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Cover Story on page - 26



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# To Readers

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

## GROW AND SUSTAIN YOUR BUSINESS POST-COVID

While appreciating Government's gradual ease of restrictions on coronavirus (COVID-19) crises for resumption of socio-economic activities, we at **WHERE To Print** sincerely appreciate all health workers plus those in the supporting sectors such as ours (in the Print & Allied Industries) who continuously lay down their lives for all of us to be alive in this global pandemic; **we're indeed grateful to you all!** We know it could have been worse, but your effort in time like this, is a deciding factor and we do not take it lightly.

As we gradually resume our business operations, we present to you this latest issue that's totally dedicated to the reportage of how industry practitioners fared in this New Normal, and how they're preparing themselves post COVID-19. Taking advantage of the internet as the New Normal during this pandemic, there were series of educational but industry-specific webinars

around the world in which the Printing Industry in Nigeria did not lag behind. We start with **THE POST COVID-19 SOCIO-ECONOMIC IMPACT ON THE PRINTING INDUSTRY** webinar hosted by **Kulture Image Mr. Stanley Kumolu** in a bid to inspire operators to rethink their businesses and see the underlying opportunities brought about by the global pandemic. With insights shared from veritable statistics from **WHERE To Print Intelligence Survey** and **Technology Global Services expertise**, participants at the live webinar from across the country and abroad were not only exposed to the New Normal in the Printing Industry, but were also gingered to action for success in their Print Businesses now and after COVID-19. Check out the full report on pages 14 and 15.

Not only that, page 16 starts Chartered Institute of Professional Printers of Nigeria (CIPPON) organised

3-Day webinar tagged:

**THE NEW NORMAL IN PRINT BUSINESS - SUPPORTING PRINT BUSINESS IN THE NEW NORMAL THROUGH REGULATION**, where **CIPPON President & Chairman-In-Council, Mr. Olugbemi Malomo** highlighted from CIPPON 32-page policy document to the Federal Government of Nigeria to ensure: printing jobs remain in Nigeria, and printing jobs are for CIPPON licensed Printers only. The webinar continued the next day with sub-theme: **EXCEEDING CUSTOMERS' EXPECTATIONS IN THE NEW NORMAL** where Original Equipment Manufacturers (OEM) Representatives in the country from Xerox, Skysat, Gific, and Heidelberg presented their special but innovative offerings to cushion the effects of the global disease in the industry. Read full report on pages 17 and 22. The webinar culminated in a sub-theme: **REINVENTING YOUR PRINTING PRESS OFFERING IN THE NEW NORMAL** where Print Practitioners like: **Alhaji Yahaya Amfani – Chairman, Yaliam Press LTD; Mr. Akinlabi Olawuni - MD/CEO, Printserve LTD; Mr. Dapo Elegbe - MD/CEO, Whycross Press;** and



Continued on page 10 >>

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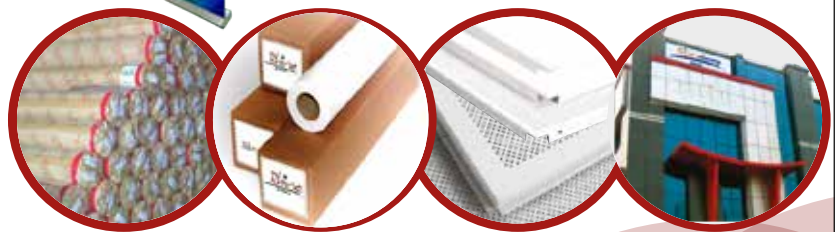
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From page 9 >>

Dr. (Mrs.) Adesola Falaiye - Deputy Managing Director, Afkar Printing & Publishing LTD, are all of the opinion that innovative thinking, synergy, and intentional collaboration with regulatory body – CIPPON, were needed to overcome the negative impact of COVID-19 and position print businesses for productivity and profitability - now and in the future (after COVID-19). The full report is on pages 32 and 34.

While we characteristically recorded news in and out of Nigeria that are purely print-related in our **PRINT IMPACT AROUND NIGERIA** pages (from page 10) and **PRINT IMPACT AROUND THE WORLD** pages (from page 12) respectively, we also sought out the opinion of operators on how the unannounced pandemic not only affect their print and allied businesses but also what they think the effect has been on the Printing Industry. Flip over to pages 21, 24, 25, 42 & 43 to read excerpt of the **VOX POP** that answered this question: **HOW DOES THIS**

### PRESENT COVID-19 PANDEMIC AFFECT YOUR BUSINESS AND THE PRINTING INDUSTRY IN GENERAL?

This issue's **SPECIAL FEATURE INTERVIEW** is with **CEO of Maple Connection – Mr. Olumide Ojo** who enjoined stakeholders to: **"GIVE US THE CHANCE TO HELP YOU WALK YOUR DREAM INTO REALITY"** while answering WHERE To Print questions on his company's quest to ensure stress-free process in acquiring Canadian education. The interview is on pages 38 and 39. But before that, we feature from page 36 through to pages 40 and 41 a **SPECIAL FEATURE SUPPLEMENT** on the Golden Jubilee Birthday of **Pastor Gbenga Oladokun (MD/ CEO – Neno International Services LTD)** where he declared in appreciation: **'MO RI ANU GBA'**.

Finally, our **COVER STORY** this edition is from WHERE To Print new Columnist – **Mr. Andrew Malson**. Mr. Malson is a highly experienced, committed and passionate Operations

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pages 27 to 30. So, from the piece - get an invaluable insight that will help you create the right and enduring cultural change to grow and sustain your business POST-COVID.

Until next edition, please stay safe and be prepared for a better and stronger you!

## Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi

### INDIGO INTRODUCES PET DELUXE PHOTOBOOK



Coming out of COVID-19 with innovative solution to photo album production, Nigeria's digital photo production company - Indigo Digital Press has just launched a brand-new photobook described as the most powerful way of showing the riches of photography. Aply called INDIGO PET DELUXE, the non-tearable photobook is described as the best choice for professional photographers among the

range of photobooks produced by Nigeria's first synthetic album producer – Indigo Digital Press. WHERE To Print gathered that 'PhotoBook' is the next evolution of traditional photo album using digital photos. It is a book in which page layout make a significant contribution to the overall content. While photobooks celebrate creativity of an individual photographer, they are exclusive work of art made out of using high-quality photographic



Otunba Anthony Isaac

digital equipment for printing and binding.

Managed by humble but highly focused Otunba Anthony Isaac who has immensely contributed to the development of photography in Nigeria, Indigo Digital Press is a combination of photo lab and printing press as a one-stop solution for those that will want to preserve today's moments for tomorrow's cherished memories. You can get photo-realistic printing done at Indigo as well as other customised photo

album services which include synthetic album production, ultra-HD photobook, high gloss photobook, deep feather album, regular thick photobook, and metallic photobook amongst others.

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Continued on page 18 >>



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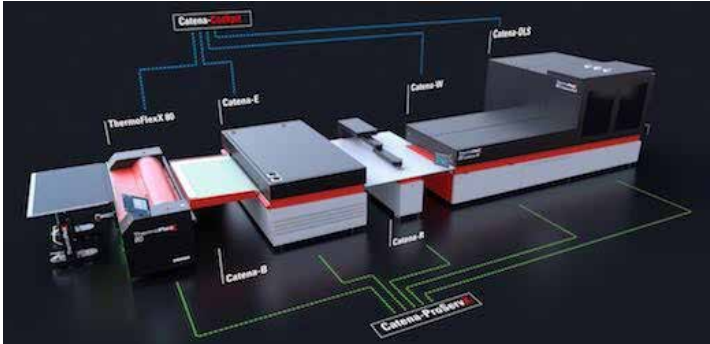


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# Print Impact Around the World

## FLINT GROUP ANNOUNCES FULLY AUTOMATED FLEXOGRAPHIC PLATE PROCESSING EQUIPMENT – THE THERMOFLEXX CATENA+



The revolutionary fully automated plate processing line consists of equipment modules which were announced earlier by the group; Catena - E (UV LED exposure), Catena - W (solvent plate processor), and Catena - DLS (dryer, light finisher and plate stacker combination with robotized plate transport). Catena means “connected chain” and just as the name reveals, the Catena+ line is a modular system, which can join together for various levels of automation.

### FlintGroup

A Catena-DLS module can be connected to a Catena-W for automatic plate-processing. The Catena-DLS has 10 drying units, 7 stacking positions and a light finisher. Robotic movement ensures that plates are fully finished with no operator intervention after loading into the washer. “We are proud to announce the Catena-DLS, the missing piece on our way to fully automated flexo plate processing. In combination with our ThermoFlexX imager, the

recently released Catena-W and the Catena-E UV LED exposure, we provide a state-of-the-art, fully automated and integrated flexo plate processing system, which allows our customers to produce flexo plates at lowest total cost for every application”, explains Uwe Stebani, General Manager Xeikon Prepress. “And in combination with our groundbreaking ThermoFlexX Woodpecker surface screening software and best-in-class Flint Group flexographic plates, we enable our customers to rival any other system in the market.”

Catena+ brings the whole chain together, resulting in leading edge fully automated flexo plate making. Once the operator has removed the cover sheet the plate is automatically loaded into the imager, and is completely processed and fully finished with no further

operator interventions needed, eliminating any damage caused by manual plate handling.

Designed as an open system, Catena+ allows easy loading of plates from other imagers into the Catena-E LED exposure unit. Plates from other exposure frames can also be easily loaded to take advantage of the highly productive WDLS.

The full line Catena+ also includes Catena Cockpit, which provides a highly visible status report on plate processing, progress and expected time of completion. With Catena ProServX software, the machine health status of all modules is constantly monitored, thus, enabling a new level of pro-active support and maintenance. The need for physical service-interventions is minimized.

## LOGOJET ANNOUNCES RELEASE OF NEWEST PRINTER TO ITS CUSTOMERS: EXPRESS 30R

LogoJET has announced its newest printer, a tabletop UV model called the Express 30R, built on the same technology as LogoJET’s award-winning UVx40R and UVx90R. The Express 30R is, like LogoJET’s other UV printers, a direct-to-substrate

printer and can print on almost anything — including glass, metal, stone, canvas, leather and more.

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**Continued on page 34 >>**

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# POST COVID-19 ECONOMIC IMPACT ON THE PRINTING INDUSTRY



Joju Adekanbi  
WHERE To Print



Stanley  
Kumolu-Johnson



Akin Oduwole  
Technology Global

## HOW TO PICK UP YOUR BUSINESS FOR SUCCESS AFTER COVID-19

As the Sectors that feed the most essential services during the current coronavirus (COVID-19) crises, operators have been advised to look in the direction of investment in the label and the packaging printing sectors that are expected to boom not only during this pandemic but after. This advice was given by **Mr. Akin Oduwole**, MD/CEO – **Technology Global Services LTD** while making his presentation during **Kulture Image** organised live webinar on **POST COVID-19 SOCIO-ECONOMIC IMPACT ON THE PRINTING INDUSTRY**.

“Sectors that feed the most essential services for the moment especially food and drug industries will boom. And because the pharmaceutical industry will boom, it is natural for all the value chain of this sector to follow – graphics designers, label printers, and so on” expressed Mr. Oduwole while also noting the growth potentials of textile printing and garment decoration sectors; “Even though there are no event, we will wear clothes. They are also relevant in producing face masks and Personal Protective Equipment (PPE) clothing for those on the front-line” he enthused.

The Technology Global boss also predicted a revolution and further growth in other printing sectors that relate to life and smart living such as 3D printing, enhanced screen printing, and APP development with attendant multiplier effects on the sectors’ value chains like home-grown software engineering, manufacturing, maintenance, energy-saving spare parts and environmentally friendly printing consumables. According to Mr. Oduwole: “Sectors that will emerge are: 3D printing – already used in making prototypes by medical personnel and even to build ventilators; enhanced screen-printing where automatic machines will help give better quality, and screen printing for microboards for computers, phones and electronics; some young people will come up with APPs that will aid online buying and selling of prints; the engineers and technicians in the print sectors will start producing Made in Nigeria solutions; printers work so hard – a kind of entertainment and relaxation value chain will emerge; and opportunities still abound in the print training sector”

He concluded his prediction with rhetorical question notes that: “We need to add

creativity to enhance our technology because this (printing) sector is needed in various sphere of life. Who creates the impression? The printer! Who understands colour separation? Who prints the money? Who beautifies the street? Who uses road signs to show directions? Who makes it possible for students to learn by giving them books? Who packages those products to make them beautiful? Who add colours to life? Who prints correct prescriptions on medicines? Who adds value to life? Who printed the colourful clothes we are wearing? Ladies and gentlemen, a printer is important to man’s existence – Let’s reinvent to continue with the excellent value we are adding to mankind and existence” Oduwole enjoined.

Earlier in his presentation, **WHERE To Print** had advocated for operators in the Printing Industry to use the opportunity presented by the global pandemic to rethink their businesses moving forward post COVID-19. While making his presentation on the topic: **THE SOCIETAL AND ECONOMIC IMPACT OF COVID-19 ON THE PRINTING INDUSTRY, WHERE To Print Publisher – Joju Adekanbi** revealed from **WHERE To Print Intelligence Survey** that, with the sudden halt in economic activities across all sectors of the economy as a result of the global pandemic and the inability to plan as a result of uncertainty, over 65% of Operators in the Print and Allied Industries have seen a decline in their revenue. This has therefore resulted in huge job loss with multiplier negative effects on both the industry and the economy at large.

“And with all projections in the negative from over 90% decline in sales volume and over 65% of job loss when compared to 2019 first quarter figures, operators are enjoined to take advantage of COVID-19 to rethink, innovate and unleash their creativity to adapt to change”, enjoined **WHERE To Print Publisher** while also advising that; “For the fact that innovative businesses are smiling to the bank;

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Kulture Image  
**POST COVID-19  
 ECONOMIC IMPACT ON  
 THE PRINTING INDUSTRY**



you must start to think outside COVID-19 now; talk to your customers to get Intelligence (credible data) to work with. Reward innovative and multi-tasking staff” advised Adekanbi while also imploring that owners of print and allied businesses that were thinking of laying off their workers should first show empathy and understanding of the situation at hand and not aggravate already tensed and unpleasant situation; “Consider all options before laying off staff; sit down with your workers, and mutually agree on benefit to all. There’s still future after COVID-19. Diversify to print businesses that are synonymous with living” he advised.

Because of the sudden halt in economic activities, WHERE To Print Publisher noted that businesses should take advantage of the internet to not only continually engage all stakeholders especially customers but also use the platform to upgrade their skills and knowledge through educative webinars and videos that are mostly free. “Take advantage of Internet of Things (IoT). Web is the new normal even after COVID-19. Beef up your sales, marketing, engineering or other skills online. Get trained and re-trained” he enjoined while also noting that operators should explore palliatives/ loan options from Government, banks, industry to cushion the economic

effects of COVID-19 on their businesses. “Think ahead and save for the raining day. Future investments are going to be in food, drugs, and 2023 General Election”.

While advising operators to dispel fear and observe Government and Nigeria Centre for Disease Control (NCDC) health and safety rules through proper implementation at work places to ensure everyone is safe and sound throughout this pandemic, Mr. Adekanbi also cautioned that decontamination of printing premises/facilities, provision of hygiene facilities such as running water with soap for handwashing, use of digital thermometer for temperature checks, alcohol-based hand sanitisers and use of face masks plus adherence to 60% staff capacity are important at this period; “Strict adherence to proper cleaning and sanitation of the facility environment which includes proper storage and disposal of wastes especially paper, chemicals and inks; rethink operations; instead of employees handing out tools like squeegee, use a central place – a bin, bucket etc after proper cleaning to ensure social distancing as possible. Installation of appropriate environmental, safety and warning signs for employees and customers advising clients about measures in place; reconfiguration of spaces to allow the required distance between employees

and clients as well as the establishment of alternate means to serve customers wherever applicable; and planned work schedules to accommodate staggered shifts, in line with statutory guidelines. Not everyone must be at work now: Stagger work schedule and ensure you bring equity and equality to play. Communicate and clear off misconception. Lastly, contribute to your community” he advised while finally stressing that workers too must reciprocate their employers’ noble gestures by rededicating themselves to the ideals and values of their organisations; “Upgrade your skills with positive attitude to enable creativity and multi-task which reduce your exposure to redundancy or sack”.

The **POST COVID-19 SOCIO-ECONOMIC IMPACT ON THE PRINTING INDUSTRY** webinar was hosted by **Kulture Image Mr. Stanley Kumolu** in a bid to inspire operators to rethink their businesses and see the underlying opportunities brought about by the global pandemic - COVID-19. No doubt, COVID-19 pandemic has made us pause and think about our ability to quickly respond to crises; many of which have been reactive. However, we must use empirical evidence and statistics laid with experience and expertise to adapt, navigate and come out of the crises stronger. With insights shared from veritable statistics from **WHERE To Print Intelligence Survey** and **Technology Global Services expertise**, participants at the live webinar from across the country and abroad were not only exposed to the New Normal in the Printing Industry, but also ginged to action for success in their Print Businesses now and after COVID-19.



