUE POWER PACKAGE FOR RETAILERS

- Eight dimensions of experience
- Top-class stages
- Renowned awards
- Various guided tours ... and lots of specials

*EuroShop, World's no.1 Retail Trade Fair, is an integral part of the world of retail. From February 16 to 20, it will bring together around 2,300 exhibitors from more than 60 countries in Düsseldorf, Germany with expected 114,000 trade visitors from all over the world.*

It is not only an indispensable information platform, trend hotspot and network for professionals from the trade, but at the same time has an intensive effect on many other areas and industries, provides innovative blueprints and deals with urgent and future-relevant topics such as digitization, robotics, sustainability or climate neutrality.

### THE EIGHT DIMENSIONS OF EXPERIENCE AT EUROSHOP 2020

On the one hand, the eight dimensions of experience at EuroShop cover the entire investment needs of the trade, on the other hand, they provide plenty of inspiration

and concrete answers to crucial questions that every retailer who wants to remain competitive must ask himself.

What must a shop or store be today? Place of experience and identification? Feel-good venue? Third place? Pop-up market place? What should it look like, how should it feel?



**EuroShop**

The World's No. 1 Retail Trade Fair  
16 - 20 February 2020  
Düsseldorf, Germany - [www.euroshop.de](http://www.euroshop.de)

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# VistaNova

## Print Solutions

### Products:

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



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**LAGOS:** Vista International Limited 2EB, Opp. Aswani Market Osolo Way, Isolo Lagos. Nigeria, Toll Free: 0800 VISTA NG, 0700 VISTAPAPER, Email: sales.ng@vistafrica.net, Web: www.vistafrica.net

**ABUJA:** Plot 764, CAD Zone, C-16, Industrial Area, Near Lafarge Plant Abuja, Nigeria. Tel: 09053807969

**KADUNA:** 15, Inuwa, Abdulkadir Road, Industrial Estate, Kaduna South, Kaduna State, Nigeria. Tel: 08126300272

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

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

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



The dimension shop fitting & store design provides creative and pragmatic answers.

The dimension retail technology presents what surprises, inspires, stimulates and advances. Augmented Reality, Virtual Reality, Artificial Intelligence, Internet-of-Things, Smart Store, Customer Engagement, Mobile Payment or Cloud-based Services, these are the dominant topics of this dimension.

Retail marketing is the point of interest for digital creatives. Customer engagement & experience, brand experience in the stationary and digital store, personalization via mobile, artificial intelligence, digital signage. In the Retail Marketing dimension at EuroShop 2020, trade visitors can expect the entire spectrum of ever more intense and digital interaction with customers.

The lighting community also meets at EuroShop. When it comes to experience and staging, fascination and atmosphere, light plays a crucial role. The dimension lighting shows its diverse technical applications, from smart lighting to IoT, combined with ecological aspects such as sustainability and efficiency.

Telling stories is what visual merchandising has to offer. As an analog experience space and as a digital platform. The dimension of the same name of the EuroShop shows how to stage, fascinate and surprise, whether as a walk-in narrative or augmented reality, as a pop-up store or a digital store.

More and more supermarkets, but also

fashion stores, are delighting customers with gastronomic offers. That is why retail catering is a very hot topic and will have its own dimension at EuroShop 2020 with food service equipment. Everything from fast food to star cuisine is on the menu here.

**In the Refrigeration & Energy Management dimension**, what belongs together grows together: ecology & economy. Digital transformation and building automation, IoT and AI, efficiency and staging - everything complements the climate-neutral smart store and is the focus of the EuroShop.

Trade fairs and events en route to the age of digitization and festivalization, as demonstrated by the EuroShop, whose dimension Expo & Event is the world's largest industry event for the live communication scene. Cross-media networking. Complex experience scenarios, inspiring performance or dynamic communication will be the dominant topics.

#### THE SUPPORTING PROGRAM OF EUROSHOP 2020

In addition to the extensive range of offers from its exhibitors from all over the world, the USP of EuroShop also includes the quality and range of its unique supporting program.

#### 8 STAGES - 600 SPEAKERS - 500 LECTURES

The centerpiece is the eight stages of the EuroShop. These are top-class lecture and discussion forums on the latest developments, innovative trends and best practice examples in the middle of the trade fair and free of charge for all EuroShop visitors without prior registration (simultaneous D-GB or English only).

With a total of 600 speakers and over 500 specialist lectures on the five days of the fair, they offer every visitor to the fair an invaluable and tailored added value. All stages at a glance: Retail Technology Stage, Omnichannel Stage, Start-up Stage, Store Design Stage, Retail Designers Stage, Energy Management Stage, Retail Marketing Stage and Expo + Event Stage.

#### THE SPECIALS OF THE EUROSHOP - A FIREWORK OF IDEAS

The specials of EuroShop include various special areas that offer freedom for specialists, start-ups, for "Generations X, Y & Z", for ideas, visions and innovative products.



Continued on page 46 >>

新制造  
新边界  
新动能

*New Manufacturing  
New Boundary  
New Power*



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## NEW FINANCE ACT: WHERE IT AFFECTS PRINTERS



imported ones. This implies that imported tobacco and alcoholic beverages will pay additional charges (Excise Duty) after the payment of Custom Duties (Clearing fee and others), which we expect will be of benefit to local manufacturers with cheaper alternatives. Experts believe this singular act will further boost local production with attendant job creation and other multiplier effects, apart from the primary aim of improving government revenue. With this, the label and flexible packaging sector in the industry is expected to get quite busy with production demands.

### CAPITAL GAIN TAX (CGT)

The CGT Act 2019 was renamed by the new Act as Business Reorganization. This granted companies an exemption from paying CGT during the transfer of assets between two entities during restructuring. This is an ample opportunity for revamped print businesses to bolster up while dead ones go through streamless and cost-effective procedure without necessarily incurring huge cost (to investors). Also, for anyone who get compensated for loss shall not be taxed, except where such compensation is above N10 million. With this gesture, experts believe there should be a couple of resuscitated companies coming on board to disrupt status quo based on experience.

### STAMP DUTIES

The expansion of scope on Stamp Duties of N50 on every electronic transaction (either by payment of goods and services or bank transfer) worth N10,000 and above. Notwithstanding, the duty will be exempted for payment on transfer from one account to another in the same bank. Notwithstanding, split transaction lesser

than N10,000 each, will not attract any Stamp Duty charge while bulk transaction will only attract N50 for Stamp Duty. Whatever, businesses just need to be smartly wise in their accounting procedures to reduce excessive payment of Stamp Duties.

### PERSONAL INCOME TAX (PIT)

While Government is giving out these laudable incentives, it however plans to increase tax revenue by expanding tax net and blocking loopholes in the current tax administration; this will be achievable by Tax Identification Number (TIN) as a precondition to holding and maintaining a bank account in Nigeria. Printers and allied business owners should know from now on that existing account holders (opened prior to September 30, 2019) must provide their TINs to continue operating their accounts because the new Finance Act stipulates that those without TIN will be barred from operating any new or existing business bank accounts.

It will no longer be business as usual regarding tax collection. Printers should note that in Federal Government requesting TIN shows that Government is determined to ensure that everyone pays tax, and would be ready to enforce remittance from the source or ask the bank to freeze the account of defaulters. With unrestricted access into the bank accounts of companies, businesses are now open to paying taxes more than ever. And to reduce tax evasion, commercial banks are required to play a significant role under the new policy. Note that banks are being used as agents for both tracking and collection. The onus now lies on all businesses to ensure compliance.

