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PROPAK WEST AFRICA 2020 DEFERRED TO 2021

...TO KEEP COMMUNITIES CONNECTED, ENGAGED, AND INSPIRED THROUGH WEBINAR SERIES



Citing global uncertainty as a result of the coronavirus (COVID-19) pandemic, organisers of PROPAK West Africa – the region's biggest and leading annual exhibition and conference purely dedicated to printing, plastics and packaging - Afrocat Montgomery said in a statement that the event would not hold this year and has been deferred to 2021.

"We are postponing PROPAK West Africa due to the ongoing global uncertainty with the coronavirus (COVID-19) pandemic" stated George Pearson, Regional Director - West Africa, Afrocat Montgomery. He explained further that; "While Nigeria is easing lockdown in light of heavy economic burdens, social distancing, continued flight restrictions and the ongoing uncertainty on when large scale events can take place again has put understandable unease on many of our exhibitors both locally and internationally as well as speaker and visitors who are unsure of their ability to travel".

Consequently, he said that his company took a responsible decision after series of discussions with stakeholders; "It is for these reasons that we feel the best decision for the PROPAK West Africa community is to postpone the event this year. The next edition will take place from **14 to 16 September 2021**, at the Landmark Centre in Lagos, Nigeria."

The physical restrictions notwithstanding, Pearson however promised that Afrocat Montgomery would continue to reach out and engage with stakeholders online: "Moving forward, we will be focusing our

efforts on running a series of webinars to keep our community connected, engaged and inspired". In view of this, Afrocat Montgomery has concluded plans to run PROPAK West Africa Webinar Series from September to October 2020.

The focus of the Webinar Series is to ensure connection with professionals in the industries, share innovation, insights and opportunities available in the region in the light of the New Normal as well as inspire regional collaboration in the sustainable development of the manufacturing space in West Africa. Discourses will cover topics such as **Opportunities for a Circular Economy post COVID-19, Climbing the Innovative Packaging & Recycling Curve, Impact of the New Normal on the Packaging Industry, and Opportunities in the Print Industry in the New Normal**. We especially aim to leverage this series to highlight and reaffirm the huge and real potential the manufacturing industry has in supporting the region's growth from non-fossil fuel sectors.

Some of our confirmed speakers include Aruna Oshioke, Managing Director Tetra Pak Nigeria, Daphna Nissenbaum, CEO & Co-Founder Tipa Corp, Rukaiya El-Rufai, Partner PwC Nigeria, Olugbemi Malomo, President & Chairman-In-Council, Chartered Institute of Professional Printers of Nigeria (CIPPON) and Oscar Ndul, Country Manager SASOL just to mention a few and as part of the panel discussions. Also, there will be the chance for audience participation through a question and answer section at the end of

each topic, which the organisers hope will encourage engagement from across the industry spectrum.

To join the Webinars Series, you can register at www.propakwestafrica.com/webinar and this will ensure you are kept up to date with developments and reminders when the webinar will take place.

The organisers are also happy to announce that plans are already off the ground for the return of **PROPAK West Africa** exhibition and conference in September 2021 and further news and information will be made available through the website and regular email briefings over the coming months.

TAKE PROPAK SURVEY AND WIN \$50 VOUCHER

As lockdowns across the world start to be lifted, changes will occur and it is important that we all understand what these



are. Tell us what you think. Take part in **PROPAK West Africa** Survey and lend your thought to the development of our industry. And to thank you for taking part, you will be entered into a prize draw to win one of the three \$50 online vouchers of your choice. We have timed the average completion of the survey and it shouldn't take longer than 3 minutes. So, take the survey here <http://ow.ly/YSo730r00pI>

To find out more about the webinars or the plans for the main event in September 2021, visit www.propakwestafrica.com

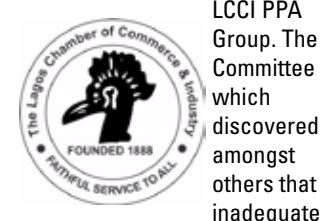
PRINTING AND PUBLISHING ALLIED GROUP PROMISES ADEQUATE TRAINING OF MEMBERS

...TO WORK WITH RELEVANT BODIES TO FACILITATE REVIVAL OF NATION'S PAPER MILLS



The **Printing and Publishing Allied Group** (PPA Group) of **Lagos State Chamber for Commerce and Industry** (LCCI) led by **Princess Funlayo** has mapped out plans to offer specialised technical and managerial trainings to members in a bid to provide prerequisite skills needed to be current and competent in their relevant jobs or activities.

This is one of the outcomes of the Group's recent online general meeting held on Thursday 30th of July 2020 after an Adhoc Committee presentation by Mr. Olakunle Ogunjobi aimed at mapping out a roadmap for



LCCI PPA Group. The Committee which discovered amongst others that inadequate training/ lack of skill constitutes one of the most important challenges in the sector. In this vein, Chairperson of PPA Group - Princess Funlayo Okeowo who is the MD/ CEO of FAE Envelopes has volunteered to take over some of the expenses involved in the training while promising free office space and materials reiterating that, "printing is a specialized industry and will require specialists to carry out the training" as she called on volunteers to serve as facilitators likewise mentors to inspire and build the next generation of Print Specialists.

In the same vein, the Group has also concluded arrangement to **Continued on page 6 >>**

Print impact around Nigeria

Stories by Precious AJuonuma & Joju Adekanbi

work with other stakeholders to revive Nigeria's ailing paper mills to promote and support businesses within the value chain of pulp, paper, and printing industries as it also called on Government to encourage local content with enabling environment and business friendly policies that aid local production of printing and allied inputs and consumables such as inks and chemicals. "Government needs to introduce policies that favour printing in Nigeria; ensure all printing jobs done by Government parastatals both at the Federal, State and Local levels are printed locally. Government must also come up with policy to patronise only publishers who print locally" the

Group noted while advocating for tax relief and single digit interest rate for businesses in this trying time.

As the Printing and Publishing Allied Group prepares to strengthen its relationship with other regulatory bodies in the industry such as Chartered Institute of Professional Printers of Nigeria (CIPPON) and Nigeria Publishers Association (NPA) to maintain standard and equity, the Group has also put in place modalities to collate relevant data that will aid its advocacy programmes that promote and protect Trade and Industry as well as represents and expresses the opinion of the business community to all stakeholders.

FAIRTRADE LAUNCHES VIRTUAL AGROFOOD & PLASTPRINTPACK AFRICA 2020



agrofood & plastprintpack Africa, taking place 19 to 22 October 2020.

The four-day digital event is to provide a platform for valuable business contacts between leading global manufacturers and top buyers from the African agrofood & plastprintpack industry. It offers an AI-backed matchmaking platform. Every exhibitor has his profile and logo and the picture of his stand rep as part of his virtual booth from which he can show corporate videos, showcase his products, talk to his visitors via instant video calls, live stream product demos and much more. For visitors, the event is free to attend.

In addition to the B2B meetings, the event offers conferences with inspiring speakers and relevant content, webinars, workshops, roundtables, live demos, panel sessions and product launches.

Events designed to capture the situation in certain African countries and regions are dedicated to Algeria & the Maghreb, Egypt, Nigeria, Ghana, Ivory Coast, Ethiopia, Kenya and East Africa.

Paul Maerz, Managing Director at fairtrade says: "Virtual agrofood & plastprintpack Africa is a direct response to what our trade visitor network has told us they need – an opportunity to meet with suppliers, source new products, network with existing and new business contacts as well as a place to be inspired and learn. All this on an African scale. We are delighted to build on our 30 years of experience as organisers of agrofood & plastprintpack events to create a digital platform that serves the African and global community in these unprecedented times."

NIGERIA'S KIAKIAPRINT PLANS EXPANSION INTO SOUTH AFRICA



Nigerian print-on-demand start-up, Kiakiaprint has announced plans to enter into the South African market.

Aside seeing huge potentials in online print-on-demand for South Africa's small and medium businesses, **WHERE To Print** gathered that the strategic move may not be unconnected to its partnership with online design and publishing company, Canva. This collaboration will surely benefit the Nigerian and the South African markets as customers in both countries can access Canva's designs on Kiakiaprint online platforms and vice versa with the option to either upload a design, hire a designer on the platform, or use Canva's designs before going ahead to print.

With Kiakiaprint's business model in Nigeria where customers can design or upload designs of 22 categories of products, its South African customers are expected to start with 9 categories like business cards, postcards, banners, and T-shirts. However, its collaboration with Canva – which is a first – comes with the advantage of a 30million users globally which aligns with Kiakiaprint's vision to help businesses grow by leveraging design and print technology,

says Tunde Ademuyiwa, CEO of the Nigerian start-up. "When it comes to design technology, nobody beats Canva. From our discussions, they saw us as a forward-thinking company and know we're worth the partnership."

And Canva agrees. According to Canva's Aaron Day, the company said it chose Kiakiaprint when it was looking for an entry into the African market because the company aligned with its values. "Kiakiaprint shares very similar values with us at Canva. They also have a passion for design and delivering high-quality solutions for their customers who are also at the heart of their businesses. So, partnering with a company such as Kiakiaprint is the ideal collaboration for Canva and the perfect platform to enter the African market" he disclosed.

Noted by its name "Kiakia" which literally means "quick", the company continues to live up to the promise made by its name even though this meant meeting extreme demands. But with prized assets of both passionate human resources and its printing machines, the start-up hopes to soon venture into other West African countries.