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**SPEAKERS**



**Gbemi Malomo**  
CIPPON President (Convener)

**DAY 1**



**Comrd Jide Salako**  
Council Member



**Akin Oduwole**  
Council Member



**Niyi Adesoye**  
Council Member



**Dr Daniel Itayin**  
Council Member



**Mrs Rotimi Adeaga**  
BDM, CIPPON

# COVID-19 PALLIATIVE: CIPPON WAIVES OFF REGISTRATION FORM FEE

As one of its palliatives to Printers in Nigeria amidst Coronavirus (COVID-19) pandemic, Chartered Institute of Professional Printers of Nigeria (CIPPON) has waive off registration form fee for all intending members.

Speaking during a 3-Day live webinar tagged:

**THE NEW NORMAL IN PRINT BUSINESS - SUPPORTING PRINT BUSINESS IN THE NEW NORMAL THROUGH REGULATION, CIPPON President & Chairman-In-Council, Mr. Olugbemi Malomo** made the

declaration while answering questions posed by WHERE To Print magazine as he also informed that CIPPON has put together a 32-page document to be presented to

the Federal Government of Nigeria on what the industry will want the Government to do for stakeholders affected by the coronavirus pandemic. "We're escalating the document to the concerned Ministry. In doing this, the two major things we want to achieve are that: printing jobs remain in Nigeria, and we want printing jobs (in Nigeria) for CIPPON licensed Printers only" noted Mr. Malomo.

While enjoining stakeholders in the country to start active participation in the affairs of the Institute, Mr. Malomo stressed the need for stakeholders to join CIPPON membership and start to ask questions on any areas of printing business; "start asking questions to Council Members. If you don't get answer, don't

stop – continue until you get what you want. That's the reason we're in the Council" as he disclosed further that the coronavirus pandemic has brought to fore some of the problems in the industry and the Institute is doing all it can to tackle these problems by first identifying them, using the Act to solve and enforce answers to the problems in the industry.

The live webinar has more than 50 participants that joined from across the country and was coordinated by DCS Integrated Media boss – Pastor Tunde Obokhai. Other Panelists who made clarifications and also answered some of the questions from participants included some CIPPON Council



Members such as Comrade Jide Salako, Mr. Akin Oduwole, Mr. Niyi Adesoye, and Dr. Daniel Itayin. The webinar continues the next day to address the theme: **EXCEEDING CUSTOMERS' EXPECTATIONS IN THE NEW NORMAL** with Panelists as follow: Mr. Femi Abidoye of Xerox, Mr. Ramzi Debs of Skysat, Mrs. Ngozi Ukachukwu of Gific, Mr. Godwin Ogilo of Heidelberg, Mr. John Onuegbulem and Mr. Sam Odimayo both Council Members of CIPPON. **Check out the full report on pages 17 and 22.**



## OEM REPS OFFER INNOVATIVE SOLUTIONS TO CUSHION EFFECTS OF COVID-19 ON PRINT BIZ IN NIGERIA

As Printers grapple with the effects of Coronavirus (COVID-19) pandemic on printing businesses in Nigeria, Original Equipment Manufacturers (OEM) Representatives in the country are now offering innovative services to cushion the effects of the global disease in the industry.

In a separate live webinar presentation put together by **Chartered Institute of Professional Printers of Nigeria (CIPPON)** on the topic: **EXCEEDING CUSTOMERS' EXPECTATIONS IN THE NEW NORMAL**, the OEM Representatives who formed major Panelists in the video meeting in the person of Mrs. Ngozi Ukachukwu (Gific), Mr. Ramzi Debs (Skysat), Mr. Godwin Ogilo (Heidelberg), and Mr. Femi Abidoye (Xerox) all put forth smart ideas that are not only practical but mostly innovative and expected to address critical survival issues in the industry such as low volume production, production downtime, genuine consumables and spare parts, and financing options.

First to make presentation is the Managing Director of **Heidelberg Nigeria Limited, Mr. Godwin Ogilo**. He informed participants that Heidelberg's equipment are already built for futuristic purposes to address issues like social distancing which the whole world is experiencing today. "For example, our 10-Colour

SpeedMaster is manned by one person today because all our machines are internet enabled" and be remotely controlled, Mr. Ogilo also noted that, "at the touch of a button, we're able to do remote servicing on our machines" thereby adapting to social distancing guideline of COVID-19 pandemic, then saving customers costs of onsite visit and downtime. He also noted that Heidelberg's technical personnel are constantly trained on how to ensure their customers get more offsite, as frequency of onsite visit are minimised; "it is only when it's absolutely necessary", as time goes on, that Heidelberg will visit because with fully trained technicians and support from our German Headquarters when necessary, there will not be need for physical visitation to customers.

Aside fully stock genuine spare parts and consumables that are readily available, Heidelberg boss also informed participants about Heidelberg Subscription that offers a unique formula of pay as you print. "Instead of buying software outrightly, with our Subscription Model that comes with your installed machine, charges will



Mr. Godwin Ogilo



only be on the impression you run on the machine", thereby ensuring significantly enhanced efficiency and productivity at a price that reflects the volume customers actually produce. He however cautioned stakeholders who may want to borrow to acquire print equipment, not to seek international financing except they earn in foreign currencies.

On his part, **Xerox Nigeria (XHS) General Manager, Sales and Marketing, Mr. Femi Abidoye** while disclosing that Xerox Nigeria meets the needs of various segments of the Nigerian economy from Small & Medium Scale Enterprises (SMEs) to corporates, multinationals, and Governments, assured stakeholders of his company's wide-range of products and services designed to meet their printing needs, "no matter how



Mr. Femi Abidoye

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**CIPPON PRESIDENT CALLS FOR UNITY**



that he would not rule on a case that has already been ruled upon by a court of competent jurisdiction. WHERE To Print will however keep you posted on the full court judgement that is expected to come out within the next couple of weeks from the Court Registrar.

Against the backdrop of an Abeokuta High Court judgement that threw out the case of the aggrieved CIPPON faction, Chartered Institute of Professional Printers of Nigeria (CIPPON) President & Chairman-In-Council, Mr. Olugbemi Malomo has called on all stakeholders to join hands with the current CIPPON Council in unity for the sake of the industry in making printing profitable again.

His wish according to a statement made available to WHERE To Print is that; "all will come together for the sake of the industry as the job of making printing profitable again is for everyone", just as Mr. Malomo uses the landmark judgment to reach out again to everyone, appealing that the industry is bigger than any individual and the work of rebuilding especially post COVID-19 is for all, young or old, male or female.

The Honourable Justice Ibrahim Watila in his ruling had declared

Meanwhile, industry stakeholders have been enjoined to take advantage of one of CIPPON's Palliatives for stakeholders during this COVID-19 pandemic that afford all intending members to obtain their registration form free of charge. According to Business Development Manager of CIPPON – Mrs. Rotimi Adeaga, the form which is also on CIPPON website – [www.cippon.org](http://www.cippon.org) can equally be obtained from the CIPPON Secretariat located on the first floor of Block B (behind Union Bank building) on the popular Adebowale House, 150 Ikorodu Road, Onipanu Bus Stop, Lagos. WHERE To Print also gathered that hard copies of CIPPON Registration Form can also be freely obtained from CIPPON Coordinators across the country. Just call CIPPON Hotline **08092CIPPON (0809 244 7766)** or send a request mail to [info@cippon.org](mailto:info@cippon.org) to know the nearest CIPPON Coordinator to you.

Printing will definitely be profitable again!

**SPPN PARTNERS ANAMBRA STATE GOVT ON COVID-19 SENSITIZATION**



In an effort to assist Government of Anambra State in its sensitisation efforts in fighting the coronavirus pandemic across the State particularly at the grassroots level, the Society of Printing Practitioners of Nigeria (SPPN) has partnered with the Government by donating copies of **"Situation Report on The Fight against COVID-19 in Anambra State"** for free distribution to the populace across the State.

SPPN National President and former Government House Printer, Mr. Nwora Egbuniwe in company of State's Chairman of the association, Mr. Ethel Obidinso and Chairman of Onitsha Chapter of the association, Mr. Okechukwu Akaneme led other Executive Members of the association in the State to the presentation. In his remark, Mr. Egbuniwe said the gesture was aimed at partnering with the State Government in enlightening the public on its policies and programmes especially in its fight against COVID-19 pandemic.

In his thanks giving response, the Honourable Commissioner for Information and Public Enlightenment - Anambra State, Mr. C. Don Adinuba said the publication would go a long way in supporting the fight against

COVID-19 pandemic, especially at this phase of community searching, as he added that the publication would be distributed in public places, especially churches, markets and motor parks. The Commissioner however noted that while majority of Ndi-Anambra have been cooperative in the fight against the pandemic, it was regrettable that there were individuals in the State who were still endangering lives of millions of people by failing to comply with Government's directives aimed at containing COVID-19 spread, explaining that mobile courts have been set up by the State Government in various parts of the State to prosecute offenders.

The Secretary to the State Government, Professor Solo Chukwulobelu who also received copies of the publication described the SPPN gesture as a unique contribution to the fight against the pandemic as he equally called on the Association to do more in youth empowerment by investing more in the State to discourage capital flight from the State, and continue to fight against book piracy and other unwholesome practices in the profession.

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## SENATE MOVES TO REVITALISE THE NATION'S MORIBUND PAPER MILLS



The Nigerian Upper Chamber, The Senate has resolved to revive the nation's ailing paper mills scattered across the country in a bid for Nigeria to commence paper production in aid of industrialisation and educational development.

The resolution was sequel to a motion sponsored by Senator Stephen Ekpeyong titled: **"The Need To Revive The Moribund Paper Mills,"** during plenary on the need to revive the paper mills that had gone moribund since privatisation, thereby leaving the country with huge income deficit, explaining that companies who bought these mills have either abandoned them or have not been able to revive them to full capacity, thus making the country not only to depend on paper importation but also loss of over 300,000 jobs across the country at Nigeria's three Paper Mills: Nigeria Paper Mill in Kwara State, Nigeria Newsprint Manufacturing Company (NNMC) in Akwa Ibom State, and Nigeria National Paper Manufacturing Company (NNPMC) in Ogun State.

In its resolutions, the Nigerian Senate said that it was worried by the recent statistics released by the Raw Material Research and Development Council (RMRDC), which showed that Nigeria lost over N800 billion annually to paper importation, which the Chartered Institute of Professional Printers of Nigeria (CIPPON) also put at \$1 trillion through annual importation of over one million metric tonnes of paper at the cost of \$1,000 per tonne.

In view of this appalling statistics, the Senate expressed concerns that the unhealthy state of the paper mills has equally affected the Printing Industry in Nigeria with multiplier effect on the nation's education sector. According to the statistics, the National Book Policy of five books per pupil which amounts to over 100 million books annually in a country with 20 million students, these books are printed outside the country which is a huge loss to the economy.

Accordingly, the Senate directed

its Committee on Privatisation to investigate the activities and operations of the three paper mills and report back to the Senate. It also urged the Chartered Institute of Professional Printers of Nigeria (CIPPON) and Nigeria Customs Service to review duty on importation of published books and paper to make them more favourable to print locally in Nigeria than relying on imported printed materials.

Nigerian Senate President, Ahmad Lawan while urging the Committee on Privatisation to investigate the activities and operations of the mills also asked the Committee to get the Bureau for Public Enterprise (BPE) to brief the Committee on the level of compliance with share agreements by investors.

It would be recalled that the three Paper Mills in the country established by the Federal Government in between the 1960s and 1970s in order to create raw materials for the Printing And Allied Industries while also creating needed employment were producing corrugated cartons, sack craft paper, kraft paper, linear and chip board to meet the country's needs in writing and printing papers while creating added revenue to the Government. However, due largely to mismanagement and corrupt practices, the mills even when later privatised by the Government went moribund, leaving the country with huge income deficit.

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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.
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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.



## BIZ OPPORTUNITIES FOR PRINTERS: INEC TO REDESIGN POLLING UNITS TO COMPLY WITH COVID-19 REGULATIONS



In compliance with statutory health and safety regulations during this global pandemic - COVID-19, the nation's electoral regulatory body – the Independent National Electoral Commission (INEC) has said that Polling Units to be used across the country shall be redesigned.

This innovation is clearly business opportunities for Printers, Out-of-Home and In-Store design experts which the Commission disclosed in a *'Policy on Conducting Elections in the Context of the COVID-19 Pandemic'* statement signed by INEC Chairman, Prof. Mahmood Yakubu.

To this end, print and allied stakeholders who will like to bid for the project must follow INEC strict guidelines as contained in the statement which WHERE To Print gathered include the use of face masks on the election day which shall be mandatory at Polling Units (PUs) and that any voter without a face mask shall be turned away from the Polling Unit. "However, the Assistant Presiding Officer (APO) II in checking the Register of Voters may request removal of mask to prevent voter impersonation", the statement read in part stating further that; "There shall be a two-tier queuing system at the Polling Unit – one outside and the other in the voting area. Voters will be brought into the voting area periodically to prevent overcrowding. Tags and twines may be used to ensure crowd control and maintenance of social distance" while noting

that there should be periodic disinfection of chairs, tables and work areas, as well as adequate ventilation at the Polling Units.

INEC statement also notes that: "The Smart Card Readers (SCR) shall be cleaned with the prescribed disinfectant after each voter's fingerprint is read. Personal Protective Equipment (PPE) and other safety materials shall be provided for polling staff," while adding that at the close of polls, polling unit staff should ensure that materials were properly disinfected, carefully packaged and that used PPE were hygienically packaged or disposed of. Also, INEC will ensure early registration to avoid errors or new activities in setup; "In order to accommodate additional activities in setting up the PU due to COVID-19, polls shall now commence at 8.30 am and close at 2.30 pm. Anybody on the outer queue by 2.30 pm shall be allowed to vote, in line with the Commission's regulations. Prior to the commencement of polls, the Presiding Officer or Assistant Presiding Officer (VP) shall ensure that the contents of the Voter Code of Conduct (VCC) are read out loudly to voters and that the VCC Poster is pasted at the polling unit," the statement said.

The guideline by INEC boss also explained that for purposes of collation of results after election the Commission would cluster Registration Area (RA) collation centres where feasible, in order to reduce exposure of people to the risk of COVID-19, speed up collation and reduce costs. "In



order to prevent overcrowding during collation, only one polling agent of a party on the ballot (or the candidate in person) for the election(s) shall be allowed into the collation hall," it stated.

On post-election activities, INEC stated that for reverse logistics, election staff must ensure that used, but reusable PPEs, were carefully packaged and sent to designated collection points. "All post-election debriefings shall preferably be done electronically. Where face-to-face debriefings take place, the protocols for COVID-19 prevention shall be followed," and for pre-election activities, the statement noted that INEC would immediately embark on review of regulations, guidelines and manuals for elections in the light of changes to the electoral process that are imminent due to the COVID-19 pandemic.

Other print business opportunities to note from INEC statements are: "Develop a Voter Code of Conduct (VCC) document detailing how voters are expected to act and conduct themselves at the polling units in the light of the COVID-19 pandemic. Review all Elections Information Kits to include COVID-19 information. Expand the Inter-Agency Consultative Committee on Election Security (ICCES) at all levels to include NCDC (or other requisite health bodies) and National Orientation Agency (NOA) on a temporary basis," as INEC Chairman mandated INEC State Offices to work with local health authorities

to do a health assessment of upcoming elections immediately; "Conduct immediate discussion with state governments where elections are to hold concerning lockdowns, curfews, etc, and how they might affect elections. Ensure that Pre-Election Preparation (PEP) activities shall be conducted online preferably. Where face-to-face activities become necessary, the protocols for COVID-19 prevention should be followed. Pilot changes to the electoral process in the light of the COVID-19 pandemic in a by-election prior to the Edo and Ondo governorship elections in order to learn lessons where necessary," the statement said.

INEC also made provision for handling and delivery of election materials. One of the provisions, according to the statement, was to reduce the number of contacts during distribution. It said when non-sensitive materials were procured, they would be delivered directly by vendors to States or purchased by States requiring the materials and packaged according to the quantity required by Registration Area; "This will reduce the level and number of contacts during distribution," the statement noted while also noting that production of Sensitive materials shall commence early to give adequate time for proper packaging and delivery.

INEC also added that to reduce the risk of transmission of COVID-19, the Commission should reduce to a minimum interstate movement of staff, including ad hoc staff, for off-season and by-elections; "The rule shall be that only shortfalls requested by the states are filled from outside the state. As much as possible, all election staff will be sourced in-state," while adding that in the establishment of voting points, in order to reduce the number of points in a Polling Unit to be monitored and controlled for COVID-19 compliance, the threshold for Voting Points shall be increased from 500/750 to 1,000/1,250.