### VALUE ADDED TAX (VAT)

This happens to be the bone of contention for the Private Sector. An increase of Value Added Tax (VAT) on specific goods and services by 50%; that is from 5% to 7.5%. It is however imperative for Print & Allied Businesses to note that, Nigeria still operates one of the lowest VAT systems in the world (even in Africa) where countries like Ghana pegs its VAT @ 15%, South Africa @ 14%, Cameroun @ 19.25%, Botswana @ 12%, Cape Verde @ 15%, Chad @ 18%, Congo @ 18%, Kenya @ 16%, Malawi @ 16.5%, Mauritius @ 15%, and Morocco @ 20% to mention but a few.

The 2.5% increase to the hitherto 5% according to the Federal Government became imperative to generate more revenue for States and Local Governments in order for them to easily bear the cost burden associated with the increase in new minimum wage and other governmental costs. While this move is supportive of revenue increase, observers believe it will also exert an upward pressure on the prices of goods and services as producers/service providers push the burdens to the final consumers. Be that as it may, the law has come to stay and immediate implementation is required to mitigate sanctions by regulatory authorities.

### Petroleum Profit Tax (PPT)

The new finance law effectively obliterates the tax exemption granted under the PPT Act 2019 for Withholding Tax (WHT) of 10% on dividend paid out of the profit of petroleum operation companies in Nigeria. This implies that 10% will be deducted from dividend paid out by any quoted/unquoted petroleum company to its shareholders. As the Petroleum & Allied Sector is Nigeria's biggest revenue source, Government naturally concentrate on this sector which may affect the volume of print jobs coming out from this sector.

**Overall, WHERE To Print believes the new Finance Act has more positives to benefit the economy, the expected gains from this Act still largely depends on the political will of the Federal and majorly the State Governments to deploy resources generated from the implementation on combating infrastructural decay, improving ease of doing business, and ensuring relatively stable and enabling business environment for businesses to flourish.**



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## CES 2020 WRAPS: AI AND 5G DEFINE THE FUTURE OF INNOVATION



U.S. Secretary of Transportation Elaine L. Chao Keynote at CES 2020.



major theme, with advancements in digital therapeutics, wearables and remote patient monitoring as digital health addresses real world issues like opioid dependence, mental illness and chronic disease. The Health & Wellness category saw an increase of nearly 25% with more than 135 exhibiting companies at CES 2020, including **Humetrix** and **InBody**.

- **The Smart Cities** exhibit area expanded by nearly 25% over 2019,

with companies and organizations including the **Department of Transportation**, **Hitachi** and **Siemens**, highlighting products that will revitalize economies and help communities survive and thrive.

- CTA also partnered with the **World Bank Group** at CES 2020 on a Global Tech Challenge, calling for companies around the world to create solutions focused on three key areas: health, gender inequality and technologies that enable communities to be resilient. The Health Tech Challenge category is accepting applications through February 25 to connect innovators with healthcare providers in East Africa.

### Eureka Park

- CES 2020 was also the world's largest startup event, with more than



Finalists on stage with Emmy Award-Winning Tech-Life Columnist Jennifer Jolly.

1,200 companies from 46 countries featured within Eureka Park, offering disruptive innovations, attracting investors and big-name brands. Technologies unveiled within Eureka Park include the **Oval Home** smart sensor that analyzes temperature, light, humidity and movement in the home; **Yoganotch**, which applies motion capture technology to help users improve poses; and **Caregiver Smart Solutions** with sensors that track movement and patterns to provide caregivers reassurance and patients with more independence at home.

"CES has the unique ability for startups and young companies to get exposure to major global brands," said Mara Lewis, Co-Founder and CEO, ID8 Innovation; member, CTA Board of Industry Leaders. "The opportunities for venture funding and growth are incredible here. And the CES 2020 Diversity and Inclusion conference track was mind blowing!"

### Diversity and Inclusion

- CES 2020 had a large focus on Diversity and Inclusion, with new programming and partnerships. The **Innovation for All** conference program featured chief diversity officers and leaders from **Bosch**, **HP** and **Walmart**, and explored inclusive ways that



CTA President and CEO Gary Shapiro sits down with Advisor to the President Ivanka Trump at CES 2020.

Continued on page 38 >>

# exact

## SOLUTIONS LIMITED

DIGITAL

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PRESS

POST-PRESS

**Exact Solutions Limited** is an Engineering company specialising in sales and support of Printing Machinery. We are the authorised partner/ agent of leading manufacturers of Printing equipment.

Our engineering team are well trained to ensure that the high-tech solutions we provide are optimally utilised at production by our customers. As a standard, we acquire competence to support each distinct equipment prior to installation in Nigeria.

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**CES 2020 WRAPS: AI AND 5G DEFINE THE FUTURE OF INNOVATION**



Samsung President and CEO of Consumer Electronics Division Hyun-Suk Kim at CES 2020 delivers the company's vision for revolutionizing the consumer lifestyle.

D&I is contributing to the bottom line, shifting culture, hiring differently and investing in diversity.

**Travel and Tourism**

• **Delta Airlines** was the first airline to keynote at CES. During his address, Delta Air Lines CEO Ed Bastian described the future world of travel through tech, including AI, AR, biometric security, smart incentive programs, and a new Parallel Reality experience, as travel becomes more customized.

**Transportation and Vehicle**

**Technology**

• CES 2020 was revved up highlighting the future of transportation. Nine of the world's leading car manufacturers, including **Audi, BMW, Daimler (Mercedes), FCA, Ford, Honda, Hyundai, Nissan and Toyota**, and more than 150 vehicle tech exhibitors unveiled the latest in connected cars, self-driving vehicles and concept cars. Products included the Mercedes Vision AVTR concept car, Audi's AI:ME and the Sony Vision S.

**C Space**

• CES brought together content

creators, Hollywood, the advertising and music industries, media and leading CMOs to explore the future of brand marketing and entertainment, including streaming services, through the return of C Space. The 2020 program featured more than 60 exhibitors, including **AT&T Services, Comcast, Google, HP, Hulu, iHeart, NBC Universal, Pandora, Reddit, Roku, SiriusXM, Snap, Twitch, Turner, Univision and WWE.**

**KEYNOTES**

The CES stage featured more than 1,100 speakers representing major global industries, including keynotes from Samsung President and CEO of Consumer Electronics Division **Mr. Hyun-Suk Kim**; Daimler Chairman **Ola Källenius**; Delta Air Lines CEO **Ed Bastian**; NBCUniversal Chairman of Advertising and Partnerships **Linda Yaccarino**; Quibi CEO **Meg Whitman** and Founder **Jeffrey Katzenberg**; U.S. Secretary of Transportation **Elaine L. Chao**; Salesforce Chairman and co-CEO **Marc Benioff**; Unilever CEO **Alan Jope**; and Presidential Advisor, **Ivanka Trump.**

Visit [CES.tech/Live](https://ces.tech/Live) to see the CES keynotes, SuperSessions and other conference programs.

**CES**, the world's largest and most influential tech event, returns to **Las Vegas, January 6-9, 2021.**



Attendees hear from panelists at the NBCUniversal Keynote at CES 2020.



**"WE ARE VERY GLAD AT THE RECORD LEVEL OF INTEREST SHOWN TOWARDS DRUPA 2020"**



**Platform Economy and Circular Economy** in their offerings to visitors. The globalisation of the market economy as well as customer demands for more ecologically friendly/sustainable solutions are driving these trends. Today's customer is hyper-connected and enjoys the ability to switch service providers with a few mouse clicks. Businesses in Africa (and beyond) who do not stay on trend risk poor customer acquisition and retention abilities.