BHOJRAJ INDUSTRIES LEADS THE WAY IN GRAVURE PRINTING IN NIGERIA WITH LARGE INVESTMENT IN BOBST TECHNOLOGY

Lagos-based Bhojraj Industries LTD supplies flexible packaging to the food industry, printed

on a top of the range MASTER RS 6003 gravure press from BOBST. The Nigerian company

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WATCH OUT FOR MORE FROM WHERE TO PRINT – WE’VE DEFINITELY COME OUT STRONGER TOGETHER!

As the lockdown and restrictions are eased around the world, businesses are beginning to not only heave a sigh of relief but also come back alive looking brightly into the future with high expectations. This does not come as a surprise to us @ **WHERE To Print** magazine because we had predicted that we would come out of the ravaging coronavirus (COVID-19) pandemic stronger, together!

For the past five months of the global lockdown, we’ve seen discerning businesses took advantage of the restrictions to look inward, assess their strengths and weaknesses with a view to benefit/ gain from possible viable business opportunities in these trying times. And one sure way stakeholders looked inward was through the use of the internet which some initially saw as the bane of the printing profession. Series of mostly free-to-attend online meetings, seminars, skill acquisitions

and trainings had commenced even before the pandemic and we are obliged to bring to you in this edition comprehensive reports of industry’s thought-provoking and insightful webinars and/or online zoom meetings that renewed stakeholders’ hopes in the industry.

Right from page 10, we report not just news within the last two months in the industry in Nigeria in our **PRINT IMPACT AROUND NIGERIA** pages from page 5 but also, live online business meetings and insightful discussions such as **KAMPA POST COVID-19 ONLINE PRINTING SEMINAR** titled: ‘**HOW WE CAN REPOSITION OUR PRINT BUSINESSES FOR SUSTAINABLE GROWTH AND ENSURE HEALTHY COMPETITION**’ on page 14; **CIPPON BEGINS CLUSTER FORMATION** on page 16; **GETTING MORE OUT YOUR PRINT WEBINAR** captioned: **GOOD NEWS FOR PRINTERS** also on page 17; **DESIGN CONVO – A CONVERSATION ON GRAPHIC DESIGN**



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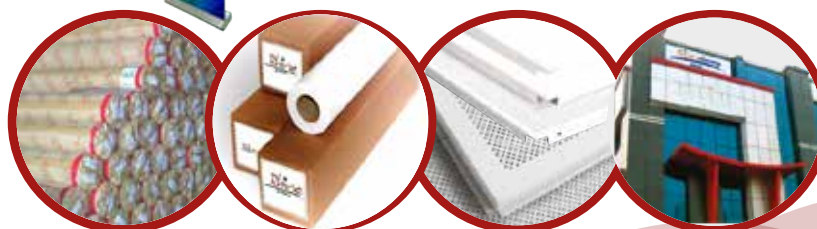
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PRACTICE IN NIGERIA on page 18 and a virtual Open House on **THE BLIND SPOT IN LABEL PRINTING** aimed at exposing blind spots in digital label production to practitioners on page 19.

As the **PRINT IMPACT AROUND THE WORLD** starts from page 12, this edition's **COVER STORY** titled: **WASTEFUL THINKING – HOW TO UNDERSTAND THE VALUE STREAM** is a serial that further **Andrew Malson's** discussion on **LEAN METHODOLOGY** by looking at **WASTE** as a concept; what it is, how to identify it and how, in some areas, to eradicate it. Flip through to pages 22 to 26

to read the full article which continues in the next issue. This edition terminates with a **SPECIAL SUPPLEMENT ARTICLE** on **FIVE WAYS TO PERSUADE A CLIENT TO BE BOLD AND INNOVATIVE WITH THEIR PRINT** by drupa writer - **Silas Amos**. This piece is culled from **DRUPA SPECIALIST ARTICLE "DRUPA ESSENTIALS OF PRINT"** so, open to pages 40 and 41 to know how.

We do hope this edition has been able to elicit your positivism in our profession; watch out for more from **WHERE To Print** – we've definitely come out stronger together!

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From page 5 >>

Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi



From left to right: Messrs. Mustafa Khokhawala, Vice President Operations, and Managing Director Nikos Gkanetsos, in front of the MASTER RS 6003 gravure printing press in the production plant of Bhojraj Industries LTD in Nigeria

is now adding a BOBST NOVA RS 5003 to the lineup, as it looks to extend capacity and continue its successful expansion in high-quality printed packaging.

As a full-service provider, Bhojraj Industries offers film extrusion lamination, gravure printing, slitting and converting. A recent increase in demand for flexible packaging coincided with the need to upgrade its older printing equipment and improve on output.

First established in the 1960's (as Bhojsons Industries LTD) the food packaging specialist is part of Bhojraj Chanrai Group (formerly Bhojsons Group of Companies) with other interest in West Africa.

To facilitate the transition, the company chose to partner with BOBST and invest in its gravure technology to produce added value, top quality packaging for

big brands. "Packaging printing in Nigeria, which is Africa's largest market, is developing rapidly and we are determined to retain our position as a leading manufacturer with the best kit, gear and practices. Gravure printing in particular is set for significant growth over the next few years, so we are investing in the best possible printing presses to help us take advantage of this opportunity and serve our customers with highest quality products," explained Mahesh Sadhwani Chairman of Bhojraj Chanrai Group.

HIGH SPEED AND HIGH QUALITY

The first step in the process of upgrading production came in the form of a nine-colour BOBST MASTER RS 6003 press, which was installed in 2019 and is the first machine of this specification to be installed in West Africa. As the first of its kind in the

country, it is an investment that has given Bhojraj Industries a unique proposition in Nigeria. The advanced features have enabled the company to produce food-grade packaging for a wide variety of products, catering to food, pharma, beverages and agricultural products industries in Nigeria

Running at speeds up to 500 m/min, the RS 6003 offers superior web handling of films, laminates, paper and aluminium substrates, including delicate materials such as very thin LDPE. The press configuration at Bhojraj Industries has also been specified with pre-conditioning, Electrostatic Print Assist (ESA) system, detection and control of solvent concentration levels, extended double dryer, web viewer with 100% inspection and in-line heat seal capability. The extended high duty dryers of this machine drastically result in substantial reduction of retained solvents up to <5mg/mtr². This helps in production of solvent taint free laminate which will be food safe for the industry to the highest specifications.

No other machines can match the capabilities of the MASTER RS 6003. Furthermore, printing thin unsupported LDPE film at high speeds of 400 m/min on a rotogravure press is a completely unique feature, which means that the company does require flexo press technology to print such

substrates.

"BOBST's gravure presses produce the best print in the market, while the fast running speed and minimum waste keep the unit cost on long runs low, which helps us compete on both quality and price," said Managing Director Nikos Gkanetsos. "And with these new machines, we can make the most out of gravure print and color sharpness in terms of quality, consistency and repeatability across all substrates, something that the brands we work with demand. It is a real game-changer for us."

The MASTER RS 6003 is soon to be joined by a NOVA RS 5003, another highly productive press that delivers superior performance on a variety of flexible materials, including new eco-friendly packaging substrates. Both machines will be housed in a brand-new production hall that has been built specifically for this purpose.

Speaking about the experience with the first BOBST press so far, Vice President Operations Mustafa Khokhawala said, "I can't believe how easy it is to work on the RS 6003 press. We have cut down to the time it takes to make a job ready and only need two operators to get it up and running, plus the

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Print Impact Around the World

WORLD PREMIÈRE OF THE NEW RAPIDA GENERATION AT KOENIG & BAUER LIVE

...PRESS MANUFACTURER DRAWS POSITIVE CONCLUSIONS AFTER
ITS LIVE ONLINE FAIR THAT SHOWCASES KOENIG & BAUER BROAD
PORTFOLIO



Koenig & Bauer has drawn wholly positive conclusions at the end of its first entirely virtual fair which took place at the newly created 3,000sqm 'Customer Experience Centre' at its Radebeul base in Germany.

Under the banner "Koenig & Bauer LIVE", the press manufacturer presented product innovations, digital applications and new service solutions for the print

industry through a series of online events between 16th and 25th June. The daily streams enabled partners, customers and all other interested print professionals to learn more about the innovations which Koenig & Bauer has developed for the industry.

The chosen dates were no coincidence. "These were precisely the two weeks which we were all

planning to spend at drupa," as Claus Bolza-Schünemann, CEO and President of Koenig & Bauer, explains. Like so many other major events this year, the world's biggest trade fair for the printing and graphics industry also fell victim to the coronavirus pandemic. Though the next drupa will take place in April 2021, Koenig & Bauer did not want to leave the extra time unused. "Our preparations were close to completion when the news broke that drupa would be postponed," says Dagmar Ringel, Head of Corporate Communication and Marketing at Koenig & Bauer. "But we didn't want to wait another year before revealing our latest innovations to the printing world."

The highlight of the virtual fair was the world première of the new Rapida generation.

Presentation of the new Rapida generation

The highlight of Koenig & Bauer LIVE was the unveiling of the new Rapida generation. Redesigned from the ground up, with additional features and a new modern appearance, the flagship in the sheetfed offset segment was proudly presented by Group Board Member - Ralf

Sammeck and his team. The medium-format Rapida 106, with production speeds of up to 20,000 sheets per hour in perfecting, flying job changes and highly automated plate logistics, is the most powerful Rapida the market has ever seen. The Rapida 76, too, boasts all the features of its larger sister press and has set a new milestone in the B2 format.