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## HOW DOES THIS PRESENT COVID-19 PANDEMIC AFFECT YOUR BUSINESS AND THE PRINTING INDUSTRY IN GENERAL?

*It's no longer news that the 2019 coronavirus (COVID-19) outbreak creates negative impact on virtually all human endeavours. What should be news is answer to this question: which area in the Printing Industry is hardest hit? With the popular saying that; "Only the wearer knows where the shoe pinches" propelled **WHERE To Print VOX POP Crew** to enquire from discerning stakeholders on how the unannounced pandemic not only affect their print and allied businesses but also what they think the effect has been on the print and allied industries. As you enjoy the read in the excerpt below, please endeavour to read between the lines as opportunities abound in the problems posed by COVID-19.*

We've seen a decrease of over 70% of print business volume as a result of this COVID-19 pandemic. This is understandable because most of our customers who are activity-based like educational institutions, events and ceremonies etc are on lockdown. We can only pray that everything comes back to normal quickly. But this COVID-19 should also be looked at in a positive way. You need to appreciate what you have; when things are rising, don't think that it's your expertise or knowledge – thank God. Think about tomorrow and explore alternative; diversify your business.

### **OLUWOLE ADEMUYIWA – DE-INFINITY VISION**



Yes, the business is low but you have to understand the peculiar nature of each State. For example, here in Rivers State with capital - Port Harcourt, is like a transit State; and since people are not coming or going out, there's bound to be low business activities and of course it will affect print business. Again, because there's no movement, prices of consumables that normally comes from other States like Lagos, will definitely go up with effect on cost of print. The only thing we can do now is to follow Government's guidelines and regulations as they continue to fight COVID-19 with our support. Then, when everything improves – the lockdown restriction will be lifted and everything will come back to normal.

### **SUNDAY ADELEYE – WYSTON INTERNATIONAL**



As Government is our major customer with no event like international exhibition, seminar or workshop, printing business here in Abuja - the nation's capital is extremely low. We're just trying to keep up with old orders, and being innovative in coming out with new ideas. We're sure things will be better sooner than later. However, this COVID-19 pandemic has exposed the quality of some staff especially in the area of critical thinking, innovation, and multi-tasking. As Managers of print businesses, we must critically think on how best to effectively utilize them for performance.

### **NIYI ADESOYE – FAMOUS TASTE**



Printing job is known generally for the impact it plays mostly in events. Ever since this pandemic started, every event has been suspended indefinitely. Printing has been really affected; sales have dropped, but we hope all these end soon so we can get back to our normal lives.

### **ODERINDE ALIMAT – LEEMAH PRINTS**



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# OEM REPS OFFER INNOVATIVE SOLUTIONS TO CUSHION EFFECTS OF COVID-19 ON PRINT BIZ IN NIGERIA



big or small we provide a support solution which is right for you” he stressed.

While emphasising Xerox’s belief in adequate training of its staff (who are currently using the present lockdown to engage in webinar trainings) expected to give their customers’ peace of mind, Mr. Abidoye assured Nigerian Printers to be rest assured that XHS can be counted on to provide valued added services; “as they can rely on us to minimize downtime, maximize productivity and protect their investment” he disclosed further that, with Xerox Customer Self Help function from their online platform, issues like genuine consumable and spare parts are quickly resolved. “At the clique of a bottom, we get issues like consumables supply resolved quickly. Xerox is able to replace faulty customers’ device within 24hours”, he assured.

For OEM Representative for **Konica Minolta** and other reputable brands – **Skysat Technologies Nigeria Limited** Executive Director, **Mr. Ramzi Debs** used the opportunity to show participants round the company’s new, state-of-the-art, multi-storied building strategically located on the highbrow 35A, Saka Tinubu Street, Victoria Island, Lagos. “With our new state-of-the-art and fantastic showroom, this is one of the things we’re doing to exceed our customers’ expectation in



Mr. Ramzi Debs

this new normal of COVID-19” expressed Mr. Debs as he also showed participants in and out of the building significantly highlighting the new showroom that displays wide range of Konica Minolta machines as well as other brands; state-of-art IT Department equipped with high-end, internet connection to support customers remotely especially during the pandemic, as well as fully stocked warehouse that is filled to the brim with genuine consumables and spare parts; “to support thousands of machines we have on ground across the country” emphasised Mr. Debs. Before rounding off, Skysat boss used the opportunity to inform stakeholders of Skysat Technologies partnership with MGI to afford Nigeria Printers the advantages of using high productivity, digital jet UV varnish solutions on their printing for value-driven outcomes that give both intrinsic and economic values.

On her part, **Managing Director of Gific Nigeria LTD – Mrs. Ngozi**



Mrs. Ngozi Ukachukwu

**Ukachukwu** informed participants that while Gific is known for her high quality but portable heat transfer machines that are designed with COVID-19 in mind; in the sense that the machines sort out the issue of social distancing; “one machine is put on a table and manned by just one person”, Gific is also exploring the option of assembling her range of machines in the country to reduce purchase cost for her customers. She noted that the cost of bringing in a container with ten machines that are fully coupled would be the same as bringing in forty machines that are going to be assembled in the country thereby saving huge cost to Printers.

Mrs. Ukachukwu also informed participants that even before COVID-19 pandemic, Gific has fully interactive and up-to-date website that has latest information to address any issue arising from the use of her machines; “we encourage you to visit our website” she enjoined while noting that

her company also has series of training videos on how to use her products; “now, you don’t need to be on the road. Just connect to your system for a team video and if your system is not connected, we’ll do video call” to solve any problem.

With over 40 participants in attendance, the webinar also brought to fore the need for collaboration between OEM Representatives in Nigeria and Chartered Institute of Professional Printers of Nigeria (CIPPON) where CIPPON Council Members and representative on the platform such as Sir John Onuegbulem, Pastor Sam Odimayo, Mr. Akinlabi Olawuni and Mrs. Rotimi Adeaga respectively advocated for strategic collaboration to make printing business in Nigeria profitable again as issues like accessing industry palliatives from Government/ financial institutions, print equipment financing or leasing, discounts and the likes are mutually resolved.

The webinar coordinated by DCS Integrated Media boss, Pastor Tunde Obokhai was rounded off the next day where Printers across the country were expected to discuss **THE NEW NORMAL IN PRINT BUSINESS: RE-INVENTING YOUR PRINTING PRESS OFFERING IN THE NEW NORMAL. See report on pages 32 and 24.**

[Continued on page 32 >>](#)

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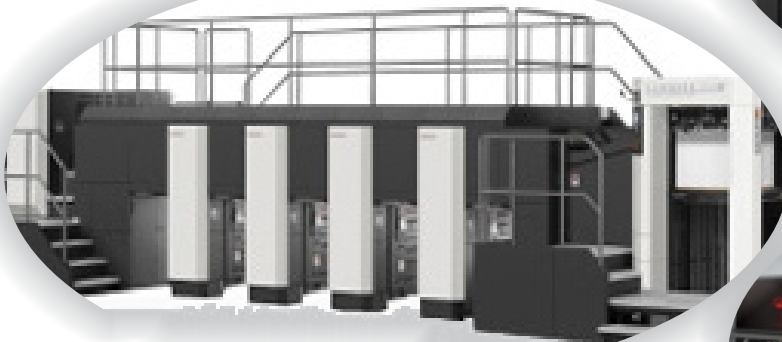
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**HOW DOES THIS PRESENT COVID-19 PANDEMIC AFFECT YOUR BUSINESS AND THE PRINTING INDUSTRY IN GENERAL?**

Generally, COVID-19 has affected so many facets of life, livelihood and of course, not sparing businesses like printing. It goes without saying that the entire world is no more the same and will not be the same. Lessons have been learnt amidst the pandemic that need re-echoing ranging from hygiene to humaneness, solidarity, solitary and deep reflection or meditation. In printing, partial lockdown, total lockdown and curfew have in no small measure affected the noble profession which hitherto has been going through some challenges as less and less print runs are experienced. Most invitations are done via SMS and other social media platforms. Again, running cost of printing in Nigeria is pretty high from paper (major substrate) to ink, machine maintenance, power etc thereby shrinking profits and drastically impacting negatively on Return on Investment (ROI). Since our business (printing) requires physical presence, the odd seems to be against us as nobody has been working these few months. The telecom and internet related businesses that do not require so much physical presence are thriving. Therefore, in this New Normal it behoves on the Printing & Allied Industry to find her place using the cyberspace to promote her trade. Infact, any business (size, space and volume notwithstanding) that doesn't have internet presence, is not in business in the 21st Century. So, we must re-invent our processes, procedures and practices in tandem with the New Normal. The Printing Industry should and must evolve as a matter of urgency; a logistic company or agency capable of moving printed matters (products) to and from any part of the country without much ado like we have essential commodities and agricultural produce move in spite of lockdown. Finally, Printers in my opinion should unite the more to gain Government confidence and forge ahead as other Chartered Institutes in Nigeria; where one's right stops, another begins.



**JONAH IKE GODSPower – ROYGBIV REPROGRAFIKZ INTERNATIONAL**

No doubt the effect of COVID-19 is huge on our industry but the big question is: what kind of foundation have you built that will determine how you'll get out of this COVID-19? Printing has come to stay but we need to look at the aspect that will actually stay like the food and packaging sector, and the textile sector. Identify opportunities in these sectors that will survive no matter the circumstances. COVID-19 has also thought us to take advantage of technology to leverage our services. Make staff to multi-function and think as if there's no box. We must save for the raining day.



**ABIOLA ELEJA – EXCEPTIONAL COLOURS**

There are limited jobs available for us to execute in order to make profit. Examples of such jobs are; printing of wedding programmes, burial programmes etc Since the Government has put restriction of social gathering, people who are willing to print the above listed jobs would not be able to do so. In summary, it has decreased the income level because there are limited printing jobs available.



**SANNI MARIAM – MAS CREATION**

Business has not been going well as planned. As you know, the lockdown has not been totally lifted and majorly what we print here in Somolu are for schools, parties and events so as there are no more events and schools are not opened, this lockdown has really declined print businesses; we only get jobs now from corporate firms. So, we are hoping things go back to normal again.



**SOGE ABIODUN – BOLD BRAND MEDIA**



The novel COVID-19 pandemic has really impacted negatively on our business. Sales went down completely in April and was only picking up gradually in May. But it is still very low compared to other months before the pandemic. We also have problems paying salaries as staff only got 20% in April and 50% in May. These scenarios cut across most companies in the industry.

**KEHINDE FATUGA – PRINTIVO LIMITED**



It is really affecting our business because we have little or no jobs these days. Prices of paper and ink have skyrocketed and clients still expect to get their jobs printed at the former prices and sometimes even lesser. Basically, every aspect of this business is affected; we still also have to pay salaries and settle bills too. I hope this whole issue is resolved soon because it is really crippling this industry

**KUNLE BANJO – GREENFIELD PRINTS**



It is really affecting us because right now we have lost most of our customers. Before now, this place is usually filled up with customers but now it is scanty as you can see. I am just hoping a cure can be found quickly so that we can freely go back to our normal activities because we are really not safe working altogether. Although, we believe in God and we are also having problem with power which makes us consume more diesel.

**HENRY MOWUTE – EMMALEX PRINTS**

Continued on page 25 >>

**HOW DOES THIS PRESENT COVID-19 PANDEMIC AFFECT YOUR BUSINESS AND THE PRINTING INDUSTRY IN GENERAL?**

Since the lockdown, we have not made a reasonable income and the transport fare too has been increased; the effect of the pandemic has really affected the economy.



**ADETUTU RASHEED – KWICKWOX IMPEX**



We do not have customers to patronise us anymore and due to that fact print consumables are now on the high side, the customers do not want to hear this, they just want to print their jobs at a cheaper rate and at our own expense.

**ANDREW AIFA – PIONEER PRINTS**

The pandemic is affecting us seriously, no more jobs because we basically print for schools. We just have to keep pushing because this work I'm working on presently is for a network company because they are not really affected during the lockdown unlike schools, churches and events.



**SEUN ADESANYA – PRINT SHOP**



The COVID-19 pandemic has affected every aspect of our life. First, the market prices of all products in the market are on the high side, which makes it difficult for us to survive.

**MRS SERAH OKEOWO – PRINTER**

It has slowed down our business generally, in the sense that printing of jobs are not coming in as it ought to be, because no events or programmes are permitted. All we need right now is God's intervention.



**OMOLADE ADEKOYA – A NEW THING VENTURES**



As you can see I am just sitting down, I have clients in Victoria Island but they are yet to resume because of the pandemic and as a result of that means no work for us so we are just managing ourselves to get daily bread and also, we have families at home to feed too, rent is another challenge. Everyone is just stranded until the

economy is fully opened. **SALAMI GBENGA – PRINT SHOP**

The Government has really failed us because they did not act when they were supposed to in order to curb the spread when we have not recorded any case. So, a lot of things have been affected now; Naira to Dollar rate has increased which automatically make things expensive for example, a paper realm that was sold for N6,500 before is now N9,000; ink that was sold for N1,800 is now N2,500. So, how do we cope with these and the epileptic power supply? I think this should be a lesson to our leaders to step up their game and do the rightful thing so that we can have a nation to be proud of.



**OBA THANKGOD – PIONEER PRINTS**



There are no more events due to the restrictions on gathering therefore no more printing of souvenirs and programmes. Most companies are working from homes and the ones operating are on 50% workforce capacity, thereby reducing their demands for printing items. Also, the exchange rate has increased due to the pandemic, most of our raw materials are imported and of course, travel ban on commercial flights has also made it mandatory to send few printed jobs by DHL and so adding to the cost of production.

**SEYI OLUDARE – SPOT COLOURS**

The COVID-19 pandemic is a solvent war; it is as if I am starting my business all over. It has affected my business in the sense that I have to repost my business on social media again.



**ADEYEMI SAKA – SKD PRODUCTION VENTURES**



The pandemic is really affecting business badly to the extent that some of our reliable clients who come from far distance are unable to visit us now due to the effect of the pandemic on transportation and restricted movements.

**AFOLABI LATEEF – CARDWORKS PRINTS**

The COVID-19 pandemic has really affected our business because our clients are complaining that there is no money to carry out jobs.



**JUMMY ADEGOKE – B2EDGE**



The COVID-19 pandemic is really affecting our business and we urge the Federal Government to please find a solution to this problem and eventually open the economy.

**AJIBOLA MOGEED – SKY-M GRAPHICS**

Continued on page 42 >>



## IMPROVING YOUR PRINT BUSINESS WITHOUT CAPITAL SPEND



understand what Lean is, because everyone will be affected. This isn't an initiative where only production or a particular department is affected, this needs to become the culture of the business and only when everyone understands and believes in it, will it work.

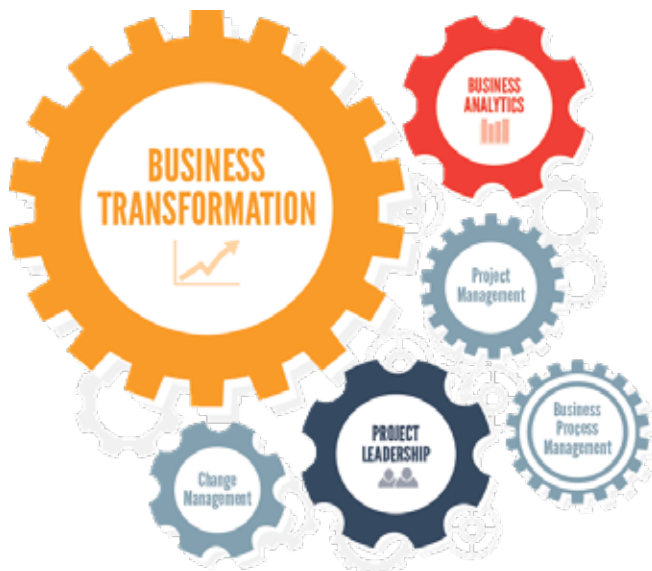
Using a **"Lean Scorecard"** to assess where your business is in the process is excellent as a benchmarking exercise; it can also be used as the communication template for progress updates to your teams. Use that scorecard as your goal setter on your path toward performance excellence.

### IMPLEMENTATION

I have witnessed many attempted "implementations" where experts have pitched the concept but have missed one, very important point (the one thing that I said we should leave behind but, in this case, it is vital); our **tradition**. Talking to print industry operators about continual improvement and various techniques with Japanese names often meets with apathy at best and derision at worst; I know, I've seen it and heard it. Being able to convey the idea and how it applies to the presses, diecutters, stitchers and folder/gluer is essential to start the process but this is just the start; the work can only begin once everyone is on board and understands what should be done.