**BRIEFLY LET US KNOW THE PLANS YOU HAVE FOR INTENDING VISITORS ESPECIALLY IN TERMS OF DRUPA 2020 PRE-BRIEFING EVENT; VISA PROCESSING; HOTEL AND TRAVEL LOGISTICS ETC. THIS YEAR?**  
DRUPA is a huge collaborative event with partnerships that span Consular/

“ **TODAY'S CUSTOMER IS HYPER-CONNECTED AND ENJOYS THE ABILITY TO SWITCH SERVICE PROVIDERS WITH A FEW MOUSE CLICKS. BUSINESSES IN AFRICA (AND BEYOND) WHO DO NOT STAY ON TREND RISK POOR CUSTOMER ACQUISITION AND RETENTION ABILITIES.** ”

Embassy activities, Airline operators, Airport authorities, Taxi operators, Public Transport services, Hotels, Restaurants, Hospitality service providers, Police/security services et. Al. The only binding commonality amongst all these separate entities is a collective commitment to provide excellent service to every DRUPA visitor. We are very glad at the record level of interest shown towards DRUPA 2020.

**WHAT DO YOU THINK INTENDING DELEGATES SHOULD DO DIFFERENTLY AT THIS DRUPA 2020?**

Due to the fact that DRUPA is the global base for the Print Industry; it is a true hive of exciting B2B activity. Whilst this is exciting, it is important to remain focused. To avoid distractions from the wealth of innovations on show, we advise visitors to plan their visit before arrival. On the DRUPA website and dedicated mobile apps, there are up to date exhibitor and product listings. Visitors will be able to take note of exhibitor details and send enquiries and even book meetings before their arrival in Dusseldorf. Also, we also have a matchmaking feature on our platforms that allow visitors state their interests/enquiries and the relevant exhibitors will respond accordingly. We also encourage visitors to save some energy to visit the beautiful City of Dusseldorf after their business activities. Dusseldorf is a cosmopolitan City that offers a wealth of restaurants, shops and amazing tourist offerings - and yes, most

“ **THE ONLY BINDING COMMONALITY AMONGST ALL THESE SEPARATE ENTITIES IS A COLLECTIVE COMMITMENT TO PROVIDE EXCELLENT SERVICE TO EVERY DRUPA VISITOR.** ”

*Dusseldorfers* speak English.

**FINALLY, WHAT ADVICE WILL YOU GIVE TO INTENDING DELEGATES ESPECIALLY IN THE AREA OF DOCUMENT PREPARATION TOWARDS (THEIR) SCHENGEN VISA PROCESSING AT THE HOST - GERMAN EMBASSY, BE IT IN NIGERIA OR GHANA?**

The German Consulates are aware and prepared for the huge number of DRUPA visitor interest in the next few months. Our usual advice will be for prospective visitors to please seek out early visa interview appointments and adhere strictly to the requested document submissions. Of even greater importance is the necessity to explain any omissions where they may arise directly to the consulate and not provide any unauthentic documents. The consulates are key partners who are very keen to facilitate the entry of every genuine DRUPA visitor to Germany.

**THANK YOU FOR YOUR TIME SIR.**  
You're welcome.



**“OUR VISION IS TO HELP PRINT OWNERS SAVE THEIR HARD EARN INVESTMENT, IMPROVE AND SUSTAIN PRINT QUALITY.”**

**– MR. AGHOMON OHILEBO, MD/CEO - INKS SOLUTION INTEGRATED SERVICES**

*With more than a decade experience in print marketing and sales, Mr. Aghomon Ohilebo, the MD/CEO of Inks Solutions Integrated Services is with ample experience that enabled him to delve into a niche market in Nigeria’s versatile Printing Industry. As former Marketing Manager at Top Solutions Limited, Mr. Ohilebo decided to address one of the teething problems of digital large format print business in the area of quality ink supply which informs the establishment of Inks Solution Integrated Services. WHERE To Print sat down with him to find out how he set to accomplish this task – he also bears his mind on other sundry issues that affect the industry. Excerpt below:*

#### **CAN YOU PLEASE LET US KNOW YOU AND THE NEW BUSINESS?**

My name is Aghomon Ohilebo, a graduate of Chemistry from the former Bendel State University Ekpoma now Ambrose Alli University. I also hold a Post Graduate Diploma in Theology, Diploma in Marketing and Computer Science. I am married and blessed with four (4) children; two boys and two girls to the glory of God.

#### **BRIEFLY TELL US HOW THE BUSINESS HAS EVOLVED?**

The new business which today is known as Inks Solution Integrated Services actually came as a vision to solve the teething problem many printers have especially in accessing quality inks in the large format sector of the Printing Industry and this in turn has created an avenue for the proliferation of sub-standard inks in the Nigerian Print Market. Our vision is to help print owners save their hard earn investment, improve and sustain print quality.

When we talk about print quality, note that

any ink standard that is used on any machine will definitely determine print quality output. Hence, our vision is to solve the mirage of problems being faced by printers today. Such challenges are (but not limited to) the following;

- Ink stock out from suppliers
- Inconsistency in ink quality supply
- Supply delay

#### **HOW WILL YOU DESCRIBE LAST YEAR AS A PRINT BUSINESS SERVICE PROVIDER?**

Aside 2019 being an Election Year in Nigeria, 2019 was a lot more better in terms of printing activities in terms of sales of machines and consumables when compared to 2018. But if we have to do a direct comparison in terms of comparing profits, I will authoritatively tell you that 2019 fell short of expectations in terms of print volumes activities which ultimately affected projections and profit.

#### **WHAT ARE THE SPECIFIC CHALLENGES TO YOU OR YOUR**

#### **BUSINESS, AND HOW DID YOU COPE?**

Well, Inks Solution Integrated Services actually came on board towards the end of 2019. In terms of challenges, we all know that any new business must have its own peculiar challenge or challenges which in most cases stem from the fact that a lot of people, having to believe and trust your brand in terms of quality and other service delivery. So far so good, we have been able to push through as our clientele base is increasing on gradual basis.

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

Well, I don’t actually think if there is anything I am doing now that I would have done differently because I believe that destiny has a way of taking you through the path of life in order to take you to where you ought to be at any given point in time. But a combination of prayer and hardwork which must be done smartly is all it takes for you to become who you should be in life. As for me, no regret and no

Continued on page 41 >>

## "OUR VISION IS TO HELP PRINT OWNERS SAVE THEIR HARD EARN INVESTMENT, IMPROVE AND SUSTAIN PRINT QUALITY."



dull moment.

### STRATEGICALLY, WHAT ARE YOUR PLANS FOR THIS YEAR ESPECIALLY IN ENSURING CONSTANT AND CONSISTENT QUALITY CONSUMABLES BACKED WITH AFTER-SALES SERVICES?

We are assuring all our numerous customers within and outside Lagos that we are strategically positioned to ensure that they

“ IF THE GOVERNMENT CAN MUSCLE UP THE SAME POLITICAL WILL WITH WHICH THEY BANNED THE IMPORTATION OF FOREIGN RICE INTO THE COUNTRY SO AS TO ENHANCE LOCAL PRODUCTION; THEY CAN AS WELL APPLY THE SAME TO THE NIGERIAN PRINT MARKET. THE LOW PATRONAGE OF INDIGENOUS PRINTERS AS WE ARE SEEING TODAY WILL BECOME A THING OF THE PAST.”

have our products at all time; at the right place; at the right quality; and at a competitive price.