Post-press – From print to the finished packaging

In the field of post-press solutions, Koenig & Bauer introduced its new CutPRO family of die-cutters – the flat-bed die-cutter CutPRO Q 106 from Spanish subsidiary Koenig & Bauer Iberica and the rotary die-cutter CutPRO X 106. During the live session, sheets printed on the previous day were embossed, creased, die-cut and stripped on the CutPRO X 106. The Omega Allpro 110 folder-gluer from Koenig & Bauer Duran then converted the blanks into a finished product as part of a similarly live demonstration.

Digital solutions for the packaging market

Robert Stabler, Managing Director

Continued on page 28 >>

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'HOW WE CAN REPOSITION OUR PRINT BUSINESSES FOR SUSTAINABLE GROWTH AND ENSURE HEALTHY COMPETITION' - KAMPA



**Post - Covid
PRINTING
SEMINAR**
ON WEBINAR(ZOOM)

- Strategy for Sustainable growth in the print industry
- Creatively positioning your print business
- Maintaining healthy competition
- Maintaining Printing Secrecy

In a bid to ameliorate the negative impacts of the coronavirus (COVID-19) outbreak on its members, professional printers in Northern Nigerian State of Kaduna under the aegis of **Kaduna Master Printers' Association (KAMPA)** put together a live video **POST COVID-19 PRINTING SEMINAR** on Saturday June 27, 2020 to help members not only to reposition their print businesses for sustainable growth but to also ensure healthy competition amongst themselves.

In a separate live webinar presentation, KAMPA Executives as well as a Council Member of Chartered Institute of Professional Printers of Nigeria (CIPPON) took their time to proffer practical and time-tested ideas that could help Printers successfully navigate the negative effects of COVID-19 while positioning their print businesses for sustainable growth. According to **CIPPON Council Member - Mr. Niyi Adesoye**, who was first to make

presentation on: **Maintaining Healthy Competition in Print Business**, any discerning print business owner who desires to develop or grow his or her business must first see the business as it is: 'Business' stressing that; "Everyone of us must have a re-think that what we're doing is not just a job, but a business. It is when we have this new mindset that we can position our businesses to growth", he said while noting that Printers must see themselves as colleagues and work in unity so that those without pre-requisite capacity to handle a job could link up with their counterparts to get the job done satisfactorily and with profit.



The **Famous Taste Digital Press** boss then advised that in order to maintain healthy competition, Printers must be able to count the cost of any print job before commissioning to ascertain not only the cost but the capacity to do the job. "Check your cost and ensure you count the cost of each job. It is when you don't count your cost that you tend to do shabby job which at the end will give Printers bad name and that won't promote the Printing Industry in Nigeria" alluded Mr. Adesoye while emphasising that Printers must note the cost elements in printing such as cost of consumables, power, machine depreciation, and most importantly, be futuristic in setting aside a portion of their profit for retirement; "We know that most of us don't have pension or gratuity. So, it is important that we set aside part of our profit to save for our retirement" he stressed.

Mr. Adesoye whose son also

joined the live webinar from his base in South Africa thereafter offered participants five ways to position their businesses for growth which are: by diversifying; by being distinct; by taking a break to review performance; by changing scenery; and by embracing change through technological retreat and training. "Every Printer must be a student that yearns for knowledge. Read and be open to new ideas and technological change. The equipment in use now is different from what was in use in the 80's. Don't blame others. Accept change", he admonished.

In his presentation, **KAMPA Chairman – Mr. Abiola Yusuf Eleja** while informing that businesses have life just like a person, said Printers must do all they could to ensure that their businesses succeed. In his presentation titled **Strategies for Sustainable Growth in Print Business**, Mr. Eleja pointed out that though



Yusuf Abiola Eleja
Chairman, KAMPA

COVID-19 came unannounced, Printers must strategically adapt to the change or the new normal it brings to ensure their print businesses remain sustainable. "Change is inevitable and there won't be problem-free life. However, we must identify the best thing to do to achieve the best result. We must build our confidence. There are lots of opportunities in print business" he stressed.

And in order to have sustainable growth in their print businesses, the **CEO of Exceptional Colours** also suggested that Printers

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'HOW WE CAN REPOSITION OUR PRINT BUSINESSES FOR SUSTAINABLE GROWTH AND ENSURE HEALTHY COMPETITION' - KAMPA

must rededicate themselves to their commitment in (the) print businesses; maximise time, as well as the numerous potentials in the industry; and build courage and confidence; "Do something that frightens you! We can do it right, we can get the best done. Confidence is the most powerful tool. We must have confidence in ourselves, in our staff and in our equipment", summarised Mr. Eleja.

With significant deterioration in print revenue as a result

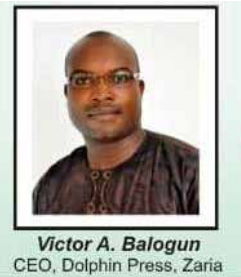


increase in piracy, job theft, and security lapses in printing presses, **Welfare Secretary of KAMPA, Mr. Bello Ibrahim** in conjunction with **CEO of Dolphin Press, Mr. Victor Balogun** in their separate presentations on **Maintaining Printing Secrecy**, also offered holistic approach in fighting insecurity at printing presses whose customers' loyalty have drastically depreciated. According to Mr. Ibrahim,

Printers needed to first develop their brand values; "If we develop our brand values to the extent that our jobs are not seen by others, then customer loyalty will be achieved and there will be every tendency for print business growth" expressed Mr. Ibrahim while highlighting five ideas to ensure print secrecy.

He accordingly advised that printing presses must; secure access points to their business premises to ensure unauthorised entry or exit; shred all waste; allow jobs to be delivered to customers before disposing waste; maintain restrict access to production rooms; and strategic use of Closed-Circuit Television (CCTV) cameras to ensure maximum security to compliment other human options put in place.

It would be recalled that the **Abiola Eleja** led **KAMPA** tagged **TEAM UNITY** during inauguration had promised to ensure unity,



peace, harmony, and love in Kaduna State printing community by discouraging unhealthy competition and price war through mutual collaboration and cooperation among stakeholders thereby improving growth, profitability, capability and strength of its members. Thus, with over 40 participants in attendance, the webinar brought to fore the need for attitudinal change, collaboration, unity, respect and observance of ethics of the printing profession. Consequently, participants were able to identify areas to work on especially on attitudinal changes while controlling the negative effects of COVID-19 with plans to quickly implement the new ideas from the **POST COVID-19** webinar coordinated by **Mr. Jerry Uka – General Secretary of KAMPA** with future plans to work with **WHERE To Print magazine** and **Print Academy Consulting LTD** on capacity building of their members.



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Print impact around Nigeria Stories by Precious Ajuonuma & Joju Adekanbi

production environment is so much safer and nicer for all our staff." He added, "And the high efficiency of the twin flow dryers means that we experience much lower solvent smell in the production area, as well as low solvent retention on the final product, so our working staff as well as our customers are happy too."

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"There is a huge amount of satisfaction in seeing the transformation at Bhojraj Industries and we are very proud to have played our part this massive step change, which will certainly see the company flourish," said Angelo Cavallo, Product Sales Manager, Bobst Italia "This is a perfect example of a partnership that benefits both parties and we look forward to continuing our support for this innovative packaging leader."

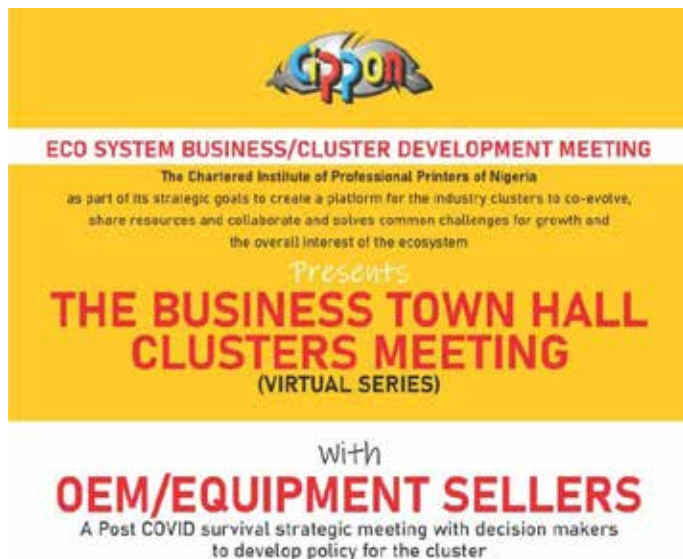
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CIPPON BEGINS CLUSTER FORMATION ...INAUGURATES SEVEN-MEMBER CLUSTER COMMITTEE FOR OEM/EQUIPMENT SELLERS



In line with its objective of making printing profitable again in Nigeria, Chartered Institute of Professional Printers of Nigeria (CIPPON) has come up with cluster formation to ensure every sector in the industry is fully represented to self-regulate itself while contributing to the growth and development of Nigeria Printing Industry.



According to CIPPON Secretary – **Mr. Akin Oduwole** who introduced CIPPON's Cluster Formation during the first-of-its-kind virtual meeting of OEM/Equipment Sellers Cluster Committee, said the cluster formation of each sector stem from the fact that each sector in the Printing Industry has unique problem which must be handled differently by each unit's stakeholders. "Because printing is very wide, we cannot have a solution that fits all problems. That is why we must form ourselves into units to take care of little needs before approaching CIPPON" explained Mr. Oduwole while noting that with the official start of OEM/Equipment Seller Cluster, other sectors such as Prepress, Commercial Printing, Large Format Printing, Digital Printing, Screen Printing and others would soon be set up.