When **Lean** was first mentioned to me, I didn't quite "get it"; I couldn't join the dots to create a picture of how lean could benefit my business. It was only after a visit to a packaging company in Canada that the dots started to form a recognisable picture. There, I saw how the methodology was put into place and what the benefits were, this company lived and breathed **Lean**, it was part of their culture. Output was above industry standard, their cost of quality was within world-class guidelines, their OTIF (On Time In Full) delivery was 99.9% and their safety record was the best in their group of international companies. Walking the production floor was enlightening, operators were fully engaged and engaging, they were proud to show the visitors the improvements that they had created and implemented, all with the help of lean tools; simple, yet effective tools that any business can implement to create improvements.

And that is the key point - Lean implementation shouldn't add punitive costs to the business. Once people have been trained in the various methods; selecting short, sharp projects within the lean framework can give you a quick return on your training investment. By supporting staff development to utilise their inherent expertise and knowledge, the process can quickly become self-sustainable.



Continued on page 28 >>

# IMPROVING YOUR PRINT BUSINESS WITHOUT CAPITAL SPEND

## WHAT PROCESS?

The process needs to be **organic**, it needs to be planted and nurtured from within. Yes, the knowledge will most probably need to come from outside your organisation but that knowledge needs to be embedded into everyone's mindset in your business, Lean needs to be a "behaviour" for everyone.

Lean becomes expensive and ineffective if it isn't approached as a change for the whole business and that's why it is so often shunned in our industry. The following two examples show why Lean can often fail:

**1.** I was recently assigned to a large packaging business that had gone through many attempts at Lean/ Six Sigma but were still considered one of the worst performing businesses within their global corporation. Why? The senior management failed in two things; firstly, they didn't understand Lean themselves and secondly, they naively thought that parachuting in individuals (often experts in their own right), with no direct authority or influence, on short term secondment, would work – it didn't and couldn't (After I took control of the business, we created a continual improvement culture. To this day that site is probably one of the most advanced in performance excellence across the global organisation).

**2.** On another assignment; I advised the business owner against committing a common error in the Lean Process; training the mid to upper level management in isolation.



One of the tools of Lean is something called "**Red Tag**", where items around a site are identified as being useful (or used) or not, usually with the date or length of time that the item has been in a particular location.

The mid and upper management had spent a week in training, preparing themselves for a weekend of red tagging, by Friday afternoon they were raring to put a red tag on everything that didn't move. Come Monday morning, the site looked like a ticker tape party had taken place, with red tags on numerous pieces of machinery and other items around the plant. The key thing about the red tape method (and it works, if done properly) is that the people who are working in the department should be responsible for identifying what should, or should not, be there. By the end of the month, most of the red tag items were still where they were; either the items were actually needed or the manager who had red tagged the items were nowhere to be seen! Still, the management were now "trained", I suppose.

Your approach doesn't need to use the terms **Lean**, or **Six Sigma** or any other term that is used by association; become ready to change the mindset and culture of your business, whether you are the owner, a senior manager or a team member; understand the basic principles of safety and order and from there create the platform to implement improvement methods.

Your whole business will become more efficient, your staff more productive and

you will reap the benefits through greater profitability.

## LEAN TOOLS AND METHODOLOGIES



Lean augments all other Management Systems, it is not a separate entity. Lean, if implemented properly, is a cohesive enhancement of Business Systems. Every aspect of a business is improved when approached with a Lean mindset but there is no Lean "certificate" to hang in reception. Once Lean has reached a level of maturity; when it is embedded into the culture of a business, that business, by definition, has become a highly functioning organisation.

## THE LEAN SCORECARD

In essence, this takes the elements that are key to the successful implementation of Lean. The scorecard is not only a valuable scoring tool but is also an indispensable method of sustaining communication throughout the process. I cannot stress enough how vital it is that everyone is kept involved and up to date with the progress of implementation; the tools, the techniques employed and the results. On numerous occasions, I have witnessed vacuums of motivation caused through a lack of sustained and consistent communication.

A partial example of a Lean scorecard

Continued on page 29 >>



## IMPROVING YOUR PRINT BUSINESS WITHOUT CAPITAL SPEND



responsibility for the implementation of Lean at 8 sites across 6 countries, with over 1000 employees. Each site had the same, top-line objective of implementing Lean but their approach to creating their vision was quite different from their Vision Statements, whilst a variation on a theme, were also different.

One of the UK sites used it as a Team Building "lottery" and put the task out companywide (the successful contribution came from a Printer), others kept the creation of the statement within the Lead Team, on the basis that they knew their teams and felt that they could deliver the message successfully. The lesson I learned in each case was that, in the rare opportunities that we have to bring the collective team together, creating the Vision Statement was a worthy and beneficial one.

The section above shows the first 5 questions/requirements of a Scorecard (the full scorecard consists of 20 questions); as you can see, the scoring system provides a sliding scale, which is dependent on the level of achievement against the requirement.

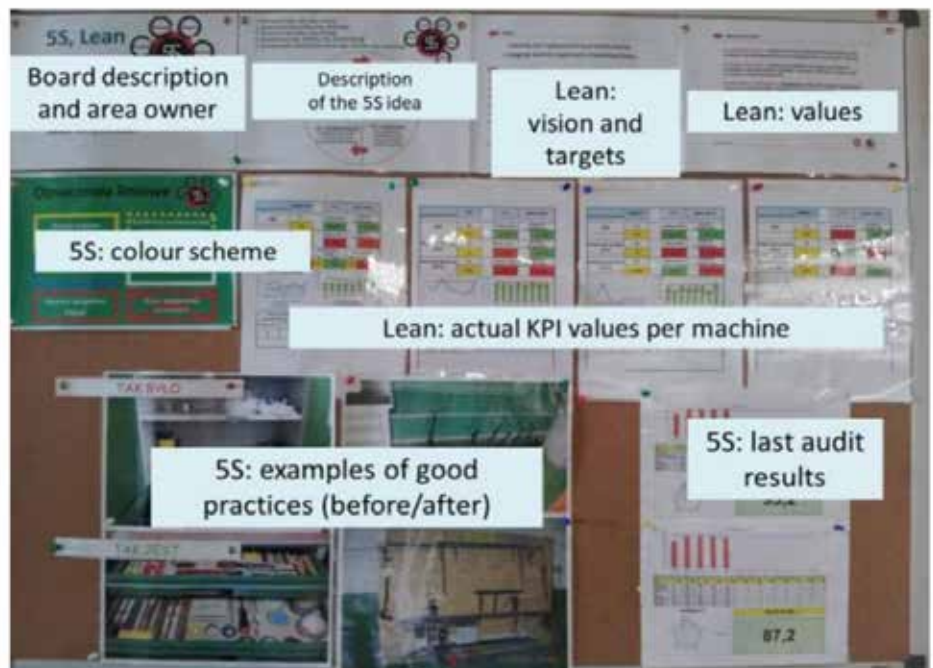
### INTERPRETING THE RESULTS QUESTION 1

The score of 3 indicates that, that this business is at the very beginning of implementation (the score after this first audit was 34/100). A plan has been written, a Person/Team has been assigned and they have communicated the intention of committing to a Lean Programme. 1 (d) also makes the point about training. At this stage of implementation, consider everything associated with Lean to be training, or certainly education. There may be people within the team who have "done" Lean in a previous employment but no implementation is the same. Treating every facet of the process as an original idea creates a level playing field; a common objective from which everyone begins the transformation to a Lean Business. Learning together generates collective empathy and support; additionally, it should suppress the noise from "experts" and "know-alls" along the way.

### QUESTION 2

A vision is a statement of intent of where you want to be as a business (or "future

*An example of a Lean Notice Board taken from a business I ran in Europe, about 3 months after the start of Implementation. Photo courtesy of Tomasz Silewicz*



state", to use a common CI term). Some may find this to be a little petty and I can both agree and disagree. Lean has, over the last few years, taken a bit of a credibility bashing and the Vision Statement is one of the reasons why. It all seems to be a bit pretentious to sit around and "brainstorm" our ideas as to what we want; isn't it obvious, we ask? Well, yes, it can seem like that, and I am definitely not an advocate of wasting valuable time when there is no value but...I've also seen the good work that has come out of the creation of vision statements.

In one assignment in Europe, I had the

### QUESTION 3

Visualisation is a word used often in Lean implementation and follows the old adage of, "a picture tells a thousand words". This axiom applies in Lean but people need to be able to see and understand Lean information **from a distance**, Lean Notice Boards are an excellent way to begin standardising communication tools throughout the site.

Thus, the next step is to create Lean

**Continued on page 30 >>**

# IMPROVING YOUR PRINT BUSINESS WITHOUT CAPITAL SPEND



Notice Boards to visualise information and progress. In the beginning, this might contain just the Vision Statement but, as the implementation grows, so will the information on the board and so will the progress.

An example of a Lean Notice Board taken from a business I ran in Europe, about 3 months after the start of implementation. Photo courtesy of Tomasz Silewicz

### QUESTIONS 4 & 5

It is also evident that this business has mature quality systems; they manage through Quality Assurance and Quality Control and have SOP's in place, all requirements for ISO qualification.

### Capturing Progress

The score in the righthand column of the scorecard shows the results from an audit that would have been completed a period of time after beginning implementation; I would suggest that one month should be the maximum duration between the first audit and a follow up, as momentum is critical in the first phase. From the audit comes objectives that the Team need to complete to continue their progress.

### ACTION

Use the scorecard to provide feedback to the Lead Team and then in companywide communication meetings, it is a great motivator to have numbers attached to relatively simple objectives, and this will ensure that everyone is focused on getting to "5".

Regular audits should continue up

to the point of an 85+ point achievement, after which the audits should fit within your Management System review cycle. Obviously, the objective is to achieve 100/100.



HOMEWORK	
1	Establish Goals & Objectives for the total Organization, 4 or 5 Key drivers
2	Develop Key Values for your Organization
3	5S is well established in this facility with an audit procedure in place, overall very effective program need to do some labelling as clean up
4	Need to put the lean team in place
5	Need a small problem with data collection for next visit; this will be used for Kaisen training.

*A selection of objectives from a Lean Audit.*

Andrew Malson is a highly experienced, committed and passionate Operations Executive/Director/Manager with a demonstrable reputation for creating the change required to deliver significant improvements in business performance through quality, service and productivity. He has invaluable strength in establishing and ensuring sustainable success of single, multi, and regional manufacturing sites by creating right and enduring cultural change through involvement and development of people. In the 30 years since beginning in the industry, Andrew has been responsible for the design and implementation of systems covering quality, people development, environmental standards and operational excellence. He brought his wealth of experience and invaluable knowledge to bear at WHERE To Print magazine in West Africa in its quest to positively influence and improve print purchase decisions with special focus



on Lean Manufacturing Implementation; Organisational Effectiveness; and Sustainable Business Growth. Andrew welcomes your connection via [wheretoprint@yahoo.com](mailto:wheretoprint@yahoo.com) or directly via [andrewcmalson@gmail.com](mailto:andrewcmalson@gmail.com)



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## COVID-19

## HELP PREVENT THE SPREAD OF RESPIRATORY VIRUSES LIKE COVID-19 AND FLUE

### WHAT ARE THE SYMPTOMS?



Fever



Cough



Shortness of Breath

### HOW IT IS PREVENTED?



Stay home while you are sick and isolate yourself



Wash hands often



Avoid touching eye, nose, or mouth with unwashed hands



Avoid contact with sick people



Always wear face mask when leaving your home



Cover mouth & nose with a tissue or sleeve when coughing or sneezing







Clean and disinfect frequently touched objects and surfaces

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# CIPPON MUST PUT MACHINERY IN PLACE TO IMPLEMENT STAKEHOLDERS' RECOMMENDATIONS



The leadership of Chartered Institute of Professional Printers of Nigeria (CIPPON) have been called on to immediately set machineries in motion to implement the recommendations from both panelists and participants during the third day of the 3-DAY CIPPON POST COVID-19 webinar series with Sub-Theme: **REINVENTING YOUR PRINTING PRESS OFFERING IN THE NEW NORMAL.**

While most believed that CIPPON should constantly engage professionally and strategically with all stakeholders within the value chain of print business in Nigeria, they also recommended that the Institute must, as a matter of urgency, liaise with Government and other relevant authorities in ensuring Printers and Allied Practitioners under the purview of CIPPON must benefit from Government COVID-19 Palliative Fund.

The Panelists who are all Print Practitioners include: **Alhaji Yahaya Amfani** – Chairman, **Yaliam Press LTD**; **Mr. Akinlabi Olawuni** - MD/CEO, **Printserve LTD**; **Mr. Dapo Elegbe** - MD/CEO, **Whycross Press**; and **Dr. (Mrs.) Adesola Falaiye** - Deputy Managing Director, **Afkar Printing & Publishing LTD**. Fallout from their presentations showed that

they were also of the opinion that innovative thinking, synergy, and intentional collaboration with regulatory body – CIPPON, were needed to overcome the negative impact of COVID-19 and position print businesses for productivity and profitability now and in the future after COVID-19.

According to **Dr. Falaiye**, stakeholders especially print business leaders must have leadership agility to be able to make smart decision while there must equally be team and organisational agility; "Look inward now to make the best out of the opportunity. We have to think big. Be creative. Provide solutions. Give value over price. We must watch out for everybody. Collaborate – share the job", she advised while noting that customer engagement is key at this period; "in order to feel the vibe of your customers and how best to provide solutions to them. Donate also to their cause."



For the fact that no one foresaw the extent of COVID-19 impact, **Mr. Elegbe** posited that the onus lies on print leaders to react positively to ensure all come out unscathed: "As we must reconfigure our companies to suit regulations and cost-saving measures, we must also ensure that this does not have any negative impact on human, financial, or environmental conditions".

**Alhaji Amfani** suggested that Printers who are close to Government must use their positions to advance the cause of the printing profession. In this sense, they must use their position and influence; "To stop printing going out of Nigeria" he advised while encouraging all stakeholders to unite and actively participate in CIPPON affairs with a caveat that there must be understanding and tolerance among all stakeholders because; "Our level of understanding is not



the same". Others who lend their thoughts on pertinent issues such as professional ethics, leadership strategies, financing, digital innovation, and strategic print marketing amongst others are **Mr. Akinlabi Olawuni** of **Printserve LTD**; **Mr. Femi Oluwalana** of **Printhouse (Expand Press)**; and **Pastor Sam Odimayo** of **Alpha Press**. They all are of the opinion that the current leadership of CIPPON should immediately set machineries in motion to implement some of the recommendations from both Panelists and participants during the live webinar. WHERE To Print gathered that these recommendations include: CIPPON setting up a Tribunal as contained in CIPPON Act where grievances among operators could be resolved amicably without necessarily recourse to statutory law courts; CIPPON to work with Original



Continued on page 34 >>

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**SPECIAL FEATURE REPORT - CIPPON POST COVID-19 WEBINAR**

**CIPPON MUST PUT MACHINERY IN PLACE TO IMPLEMENT STAKEHOLDERS' RECOMMENDATIONS**

Equipment Manufacturers (OEM) representatives in the country to ease the process of print equipment acquisition through deferred payment plan and leasing options; and the establishment of clusters by CIPPON in conjunction with other stakeholders across the value chain of printing throughout the country not only to accommodate all sectors but to also ensure unity of purpose and elimination of



Pastor Sam Odimayo - Alpha Press

price war amongst members.

With a total of 53 participants on the last day of DAY 3 of CIPPON's POST COVID-19 webinar, observers believe the Institute is well positioned to make print and allied businesses in Nigeria profitable again!



From page 12 >>

**Print Impact Around the World**



said Susan Cox, LogoJET CEO. "LogoJET's Express 30R brings more affordable UV printing to small spaces and is a great solution for full-color, short-run printing." LogoJET's UV printers can be used in a variety of settings beyond commercial printers and specialty/personalisation shops — including industrial settings, health care, school districts (for signage and equipment identification markings), art schools/departments, individual artists and more.

The Express 30R offers full-color personalization with an 11" x 15" printable area, up to 2.5" height. "In creating the Express 30R, we were able to design the system with the same industrial components, the same fit-for-purpose," said Lon Riley, LogoJET's Chief Operating

Officer. "This new printer allows customers to put a printer with full UV capabilities in places where larger machines would present challenges."

Each LogoJET printer purchase includes everything required to enter full production, including training from a LogoJET expert and a three-year warranty. The three-year warranty is demonstrative of LogoJET's commitment to supporting customers who demand quality products. LogoJET also offers up to 80% trade-in value toward a larger printer within the first year. Cox, the founder of LogoJET, says she is determined to create the ideal product line, scalable to grow a customer's business. "We want customers for life," she said. "The Express 30R is just another example of our commitment to work with customers to fill a need."