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

Thank you so very much for this all-important question. Having been in the Printing Industry for more than 15 years now and spending more than 13 years out of the 15 years in top management position, one would authoritatively say that printing business is a lucrative and profitable business whether you are a seller or a buyer (user) of printing machines or printing consumables. But one thing is certain, for printing business to be sustained in Nigeria, both old and new investors should be concerned with developing a policy and attitude that will help drive print quality without cutting corners. Once they are able to do this; such business will be sustained because referrals will always tell you if you want quality from Company X

or from Company Y. And this is our core business value: **QUALITY PRODUCTS + SERVICE DELIVERY.**

### THERE ARE CONCERNS OVER THE LOW PATRONAGE OF INDIGENOUS PRINTERS - GIVING ROOM FOR DIFFERENT TIERS OF GOVERNMENT IN NIGERIA TO IMPORT FINISHED PRINTING JOBS FROM OUTSIDE THE SHORES OF THE COUNTRY. WHAT DO YOU THINK SHOULD BE DONE TO REVERSE THIS TREND?

Today, Nigeria being a heterogeneous market, there is little or nothing anyone can do about it as an individual but if the Government will be sincere with themselves, they can definitely change the narrative. If the Government can muscle up the same political will with which they banned the importation of foreign rice into the country so as to enhance local production; they can as well apply the same to the Nigerian print market. The low patronage of indigenous printers as we are seeing today will become a thing of the past. Come to talk of it, we have in Nigeria today printing machines that can roll out printing jobs both commercial and security jobs with good quality which can be compared with any print quality in the world.

The Government should also know that each time they take these jobs outside the country, they are not only promoting unemployment, they are also indirectly promoting poverty in the country. Do not forget that after crude oil and agriculture the very next high-income earning sector is the printing sector. Reason being that every facet of human endeavour is linked up with printing so the government must have business for the people while they should pre-occupy themselves with providing security and enabling environment for business to thrive.

### DO YOU STILL BELIEVE IN THE FUTURE OF PRINT BUSINESS ESPECIALLY LARGE FORMAT CONSIDERING THE NATURE OF THE BUSINESS?

The answer is capital YES. Though printing is an evolving technology but you cannot do without an aspect of it. But it could be modernized.

### HOW DO YOU ENSURE CONTINUITY OF PRINT BUSINESS?

It should be properly regulated by bodies who are saddled with such responsibilities which I think the new re-invigorated CIPPON is gradually doing.

### WHAT WILL YOUR COMPANY DO TO ENSURE LESS DOWNTIME OF EQUIPMENT USAGE AS A RESULT OF MACHINE BREAKDOWN, NON-AVAILABILITY OF CONSUMABLES AND INADEQUATE MANPOWER?

We have personnel that are handy and backed with marketing logistic and possibly maintenance, when such need arises.

### WHAT KIND OF SUPPORT, POLICY FORMULATION AND OR REVIEW ETC DO YOU EXPECT FROM GOVERNMENT ESPECIALLY IN SUPPORTING MACHINE MANUFACTURERS?

They should set up more financial institutions to compliment Bank of Industry that will specifically handle the issue of loans and other financial support especially to those that would want to produce Made-in-Nigeria printing machines.

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

That they should trust us with their investment as we promised to give them the best in terms of quality products and good service delivery.

### THANK YOU FOR YOUR TIME SIR

Thank you too!

# Print Impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi

## GOVERNMENT

To be focused on my customers; I do not really have much expectations from the Government although they have their input in the industry; they are doing their best and I believe we will get there. But in my business, I have a goal and there is a saying that: "if you do not know where you are going, any road will get you there", so, one needs to be focused. We have few things we have set up as goals this year, for example last year, "quality" was our top priority whereby we trained our staffs through that quality consciousness and it was a major focus for us last year and we are improving on it this year as well.

## WASTE MANAGEMENT

Another major thing we are focusing on this year is waste management; ability to manage material given to provide needed quantity of result and to avoid delivering incomplete jobs to clients.

## PRINT EQUIPMENT ACQUISITION & INDUSTRY

We also plan to add another machine to our collections this year to meet up targets and customers' needs and I believe by the end of the year, we can say confidently we have achieved something. Another interesting thing to note about this year is that it is the beginning of another decade and it requires setting a goal for the next ten years on what the industry should become, this means that lots of work needs to be done every year towards the achievement of the ten year goal which is why 2020 is very important to our industry and I wish other stakeholders would know this and work together for the good of the industry.



• MR. SHOLA ADEKANBI  
- 1ST POINT DIGISEP

Firstly, I want to say thank you to the publisher and general team of WHERE To Print magazine for the opportunity to feature in this wonderful and first edition of the magazine in 2020. At Nukreationz, our vision still remains; to be the leading printing solutions provider in Africa, and that is what has kept us moving through the years.

The year 2020 is the beginning of a decade, so there are lots of expectations for this decade and it promises to be great. Looking at the challenges last year in terms of Government's policy and instability in the economy (aside that fact that it was also a political year), we are very positive and hopeful for a wonderful 2020 because we are much more focused and we look at what the year promises to deliver, we are very hopeful, we believe in this economy and we see challenges as opportunities.

## GOVERNMENT

From the Government, there are lots of new policies that has come to play for example, the Finance Bill that has just been signed into law. I think it will not favour everybody, so we are expecting policies that will be more business-friendly especially in our sector and also lower the charges because the 7.5% VAT is on the high side whereby the masses will have to bear the cost because it has a boomerang effect in which the prices of materials will increase as well as consumables too going up. Currently some of our clients are already complaining about the 7.5% we included in the jobs. I am also aware of some businesses that will absorb the cost because some clients are not willing to pay, and at the end of the day some of the cost is coming back to us as a business owner which in turn affects the flow of business. So, we are hopeful this 2020, government should stabilize the economy that will be favourable to all.

## INDUSTRY

From the stakeholders, we are happy we have new leadership in the Printing Industry and we have been seeing a lot of activities from the new leadership and it tells you that these are visionary

leaders and I sincerely appreciate their work. Its less than a year in office and we have seen a lot of changes in terms of information dissemination and carrying everyone along through Townhall Meetings. These show that they are leaders that are willing to work with the people and I believe in them.

Another thing I am expecting from the stakeholders is to speak for the industry at Government level so that a lot of printing jobs that are being taken out will be done in Nigeria. They can stand on our behalf to be the voice of the masses which in turn will encourage local patronage.

## BANKERS & SUPPLIERS

From the banks, there are decisions taken by Central Bank that are affecting the banks. For example, the rate of Treasury Bills has drastically reduced as a result will force banks to reduce their interest rates. So, we are looking at a situation where banking institutions will provide facility for business owners at an affordable rate and they should be flexible too in terms of payment. Also, suppliers should consider their customers as well though some are reasonable while some of them are receptive. This should be looked into so we can have a win-win situation.

## CUSTOMERS

We have a lot of plans for our customers in this 2020 business year. We have our expansion plan and we are working towards it in moving forward to the next phase of our business. So, in 2020 we are moving and as we move, we move with our customers. We appreciated our customers for their businesses in 2019; we hosted some of them to a dinner, and we also sent out gift items in appreciating them; we also provided lots of free services to them like free medical checkups, free eye glasses and we hope to do more this year and aside from discounted price and quality of service delivery, we also responded to some feedbacks of our customers so we can serve them better in 2020 Business Year because their patronage is our encouragement and we look forward to a fruitful 2020.



• MR. TOSIN SHOFU - NUKREATIONZ PRINTING SOLUTIONS LTD

## POWER & EXCHANGE RATE

There are two major challenges we face most of the time as business owners; these are power supply and exchange rate.



Power is the major aspect that needs to be addressed in our economy because the money, profit and interest we get as business owners at the end of the day go into running generators and maintenance of the machines, so I hope power supply can be looked into and resolved by the Government once and for all.