While inaugurating a Seven-member Cluster Committee for OEM/Equipment Sellers in line with CIPPON Act 24 of 2007, President & Chairman-In-Council of CIPPON - Mr. Olugbemi Malomo called on all stakeholders to support CIPPON's Cluster Formation Initiative in making printing profitable again. "We must decide on how we want printing to be profitable in Nigeria. We must decide if anyone can just wake up and set up to sell equipment in the industry. What kind of equipment is brought into Nigeria, and that Nigeria is not just a dumping ground for all sorts of equipment" he expressed. He also opined that with the formation of OEM/Equipment Sellers Cluster Committee, issues that relate to cost of funding and community-



Mr. Olugbemi



Mr. Abidoye



Mr. Ukachukwu



Mrs. Adeaga

based leasing options would be addressed in the industry.

Mr. Malomo also said that in order to form a larger discussion with other regulatory bodies and agencies of Government like Standard Organisation of Nigeria (SON), National Environmental Standards and Regulations Enforcement Agency (NESREA), and the Nigerian Customs, there was need to come together as a cluster to amonimize the position of the industry to other stakeholders, just as to self-regulate promising that CIPPON would protect all stakeholders. The OEM/Equipment Sellers Cluster Committee is also expected to contribute to policy formulation as it relates to standardization, tariffs, and taxes while promoting indigenization and training of Nigeria print equipment engineers.

Chaired by Mr. Godwin Ogilo (Heidelberg), other members of the newly formed OEM/Equipment Sellers Cluster Committee are Mr. Abidoye (Xerox), Mrs. Ngozi Ukachukwu (Gific), Mr. Jack Deen (FC Exports), Mr. Bola Adeshina (Bee), Mr. Ifeanyi Ugwu (Exact Solutions) and CIPPON Business Development Manager – Mrs. Rotimi Adeaga who will serve as Secretary.

The inaugural meeting of OEM/Equipment Sellers Cluster Committee saw operators and other stakeholders highlighted



Mr. Ogilo



Mr. Adeshina

current situations as well as challenges in the sector. The highlight of the virtual meeting was the provision of solutions to diverse problems bedeviling the sector such as lack of standardization, lack of integrity, multiple tariff and taxation, inaccessible funding, inadequate training of engineers, and non-support of some machine manufacturers who see Nigeria as a dumping ground. The newly inaugurated Steering Committee is expected to harmonize both the challenges and the solutions of the sector and come up with a Policy Statement for the sector.

The OEM/Equipment Sellers Cluster Committee Meeting was attended by operators in Nigeria's print and allied equipment marketing sector such as Heidelberg Nigeria, Xerox HS, FC Exports, Bancod LTD, Bee Printing Mechanical, Exact Solutions, Tenaui Africa, and Gific LTD. Others are Print Equip, Technology Global Services, 1st Point Digisep, as well as Council Members of CIPPON from across the country.

The OEM/Equipment Sellers Cluster Committee is first in the series of clusters to be inaugurated by the current CIPPON Council to bring together and unite all sectors while contributing to policy formulation in the Nigeria Printing Industry.

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Website: www.cippon.org



Mr. Deen



Mr. Ugwu

GOOD NEWS FOR PRINTERS



Amidst current Coronavirus (COVID-19) pandemic, Printers in Nigeria have been assured a bright future full of good news as a result of increased print business activities.

This encouraging good news is by industry veteran - Mr. Babafemi Oluwalana, Managing Director of Expand Press LTD while delivering his lecture in a live webinar on the topic: **GETTING MORE OUT YOUR PRINT PROJECTS** aimed at ensuring print stakeholders not only reduce the cost of their printing projects for increased profit but to also make their printing projects seamless especially during this COVID-19 era.

Mr. Oluwalana, who is also a member of the current Council of Chartered Institute of Professional Printers of Nigeria (CIPPON), started his presentation with an understanding of the Print Ecosystem in a VUCA World where he predicted that though VUCA stood for Volatility, Uncertainty, Complexity and Ambiguity, the future of print business was bright due to the potential increase in print business activities in the New Normal brought about by the COVID-19 pandemic; "Current (print) stock when exhausted would need to be replenished; reset in some areas of the industry is certain; and multimedia campaigns will be required to get people moving again" explained the Architect turned Printer with over 3 decades experience in the industry.

WHERE To Print gathered that his insightful, eye-opening, and educative presentation which was sub-divided into three parts for Print Buyers, Graphic Designers and Print Service Providers precisely outlined measures that a Print Ecosystem could take to respond to the New Normal by outlining Best Practices for efficiency and cost saving measures in the print process while illustrating some of these practices within the peculiarities of the Nigeria Print ecosystem.

With clear description of new trends and terminologies, participants were also put through series of time-tested and invaluable cost-saving practices that print personnel could adopt to sustain their businesses. Starting with Print Buyers, Mr. Oluwalana (who also serves on the National Working Committee of the Nigeria Book Fair Trust) advised that they should re-invent their ordering processes by taking cognizance of specific details in print production such as final trim size (FTS), how the job sit (portrait or landscape), paper stock/ type (for cover and inner), number of pages, type of print process and number of colours on the job.

He also outlined clear instructions on other ways to reduce cost of print such as multiple proof read/ checks, preflight, paper stock usage, avoidance of bleeds on artwork and designs plus solids and heavy inks. Consequently, the industry guru advised Print Buyers to be careful in the use of spot (UV) varnishes, metallic inks, embossing or die cuts in their designs and give enough lead time that would ensure print service provider (PSP) has latitude

to plan; "the longer you can wait, the more money you can usually save" he asserted while noting that the more the process in (print) production, the more expensive print becomes.

The Expand Press boss was also unambiguous in his advice to Graphic Designers. He said because Graphic Designers are critical to the design/ creation and production process, they must be attuned to investment in self-development as deep knowledge of print process save printing cost aside been further motivated with right tools and equipment. He stressed that genuine software, systems, right workstation and ergonomic chair (that takes care of lower back) make Graphic Designers perform optimally while noting that the best practices for data protection was to: "Use legal software, review privacy settings on your systems, enable remote location/ device wiping for mobile devices, install antivirus/ antispyware software, avoid clicking on pop up boxes, and avoid free programmes (even free anti-spyware programmes)".

For Print Service Providers, Mr. Oluwalana who is also a member of Association of Nigerian Printers (ANP), enjoined that they plan for long term contracts "and anticipate supply chain disruptions as scarcity makes you to think and plan ahead" he stressed while noting that with Nigeria's local peculiarities they must ask salient questions that bother on paper variety and supply, ink/ paper compatibility, Print Buyer flexibility as regard print stock availability and their impact on pricing.

Powered by Expand Press LTD and Pixelcity Global Enterprises, the live webinar seminar took place on Friday 10th of July 2020 at exactly 11:30am and lasted for over 2hours via Zoom platform. Though, it was meant for Print Buyers, Publishers and Graphic Designers, the **GETTING MORE OUT YOUR PRINT PROJECTS** online seminar saw participants that cut across different strata of printing joined from within and outside Nigeria.

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flip to the Next Page

EXPERTS FASHION OUT A FUTURE FOR DESIGN PRACTICE IN NIGERIA

...FORMS GRAPHICS TRIBE NAIJA



Veteran Graphic Design Experts from within and outside Nigeria converged via Zoom video meeting on **Tuesday 28th of July 2020** and agreed that there was indeed a future for Graphic Design Practice in Nigeria.

In an online webinar tagged **DESIGN CONVO – A CONVERSATION ON GRAPHIC DESIGN PRACTICE IN NIGERIA** and coordinated by Architect turned Printer and Managing Director of Expand Press LTD - Mr. Babafemi Oluwalana, the Panelists who were all veterans with over 100 years cumulative experience agreed first that there was undeniably a bright future for Graphic Design Practice in Nigeria and the best way to benefit was to stay relevant in the scheme of things, collaborate and be united across design value-chain.

According to veteran design and finishing expert - **Mr. Dupe Olayebi, CEO of Prints Packs and Innovations LTD;** “The time has come for us to organize

ourselves so as to make a kind of impact that the other arms of the Creative Industry have made in this country. Days have gone where a Graphics Designer is not different from a Sign Writer or Computer Operator. The problem with that is, we are operating in a country where intellectual work is not appreciated and unfortunately, we creative people have trod that same line in playing along with clients and in the end creating an impression that creative work is not important. It is good we are having this (kind of) discussion so we can correct these things”, he said he also opined that; “It is believed that creative people are not good at handling the business angle of what they are involved in so it becomes a problem and until we get to that point where we understand the business angle of what we do, we will just be going in circles and end up doing all the works and not getting the right remuneration. Thank God for this again, because I think we need to sit down and begin to talk to ourselves and the younger ones coming up to make

them understand that there is a business angle to this”.

In the same vein, widely travelled passionate Graphic Artist cum Print Entrepreneur Mr. Gokay Oludare suggested that in order to deal with the issue of pricing as a result of competition in Graphic Design business, Graphic Designers must not only be creative but also entrepreneurial in their dealing with clients. To Mr. Oludare; “Avoid working with people that add no value to you. Don’t just jump into an assignment but be sure the client understands and agree to your terms. Document everything. State your terms in clear language; what is involve, when you’ll complete the work and how much you’ll charge. Also ensure you’re certified professionally. Have Corel, Adobe etc Certifications” he advised while emphasising the need for frequent on-the-job training and collaboration amongst like-minded professionals to grow the sector.