**FUJI XEROX ASIA PACIFIC SPEARHEADS DIGITAL TRANSFORMATION FOR BUSINESSES WITH 19 NEW PRODUCT MODELS**



Fuji Xerox Asia Pacific has announced the launch of 19 new models from its digital multifunction/printer ApeosPort and DocuPrint series. The latest products, together with Fuji Xerox's solutions, will allow businesses to overcome new challenges on intensifying security risk, demand for greater efficiency, burgeoning operational complexities as well as changes in workstyle and space.

Fuji Xerox has further emphasized how these new devices can enhance protection, promote freedom to businesses and add value to users alike through the four-pillared benefits below:

**360° Data Security**

The new products encompass robust measures to ensure protection which ranges from secure scanning to ceasing unauthorised access as well as audit trails to monitor devices in real-time.

**Carefree Management**

In addition to Fuji Xerox's service teams and remote support, the new ApeosPort series offer Remote Device Health Check providing predictive device management using data obtained from devices to anticipate and mitigate probable faults, to

improve overall device effectiveness and lower unplanned downtime.

**End to End Automated Workflow**

By seamlessly connecting with a host of solutions, the new Fuji Xerox ApeosPort series support business process automation from archiving digitalised documents to simple distribution.

**Borderless Workspace**

Fuji Xerox's mobile solutions and cloud connectivity to be used with the new ApeosPort and DocuPrint series support workstyle changes, providing prints on-the-go while promoting remote working and collaboration.

As a catalyst that enables businesses to improve performance, reduce errors, improve quality and speed, automation is estimated to raise productivity growth by 0.8 to 1.4 percent annually. The new models from Fuji Xerox allow businesses to enjoy freedom from security threats, interruptions, complexity and limitations.

The new models cater to the burgeoning number of companies embracing borderless workspaces, allowing users to connect anytime, anywhere, with a seamless, secure range of cloud enabled printing services. With 78 percent of cloud-based workers stating that the most important capability in devices used for work is the ability to fix issues without losing productivity,

Continued on page 44 >>

# WE HAVE MOVED!

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*Gbenga  
Israel  
Oladokun*

## 'MO RI ANU GBA'

- PASTOR GBENGA OLADOKUN,  
CEO, NENO INTERNATIONAL SERVICES

### IN THE BEGINNING

Gbenga Oladokun was born in the town of Idi-Iya, Oyo State on June 11, 1970, to the family of Late Pastor and Mrs. Joseph Oladokun Awokunle. He was raised in Mission House. His story is quite unique and he can be called 'Rescue from Death' due to the many favour he found before God.

### EDUCATION IMBUED WITH GOD'S MERCY

He started his primary education at Christ Apostolic Church (CAC) Primary School Oniyarin, Ibadan in 1977, and graduated in 1982.

When he was in primary one (1) in Idi-Iya, he was attacked in his sleep but was rescued by the Lord. Thereafter, he was sick for close to a year. His late mother brought him to the city seeking a way out as

she had lost two of his siblings to the same attack in the middle of the night. On one fateful day, the Lord sent Words of healing to him. That was the beginning of God's mercy on him.

He continued his education after that encounter with the Lord and miraculous healing in Christ Apostolic Church, Ode Olo in Ibadan under the leadership of Late Pastor Bankole, the one who accommodated him and his mother throughout their stay.

Right from childhood, he has demonstrated very strange talent for drawing. He could draw anything and he was known for that. Everything about him is drawing and pictures. He pursued and attained this goal when he gained admission into Cheshire High School, Poly Road, Ibadan in the year 1982.

[Continued on page 40 >>](#)



**GBENGA  
ISRAEL  
OLADOKUN**

1 1 . 0 6 . 2 0



# 7-DAYS EXECUTIVE PRINT MASTERS TRAINING

( M B A P R I N T )

Upgrade your Print Management  
Experience With An Executive  
Print Masters



**Crandall**  
University  
CANADAN

## • Course Outline

- Scaling Up
- 4PS Management
- The Strategic Board
- Succession Planning
- Business Plan Strategy
- Strategies Marketing Of Print Services
- Driving Vision Within Business Challenges
- Sourcing Funding Strategically
- And Much More.

## • For Whom?

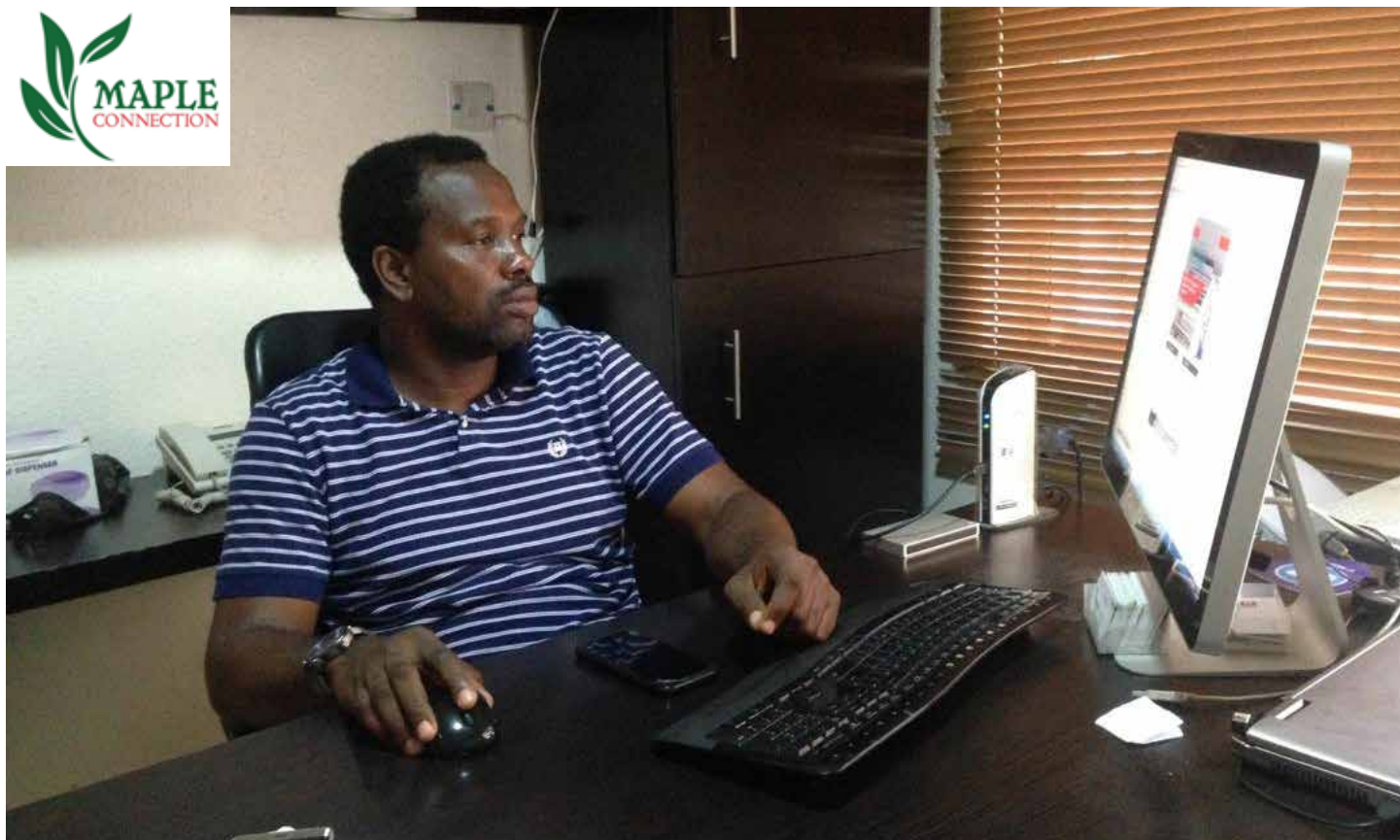
- Business Owners/CEOs
- Directors
- Supervisors
- Coordinators
- Head of Business Units
- Business Managers

**Date:** 9th - 14th May, 2021 | **Venue:** Crandall University, Canada

Organised by:



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08055500992



**"GIVE US THE CHANCE TO HELP YOU WALK YOUR DREAM INTO REALITY"**

**MR. OLUMIDE OJO – CEO, MAPLE CONNECTION**

*With the task of ensuring stress-free process in the value chain of Canadian education, Mr. Olumide Ojo – CEO of Maple Connection is a total-quality education specialist with experience in helping intending students through their human capacity development journey. Having been officially recognised as Representative of Crandall University, Canada, WHERE To Print in this Exclusive Interview, inquire to know more about Maple Connection's training plan for Print Managers in the industry. Read excerpt below:*

**CONGRATULATIONS ON YOUR LANDMARK ACHIEVEMENT AS OFFICIAL REPRESENTATIVE OF CRANDALL UNIVERSITY CANADA, TELL US HOW YOU FEEL?**

Thank you very much. We are ecstatic!

**WHAT HAVE YOU DONE DIFFERENTLY TO ACHIEVE THIS ENVIABLE FEAT?**

Well, the only thing we've done differently is that we have raised the bar for ourselves and increased our goal post.

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

This business was birthed on our desire to always be of help to people and our talent of inquisitiveness in understudying processes, laws and regulations of

different countries. We started on pro-bono initially, using the opportunity to do researches while helping people along the way and trying our hands on different things. We got to a point where we actually saw how flawless this came to us, then we decided to register our business name and put other systems and processes in place for a full-blown commercial entity; so far, so good, here we are today.

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

Looking back, I wish we had started this earlier than now; at least we would have been able to be of great assistance in helping those who have been on this path for so many years in helping (them) to fulfil their dreams.

**CAN YOU LET US KNOW THE**

**AREAS YOUR REPRESENTATION COVERS?**

The areas we cover are as follows:

- Admissions (Undergraduate, Transfers, Graduate, Tailored Programmes, Diplomas and Certificate Courses)
- Transcripts and Certificate Verification
- Visa process - Tourist, Study (Fresh Application, Renewals, Extensions, Appeal)
- Ticketing
- Airport Pick-up
- Hotel Booking/ Accommodation
- After Sales Service on follow-up

**HOW ARE YOU EQUIPPED TO HANDLE THIS ONEROUS ASSIGNMENT PARTICULARLY FOR SPECIALISED MANAGEMENT TRAININGS?**

We actually have a team of experts on ground who have vast experience in their

Continued on page 39 >>



# “GIVE US THE CHANCE TO HELP YOU WALK YOUR DREAM INTO REALITY”

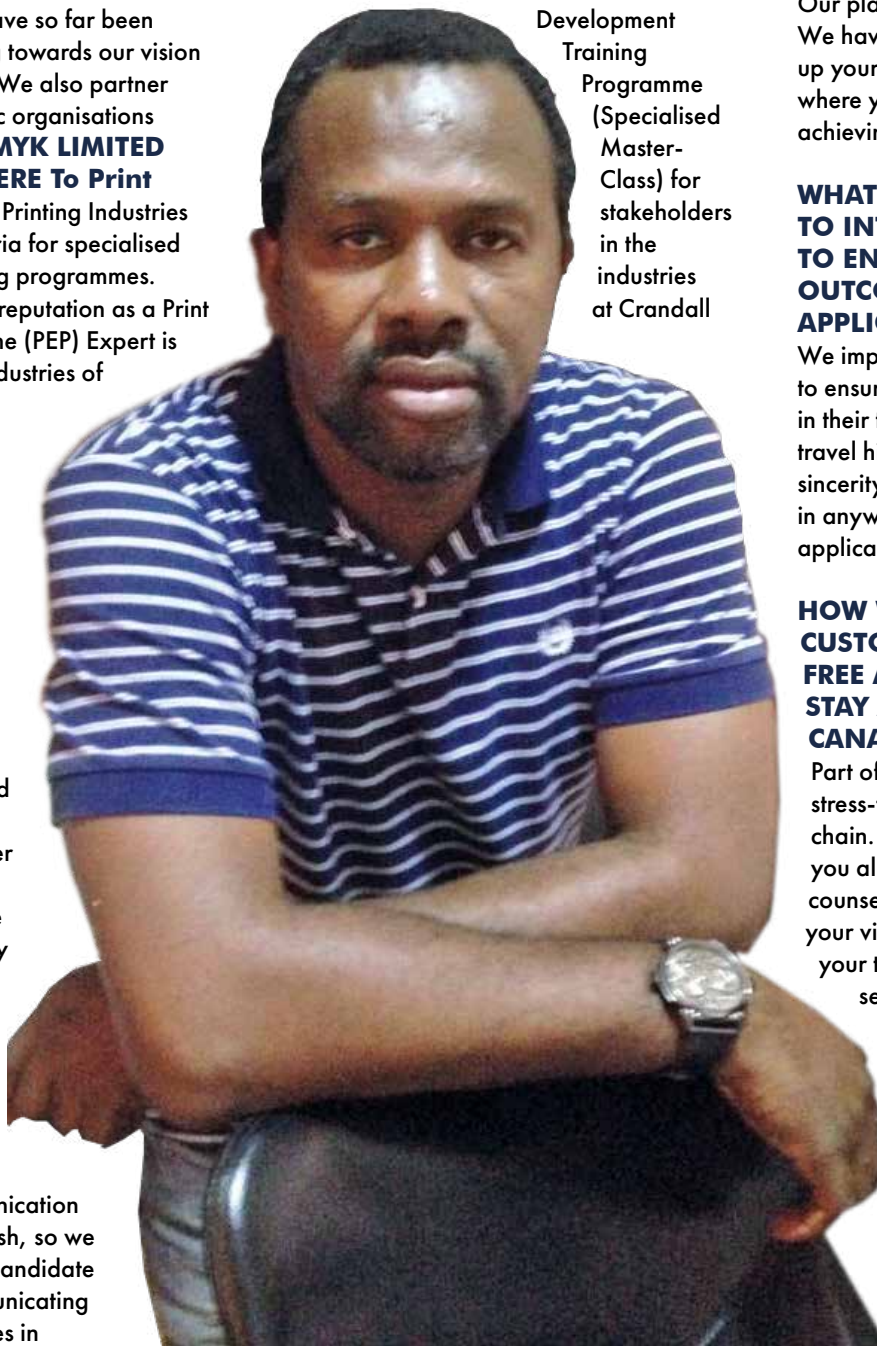
various fields and have so far been successful in walking towards our vision as an organization. We also partner with industry-specific organisations like **NUMBERS CMYK LIMITED** – publishers of **WHERE To Print magazines** in the Printing Industries of Ghana and Nigeria for specialised management training programmes. **WHERE To Print** reputation as a Print Exchange Programme (PEP) Expert is well-known in the industries of both countries.

## WHAT ARE THE MOST IMPORTANT REQUIREMENTS FOR WOULD-BE CANDIDATES?

For our would-be candidate, it is important to be financially ready for your programme and cost of living, your WAEC result, transfer or undergraduate transcripts, a resume and most importantly a valid travel document. A good thing is that we have been able to get a waiver on English language test; our major language of communication in Nigeria is in English, so we don't envisage our candidate having issues communicating and receiving lectures in **English**.

## THERE ARE LOTS OF CANADIAN INSTITUTIONS REPRESENTATIVES IN THE COUNTRY WITH SERIES OF SERVICES, WHAT WILL MAKE YOURS DIFFERENT?

Our competitive advantage over competition is our customer service. We intend to make a unique difference in every customer interaction with our organization. Again, as I said earlier, we are partnering with reputable industry-specific organisations like **NUMBERS CMYK LIMITED** – publishers of **WHERE To Print magazines** for specialised management training programmes. Infact, we are currently working on the first Management



Development Training Programme (Specialised Master-Class) for stakeholders in the industries at Crandall

Our plan is to be our customers' voice. We have experts who are ready to take up your concerns and represent you where you do not think it's possible in achieving that dream of yours.

## WHAT ADVICE CAN YOU GIVE TO INTENDING STUDENTS TO ENSURE SUCCESSFUL OUTCOME OF THEIR APPLICATION?

We implore all our intending students to ensure total honesty, especially in their transcripts, certificates and travel history. If there is openness and sincerity, we don't intend to stumble in anyway while processing your application.

## HOW WILL YOU ENSURE YOUR CUSTOMERS HAVE A STRESS-FREE APPLICATION, JOURNEY, STAY AND OUTCOME IN CANADA?

Part of our agenda is to ensure a stress-free process along our value chain. For our students, we walk you all through the journey from counselling to getting admission; from your visa application, to booking your ticket, to your arrival and securing your accommodation and more importantly settling down and ensuring you are in school with no issues. While for others, like those for tourism, it is to ensure your visa process is stress-free; your ticketing, airport pick up and hotel booking are value-driven. Most importantly, for you actually having a fun-filled time in your choice of

holiday itinerary. In a nutshell, Maple Connection ensures you have a total-quality experience all through your human capacity development journey.