## CUSTOMERS

In terms of the plans we have for our customers this year, the fact is that we just bought a new CTP machine because our most important aim is to satisfy our customers this Business Year 2020 by making them happy and give them better service and quality jobs which I believe goes a long way in marketing them as brands.

• MR. FRED IRABOR - UNIVERSAL HUB LTD

Continued on page 43 >>



• **MRS. BRIDGET LARRY-IZAMOJE - BRILA PRINTING PRESS LTD**

### SUPPLIERS

We are very hopeful of a reduced price of print consumables to enable us meet with lots of our clients' high demands with low budgets and to continue to produce the finest print on time with the ever-evolving print innovation.

### POWER & TAXES

We sincerely seek improvement from the energy sector and a downward review of both State and Local Government taxes

**GOVERNMENT** In 2020, the Government should be very definite and fair in administering policies regarding private business owners. There are economic measures put in place that are

hindering private sector, it should be waived for us to excel.

### CUSTOMERS

We have also set aside as a key requirement to succeed with our clients - an operational improvement plan in 2020 aimed at changing our work support for clients. Our agency tends to schedule a few vital brainstorming sessions with our clients and prospects, picking

their brains to get feedback from their vantage points thereby serving them better. We Are JANGILS!

• **MR. CHINEDU UREWUJI - JANGILS MEDIA LTD**

### POWER

Since the advent of democracy in Nigeria, billions of naira have been expended on power, yet the desired goal has not been achieved. Many companies have relocated out of Nigeria to neighbouring countries to establish due to their stable power supply which is increasingly adding value to their economy but causing economic meltdowns in our country. The Government should please find a lasting solution to the issue of power supply.

### SECURITY

The issue of security is another thing, though the Government is trying, but it has not met the expectation of Nigerians. Boko Haram, kidnapping, armed robbery and ritual killings are increasing in the country day by day. People are afraid to travel on the roads, those who ventured to travel, do so with trepidation. This has actually brought fear in the minds of both foreign and local investors.

### BANKING & FINANCE

The bankers are expected to give prompt notifications on return cheques; and to give a more quality service that will benefit real sectors of the economy like the Printing Industry where lots of Nigerians are employed. The Government should empower operators in the industry by implementing policies that will reduce interest rates on loans and finances.

### INDUSTRY

Government policies for the Printing Industry should be fair,



in the industry - is also key.

### STAKEHOLDERS

Stakeholders' activism has become a common occurrence in corporate life and a genuine managerial issue; as environmentalists, employees, community groups, human rights organizations, and charitable organizations increasingly use a variety of strategies to influence firms' action.

Nowadays, organization's success depends not only on corporations' relations with key stakeholders (employees, customers, suppliers and shareholders), but also on investors, public/ government, activists and community positive involvement. The quality of these relationships is therefore crucial to the success of the company. We also know that the ability to respond to competitive conditions, keeping up with global trends, building a reputation and gaining social acceptance are important to achieving success. The growing interdependence between firms, increased litigiousness, vocal special interest groups, and increased interdependence between traditionally separate sections of the economy are some of the factors that have caused fundamental rethinking of the concept of effective management. Therefore, all stakeholders should be all-eyes-open and also, to be ready to finding lasting solutions to the challenges facing the industry.

### SUPPLIERS

Our suppliers are expected to be more efficient and time conscious in terms of delivery to avoid us getting unnecessarily out of stock. This will ensure that we do not disappoint our customers on projected time of delivery.

### CUSTOMERS

We want to render better, and quality services that match international standard. We also want to continually build our customers' confidence in our quality and timely service delivery.

• **MR. SEGUN SALAU - TTK PRESS LTD**



To my customers, I wish them a blissful New Year and also promise a more committed and motive services in 2020.

• **MR. EZEZUO BENJAMIN - DI SQUARE**

Continued on page 50 >>

friendly and affordable for printers especially on import duties of raw materials and printing equipment. The Government can also help the industry by banning importation of printed matters into the country in order to increase the volume of work in our presses that will result in creating jobs. Reviving the Paper Mills in the country, to reduce importation of paper

# Print Impact Around the World

candle for your home or workplace. But incorporating the colour into your life could be as simple as adding blue foods to your diet. Aligning with the growing emphasis on health, foods and beverages that are similar in colour to Classic Blue are rich in anthocyanins that are thought to bolster the body's defence against ailments from cardiovascular disease to cancer cell proliferation. Or, if you have cause to indulge, you could help yourself to a decadent blue macaroon.

As technology continues to race ahead of the human ability to process it all, it is easy to understand why we gravitate to colours that are honest and offer the promise of protection. Non-aggressive and easily relatable, the trusted PANTONE 19-4052 Classic Blue lends itself to relaxed interaction. Associated with the return of another day, this universal favourite is comfortably embraced.

## About Pantone Colour of the Year

For over 20 years, Pantone's Colour of the Year has influenced product development and purchasing decisions in multiple industries, including fashion, home furnishings, and industrial design, as well as

product packaging and graphic design. The Pantone Colour of the Year selection process requires thoughtful consideration and trend analysis. To arrive at the selection each year, Pantone's colour experts at the Pantone Colour Institute comb the world looking for new colour influences. This can include the entertainment industry and films in production, traveling art collections and new artists, fashion, all areas of design, popular travel destinations, as well as new lifestyles, playstyles, and socio-economic conditions. Influences may also stem from new technologies, materials, textures, and effects that impact colour, relevant social media platforms and even upcoming sporting events that capture worldwide attention.

## About The Pantone Colour Institute™

The Pantone Colour Institute is the business unit within Pantone that highlights the top seasonal runway colours, selects the Pantone Colour of the Year, forecasts global colour trends, and advises companies on colour for product and brand visual identity. Through seasonal trend forecasts, colour psychology, and colour consulting, the Pantone Colour Institute partners with global brands to effectively leverage the power, psychology, and emotion of colour in their design strategy.

## PASCAL JUÉRY NEW CHIEF EXECUTIVE OFFICER OF AGFA-GEVAERT



As of February 1 2020, following a rigorous selection process by the Board of Directors, Pascal Juéry will become the new CEO of Agfa-Gevaert. He succeeds Christian Reinaudo, who will continue to support the company as member of the Board of Directors.

Pascal Juéry, 54 years old and from Paris, France, is a graduate from ESCP Business School. He provides more than 30 years of experience in the chemical and advanced material industries. Pascal Juéry started his career in finance and soon demonstrated his ability to lead

various global businesses as well as hold key functional responsibilities. For the past 10 years, he was a member of the Executive Committee of Rhodia and then Solvay, where he took an active part in the group portfolio and business transformation.

Klaus Röhrig, Chairman of the Board of Director of Agfa-Gevaert: "We are happy to welcome Pascal Juéry as the new CEO at a decisive moment in the Group's transformation process. His previous experience in the executive management of an international company in the middle of a transformation journey will enable him to lead Agfa-Gevaert in its fast-changing markets."

Pascal Juéry, future CEO of Agfa-Gevaert: "I am proud to join Agfa-Gevaert, a global leading high-tech company that has successfully repositioned itself in the digital world. I look forward to continuing the transformation process with

Agfa-Gevaert's talented team and, in doing so, delivering sustainable and profitable growth." The Annual Shareholders Meeting of May 12, 2020 will be asked by the Board to elect Pascal Juéry as a Director in order to appoint him as Managing Director immediately thereafter.