Agreeing, **Mr. Oluwalana** who currently serves as Member of the current Council of Chartered Institute of Professional Printers of Nigeria (CIPPON) noted that the Zoom video meeting was first in line of series of strategic actions that practitioners would come out with as he announced the formation of a dedicated FaceBook page - GRAPHICS TRIBE NAIJA to drive stakeholders’ collaboration and engagement in the industry. While also noting that the GRAPHICS TRIBE NAIJA would promote Mentor and Mentee mutual relationship, he enjoined Graphic Designers to join CIPPON so that issues that bothers on the sector’s future would be adequately looked into and resolved to the benefit of all; “if CIPPON is going to formulate policies that’ll affect you, it is good you’re part of the conversation that’ll come together to form that policy” he noted.

Earlier, US-based Nigerian Graphic Design Trainer - **Mr. Kehinde Osho** while answering the question of how Graphics Artists could remain relevant in future said

the future of Graphics Design in Nigeria was bright only if Graphic Designers could remain relevant; “We have to remain relevant by (constant) training and update (our knowledge). Know about different Apps; Graphics Designers need to evolve and does not only have to be just a Graphics Designer. They have to understand and have the basic knowledge of HTML, Java, Cascading Style Sheet; be able to use Python; be able to talk in the language of Computer Programmers so as to stay relevant. Also, Graphics Designers need to read a lot of books, know a little bit of every components of design such as video editing, web designing, creating URL and Wayfinding. They need to transition beyond just a Graphics Designer to a Designer of things meaning a Visual Designer which is what the future is tending towards” noted Mr. Osho.

In his remarks, **Mr. Brendan Inyang, CEO – Eklid LTD** (a premium brand consulting firm) enjoined Graphic Designers especially students not to look at the flaws in Nigeria’s education system in improving themselves. “As a creative person, in order to grow, it is important that you invest in yourself; go online, buy tutorials. The world has become a global village. But, make sure your learning is backed with certifications. Coming to coordination, I think it is about time that Design Training is taken away from the classroom and put in the space where everybody can learn. The Creative Industry is not just about fashion, movie, music and IT; we should define ourselves in the space that we know that – it is the creative man that helps the Fashion Industry to where it is today. Truly, as Graphics Designers, we are the face of the Creative Industry”.

The **DESIGN CONVO**, according to organisers – Expand Press LTD and Pixelcity Global Enterprises, is expected to evolve into a cluster within the Nigeria Printing Industry to self-regulate itself while contributing to the growth and development of the Industry.

Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi

TECHNOLOGY GLOBAL UNCOVERS BUSINESS OPPORTUNITIES IN DIGITAL LABEL PRINTING

...UNMASKS THE ALL-NEW AFINIA FP-230



According to TGS MD/ CEO – Mr. **Akin Oduwale** while speaking during its company's information-packed online Open House held on Wednesday 29 July 2020 and aptly caption: **The Blind Spot in Label Printing** aimed at exposing blind spots in digital label production, there are endless possibilities for investors who do not mind the negative effects of COVID-19 but can position their businesses to complete the value chain of businesses that are synonymous to trends and lifestyles; "I know companies are closing shop and people are losing their jobs but at the same time, we see that creativity is coming out (of this situation) because people are beginning to think that we need to do something locally to meet our daily needs. People are beginning to create products and these products will definitely need labels. So, at the end of the day, we see that they're converting the doom story to story of boom. As Printers, we need to position ourselves to complete the value chain of businesses that are doing

well in this pandemic period" enjoined Mr. Oduwale who noted the huge market especially in the FMCG sector whose market worth is put at \$39.17Billion as at 2019.

To support the sector, Technology Global Services Limited boss said that was why his company (TGS) partnered with world-renowned Original Equipment Manufacturers (OEMs) like Xeikon from Belgium and Afinia Labels from United Kingdom to bring the best digital label production solutions to meet different application and investment needs of the Nigerian market. These are from Afinia entry-level range of digital label printers such as the 300x STNeuraLabel Colour Label Printer and the LT5CCMYK + White Label Printer, to the L301Small Business Colour Label Printer, the L501Duo Ink Colour Label Printer/ L502Duo Ink Colour Label Printer to the L701Mid-Volume Colour Label Printer and the L801 / L801 PlusCommercial Colour Label Printer, straight to the L901 / L901 Plus Industrial Colour Label Printer aside the finishers and other product range from Afinia stable. For Xeikon, the company that pioneered digital label in the early 90's, brings complete

digital printing solutions that come with all the components needed for seamless digital label production from its press range of Xeikon 3030 Plus to Xeikon PX 3000. Then Xeikon 8500 and 9600 for commercial presses, and then to carton printing presses like Xeikon 3050 and 3500, digital front end and Aura solutions. With varied options on applications and costs, interested investors are enjoined to contact their representative in Nigeria - Technology Global Services Limited for details.

In answering a question that bothered on Afinia's digital press that could be flexible in doing both label and packaging production from one of the participants during the innovative



online Open House, **Mr. Joe Collins** of **Afinia** revealed the all new Afinia FP-230 Flex Pack Press that has revolutionized packaging roll production. According to Mr. Collins; "the FP-230 is impressively compact and easy to operate. It lets you



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4. Industry events - free entry to industry exhibitions, workshops, seminars etc
5. Participation in Business, Setup, Design etc competition with funding.
6. Evening Dinner with Investor/Mentor.
8. Booth Camp/ Boat Cruise exclusivity .

MENTORS'/ INVESTORS' BENEFITS

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



Continued on page 21 >>



WHAT HAS COVID-19 EMERGENCE TAUGHT YOU PERSONALLY AND AS A PRINT BUSINESS PRACTITIONER?

It goes without saying that the coronavirus (COVID-19) pandemic has had huge impact on every aspect of the economy especially on businesses. While some businesses could not just cope but to pack up, millions have been forced to either change the way they operate, or go into a temporary period of 'hibernation'. COVID-19 has especially hurt small businesses given to the fact that they do not have the required capacity or huge cash reserves that big corporations have to withstand the storm. WHERE To Print however believes that the saying: "When life gives you lemon, make lemonade" is needed at this time to encourage optimism and a positive CAN-DO attitude in the face of adversity or misfortune. That is why WHERE To Print VOX POP Crew went to town and met print business practitioners who shared some of the lessons they have garnered so far from the emergence of COVID-19. We believe their responses will provide needed insights on how best to either adapt or change from status quo in order to survive. Please read excerpt below:

Personally, the pandemic has taught me to always prepare for the unknown, and to also have money reserved for eventualities. And as a business practitioner, it has taught us to be proactive and prepare our staff to adjust to the "New Normal".



MR. FESTUS ENEGIDE – NUKREATIONZ PRINTING SOLUTIONS

As printers, when there is no wedding, burial, parties, events generally; what else do you think we are printing? The experience has been something else as you can see for yourself because on a normal day, this place is usually bubbly with a lot of activities, so we are highly being affected. It has taught us to manage well and also learning to save and also to be careful with our resources which includes the materials used for production to avoid unnecessary waste and expenses.



MR. SAMUEL ONYEKA – ONWARD GRAPHICS

This virus has affected us in many ways especially the time limit imposed by the Government to curb the spread of the virus has affected the rate at which customers visit our shops these days. This period has taught me to also learn other business and as a matter of fact, I have started one already in a bid to survive regardless of the pandemic.



MR. PHILIP ENE – JY PHILIPS CONCEPT

COVID-19 has caused a lot of hardship. It brought down all businesses because during the lockdown, there was nothing for us to do. The likes of churches, schools, Government etc have no jobs to give us because obviously everywhere is on locked down. Till this moment, we are yet to recover from the situation of the country. It is very bad.



MR. KENHIDE ADETULE – JK PRINTS



This COVID-19 pandemic has made it for people to seek for a way out for survival because you can no longer rely on one particular business that is, putting all your eggs in one basket which is not a wise thing to do. So, it has taught people and me personally to diversify.

MR. MARK UKOR – WORLDSMARK AND CO.



This pandemic has taught me personally to be closer to God and He has used this period to show us that He is a supreme God and He controls everything. It has taught me not to so much rely in one business for example our printing business; 80-90% of our jobs are connected to events and as a result, we are mostly affected. So,

it has taught me to spread my tentacles into other businesses so that one can survive.

MR. IFEANYI ISAAC – JICOZ CONCEPT



Business is currently not moving like before, especially in the area of my business which is events and ceremonies. No more gatherings or events going on. So, the rate of customers purchasing goods to make plans of events has drastically reduced to zero. Lockdowns and restrictions should be lifted so that things can come

back to normal.

MS. ANNA OMEJE – BEST CARDS

All we have to do is to be thankful, because we are alive and winning. The fact that the whole country is in disarray does not mean we should stop thanking God. The pandemic has affected us in all ways. And I pray God sees us through it all. bad.



MRS. OLUKOYA – TOYINSEUN ENTERPRISES

Continued on page 21 >>

From page 19 >>

Print impact around Nigeria

Stories by Precious AJuonuma & Joju Adekanbi

TECHNOLOGY GLOBAL UNCOVERS BUSINESS OPPORTUNITIES IN DIGITAL LABEL PRINTING



create your own high-quality, full-colour flexible packaging with ease. Ideal for small to medium runs and high levels of varying data or design, the FP-230 is a groundbreaking solution that opens the door to endless opportunities" he noted as he revealed further that the press was of capable of production speed of up to 18m per minute with exceptional 1600dpi resolution, easy variable data capability and EU & FDA food compliant. All these unique features make Afinia FP-230 a must-have for discerning investor looking to meet the extreme label demands of flexible packaging, food & snack, seasonal & market testing, health & beauty, and private labeling markets.