## DO YOU HAVE ANY OTHER WORDS TO WOULD-BE CANDIDATE?

An encouraging word I have for my would-be candidate is this; if you think it, you can do it and achieve it. Your dreams can actually become a reality; give us the chance to help you walk your dream into reality.

## THANK YOU FOR YOUR TIME SIR

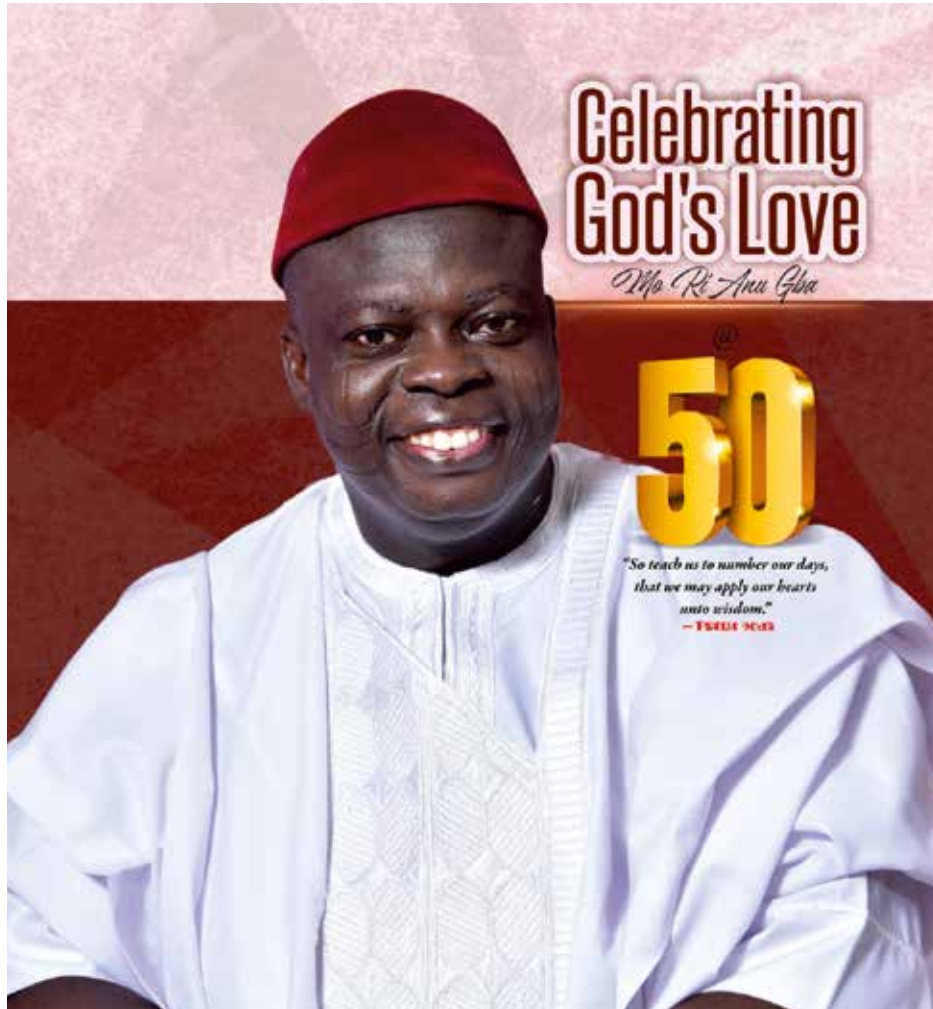
You're welcome.

University, Canada.

## HOW WILL YOU ENSURE ONLY CREDIBLE CANDIDATES ARE PUT FORTH?

We have a process in place that does due diligence in ensuring all documents presented to us are properly scrutinized from the source and all appropriate signatures and stamps reviewed. Our brand and reputation are very important to us; so, we ensure all necessary measures are in place in vetting all our candidates.

## BRIEFLY LET US KNOW THE PLANS YOU HAVE FOR YOUR CUSTOMERS?



that offers Fine Arts as a subject. Because of this action, the school authority decided to employ a Fine Art teacher. This was a turning point in his life else he would have missed out on God's plan and agenda. He graduated from Cheshire High School in 1987 in flying colours precisely as The **Overall Best Student** in Fine Art and English Literature.

He later gained admission into The Polytechnic Ibadan in 1989 to study Fine Arts professionally. He completed his **Ordinary National Diploma (OND)** in the year 1991 and graduated with **Upper Credit**.

He obtained a **Certificate In Computer Graphics** at Remsund Nig. LTD between 1993 and 1994. He completed his **Higher National Diploma (HND)** in Painting also at The Polytechnic Ibadan between 1995 and 1997. He was awarded **Best Student In Painting** at The Polytechnic, Ibadan 1995/1996 Session. More importantly, he became the **Best Overall Student** in the Department.

### PROFESSIONAL CAREER: GOD'S DIRECTION

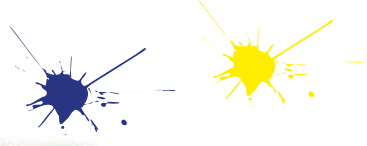
The Lord helped him and ordered his step to locate Bishop David O. Oyedepo through a customer who later became his boss and mentor, Pastor Timi Owobowale who discovered him in a business center and later introduced him to Bishop Oyedepo. He has spent almost half of his fifty (50) years working in the various departments from Raji Oba to Canaan Land and from just an Artist to HOD, Graphics Department, and Director, Dominion Publishing House (DPH), the publishing arm of the Bishop David Oyedepo Ministry.

with special thanks to God and his elder brother - Pastor Gideon Oladokun who wanted to withdraw him to another school

Although Cheshire High School did not offer Fine Arts as a subject at the time, his academic pursuit was off to a great start



Continued on page 41 >>



Grace found him as he was highly favoured by this great man of God where he had the opportunity to develop his managerial skill; how to manage people, resources and how to manage himself. By God's help, the department enjoyed tremendous growth under him. The Lord's favour on him is evident in the love Bishop David Oyedepo has for him and would not let him go.

**TRAVEL: QUEST FOR CAPACITY DEVELOPMENT**

He has traveled far and wide, mostly with Bishop David Oyedepo. Through the ministry, he has been to USA, Germany, China and so many places in Africa. The Lord greatly and mightily helped him. Everyone that worked with him knows that it is God who has decided to favour and help him.

In January 2020, his Pastor, boss, mentor and father, Bishop David Oyedepo agreed to let him go and start what the Lord has given him to do. He was given that honour and privilege when Bishop Oyedepo laid his hands on him and prayed for him. He was also prayed for by Pastor Mrs. Faith Oyedepo. This was consummated by blessing for him and his wife by Bishop David O. Abioye.

**NENO: FOR IMPACT**

Meanwhile, he is an entrepreneur, a leader and above all, a child of God well known for his hard-working nature to impact lives positively. When he turned forty (40), he started Neno International Services Limited – a top-notch, quality print services provider, which is fully functional to date. Neno is blessed with professional staff who are energetic and hardworking. In 2016, he ventured into farming.

The help of God is indeed available for him hence he is able to stand to this day!

**BEHIND (BESIDE) EVERY SUCCESSFUL MAN...**

He got married on the 26th of October, 2002 to 'the most amazing sweetheart in da world' - **Architect Opeyemi**

**Bolanle Ruth Oladokun** (Nee Farayola), and they

are blessed with three wonderful sons; Tiyin David, Tife, and Tiren Oladokun.

Praise God!



Pastor & Mrs. Oladokun with their friends in the U.S during one of their visit in 2018



Pastor & Mrs. Oladokun with Mummy Faith Oyedepo



The Oladokun's

**HOW DOES THIS PRESENT COVID-19 PANDEMIC AFFECT YOUR BUSINESS AND THE PRINTING INDUSTRY IN GENERAL?**

The pandemic has caused the lockdown of Lagos State; commercial and social events cannot hold and when there is no event, we have no job. The cost of printing materials (like paper and ink) has increased as a result of the suspension of commercial flights due to the pandemic. Our fixed cost of production such as rent, salaries, utility bills are piling up with no income to settle them as a result of the lockdown. Even with the partial lifting of the lockdown the Printing Industry is still missing its biggest industrial contributors which are the religious organisations and the educational institutions which are still on lock down.



We all know it affects in many ways. We basically deal on awards and the awards most of the time are ordered from China. So due to the restriction, we cannot make orders of awards. We do not even have customers at the moment; it is really affecting our business badly because the increment in transportation fares and materials are way too much to handle and this has ward off the few customers we have in this period.

**SEKONI ABIODUN – RASHEK ENTERPRISES**

**JOSIAH AKINWALE – PRODUCT PLACEMENT VENTURES**

The virus is greatly affecting my company due to the fact that so many customers are scared of the spread of the named virus (COVID-19) thereby staying away and we are unable to meet up with expected income.



The Printing Industry is on stand still right now; we are not working. Where are we really going in Nigeria?

**LUKE MONDAY AYODELE – TOMTAN VENTURES**

**ADENIJI TAOFEK – WISDOM PRINTS**

For the past one month our business has been so dull; no customers and most of our staffs are at home and our sources of income are still shutdown.



The lockdown which is as a result of the COVID-19 pandemic has really affected us mostly in terms of purchasing print consumables which are now very expensive.

**CALEB OLAKUNLE – MOTHER WELL PRESS**

**AKEEM ADEWALE – LATECO VENTURES**

It has reduced our customers so far because we mostly work with schools and also some private establishments that are yet to open.



Presently we have few or no customer that patronizes us daily and as a result, it will lead to little or no income for salaries to be paid.

**JEGEDE HELEN – GANUT TECHNOLOGIES LTD**

**FATUNBI RIANA – OLUWADARE VENTURES**

The business is too poor



It has caused a lot of customers to leave or not even show up to our business; it has also affected the cost of everything around us including the subscription we make every month. Paper has become expensive including internet and every other thing; it just stresses me out.

**UBILAMA CALEB – NDD COMPUTERS**

**PROSPER TIMOTHY – PECULIAR PEOPLE'S VENTURE**

The COVID-19 pandemic is not really affecting us; we are simply getting used to the changes it brings.



Due to the world's COVID-19 pandemic, customers are not coming out to patronise us. Most of my client are from schools, I print most of their printing needs and also events' souvenirs but now Government has instructed them to shut down.

**ADEYEMI BELLO – DIAMOND PRESTIGE CONCEPT**

**ADEYEMO OLUKOLAWOLE – DIVINE MEDIA PRODUCTION**

Continued on page 43 >>

## HOW DOES THIS PRESENT COVID-19 PANDEMIC AFFECT YOUR BUSINESS AND THE PRINTING INDUSTRY IN GENERAL?

The COVID-19 pandemic has affected the Printing Industry to the point that many projects has to be cancelled and the prices of materials has been increased by 40% and customers find it difficult to afford the cost of production presently in which many events has been suspended. If the Government can still assist us by releasing some funds to the Printing Industry it will be of great help to the industry.



It has completely affected us as you can see no business as usual everywhere is just scanty and schools are not opened yet because basically we're selling exercise books so it really affects us.

**ANIL KUMAR – VISTA INTERNATIONAL**

### DON KING JACOB – JEKELI PRINTS

Infact the pandemic is a different thing entirely; its here and really affecting the Printing Industry generally. No gathering of people in terms of funerals, birthday celebrations, naming ceremonies, churches, mosques' activities etc. These are sources of our income and now we are here doing nothing and yet we don't know when it will end.



Coronavirus pandemic affects the cost of our paper and inkjet printing. Our office used to be filled up with a lot of customers but now there are only few customers and we are not getting full salary for this month because of the pandemic. Government should help us with the fight against the virus.

**OLAJUWON – PRINT TOP**

### WASIU OYENIYI – IDEAL DESIGN & DIGITAL PRINTZ

The present COVID-19 pandemic caused the Government to declare a lockdown which really made Printing Industry to go on lockdown, as a result of this, major sources of contracts for us as Printers are locked down. These sources include churches, mosques, conferences and events. In my opinion, the Printing Industry is largely affected this period and I hope everything comes back to normal soon.



For a start, the business is dull because printing has to do with events. The likes of schools, ceremonies, churches, mosques etc have all been brought to a halt. This way, we have no way to make money. The little clients that are ready to patronize us are not ready to pay because of the high cost of production this very period. This is compounded by the loss of power supply.back to normal soon.

**KING SAMORA KING – SAMORA GRAPHICS STUDIO**

### ADEOTI MICHAEL ADEDAYO – HAKS PUBLICATIONS

## OUR VERDICT

*Undoubtedly, all business establishments, irrespective of their strengths and industry type, have been largely affected by the coronavirus pandemic. But in coming out STRONGER, Print & Allied Businesses must take advantage of the numerous opportunities COVID-19 lockdown presents to rethink their core value propositions in tandem with solving their customers' problems not only now, but also post COVID-19. WHERE To Print believes stakeholders should fully explore Internet of Things (IoT), Packaging, In-Store Branding/ Promotions, Textile Printing, Personal Protective Equipment (PPE) and other Health & Safety business opportunities exposed by COVID-19. In all, in dealing with human issues that arise from this pandemic; love, empathy, and mutual respect must be exhibited via effective communication for all sides to win. We'll definitely come out STRONGER!*



The lockdown has affected our movement in terms of traffic congestion on our major roads in Lagos and as a result most of our jobs are delayed or cancelled and the cost of production has also gone up.

**BOMI JOHNSON – OXBRAND PLANNET**

# Print Impact Around the World

the new models will include digital conversion for document automation of business process and advancements in user-friendly interface.

“For businesses to thrive, workflow efficiency is key,” said Mutsuki Tomono, President & CEO, Fuji Xerox Asia Pacific Pte Ltd. “At Fuji Xerox, we are constantly in the customers’ headspace to add value to their daily processes and unlock their success to move forward quickly. The launch of the 19 new models highlights Fuji Xerox’s commitment to constantly challenge ourselves to innovate and address the evolving needs of

businesses, especially during the unprecedented pandemic, to support them for the new norm of working.”

Fuji Xerox’s latest product offerings will boost businesses through its professional service teams, remote support, and Remote Device Health Check offering predictive device management to ensure printer malfunctions are reduced & business momentum is maintained. These new digital devices can be utilised to reinforce businesses for the future model of remote working and address collaborative team needs, without taking a compromise on security.

## AGFA SUPPORTS PRINT COMPANIES TO PLAN FOR THE FUTURE WITH VIRTUAL EVENT



Agfa has announced a six-day virtual event tagged: Studio 4D48 featuring sessions to support printing companies worldwide through the current business challenges and help them plan for the future.

Coincidentally slated for 18 to 26 June, which is the original drupa 2020 time-frame, the targeted educational webinars will focus on market and technology trends as well as on the way printing companies can benefit from Agfa’s latest made-to-measure printing innovations for the offset printing industry. These include printing plates, hardware and a range of workflow, colour management, print standardization and screening software. All of them underpin Agfa’s ECO<sup>3</sup> approach, aimed at making print operations more economical, ecological and extra convenient.

“4D48 would have been our booth number at drupa,” says Guy Desmet, Head of Marketing for Agfa’s business division Offset Solutions. “Drupa and other tradeshow may have been postponed or

even cancelled due to the COVID-19 outbreak, but our commitment to the printing industry stands strong. We want to inspire and engage printing companies. In Studio 4D48, our experts will give them an update on our offering, and how it can move their businesses forward in a cost-effective way.”

In total, the event will play host to two webinars per day across the six days, consisting of a mix of expert talks, user cases and Q&A sessions. Each webinar focuses on a specific market segment, including commercial heatset and sheet-fed printing, offset packaging, and newspaper print production. Various kinds of automation and efficiency increases, as well as cost reduction will be a common thread.

All webinars will be streamed from Agfa’s headquarters in Belgium, in English. They will last between 30 and 45 minutes each.

*To see the full list of scheduled Studio 4D48 sessions and to register, visit [www.studio4d48.com](http://www.studio4d48.com) Links to the recordings will be made available at the conclusion of the event.*

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## IST METZ TO DEMONSTRATE LATEST ADVANCEMENTS IN UV-LED CURING TECHNOLOGY AT DRUPA 2021

At drupa 2021, visitors to the stand of IST Metz in Hall 1, Stand 1B23,

can experience the latest UV and LED curing technology live in print



demonstrations four times a day.

On a stand area of 416m<sup>2</sup>, UV equipment manufacturer - IST Metz offers UV for all senses and provides a multimedia preview of future applications in the FUTURE LAB. IST Metz will also be the only exhibitor in the optical systems sector to have a sheetfed offset printing press at its stand. The CX102-5+LX2 from Heidelberg will be producing live four times a day print products specially developed by IST Metz for drupa. These include a reusable packaging concept and a commercial print job. Both the conventional LAMPcure and the newer LEDcure technology will be used during the live print demonstrations. Thanks to the perfect interplay of all components, the Speedmaster CX 102 can process all materials from lightweight paper to rigid board with ease. Visitors can then have finished print product personalized at the booth. Thanks to curing in a matter of seconds, a key advantage of UV technology, thereby giving visitors the unique opportunity of taking their personalized print product straight

home with them.