The Board of Directors would like to thank Christian Reinaudo for his commitment and valuable contribution as CEO to Agfa-Gevaert's development over the past decade. Klaus Röhrig, Chairman of the Board of Directors, said:

"Christian Reinaudo took the position of CEO on May 1, 2010 under difficult circumstances. Following the global economic crisis in 2008-2009, he managed to stabilize the company and restore profitability. He implemented a growth strategy for all the business activities of the Group which, as the results of the last two quarters show, is starting to bear fruit. With the planned divestment of part of Agfa HealthCare's IT activities in view, the company will have the necessary resources to further develop these growth strategies."

## EPSON DEBUTS FIRST INDUSTRIAL DIRECT-TO-GARMENT PRINTER



## EPSON

Epson has announced its first industrial direct-to-garment printer – the SureColor F3070 designed to provide low total cost of ownership (TCO) and reliability for exceptional performance and savings in high-production print shop environments.

The SureColor F3070 is Epson's first direct-to-garment printer to leverage dual printhead technology and a bulk ink pack system, providing remarkably low ink cost and minimized waste compared to Epson cartridge systems. It touts all new automatic garment height adjustment and easy user maintenance features to increase production and reduce downtime for garment print shops creating custom apparel.

Ideal for digitally printing custom garments on variety of fabric types

including cotton, linen, and rayon, the SureColor F3070 is designed to meet the increasing market demand for unique clothing driven by the millennial population in the U.S. The printer leverages a new dual 2.6-inch PrecisionCore printhead for high-quality output at production speeds with true one-pass printing for both colour and White ink.

Coupled with the first bulk ink system integrated into an Epson direct-to-garment printer, it is capable of housing 1.5 litres per colour and 3.0 litres of white ink for less frequent refilling, lower operating costs, and less waste. First ever automatic printhead height adjustment is set based on garment thickness and texture for optimal print quality without user interference, and easily switches between thin t-shirts and thick sweatshirts with less downtime between garments. Built for reliability, the SureColor F3070 features an ultra-durable linear rail system and CNC milled print carriage, designed for years of production and features user serviceable parts, including printheads, and low maintenance time ideal for high production print on-demand service providers, fulfilment houses and in-house print on-demand production.

## NEW FEATURES FOR PACKAGING INNOVATIONS 2020 AHEAD OF 2021 EXPANSION

Event Director of Easyfairs' packaging portfolio - Victoria Blake, said the show's advisory board of industry experts had identified key areas for focus and new directions for the annual show to explore. At this year, visitors to the show, will find the new Visit the Future Hub, designed to highlight how the industry is evolving. "There are a lot more new companies springing up, more e-commerce, a lot of pressure on brands regarding the packaging

part of the supply chain," Blake explained. "We wanted to look at what features we have existing and where we want to go. So, this year we've added some small changes with a view to really strategically ramping things up in 2021. "The Future Hub is the stepping stone to that. We want visitors to see some real examples of innovation, most of which will focus on sustainability because that's really where the market is," she

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# BEE Printing Mechanical Company



HEIDELBERG SM102 -4



BINDING MACHINE



HEIDELBERG MOZ



HEIDELBERG SHAHL K78



POLAR 92



HEIDELBERG SM74 -5



HEIDELBERG MOV



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*We don't only sell quality printing machines  
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## OUR SERVICES:

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



**POPAI / Shop Global Village / Hall 1**  
The POPAI Village presents itself in a completely new branding. Exhibitors from many countries present all areas of POP marketing. Presentations on point of sale marketing take place daily in the forum.

#### **Start-up hub Retail Technology & Marketing / Hall 3**

Start-ups are young, creative, flexible, future-oriented and are characterized in particular by innovative problem solutions. The EuroShop offers newcomers who have dedicated themselves to the development of state-of-the-art IT systems and solutions in retail their own presentation area.

#### **IFES Global Village / Hall 4**

The IFES Global Village is a meeting point for the IFES family (International Federation

of Expo & Event Services) and a hotspot for networking events with new business partners from all over the world. In addition, a school and youth breakfast will take place on February 17th in the IFES Global Village.

#### **Premium City - so much better / Hall 5**

The retail design course of study at the Düsseldorf University of Applied Sciences and Arts will occupy an area of 665 m<sup>2</sup> at the EuroShop. "Premium City" - represents a visionary city in 2050, in which retail, public space and mobility merge. A total of ten individual projects can be seen as part of the presentation. The booth also offers a forum for lectures and special promotions.

#### **Italian Lighting Lounge / Hall 9**

The third edition of the Italian Lighting Lounge takes place as part of the 20th EuroShop. Italian companies from the fields of interior and exterior lighting as well as industrial design present the latest trends and innovative systems on the international market.

#### **EuroShop Designers Village / Hall 12**

From interior design to future-oriented retail design concepts: The EuroShop Designer Village will be presented in 2020 in a size and quality never seen before. Students from the architecture and design department of the Peter Behrens School of Arts (PBSA) in Düsseldorf are responsible for the exterior design of the Designer Village.

#### **ECOpark / Hall 15**

The ECOpark is a special area for intelligent solutions around energy issues in retail. For the exhibitors, the focus is on smart, cross-branch concepts that take into account the developments towards an increasingly networked and increasingly complex energy system, including renewable energies. The focus is also on modern air conditioning and refrigeration solutions.

#### **Innovations Hub / Hall 4**

This landscape of ideas makes it possible to experience innovative visions of the future from the areas of human-technology interaction, virtual and augmented reality as well as customer experience. As soon as you enter the area, you become part of an interdisciplinary network based on a cooperation between the Düsseldorf University of Applied Sciences, Tennagels Medientechnik and Lavalabs Moving Images. This think tank promises creative



# AYUSH INTERNATIONAL LIMITED

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Model LT-710



Model LT-1000S



Laser Printer  
(Co2 & Fiber)



HANDHELD PRINTER



3D-Advert  
Display



CONVEYORS



Winder Rewinder



SLT LASER MARKING MACHINE  
Co2 & Fiber



Hand Pallet  
trucks 2.5 T



Godrej  
Forklift 5T



semi manual  
stacker



Hertz  
Compressors



No 4, Titilayo Balogun Close, Off Niya Ogunbameru. Ajao Estate,  
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# Print Impact Around the World

NEC Halls will be opened to visitors from 22nd February for Packaging Innovations 2020



added.

The Visit the Future hub will include the Design Innovation Stage where industry experts will share their knowledge and experience from the design stages through to technical production, an industry area that Blake said needs more focus. "There are miscommunications down the supply chain and there seems to be a skills gap when it comes to packaging design so you end up with junior designers designing for major firms without the technical expertise in packaging," she said. "This is where the Design Innovation Stage comes in, it will bridge the technical knowledge gap for designers - how to design packaging with the various elements of the supply chain in mind."

Another new area of the 2020 show will be the Start-Up Village, which will showcase between eight to 10 new packaging firms that the show organisers say will disrupt the industry with their concepts, while the Innovation Showcase will give people the chance to view 12 "ground-breaking" new packaging designs that will compete for the 'Most Innovative Pack' award, voted

for by visitors.

The final new addition for 2020 is the introduction of the Big Carbon Debate, which has evolved out of the Big Plastics debate of former years. "It has always been a really popular part of the show but we want to keep our finger on the pulse of the packaging conversation and we feel this element needs to move on. "The issue is not just about whether or not we should use plastics, it's about all kinds of packaging, so for example if you use glass instead of plastic the freight is heavier so the carbon footprint is higher. These issues have really broadened the conversation around environmentally friendly packaging and the circular economy."