On the advantages of digital label production, **Xeikon's Mr. Patrick Pittoors** disclosed that digital labels presses are not only high speed machines but they also have capacity for smaller print runs, variable data production, barcode information printing, fast



turnaround time, stock/ waste reduction, "and being able to print labels with different colours and different text at the same time which you don't have in conventional flexography label printing" make digital label machines preferred over other types of label printers. He also informed that with the pioneering role of Xeikon in digital label print machine production, the company has mastered the art of quality label printing especially in terms of durability of the label against weather effects especially sunlight; "If you print on our machine, you're sure that the print will (still) be perfect after one year being in sunlight or we're in consuming market like the food market. They don't have to last more than a year", he stressed while also confirming Xeikon's equipment compliance to both European and U.S. Food and Drug

Administration regulations.

As service provider in the country, Technology Global Services Limited (TGS) assured interested investors that factory-trained engineers as well as adequate spare parts and consumables were readily available to meet the needs of the market. "We normally don't sell equipment without backup. As a rule, we only sell equipment that we can maintain. That's our strength as a company. We know that we can only sell more if we're able to maintain the machine. Our job is to provide the support anytime, any day" enthused Mr. Oduwole as he also reawakened participants' hope in the industry; "Digital won't replace conventional, it can only complement it. It's a matter of quantity, flexibility and variable data. In this business of life, have the liver to deliver. It's time to think differently even as the industry drive down the road of endless possibilities; we need to adjust our side mirrors to see what we don't normally see. Printing will be profitable again", emphasised Mr. Oduwole.

Coordinated by TGS Engineer Moji Bashorun with opening rap music from Engineer Adeyera Adekanye, **WHERE To Print** gathered that the lively Open House is first of many series that the company plans to hold during and after the pandemic even for other brands that it represents such as Agfa Graphics, Kornit Digital, M&R, Polyprint and AVT Inspection Systems apart from its locally made-in-Nigeria screen printing equipment – the VESA.

Print impact around Nigeria

Stories by Precious AJuonuma & Joju Adekanbi

COVID-19 has taught not only me but the entire world that we must not wait until there is a crisis or threat to life before taking action. COVID-19 started out a very long time ago I think 2001 or so, but instead of the world to look for the vaccine then, they relented because it did not take so much lives then, but right now we have ourselves to blame for it. Also, we must not rely on people too much, because there are some situations in life where one will end up alone; just like a tree with leaf and twigs, when a storm comes it will sweep the leaves and twigs leaving the tree alone. Lastly, the period of lockdown has helped if not only me, other people too to find a purpose of their existence and how to make oneself a better person.

MR. SOGE ABIODUN – BOLD BRAND MEDIA

Continued on page 38 >>



where to print

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WASTEFUL THINKING – HOW TO UNDERSTAND THE VALUE STREAM

In this article I begin to further discuss Lean methodology by looking at WASTE as a concept; what it is, how to identify it and how, in some areas, to eradicate it (but most crucially, reduce it). I have tried to give actual examples for each of the waste categories but as I began to write, it struck me how broad a topic this is, therefore this article, and the following in the waste series, is merely a catalyst for the reader's own participation in value stream/waste processes.

INTRODUCTION

Understanding waste and therefore value, is a mindset. Thinking of everything in the productive cycle, whether that's as a production or administration operation, in waste and value terms will create actions to reduce waste and improve value. Think of the **"value stream"**, where every component and every action adds value to the final delivered product. When the imaginary stream is straight, each process creates value, when the stream doesn't flow directly forward, the process is creating waste.

THE MNEMONIC

As a reminder of the 7 Waste categories, TIMWOOD is about as good as any but I've seen TIMWOODS and DOTWIMP, it depends on who your trainer is and their preference but the headline categories are the same.

T	–	Transport
I	–	Inventory
M	–	Motion
W	–	Waiting
O	–	Overproduction
O (or P)	–	Over-processing
D	–	Defect
(S)	–	Skills

As the concept was designed as part of the Toyota Production System one might also hear the word, **"Muda"** being used; this is a Japanese word for waste and not a mnemonic (or an acronym). One important area that is a waste, but is not discussed here (primarily as it is a topic all of its own) is **variation**. Variation brings us teetering to the outer reaches of **Lean** and into **Six Sigma** territory; yes, I know that many practitioners lump them to create **"Lean Six Sigma"** but I see distinct differences, and advantages, in approaching them entirely separately. Here I discuss waste in the term as associated with **Lean methodology**.

IN PRACTICAL TERMS

Almost all of the above have limitations to their level of elimination and some require context to understand why we might choose to ignore them. What is important is that each of them are understood and that understanding allows us to apply value thinking to how we approach them. I suppose there could be another **T** added to the above and that would be **"Thinking"**. Overthinking a problem, or worse, trying to solve a problem over which you have zero impact, is wasteful, so choose your areas of improvement wisely (I had this

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WASTEFUL THINKING – HOW TO UNDERSTAND THE VALUE STREAM



debate with a GM recently, he had a habit of trying to solve issues outside of his area of control or influence; extremely wasteful and utterly pointless).

TRANSPORT

If you've had any modicum of success in your business, you will probably look around today and see a plant configuration very different to the day you started. That's not a bad thing, actually it's testament to the fact that you've done well and have outgrown your original floorplan but now your site is probably inefficient.

In a recent assignment, I controlled a large site that had grown rapidly over time, the original site was now being used for pre-press, admin and warehousing and the "new" building housed numerous presses and finishing equipment. Unfortunately, the die cutting equipment, sited between the presses and the gluing department, interrupted the efficient flow (transport) of materials, tooling and WIP in and out of the area. This, in turn, affected safety, productivity and created a bottleneck in the whole production cycle. I took the difficult but necessary decision to change the position, a decision based on the analysis of waste. This resulted in a safer department, higher output and completely eliminated the bottleneck within the department.

In assignment, I moved the location of the platemaking area to bring it closer to the presses, thereby reducing the risk of damage, improving the communication between departments and eliminated another waste, **Over-processing** (ultimately, the print department became responsible for outputting their own plates

JIT).

Transport also highlights the use of tooling. As I outlined in my previous article on 5S, frequency is in direct correlation to proximity. If you are using tooling, for plate changes, die changes etc on an hourly basis then keep the tools with you, a separate tool belt for each operator is the ideal (creates ownership and reduces breakage and loss) but a belt for each shift or machine might be more cost effective in the beginning.

Thinking of transport in terms of touch and of flow helps to realise where the inefficiencies are. Touch it as few times as possible and make the process flow with as little interruption as possible (this is also a factor of waste in an office and gave rise to the "touch it once" concept of document management and is another principle of **5S**).

INVENTORY

This is often a debateable point and can contradict the first "O" - **Overproduction. Surplus inventory** - raw material, spare parts and finished goods - impacts working capital, takes up space and takes time to manage. On the other hand, if your business isn't cash restrained (I have known this to be the case) and you have the space and time to manage it, holding "excess" inventory may provide better purchasing terms, reduce lead-times for production and create a more "agile" supply chain. What is absolutely critical is that the business never loses focus or control over inventory.

Where a print business relies on small, frequent customer orders, producing the

next one, maybe even two, order cycles can be a profitable approach but I've known businesses applying this methodology across a broad range of order lines, with orders that are only required once a year. This gets out of control quickly and expensively; keeping inventory, of anything (because finished product requires raw material), requires time and effort to manage it. In one example, I took over running a media print business that had CD cover print in stock, where the CD had been out of production for at least 5 years. A example of waste in Inventory.

A good exercise for both **Transport and Inventory** is a technique I wrote about in my first article - **Red Tag**. Red Tagging will give a fair indication of how inventory and location (transport) is being managed. One would hope that everything is easily identifiable; that it is current and useful but as someone once said, "hope is not a management technique".

Work with suppliers to help manage inventory. Suppliers may provide consignment stock or other favourable terms but also, when managing substrates, determine how many different types, sizes and grammages are really required? Does a check of the paper store result in an annual clear out, or prompting a decision that a previously "inappropriate" size or grammage has now become appropriate? These examples suggest an inefficient and wasteful approach to Inventory.

Printers should understand their ink usage as accurately as possible and assess stock levels with usage volume compared to availability of supply. Ink manufacturers produce in multi tonne batches for CMYK and most of the Pantone ® colours, there needn't be vast inventory, managed stock reduces waste without adding unwarranted cost. If spot colour work is low, plan to mix in-house, if spot colour usage is above 5 kilo, have the ink supplier mix it. Where there is a volume of unspoilt ink and a requirement for a frequent spot colour, the ink supplier can match the spot colour using the old stock; with spectral analysis they will find an



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WASTEFUL THINKING – HOW TO UNDERSTAND THE VALUE STREAM



accurate match, in almost all cases.

MOTION

A favourite “waste” of mine, as it is probably the least obvious. If the “business growth success story” applies to you then I have little doubt that motion, of people, product and information are areas for opportunity.

Whilst the health benefit to office staff is laudable, as they complete their 10,000 steps per day walking from admin to production, is this really necessary? If there is one thing that the COVID situation has taught us, from a business perspective, it's that travel is not always necessary (I'll not state the obvious regarding planes, trains and automobiles); can your future meetings between departments be conducted online?