**UV technology – LED by us**  
In Hall 1, IST Metz, together with its subsidiary Integration Technology Ltd., will present its entire range of high-performance UV and LED curing systems and Excimer lamps under the motto UV technology – LED by us. Visitors can also expect a premiere when IST Metz presents curing systems of the new LEDcure Economic series for the first time at Drupa, as well as providing an outlook on the subject of SMARTcuring.

In order to do justice to the wide range of solutions for the graphic arts industry, IST Metz, as supplier of the world’s largest selection of UV curing units, will also be exhibiting at the Print City Allianz stand in Hall 3, Stand C58. The alliance consists of competent industry partners along the entire value-added chain of the printing and packaging industry and will demonstrate, among other things, with the print product Better Human 2, how the most demanding products in terms of design and finishing technology can be sustainably produced.

## HEIDELBERG LAUNCHES NEXT GENERATION OF PRESSES



Heidelberg is set to launch its next generation of printing presses next month of June as planned despite drupa postponement to 2021.

In a statement made available to the press, Heidelberg said that it is working on alternative avenues to inform its customers worldwide about the planned launch this June and subsequently at major exhibitions around the world this year. “We plan to bring these innovations to our customers through obvious channels like our direct sales team, omni-channel marketing and customer focused events in our Print Media Center (PMC) Atlanta, as well as other

**HEIDELBERG**  
industry events and trade fairs like PRINTING United and LabelExpo,” noted Hilde Weisser from Heidelberg’s Corporate Media Team in an email.

It would be recalled that Heidelberg announced the new technologies it was planning to debut at drupa in a webinar. CEO Rainer Hundsdörfer set the tone as he kicked off the webinar press conference, stressing that Heidelberg’s goal is to facilitate the transition from a mere smart print shop environment to a “smart print media industry.” Key to this move is the next level

Continued on page 46 >>



# BEE

## Printing Mechanical Company



HEIDELBERG SM102 -4



BINDING MACHINE



HEIDELBERG MOZ



HEIDELBERG SHAHL K78



POLAR 92



HEIDELBERG SM74 -5



HEIDELBERG MOV



XSHEEN LAMINATING MACHINE



XSHEEN WIRE O PUNCHER



*We don't only sell quality printing machines we also ensure you succeed as a printer*

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07057612042

Warehouse: 48/52 Peace Estate Road, Command Ipaja, Lagos.

Email: [beemech@gmail.com](mailto:beemech@gmail.com), [beemech@hyperia.com](mailto:beemech@hyperia.com)  
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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

# Print Impact Around the World



of Heidelberg's Push to Stop technology, introduced at drupa 2016. The technology uses job parameters to preset all functions of the press, then initiates the run, adjusts registration and color, and even starts the sheet counter, all while continuing to print unless the operator steps in to interrupt. Jobs are autonomously changed over without operator intervention.

The next generation of Push to Stop technology will extend through the entire print shop, he said, from prepress through post press. "This will significantly help our customers to manage more complex business, shorter run lengths, and shorter delivery times," remarked Hundsdörfer. He noted that Heidelberg will be launching solutions to industry's most pressing challenges. These include the growing complexity of print jobs, a lack of skilled personnel, fierce global competition, and the addition of digital platforms. He said Heidelberg's vision was to develop a centralized platform for supplier and customer management, to include the automation of supply chains so that the machines themselves will order consumables, with no operator intervention.

"This will be the true revolution in the industry," he predicted.

During the webinar press conference, Rainer Wolf, Head of Product Management for Sheetfed, took a deep dive into Heidelberg's analysis of Overall Equipment Effectiveness (OEE) — an established metric of a machine's productivity — on the Speedmaster XL 106 and detailed steps the company has taken to improve OEE. These improvements will be available on the entire Speedmaster portfolio, which will include Push to Stop functionalities and an interface to the Prinect Cloud as standard. This technology will enable comprehensive navigated and autonomous printing, which will

increase productivity, process reliability, and profitability.

With the new Speedmaster 2020 generation, elements of artificial intelligence are finding their way into the pressroom and providing support where operators reach their limits. For example, Prinect optimizes job orders based on various parameters such as delivery date, substrate, or area coverage using the Scheduler.

Wolf discussed other new Heidelberg technology that would be launched in June, such as Intellistart 3; the third generation of the patented makeready assistant on the Prinect Press Center machine control station, available on all Speedmaster presses. A new feature on the touchscreen is the extended job queue, which displays all job data from the Prinect print shop workflow in a clear format. The job queue makes it possible to prepare for job changes using the automatically generated process view while production is still underway.

Wolf also touted Intellirun, which ensures continuous navigation during printing and automatically provides the operator with important indications and tips about what actions are required to avoid time losses. He compared Intellirun to the navigation system on a car, noting that even before the current job is finished printing, the operator can see at a glance whether anything for the next job is missing and can intervene.

Another new feature, Intelliline also brings navigation to individual printing and coating units. Colour-controlled LED elements make it possible to

see the machine status from afar, so if a unit's LEDs light up blue operators know the press is printing good sheets; if the light changes to yellow, manual interventions are required.

Wolf touched on other helpful new technologies like Wash Assistant and Powder Assistant, as well as the new Prinect Press Center 3 / XL 3, the Speedmaster Operating System. Another new technology, Hycolor Pro, is a remote adjustable dampening unit.

The new Plate to Unit system provides automated infeed and disposal of printing plates. Through the use of a plate trolley, the correct plate is delivered to the correct printing unit, reducing the 23 manual steps that were previously required to just three. Plate to Unit enables a press to perform up to 20 different jobs an hour.

Heidelberg will also unveil in June its Performance Advisor Technology (PAT), an AI-based process consulting tool that

provides contract customers with specific instructions for improving their operational procedures. This involves adding an Artificial Intelligence module to the Heidelberg Cloud, a database with more than 18,000 connected machines and information relating to more than 50 million makeready processes. The module monitors measurements from Heidelberg equipment and compares them with anonymized benchmark groups from the Heidelberg Cloud.

The press conference also touched on postpress and packaging innovations planned to launch in June. Jörg Dähnhardt, Head of Markets and Products for Postpress, announced the Stahlfolder P-Stacker robotic system, which securely grips and places down heavy signature piles, as well as the Powermatrix 106 CSB and Promatrix 145 CSB die-cutters, both launching in June. He also revealed that Push to Stop will now be available for Heidelberg Peak Performance folding machines.

## ROLAND LAUNCHES NEW LARGE FORMAT MACHINE DEDICATED TO INTERIORS



Roland DG has now launched its EJ-640 Deco system to meet the growing demands of the expanding interior decor market.

The EJ-640 Deco is a 1.6m-wide water-based inks machine compatible with a wide range of media including coated, uncoated, PVC-free and standard wallpaper from sustainable sources with a AgBB rating of A+ for indoor air quality.

Specifically designed to offer durable and long-lasting prints that is rub resistance, prints from EJ-640 Deco are suitable for booth and store constructors, web-to-print suppliers for personalised wallpaper and commercial decorators in hotels, schools or office environments.

Built with low production costs and versatility in mind, the EJ-640 Deco includes Roland VersaWorks 6 RIP and certifications include Oeko-Tex Eco Passport and Declaration of Performance 15102. Not only that, its fast-drying inks are designed to require no outgassing for same-day print, finish and installation, just by making use of durable printheads, low temperature drying and reduced ink costs of up to 50% compared to similar printer systems. In the words of Paul Willems - Roland DG Director of Business Development and Product Management: "With low production costs and impressive versatility, the EJ-640 Deco delivers exceptional quality and durable print on a range of materials. It's the printer the industry has been waiting for."

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# Print Impact Around the World

## HEIDELBERG REVEALS INDUSTRY PERFORMANCE AMIDST COVID-19 ...EXCLUDES NIGERIA, OTHER AFRICAN COUNTRIES

### Commercial Printer Impact of Covid-19: Week 12



With insights from Heidelberg Cloud, COVID-19 data published by World Health Organization (WHO), European Centre for Disease Prevention and Control (ECDC), Macroeconomic data published by IHS Markit, and survey results published by industry associations, Heidelberg is exposing Printing Industry performance in the face of global COVID-19 pandemic.

Tagged 'Print Media Industry Climate Report', the weekly updated data from some 5,000 offset presses around the world that are connected to Heidelberg's cloud system to monitor press performance is an interactive chart that shows the impact of the pandemic on print volumes in commercial printing, packaging, and labels.

Though it is apparent that Nigeria as well as some other African countries are excluded from the interactive chat which may largely be due to non-use of Heidelberg Cloud and/or non-availability of data from supporting organisations, the data visualisation impact scale ranges from 1 (serious impact

of COVID-19 on production) to 8 (production above last year's level), with 7 representing current production when compared to the same period last year.

The Print Media Industry Climate report which was developed in April 2020 was at the request of Heidelberg customers who needed help to better understand which market segments and countries are most affected by COVID-19. WHERE To Print also gathered that with Heidelberg's experience in producing connected machines for many years, the capabilities of these machines enable Heidelberg customers to remotely monitor the status of their equipment, follow up on processes and output, and improve the overall performance of their print shops. The wealth of machines connected, together with access to other industry data also allows Heidelberg to review the climate of the Print Media Industry at any given point in time.

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## AGFA COMPLETES HEALTH CARE SALE ...ASSURES CUSTOMERS OF SECURED FUTURE

**AGFA**  Agfa has completed the sale of its HealthCare Information Solutions business, just as Pascal Juéry, President and CEO of the Agfa-Gevaert Group stated that the almost €1bn proceeds would be used to "secure the future of the company". Though the proposed disposal was announced in December last year, the €975m sale to the Dedalus Group was completed on Tuesday 5th of May.

Health Record, the ORBIS platform) and the Integrated Care activities in Germany, Austria, Switzerland, France and Brazil as well as the Imaging IT activities to the extent that these activities are tightly integrated into the Healthcare Information Solutions activities in these geographies.

Agfa's HealthCare Imaging IT business does not form part of the sale, and Agfa said it continued to be "a key business" for the group. Juéry said: "The sale of this business is a major step in our transformation process. Given the uncertainty of the current economic context, at this point in time we choose to use the proceeds of the

sale to secure the future of our company, to further execute the strategies of our divisions and to address long term liabilities."

Even prior to the COVID-19 pandemic Agfa had been facing a number of challenges at its largest business unit – Offset Solutions – which includes printing plates and film and had sales of €843m last year. It accounts for 38% of sales at the €2.24bn turnover group. The other divisions, by size, are: Radiology Solutions (24% of sales), HealthCare IT (22%), and Digital Print & Chemical (16%).

Having operated in a market that was "characterised by multiple challenges" especially with this current COVID-19 pandemic, Agfa assures customers of striving to "ensure business continuity to the highest level as possible". "We are in solidarity with you and will support you as much as possible, without compromising the safety of your employees and ours... We will strive to deliver your machines and consumables on time. In case of any delay we will contact you personally. Your service team can be reached remotely in case of emergencies," Agfa stated.

## INKJET PRINT MARKET IS WORTH \$80.4 BILLION AND STILL SET TO RISE



equipment, up from \$2.9 billion in 2015. Inkjet ink consumption in graphics and packaging applications is to be nearly 124,000 tonnes, more than twice the 2015 volume.

All inkjet sectors are growing – even applications where the overall print market is falling, which is the case for much publishing and graphics. Inkjet suits the changing demands of print buyers because it can meet the changing preferences of consumers better than the analogue alternatives. The continuing technological developments, together with the greater experience of print providers, combine to make inkjet competitive against litho, flexo, gravure, screen and digital toner printing.

As inkjet press performance improves, the economic crossover moves to longer runs, making it ever more interesting for print service providers and packaging converters. Hence the high levels of growth.

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Inkjet printing growth moderates slightly to 2025, averaging 11.4% CAGR by volume and 8.0% in constant value terms as more applications become mainstream, reaching \$118.2 billion in 2025, nearly 1.6 trillion A4s.

Smithers' analysis for 'The Future of Inkjet Printing to 2025' identifies the following key trends and drivers leading to inkjet printing growth over the next five years:

- **Flexibility and agility** - Inkjet allows print companies to become

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# Print Impact Around the World

more agile and responsive to customer requirements.

• **Benefit of digital capability**

- The ability to print only what is needed on demand with no physical master promotes efficiency in the production and supply chain; total variability is possible.

• **New technology** - Higher-performance machines, offering very high quality and reliability are coming to market, heavily promoted by manufacturers.

Integrated manufacturing methods, linking prepress with printing and finishing in a single-pass operation, changes the economics of product manufacture, rather than just printing.

• **Non-impact printing** - Inkjet can be used to print onto very delicate irregular materials.

• **Retail supply chain changes**

- Growth in e-commerce (and now m-commerce) allows retailers to use the transit packaging as a vehicle to communicate with their consumers and widen the functions of packaging, and to engage with consumers in new ways while improving their experience of receiving a pack.

• **Sustainability** - Potential overall advantages against analogue alternatives with less waste and use of chemicals and materials. Only printing what is required at any time helps eliminate redundancy throughout the supply chain.

Smithers' latest report, **'The Future of Inkjet Printing to 2025'** which is sold for **\$6,500**

(€5,250 or £4,750) provides current and forecast regulatory and industry sustainability developments, exclusive market sizes and 5-year forecasts for inkjet printing market globally, expert analysis of key market trends and drivers which will see the continued expansion of the inkjet market and over 100 data tables and figures giving an unparalleled level of strategic insight and technical detail into the inkjet printing market.

Purchasers of this report will also receive copy of our brand-new report **'The Impact of COVID-19 on the Printing Industry'**, which presents three scenarios, and models how the markets are likely to evolve in the immediate short-term and over the next five years, based on an in-depth assessment for each printed product, print process and geographic region.

As a critical tool to help navigate COVID-19 disruption, identify potential threats as well as opportunities, and aid strategic planning, Smithers predicts a future where there will be major industry re-structuring with weak print companies and suppliers failing as demand falls. The remaining companies will then have to innovate and diversify, (to producing PPE equipment for example) as companies collaborate and widen the range of products and services they offer. It also notes that the routes to market is changing towards on-line.

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## XEROX AND BOBST CANCEL DRUPA BOOKINGS



Two industry giants - Xerox and Bobst have canceled their participation at next year's industry's number one trade event – drupa. Even with the assurance by drupa organiser - Messe Dusseldorf that it was working with all relevant authorities to ensure high safety and hygiene standards already in place at the Dusseldorf Exhibition Centre Germany, Xerox and Bobst have both confirmed they will no longer exhibit at the industry's flagship event.

While Xerox in a statement said; "The Drupa 2020 trade fair was postponed due to the COVID-19 pandemic, with a new event scheduled for next April. Given



continued uncertainty around holding large events during a pandemic and our own schedule for product introductions, Xerox has decided not to participate in the Drupa 2021 trade fair", however Bobst informed that its canceling all trade shows participation in 2021. Bobst statement reads; "Bobst reducing its presence at industry tradeshows and thereby dramatically reducing the environmental impact. As a result,

we have decided not to attend drupa and other industry tradeshows in 2021, while maintaining a limited participation in Asia." In place of industry trade show participation, the company said that; "We have started to virtualise the customer experience with live streaming demonstrations – across all equipment in our existing Competence Centers providing an engaging customer experience with

less traveling constraints. There will be further information on these new ways of engagement soon".

It would be recalled that prior to these cancellations, Xerox accounted for about a quarter of the space in Hall 8b where it was due to exhibit alongside erstwhile partner – Fujifilm; and Bobst had one of the largest stands in Hall 10.

## DE LA RUE SHINES AMIDST COVID-19



De La Rue: product authentication tech could help citizens prove COVID-19 status

Security documentation and printing giant - De La Rue is gaining ground with high hopes for the future as it innovates to use existing authentication technology to provide a way of certifying people that have COVID-19 immunity.



to employment, domestic and international travel, access to public services, whether further tests or boosters had been taken, and a known status in the case of any future national or regional lockdown. Without correct control and protection, certification would become "an attractive counterfeit opportunity", the group stated.

The company is engaging with three different governments about the potential use of its De La Rue Certify know-how to provide a "light touch" way of certifying an individual citizen's COVID-19 immunity. According to explained Julian Payne, De La Rue Product Director Julian Payne; "We are looking at how existing De La Rue products can be repurposed to help governments in a post-COVID world," while noting further that; "With our track and trace products we are creating an association between existing datasets. With COVID-19 a test result or vaccination can be uniquely identified, and we can link that together with a code on a government grade holographic label that would be attached to a person's passport or other identification document."