Speakers from organisations such as Coca-Cola, WWF and Wrap will feature in this segment, said Blake. Popular features such as the Education Hub, developing young talent in the industry, and the one-to-one Packaging Consultancy Clinic hosted by the Packaging Society will be returning along with all the other regular features of the show.

## CARTONBOARD TO BE AN OFFICIAL TERM



Pro Carton has launched a campaign to make cartonboard an official term after it was found that despite universal use of the material, the

word is broadly unrecognised. The campaign was launched during an event at London's Charing Cross

The European Association of Carton and Cartonboard Manufacturers, Pro Carton points out that while a survey of 1,000 UK consumers, carried out by Coleman Parkes, found that 850 shoppers regularly chose products packed in cartonboard as opposed to plastic, the word itself cannot be found in an official English dictionary and is not recognised by computers. As such the organisation has launched a campaign to have the word included in dictionaries with a full definition.

Cartonboard is paper-based material used to make cartons for packaging

food, drink and cosmetics. It uses paper fibres from renewable resources and can be recycled up to 25 times, making it one of the most environmentally sound packaging materials, according to Pro Carton, with major brands such as Coca-Cola and Heineken switching over to it in 2019.

The campaign was launched shortly before Christmas during an event at London's Charing Cross, which featured a 1.5m tall dictionary made entirely of cartonboard and featuring a definition of the word that Pro Carton want to be included in the dictionary.

## XEROX SECURES \$24BN FINANCING FOR PROPOSED HP TAKEOVER



xerox

HP's Board "unanimously rejected" Xerox's \$22 per share takeover offer in November 2019, stating that it undervalued HP. Xerox then went hostile with its takeover bid at the end of last month, and said it would take its offer directly to HP's shareholders.

In a letter to HP Chief Executive, Enrique Lores and Chairman, Chip Bergh, Xerox Vice Chairman and Chief Executive, John Visentin said: "Over the last several weeks, we have engaged in constructive dialogue with many of your largest shareholders regarding the strategic benefits of our proposal to acquire HP. "It remains clear to all of us that

bringing our companies together would deliver substantial synergies and meaningfully enhanced cashflow that could, in turn, enable increased investments in innovation and greater returns to shareholders.

"But it also became clear from our dialogue with your shareholders that you and your advisors have been questioning our ability to raise the capital necessary to finance our proposal. We have always maintained that our proposal is not subject to a financing contingency, but in order to remove any doubt, we have obtained binding financing commitments (that are not subject to any due diligence condition) from Citi, Mizuho and Bank of America. "My offer stands to meet with you in person, with or without your advisors, to begin negotiating this transaction."

Activist investor Carl Icahn, who has a 4.2% stake in HP and a 10.9% stake in Xerox, last month called the mooted deal "one of the most obvious no-brainers I have ever encountered in my career" and urged all HP shareholders who agreed with him to "reach out" to HP for immediate action.

## FESPA TO SPOTLIGHT SPORTSWEAR IN PRINT MAKE WEAR FEATURE



Fespa's fast fashion factory feature, Print Make Wear, will return at the show's 2020 outing

in March, this time with a focus on sportswear production.

Linking to Fespa's new co-located event, Sportswear Pro, Print Make Wear will highlight the tools to facilitate customised, sustainable, on-demand production. The feature

will recreate a live end-to-end production process for sports and leisure garments, as well as hosting a series of tours led by Fespa Textile Ambassador Debbie McKeegan.

"Print Make Wear proved to be Fespa Global Print Expo 2019's most attended feature and it's not difficult to see why - it's a vibrant forum where you can immerse yourself in all aspects of garment printing, from design to print and finishing," said McKeegan. "We want to give our

Continued on page 49 >>

# Print Impact Around the World



visitors the opportunity to see first-hand how digital print technology, software and automation can revolutionise the production of sportswear and define potential new routes to market."

Print Make Wear will cover every step in the garment production process, starting with colour utilising CAD/CAM, design and pre-press, production workflows, grading and nesting, progressing to printing, drying, cutting, sewing, welding and embellishment, and culminating in packing and retail display.

This year the feature will include two workflows running side by side. The first will exhibit direct-to-garment (DTG) printing onto blank sportswear and athleisure garments, where visitors will be able to order and customise a men's running shirt or women's racer back vest and leggings. The second workflow, dedicated to roll-to-roll printing, will replicate the whole garment production process from web-to-print to final delivery, with sample fabrics printed, cut, sewn and packaged on-site. The final printed samples will be showcased in a retail display and worn by models on the show floor.

While Print Make Wear will convey

## PAPER COMPANIES JOIN NEW FIBRE-BASED PACKAGING ALLIANCE

Companies across the paper value chain are part of a new alliance that has been established to promote sustainable methods of dealing with fibre-based packaging.

The 4evergreen alliance, which comprises members of the Confederation of European Paper Industries (CEPI), seeks to promote the use and recycling of fibre-based packaging and calls for a circular economy for fibre-based

the benefits of print on-demand and customisation in contemporary garment production, sustainability will also be a key area of focus. "We'll be highlighting how on-demand manufacturing helps significantly reduce waste," said McKeegan. "In addition, the majority of fabrics being printed onto are organic in source or recycled textiles and the physical elements of the feature build will be reused at future exhibitions."

Further enhancing the visitor experience will be a comprehensive guided tour programme, which will provide an in-depth look at all the components that go into DTG and roll-to-roll production, as well as highlighting how they can tackle customers' requirements for on-demand customisation.

Finally, there will also be a series of 'Experts in Conversation' sessions covering a range of topics, including 'Best practice for colour management in apparel production', 'Fashion technology and automation', 'The positive impact of sustainable textile production' and 'The biggest challenges within sportswear production'. Fespa's Global Print Expo 2020 will take place at IFEMA, Feria de Madrid from 24-27 March.

packaging. According to Eurostat, 84.6% of Europe's fibre-based packaging is already recycled and the volume of recycled fibre-based packaging alone equals that of all other recycled packaging materials together.

4evergreen aims to advance fibre-based packaging innovation and recycling further. The alliance's goals include increasing awareness about innovation in



fibre-based packaging materials, setting guidelines for circular product design, and supporting the development of improved fibre-based material collection systems and recycling infrastructure.

Industry names involved in the alliance include Stora Enso, Metsä Board, Smurfit Kappa, Sappi, UPM, Mayr-Melnhof Group, Reno de Medici, Ahlstrom Munksjö, International Paper, Tetra Pak and Firstan while brands involved include Nestlé, Danone and Mars.

Stora Enso Chief Executive, Karl-

Henrik Sundström said: "Plastic litter is a global problem that cannot be tackled without climate-smart, renewable and recyclable solutions. "Joining forces with companies across the value chain can bring about a real, transformative change." Metsä Board Chief Executive, Mika Joukio added: "Extensive, global collaboration is essential in promoting circular economy and combating climate change. Together we can utilise the full potential of fibre-based packaging and provide solutions based on renewable raw materials for packaging of the future."

## DRUPA 2020: THE NEW SPEEDMASTER GENERATION IS NOW AVAILABLE!



The new Speedmaster drupa 2020 generation – the **Speedmaster XL 106 eight-colour press** with fully automatic printing plate logistics.

Heidelberger Druckmaschinen AG (Heidelberg) will be presenting its full expertise as a market and technology leader in the printing and media industry at drupa 2020, taking place from 16 to 26 June 2020 in Düsseldorf, under the slogan "Unfold your Potential". The main focus will be on the customer and their requirements, as well as optimally developing and exploiting their business potential through latest technologies, innovative solutions, and new business models. With a view to the key factors such as process optimization and intelligent, operator-independent productivity, Heidelberg will be presenting the next stage in a smart printing business – the Smart Print Shop.