In my last assignment, the daily production meetings were held in a building adjacent to the main production hall, up three flights of stairs and involved at least 14 people from all over the plant. As I wrote that, I realised that there were only 3 attendees that worked in that same building, a huge waste of people movement. We could have “onlined” it just as effectively and set face to face meetings, with specific attendees, in specific locations, at other times of the day. Another aspect of motion waste is the manner in which we conduct and perform set up, or make ready, on our equipment. In an ideal world, we would move, seamlessly, without stoppage from the end of one job to the next but this is impossible. We must change plates, inks, paper, tooling and other settings; whilst we might strive for elimination, we must settle for minimisation.

Two of the most useful tools from the Lean Toolbox, for identifying motion

(and transport) wastes are the **Spaghetti diagram** and **SMED (Single Minute Exchange of Die)**.

The simplest and least costly, the **Spaghetti diagram**, is scalable, meaning it can expand to cover areas outside of one machine (or workstation, this is an excellent tool for the office); it is quick to record and can be done over a relatively short period, such as a shift or workday. The idea focusses on the movement individuals do to perform their tasks over a given time (this can apply also to one individual); for every motion, a line is drawn that represents the distance and direction of movement. Analysis of the resultant diagram will identify repetitive motion and how best to relocate objects, tools or equipment to reduce motion waste.

An example of a Spaghetti diagram showing task, frequency and location of movement; in this case for a flexo/rotary cutting machine

SMED takes this a few steps further and is defined in its use as a method to specifically reduce make ready/ change over times. The object of SMED is to externalise all tasks where possible, ensuring that the operator has



everything needed to quickly and efficiently begin processing the next job. In simple terms, externalise means to maximise as many operations as possible away from the machine in order to have the components ready and available at the required time (for example, mixing spot colours in preparation for the next day's production).

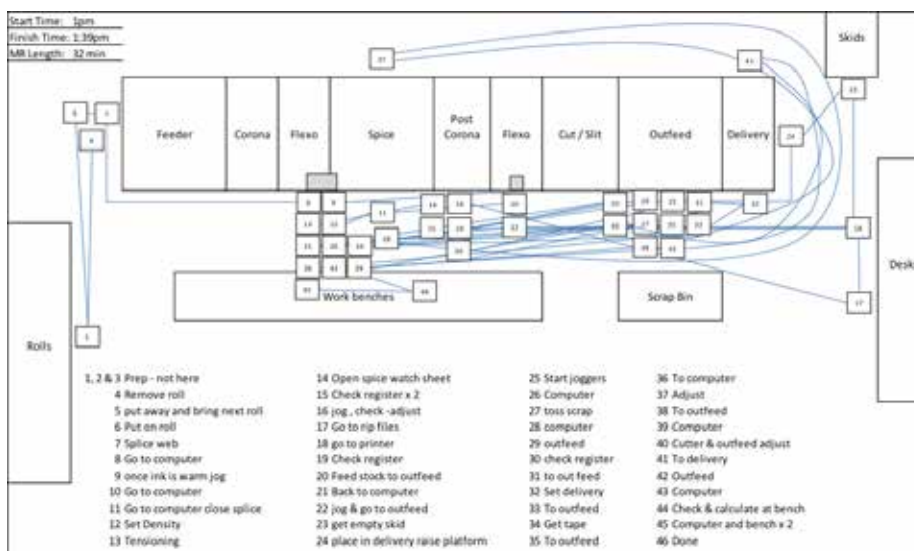
I have implemented SMED on numerous occasions and it has always proven beneficial. I can also testify that the operators that went through the SMED process were positively motivated after undertaking the training; they were directly involved in improving their working day.

To validate the benefits and actions of SMED, I recommend watching a **Formula 1 team** in action. Insert **“Pit stop 1981 Vs 2019”** into your **YouTube** browser and you'll get an understanding of the potency of SMED.

WAITING

There can be no value attributed to waiting.

Continued on page 26 >>



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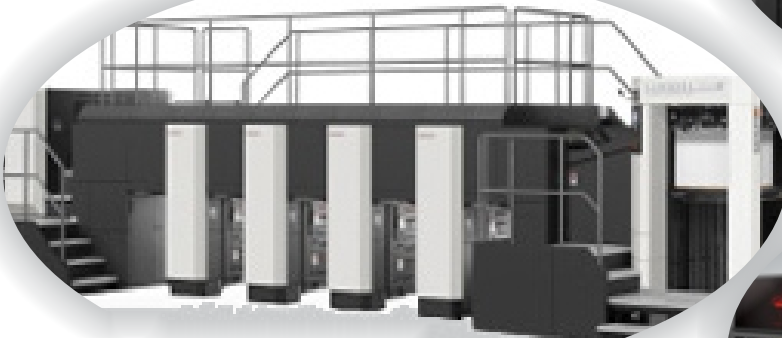
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WASTEFUL THINKING – HOW TO UNDERSTAND THE VALUE STREAM



That sentence could be the start and end of this section but let's focus on aspects of waiting that can be minimised or even eliminated.

The unit of measurement of waiting is time and while Time Management spurned an era of management thinking of its own, there are some simple points to consider when thinking of waste to create value, in waiting.

The elimination of waste is entirely possible in meetings and calls. Being on time (and prepared) eliminates wasted time, particularly important when the meeting has multiple attendees or callers; for every minute one attendee is late, all are late. I once took an extreme approach to prevent late arrivals by telling latecomers to leave as soon as they arrived (although I deliberately used a "strong" choice of words to do so), regardless of their relative importance at the meeting. Compliance became the norm, very quickly. Waste eliminated.

In the production process, waiting is recorded as part of machinery downtime;

waiting for raw materials or components. I will assume that most print businesses conduct some form of data collection, to understand how their operations are performing but how deep does the data analysis go (if not: start. Seemingly low levels of data collection and analysis will produce positive gains)?

In one print business I ran, the downtime chart allocated most time to "waiting for plates". Analysis identified that the plates first given to press were scratched and further analysis showed a repeat of this issue, all creating a large tranche of waiting, or downtime. After designing an experiment, the cause was singled out as plates processed on one particular shift; further analysis provided us with the answer and the solution. One of the pre-press operators was left handed and the manner in which he took the plates from the end of the processor to the plate transporter created very fine, but ultimately damaging, scratches to the plate.

The anecdote above demonstrates the value of investing time to eliminate waste (we reduced wasted/downtime by

several hours per week, just through this one exercise).

My point of this section is to highlight the need, again, for mindset change. If someone or something is not moving, then ask "why?". OK, it might not be moving in the right direction but hopefully, the Spaghetti diagram and other techniques will identify that but when it's not moving, it's waiting and remember, "there can be no value attributed to waiting".



© **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 or directly via andrewcmalson@gmail.com



WAITING

Wait time waste occurs when a worker cannot proceed with the next task in a process.

Causes:

- Lack of an adequate maintenance
- Need of proper tools or materials
- Lengthy setup times
- Lack of cross training
- Lack of SOP or undocumented work methods
- Production bottle necks
- Irregular distribution of training.



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Print Impact Around the World



of the joint venture Koenig & Bauer Durst, gave an insight into the innovations for the digital packaging market. Alongside enhancements to the Delta SPC 130 and CorruJET 170 machines, it was above all the development of the new VariJET 106 which stole the limelight. This innovative press integrates inkjet technology into the high-performance sheetfed offset platform of the Rapida 106.

Koenig & Bauer LIVE

Digital services – Valuable applications in times of crisis

Against the background of the coronavirus pandemic, the virtual fair also turned attention to the value of digital services. When the lockdown suddenly rendered technician assignments and customer visits impossible, necessary exchanges were shifted into other formats. Koenig & Bauer has already been using video-based service tools such as Visual Press Support for a number of years. Already existing augmented reality solutions and possibilities for preventive maintenance also helped customers to overcome restrictions imposed by the coronavirus. In addition, Koenig & Bauer has developed various industry-specific service packages.

Insights into digital print and web offset

KONICA MINOLTA UNVEILS NEW B2 INKJET PRESS ...THE ALL NEW ACCURIOJET KM-1E INKJET PRESS IS THE MOST VERSATILE EVER!



...The new KM-1e

Konica Minolta has unveiled a new version of its AccurioJet KM-1 UV inkjet, (now named KM-1e) for expanded print job applications, reduced downtime, and an improved workflow offering higher productivity and increased revenue streams.

On behalf of the Digital & Webfed segment, Board Member - Christoph Müller and his team described the possibilities for use of the RotaJET press in digital web printing, for example for décor or packaging production. They also reported on the return to the market for corrugated board processing with the machines CorruCUT and CorruFLEX. Here, the company is responding to the fast-growing demand for packaging solutions, for example from brand owners and food producers. Luigi Magliocchi, the new Managing Director of Koenig & Bauer Flexotecnica, presented the Evo XC directly from the factory in Tavazzano in Italy. The ultra-compact 8-colour press builds upon the success of the established Evo series. It is available in two different versions with maximum repeat lengths of up to 850 mm and production speeds of up to 400 m per minute.

Diversity of print products from the Koenig & Bauer world

Short clips shown during the live sessions shone a light on the many other fields covered by Koenig & Bauer's broad product portfolio. For example, the responsible specialist subsidiaries presented solutions for the decoration and finishing of metal substrates, glass and hollow containers. The audience also learned how an AI application can be integrated into coding applications, and why banknotes remain a safe and indispensable means of payment even in today's day and age.