This could then be verified by, for example, passport control officials using a simple mobile app (see images below). "De La Rue would not be holding any citizen ID information, so it doesn't cross any boundaries – we don't know the person, we just know the test has a number – it's a nice light touch way of doing it," he added.

Payne said the technology could be deployed "quite quickly" and in a matter of months, depending on the government and healthcare systems in place at a country level, and predicated upon the availability of "a decent vaccine or test". Again, the company it was making progress with changes to its Currency portfolio, "and the realignment of its cost base to enable it to become more competitive".

De La Rue also said that the certification and verification of COVID immunity status, whether from inherent antibodies or from vaccination, would have "significant societal and economic benefits", such as a person's ability to return

In all these, De La Rue shares have rocketed after the group posted an upbeat trading update, along with news that it could use its existing authentication technology to provide a way of certifying people that have COVID-19 immunity.

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# Print Impact Around the World

## GULF PRINT & PACK GETS NEW DATES IN 2021



The organiser of Gulf Print & Pack 2021 (GPP 2021), Tarsus Group, has confirmed new dates of 14th to 16th December 2021 for Middle East & Africa region's leading trade show for the commercial and package printing sector.

GPP 2021 was originally scheduled for April 6th to 8th 2021 but now postponed till the December 2021 dates as a result of the ongoing coronavirus (COVID-19) situation. Managing Director of Gulf Print & Pack, Lisa Milburn, gave the reason for the postponement thus: "We have taken the difficult decision to postpone Gulf Print & Pack 2021 due to the impact of coronavirus (COVID-19) pandemic. Given the vast amount of preparation that goes into our shows, this is not a decision we have taken lightly. However, the health and safety of our exhibitors, visitors and staff remains our top priority. We have been continuously monitoring developments in the MEA region over the last few months and, working on the advice of our local partners, Dubai World Trade Centre, and listening to feedback from exhibitors, we feel the best course of action is to postpone the

show to later in the year, when the outbreak has subsided.

"The show is an important catalyst for triggering local business in the MEA region's commercial and package printing sector, and moving the domestic market forward. Postponing the show to December 2021 allows us to not only meet our commitment to the region's industry but also the opportunity to deliver an even more ambitious event. Most importantly, the show will play a vital role in driving the economic recovery of the MEA region's Printing Industry, along with its supply chain, as we move through the post coronavirus (COVID-19) recovery phase. I urge everyone involved to embrace the opportunity to help our community plan for the future by joining us at the show in December 2021."

Organised by F&E - part of Tarsus Group as one of the most influential, long-standing names in the Middle East's events sector, Gulf Print & Pack is thus MEA region's leading trade show for the commercial and package printing sector. Its 2019 edition attracted a total of 8,737 visitors from 90 countries – 63% of which came from the UAE. Over 250 exhibitors took part. For more information, visit [www.gulfprintpack.com](http://www.gulfprintpack.com)

## ALL IN PRINT CHINA 2020 OPENS VISITORS REGISTRATION

With gradually opening of economies around the world amidst COVID-19, Messe Düsseldorf Shanghai - organiser of China's biggest printing and packaging show - **All in Print China** has equally opened the registration portal: <https://www.allinprint.com/links?id=549> to allow intending visitors to register.

The international show which retains its schedule date of 12th to 16th October 2020 will take place in China's biggest and largest City – Shanghai, at Shanghai New International Expo Center with theme: **New Manufacturing, New Boundary, New Power.**

**WHERE To Print** gathered that the show which is in its 8th edition is the



only satellite show to world number one print trade fair - drupa in China, and it's expected to display new technologies and latest trends from over 900 exhibitors for the global printing and packaging industries. Halls N1 to N5, and Halls E4 to E7 covering 120,000 sqm of the brand-new Shanghai International Expo Center, China will host global players from all over the world.

As a professional exhibition covering the entire industry value chain, the 8th All in Print China 2020 (AIP 2020) will not only showcase the latest products and technologies in all aspects of printing, but also focus on industry trending topics, share insight of industry trends, and provide more personalized solutions

for printing companies. In fact, AIP 2020 will offer **Seven Thematic Pavilions, Two Innovation Display Zones, Three Display Centers, Three Platforms of InnoLab and One Multi-Scenario Application Display Area** ensuring that, the 8th All in Print China 2020 is the best platform to expand to the Chinese and Asian printing markets.

To meet global top printing and packaging manufacturers, you can follow this link <https://www.allinprint.com/links?id=549> to pre-register and start preparing for the show. For more information, visit [www.allinprint.com](http://www.allinprint.com)

## HUNKELER INNOVATIONDAYS POSTPONED TO 2022



Earlier scheduled to hold from 22nd to 25th February 2021, the highly profoundly specialised interdisciplinary event: **The Hunkeler Innovationdays** has been postponed by one year i.e. from 21st to 24th February, 2022.

Major reason for this is the postponement of world number one print event – drupa in Düsseldorf, Germany to April 2021 due to COVID-19, necessitating the adjustment of Hunkeler Innovationdays to give cooperating partners ample time for preparation. Over the years, the Hunkeler Innovation Days have always been distinguished by an interdisciplinary concept held in a comparatively small space where almost all renowned manufacturers in the

industry meet owners, managing directors, management and experts. This makes this international industry meeting unique worldwide.

To be held at the Lucerne Exhibition Centre in Switzerland, the international event in its fourteenth edition, is focused on innovations and further developments in high-performance digital printing and finishing providing invaluable platform also for world's digital paper processing elites to share ideas, see live demonstrations of unique launches, and gain insight into versatile but highly practical innovations. For more information, log on to [www.innovationdays.com](http://www.innovationdays.com)

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# Print Impact Around the World



Participants at last edition's Inkjet Summit (c) Printing Impression.

## inkjet SUMMIT

The eighth annual Inkjet Summit, produced

by Printing Impressions, In-plant Impressions and NAPCO Media, has been rescheduled from April 20-22 to August 17-19, 2020 at the same Hyatt Lost Pines venue in Austin, Texas USA.

The Inkjet Summit is an invitation-only event specifically designed for senior-level managers and business executives at printing companies and corporate enterprises who are looking to develop strategies, understand their options and make major investment decisions around production inkjet digital printing technology while also providing valuable peer-to-peer interaction and experiences. Not only that, the Inkjet Summit also allows

participants access to key suppliers in the sector in the make-up of a successful inkjet solution.

"Moving our 2020 dates was the right move as we all work together doing what we can to slow the spread of the COVID-19 virus. The support we have received from our executive attendees, sponsors, and partners has been excellent," commented Inkjet Summit Event Director David Pesko. "We also want to be proactive in announcing our 2021 dates so that our fellow event organizers and clients can map out their 2021 plans effectively."

Inkjet Summit 2021 is March 29-31, which will also be held at the Hyatt Lost Pines in Austin, Texas. For information on sponsoring or becoming an attendee, visit [ijsummit.com](http://ijsummit.com) or contact [David Pesko](mailto:David.Pesko@ijsinfo@napco.com) at [ijsinfo@napco.com](mailto:ijsinfo@napco.com)

## SAVING LIFE #COVID-19: XEROX PARTNERS VORTRAN TO MANUFACTURE VENTILATORS



No life-saving tool in the fight against COVID-19 is more sought after than the ventilator, the machine that breathes for those whose virus-stricken lungs can't aspirate on their own.

With appeals for more ventilators which have surpassed demand, Vortran Medical Technology in Sacramento, California, USA partnered with digital print

equipment manufacturing giant – Xerox in Webster, New York to manufacture precision a supplier called Vortran Medical Technology has an answer in its G02Vent ventilator: not an ICU-level breathing device, but a modified, single-use version that lets hospitals reserve their high-end equipment for the crisis situations where they're needed most. Vortran enlisted the help of Xerox

scale up production of G02Vent as rapidly as possible thereby turning out as many as one million G02Vent ventilators in months ahead. According to Mary Gale Fromm, Vice President of Manufacturing at the Xerox plant where the G02Vent units will be made, the compatibility with Vortran enables "cloning their operations, but hyper-scaling them in our location."

"Hyper-scaling" means turning out as many as one million G02Vent ventilators in the months ahead, with Xerox delivering up to two-thirds of the total. Fromm says the plant expects to commence production of devices early this month and then progress to "a very mature level of output" by June.

### The ventilators are made at iGen factory

G02Vent ventilators will be made in the same factory that assembles Xerox's iGen production presses, its Baltoro inkjet systems, and other printing hardware. Fromm points out that in this high-volume setting, producing and selling one machine like an iGen drives the manufacture and sale of millions of toner units and spare parts – a scale on which Xerox is used to operating, and one to which it should be able to ramp up quickly for making the G02Vent. In the Webster plant, Xerox is setting up manufacturing cells that Fromm says are "super-aligned" to Vortran's requirements for building and testing the device. She notes that as a maker of parts for digital presses, Xerox has all the expertise in the manufacture of precision components that the partnership calls for.

The project breaks new ground for Xerox in that ventilators are regulated by the Food and Drug Administration, a federal agency whose rules don't apply to anything in the company's regular product line. But Fromm says that after transposing Vortran's protocols for validating the G02Vent units to the Webster plant, her team found that "none of the tests are super-unfamiliar to us."

There's also the fact that Vortran's and Xerox's respective

ISO certifications for quality management in manufacturing are similar – so much so, according to Fromm, that they're essentially "variations on a theme." Overall, she says, "there's a tremendous amount of commonality" in the way each partner will approach the task.

What they aim to produce in batches of up to 200,000 units per month is a hospital-grade, FDA-approved ventilator that has been in use for 20 years by hospitals, local, state, and national governments, and other emergency health providers. Gas-operated from a compressor or an oxygen/air supply, the disposable G02Vent is designed to support patients who do not need or can be taken off ICU-level breathing devices.

In this way, G02Vent helps medical professionals alleviate shortages of critically needed ICU ventilators. Accompanying it, and also to be manufactured by Xerox, is the APM-Plus, a battery-operated device that, when connected to a G02Vent unit, monitors respiration rates and other patient ventilation parameters.

The joint venture will be as open-ended as the emergency situation it is dealing with. "As long as there is a demand for the devices, we will continue to produce them" as Vortran's exclusive co-manufacturer of the G02Vent, Fromm says.

Ventilators haven't been Xerox's only contribution to the arsenal of anti-COVID-19 systems and supplies. The company has also committed to producing 140,000 gallons of hand sanitizer at facilities in Rochester and Toronto. In partnership with men's fashion brand Hickey Freeman, Xerox has turned material for digital press filters into 10,000 medical-grade masks for health care workers at Rochester Regional Hospital.

Fromm observes that these efforts are in keeping with Xerox's long history of helping to solve some of society's most vexing problems. If it "makes life inefficient" – to say nothing of threatening life itself – it is a challenge that Xerox will want to rise to, she declares.

## SGIA AND PIA MERGE TO BECOME US LARGEST, MOST COMPREHENSIVE PRINTING AND GRAPHIC ARTS ASSOCIATION



The Specialty Graphic Imaging Association (SGIA) and Printing Industries of America (PIA) have announced that, as of May 1, 2020,

the two organizations have become one.

While hitherto SGIA serves the graphics, industrial and apparel

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decorator segments; the old PIA primarily serves the commercial printing segment. With their merger, both of their members will have access to services across many channels.

Thus, both SGIA and PIA are now together committed to serving the graphic arts community with preeminent research, education, training, events, legislative support, government affairs, health and safety, and other key industry services.

Both merged May 1st 2020 and the combined company name is **PRINTING United Alliance**.

While Ford Bowers is elevated to President and CEO of the combined organization, Michael Makin, current President and CEO of Printing Industries of America, will become an Executive Vice President of the unified organization.

## PRINTING United Alliance Board of Directors



The new PRINTING United Alliance Board of Directors reflects combined leadership from the previous SGIA and PIA Board of Directors, which is comprised of the following industry executives: Chairman of the Board Scott Crosby, Transcontinental Holland & Crosby; First Vice Chair Paul Cousineau, Dow Jones and Company, Inc.; Second Vice Chair Christopher Bernat, Vapor Apparel/Source Substrates LLC; Third Vice Chair Michael Marcian, Corporate Communications Group; Treasurer Dean DeMarco, IDL Worldwide; Secretary Brooke Hamilton, NPI; Immediate Past Chair Thomas Cooper III, WestRock; Chair of Chairmen's Advisory Council Edward Cook, Jr., ECI Screen Print Inc.; and Associate Vice Chair Scott Schinlever, Gerber Technology.

Directors at large include: Brian Adam, Olympus Group; Nick Buettner, American Cut and Sew; Roger Chamberlain, The Cincinnati Insurance Company; Kristen Danson, MitoGraphics Inc.; Chris Feryn, Premier Press; Kevin Gazdag, KG Graphics Décor; Bryan Hall, Graphic Visual Solutions; Lane Hickey-Wiggins, Douglass Screen Printers Inc. dba DPRINT; Brian Hite, Image Options; Michael Magerl, Trabon Group; Brent Moncrief, FUJIFILM; Joseph Olivo, Perfect Communications; Edward Pidcock,

Chillybears; Heather Poulin, Ricoh USA; Timothy Saur, Durst Imaging Technology US LLC; Elaine Scrima, GSP Companies; Michael Wagner, Butler Technologies Inc.; and Joseph Lyman, President, Great Lakes Graphics Association, serving as Affiliate manager.

"PRINTING United Alliance is a reflection of the invaluable partnerships and industry convergence that has evolved over time," says Ford Bowers, President and CEO, PRINTING United Alliance. "The organization name seemed an obvious choice to many as our North Star points to the industry continuing to come together and strengthening to ensure future growth and longevity." PRINTING United Alliance brings together two long-standing printing organizations to better serve all communities within the printing industry. "In this time of consolidation, printer members and the supplier community at large are looking for a unified solution to the challenges they face in this era of rapid change," says Scott Crosby, Chairman of the Board and Transcontinental Holland & Crosby Vice President of Sales and Marketing. "The new Association will become the place to find answers for everything related to printing. It is a great honor and privilege for me to serve the industry as we look forward to a new beginning."

"The industry is going through great change right now, so the timing for these two like-minded organizations to come together dovetails nicely," says Paul Cousineau, First Vice Chair, PRINTING United Alliance and Dow Jones and Company Inc. Vice President of Prepress Operations, Continuous Improvement and IT Ops Support. "I am honored to be a part of something so significant and impactful. I've enjoyed the process working with the board in getting to this point and look forward to the future."

It should be noted that the new association will be collaborating with industry stakeholders to produce shows such as PRINTING United scheduled for **21st to 23rd October 2020**, SGIA and NAPCO Media Conference to mention just a few.

For more information about becoming a member of PRINTING United Alliance, visit [www.sgia.org](http://www.sgia.org) or [www.printing.org](http://www.printing.org)

## KOMORI COMPLETES ACQUISITION OF MBO



Komori Corporation has announced the completion of the acquisition of MBO Group, a global manufacturer of post-press equipment.

MBO Group is now a wholly owned subsidiary of Komori under a new company name - MBO Postpress Solutions GmbH. This buyout will allow Komori to provide print solutions from start to finish, and with their combined strength, Komori's market presence will be greatly expanded, allowing the company to extend its print solutions to a wider range of applications from the commercial, to packaging and digital printing.

Since 2009, Komori has followed an aggressive strategy to be a true

solution provider to the industry, and to better support customers in achieving a higher level of productivity - and that has paid off. The nearly 100-year old company markets a host of peripheral print equipment product lines to support the efficiency and continued improvement in the pressroom. MBO's high-precision, high-productivity post-press equipment portfolio fits well with Komori's strategy which for instance will see MBO's real-time data solution - Data Manager 4.0 and Komori's IoT-based cloud solution - KP-Connect, to seamlessly connect and report job data flow and feedback mechanisms for job status, waste and overall efficiencies of all devices.

## X-RITE OFFERS FREE COLOUR THEORY COURSE AND EDUCATIONAL WEBINAR SERIES



In an effort to support the growing number of remote workers who must review and approve colour during this global pandemic, X-Rite Incorporated and Pantone LLC, global leaders in colour science and technology, have announced free Colour Theory eLearning Course for practitioners in graphics community.

Though limited in time, the on-demand training is expected to explain basics of colour theory, colour tolerances and sharing digital colour standards. In addition, X-Rite will be hosting a series of colour management webinars designed to help attendees optimize their use of colour measurement hardware and software.

**x-rite** In the words of X-Rite President, Ondrej Kruk: "Due to COVID-19, many workers are now trying to design, specify, communicate, and ultimately achieve accurate colour from remote locations or with less staff and fewer resources," he noted. "To do this, you need to understand colour theory, communication and measurement. By making our eLearning course available for no charge, professionals in the plastics, textiles, paints & coatings, and print and packaging industries can learn tips and best practices for colour management and keep production workflows moving forward during these challenging times."



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