"At drupa 2020, Heidelberg will address the increasing job complexity in the press room with the simultaneous increase in requirements for operator

qualification and improved productivity. In addition to increasing the output of the printing press itself, software-supported applications, intelligent user guidance, and autonomous processes as part of an integrated solution system – or as we say, "Smart Print Shop" – will continue to grow in importance in terms of the competitiveness of the print shop", explains Prof. Dr Ulrich Hermann, Member of the Management Board responsible for Lifecycle Solutions and Chief Digital Officer at Heidelberg. "Heidelberg not only supplies tailored technology, from equipment to software and consumables, but also performance services aimed at increasing the performance of our customers' overall system. With new services like Heidelberg Subscription we not only ensure the optimal technology, but also look after our customers' available productivity. This delivers planning certainty and gives print shops the freedom they need to devote more effort to cultivating their market and innovating their offering."



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inspiration and creates multi-sensory impressions. Visitors are invited to try out innovative workshops for themselves.

#### AND THE WINNER IS... AWARDS AT THE EUROSHOP

What would an international industry event like the EuroShop be without awards? The EuroShop awards not only reflect the importance of the EuroShop, but primarily honor outstanding achievements of the international retail scene and related areas.

Above all, the renowned EuroShop Retail Design Awards are presented for outstanding store concepts and store design, as are the coveted Retail Technology Awards Europe (reta) for outstanding IT solutions in retail and the EHI science award for excellent scientific work that is highly relevant to the Are trade.

The POPAI DA-CH Awards, the Architecture and Innovation Award

from the AIT trade magazine, the IFES Development & Innovation Award and the Trendscouting Award will also be awarded during EuroShop 2020, at which exhibitors will be present on site at the EuroShop from the AIT and xia magazines be selected if their products have a particular architectural relevance. The Exhibitor Magazine EuroShop Awards are new, which the US-American Exhibitor Magazine awards for outstanding stand construction in all dimensions at the upcoming EuroShop for the first time in cooperation with EuroShop itself.

#### GUIDED INNOVATION TOURS AT EUROSHOP

If the range of offers at EuroShop is too extensive, if you have little time or are specifically looking for information on individual topics or product groups, you can register for various guided tours of the fair in advance. Guided tours are offered in the areas: Retail Technology, Store Design (focus on architecture),

Refrigeration & Energy Management, Food Service Equipment, Expo & Event. The Guided Innovation Tours can be booked via the EuroShop portal [www.euroshop.de](http://www.euroshop.de)

The EuroShop 2020 covers a total of around 125,000 m<sup>2</sup> net in 16 exhibition halls and is open to trade visitors from Sunday 16 to Thursday 20 February 2020, daily from 10 a.m. to 6 p.m. The day ticket costs 80 euros (60 euros in online pre-sale / e-ticket), the 2-day ticket 120 euros (100 euros in OVV) and the season ticket 180 euros (150 euros in the OVV). The tickets include the free return trip to the EuroShop with VRR transport (Verkehrsverbund-Rhein-Ruhr). The online ticket shop at [www.euroshop.de](http://www.euroshop.de) is already open.

Also visit the online magazine of EuroShop, which offers news, interviews, reports, specialist articles, studies, photo galleries and videos on topics and trends from the international retail scene 365 days a year. [mag.euroshop.de](http://mag.euroshop.de)

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#### OUR VERDICT

American Billionaire debt collector – **Bill Bartmann** once said: *You don't get what you want in life; you get what you expect; and most times, it's true.* With a new decade that starts with 2020, aligning oneself with positive new thinking by business leaders is crucial. **WHERE To Print** believes that you need to rethink your strategies to ensure they're not only customer-centric but most importantly take cognizance of trends in the polity in terms of laws, regulatory framework, and the entire business ecosystem. Then, **YOU** can expect positive balance sheet at the end of the year!



S/N	EXHIBITIONS	LOCATION	DATE
1	 www.signmiddleeast.com	Zabeel Hall 4&5, Dubai United Arab Emirates	12 – 14 JANUARY 2020
2	 www.paperweekcanada.ca	Fairmont Queen Elizabeth Hotel, Montreal Quebec Canada	3 - 6 FEBRUARY 2020
3	 EUROSHOP 2020 www.euroshop-tradefair.com	Messe Dusseldorf, Dusseldorf, Germany	16 - 20 FEBRUARY 2020
4	 www.printpackarabia.com	Expo Centre, Sharjah United Arab Emirates	24 - 29 FEBRUARY 2020
5	 LABEL & PRINT 2020 www.packagingbirmingham.com	NEC, Birmingham, United Kingdom	26 - 27 FEBRUARY 2020
6	 GRAVURE GLOBAL SUMMIT 2020 www.gaa.org	Hilton New Orleans Riverside, New Orleans, Los Angeles, United States of America	10 – 12 MARCH 2020
7	 Colour Management Training 2020	Mauritius/ Cape Town, South Africa	17 – 20 MARCH 2020
8	 WAITEX/ PROPAK GHANA 2020 www.waitex.com.gh	The Dome, Trade Fair Grounds, Kpeshie, Accra, Ghana	21 – 23 APRIL 2020
9	 G7 PRO or G7 EXPERT 2020 www.idealliance.com	Mauritius/ Cape Town, South Africa NB: While G7 Pro is to certify you as a professional for calibration and implementation of G7 at printing facility, G7 Expert enables you to G7 certify a print shop as a G7 Master Facility.	23 – 27 MARCH 2020
10	 TISSUE WORLD www.tissueworld.com	Miami Beach Convention Centre, Miami, Florida United States of America	11 – 13 MARCH 2020
11	 THE PHOTOGRAPHY SHOW 2020	NEC, Birmingham, United Kingdom	14 - 17 MARCH 2020
12	 www.fespaglobalprintexpo.com	IFEMA, Feria de Madrid, Spain	24-27 MARCH 2020
13	 www.signexpo.org	Orange County Convention Centre, Orlando, Florida United States of America	2 - 4 APRIL 2020
14	 www.canadianimaging.org	Sheraton Cavalier Saskatoon Hotel, Canada	23 - 27 APRIL 2020
15	 SIGN+DIGITAL UK 2020 www.signuk.com	NEC, Birmingham, United Kingdom	28 – 30 APRIL 2020
16	 www.photokina.com	Messe Cologne, Messeplatz 1, Cologne Germany	27 - 30 MAY 2020
17	 www.drupa.com	Messe Dusseldorf, Dusseldorf, Germany	16 – 26 JUNE 2020
18	 PRINT ACADEMY & CRANDALL UNIVERSITY MANAGEMENT TRAINING	Moncton, New Brunswick, Canada	8 – 20 JULY 2020
19	 www.fespaafrika.com	Gallagher Convention Centre, Johannesburg, South Africa	9 – 11 SEPTEMBER 2020
20	 www.propakwestafrica.com	Landmark Centre, Victoria Island, Lagos, Nigeria	15 – 17 SEPTEMBER 2020
21	 www.sac-ace.ca	The International Centre, Toronto, Canada	20 - 21 SEPTEMBER 2020
22	 www.safety2020canada.com	The Metro Toronto Convention Centre, Toronto, Canada	4 - 7 OCTOBER 2020
23	 www.allinprint.com	SNIEC, Shanghai, China	12 - 16 OCTOBER 2020
24	 www.propakcape.co.za	Cape Town International Convention Centre, Cape Town, South Africa	20 - 22 OCTOBER 2020
25	 www.printingunited.com	Atlanta, Georgia, United States of America	21 - 23 OCTOBER 2020

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