AccurioJet KM-1e is a digital full colour LED UV InkJet press that offers Infinite Possibilities such as new printheads that greatly reduced Jet-Outs and substrate expansion to print on Metallic, PET, PP, Colored Paper, and Transparent Plastic. The all new KM-1e also has inline connection to 3rd party vendors for postpress finishing; new IJ Manager

that supports VDP PPML formats, and new Tape Inserter for slip-sheet applications.

According to Konica Minolta Business Solutions Europe Inkjet Business Development Manager - Nuno Sacadura, the KM-1e is targeted squarely at general commercial printers looking to offer litho quality but who want to embrace increasingly shorter run lengths and faster turnarounds, as well as high-end users looking to offer high-quality images on a wide range of media.

"We see the KM-1e as a bridge between offset and digital. It's a digital machine that can handle not just variable data printing, but minimum set up times, which is very important for productivity, reduce service time, because downtimes can create less productivity and more stop times for our customers, and the support of auto-duplexing, which is very important for the market we have."

The new machine offers the same 1,200dpi image quality and LED UV drying system as the first machine, which has notched up more than 100 installations since its commercial launch at Drupa 2016, but will run

new inkjet heads, new versions of the firm's KM 1800i heads, and a tuned UV inkset.

Sacadura said the machine's goal was to "improve customers profitability and return, once again, to the golden age of the printing market. We [have] bought with this new machine superb quality printing, high productivity with the capability for new, enhanced media support, and that will be very attractive to the market."

The 585x750mm oversized B2 format press can handle the same stock thicknesses as the original KM-1, 0.06-0.6mm, but Konica Minolta's engineers have worked to improve the handling of the thinnest stocks. Sacadura also noted that the new UV machine can handle "almost all offset stocks, and with most we don't need any pre-coating. We can do this without compromise on substrates... and colour consistency and registration and the biggest format on B2-sized digital machines and the possibility of finishing without drying times. These are musts for this new era, this new market."

AGFA INNOVATIONS THAT SUPPORT PRINTING COMPANIES



Since hosting its six-day live virtual event - Studio 4D48 last month, print technology giant - Agfa-Gevaert (Agfa) launched series of innovative technologies to support printing

standardization and screening software that are expected to make print operations more economical, ecological and extra convenient. This is in addition to expanding its inkjet ink production capacity to meet growing demands.



companies worldwide through the current business challenges and help them plan for the future.

Check out some of Agfa's latest made-to-measure printing innovations which include printing plates, hardware and a range of workflow, colour management, print

AGFA'S ADAMAS CHEM-FREE PRINTING PLATE DELIVERS ENHANCED PERFORMANCE AND ECO-FRIENDLINESS

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Continued on page 30 >>

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Adamas chemistry-free offset printing plate boasts increased eco credits, in addition to extended run lengths for UV ink printing.

The combination of eco-friendliness with high press performance, sharp dot reproduction and maximum throughput, makes Adamas an ideal fit for both packaging and commercial (sheetfed or non-baked heatset) printing. The new generation comes with a number of ecological improvements, as well as increased performance in UV printing.

Durable print performance

Printing with harsh UV inks or opaque white ink can be quite exacting, but the latest version of Adamas achieves stable printing results and run lengths up to 75,000 when printing with UV inks – including conventional UV as well as H UV/LED-UV inks. With oxidative inks, run lengths amount to 350,000 copies.

The next level in eco-friendliness

The combination of the Adamas plate and clean-out unit completely eliminates the need for rinse water, and replaces chemicals with a pH neutral gumming solution. In the new version, the replenishment rate of the latter has been further reduced. All of this results in a waste decrease by up to 75% compared to similar products, less disposal costs and a safer work environment.

The second generation of the plate extends bath life to 8,000 m² of printing plates, which means that a printer with an annual plate consumption around 30,000 m² will only need to change the bath four times per year.

The range of Adamas clean-out units, which is based on Agfa's patented cascade system, is extended with the new Adamas COU150, which can handle plates up to 1480 mm wide. "Adamas is truly unique in its class because it combines outstanding press performance with a minimal ecological footprint. It is the most durable chem-free plate system available on the market," says Iris Bogunovic, Product Manager Plate & CTP Systems. "The latest generation offers printers even more value for their business."

KLS PurePrint is one of Denmark's largest printing companies. It aims to live up to the highest environmental standards and continuously raises the bar regarding sustainable print production, which is also what their customers expect. They were the second company worldwide to obtain 'Cradle-to-Cradle' certification. Agfa's Adamas plates and COU perfectly fit in their sustainability strategy. "Our sustainable strategy will continue to be our primary focus. However, our customers also expect products that meet the highest quality standards, on-time deliveries, and competitive pricing," says CEO Kasper Larsen. "We see Agfa as an important strategic partner as they maintain a high production standard, and we expect them to continuously focus on developing the most environmentally friendly prepress solutions."

"Since we switched to Adamas, we can handle longer print runs," adds Prepress Manager Keld Kortbæk. "Furthermore, the plate's excellent image contrast enables an easy visual check to avoid any mistakes. Scratch resistance is great too."

ECO³ innovation

Adamas is a prime example of Agfa's ECO³ approach, consisting of a wide range of hardware, software, consumables and services that make printing operations cleaner, more



cost-effective and easier to manage and maintain.

NEW ATTIRO CLEANING MODULE REDUCES MAINTENANCE IN PREPRESS

Added to Agfa's Attiro clean-out unit for violet newspaper printing plates is a cleaning module to significantly reduce maintenance frequency of the Clean Out Unit.

more ecological, economical and convenient."

The Attiro Cleaning Module can be implemented in all existing Attiro units and is available to all Agfa plate users.

NEW ROBOTIC PLATE LOADER BOOSTS AUTOMATION AND



The Attiro Cleaning Module gives newspaper printing companies the freedom to clean their Attiro clean-out unit after 12,000 m² of printing plates only. This reduces the workload for most users to three or maximum four full cleaning interventions per year. The Attiro Cleaning Module adds to the ease of use of Agfa's violet plate technology Avatar V-ZH and N95-VCF in combination with the company's Attiro clean-out units.

"Prepress staff of newspaper printers worldwide highly appreciated Agfa's Attiro cascade clean-out unit, which is characterized by a minimal use of clean-out fluid, easy maintenance, and limited energy consumption," says Rainer Kirschke, Market Manager Newspapers for Agfa. "In addition, the system's small footprint makes it possible to move plate production closer to the press console for higher efficiency. In line with our ECO³ strategy, the new Attiro Cleaning Module makes this plate production solution even

PRODUCTIVITY

Agfa introduces a plate loading robot that streamlines and speeds up printers' prepress operations, while reducing the overall cost.

Agfa's robotic plate loader frees prepress staff from heavy manual, repetitive tasks such as plate loading cassettes of autoloader, or fixing pallets on the base frame of skid loaders. "Heatset printers usually have multiple presses with different sizes, and therefore multiple CTP lines. Linked to that come so-called COMBO loading configurations, each consisting of a pallet loader and autoloader. The robotic plate loader replaces both configurations, reducing footprint by up to 30%, and making prepress operations more efficient and productive," says Iris Bogunovic, Product Manager Plate & CTP Systems at Agfa.

In a first phase, Agfa offers its plate loading robot to printing companies using its Avalon VLF

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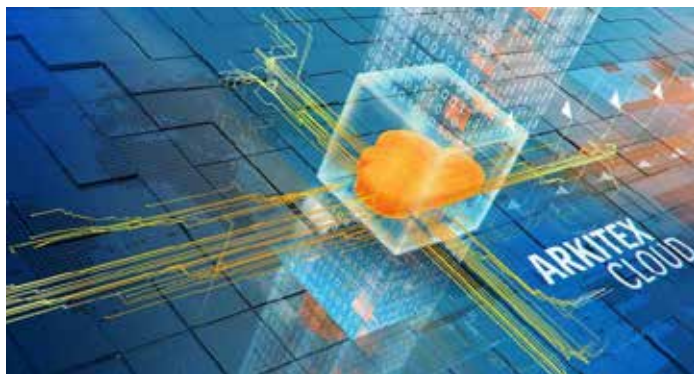
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Print Impact Around the World



platesetters. The robot is custom-built according to a printer's exact needs and can simultaneously feed multiple plate production lines with a picking speed of up to 80 printing plates per hour, independent of plate size. The set-up is especially convenient for printers that need to handle multiple (up to five) plate sizes. For optimal ease of use, the plate loading robot is fully integrated with Agfa's Apogee workflow software.

Leading Scandinavian printed marketing solutions provider Stibo Complete is an early adopter of Agfa's robotic plate loader. As the company's strategy for the future includes a whole range of investments, as well as acquisitions of companies, one of the conditions for its success is the configuration of its print business to handle more output with less resources. The investment in Agfa's new state-of-the-art plate loading robot supports their journey perfectly. "Automation is important in the strategy of any growing and forward-looking company," says Svend Erik Grue Nielsen, Operations and Development Manager at Stibo Complete. "Agfa's robot plate loader gives us a competitive edge as it improves our productivity, reduces costs, minimizes mistakes and optimizes working conditions for our employees. Our plate loading robot saves employees from approximately 230 tonnes of heavy lifting per year."



NEW VERSION OF ARKITEK PRODUCTION WORKFLOW SOFTWARE FOR NEWSPAPER PRINTERS

Arkitek Production v4.0 takes the next step in streamlining and automating newspaper print production workflows to save

newspaper printers time and money.

This latest version focuses on a tighter integration with press management systems for just-in-time plate delivery, and incorporates multi-tenant capabilities as well as improved planning and tracking. Deployment in the cloud guarantees smooth business continuity.

Multi-tenant capabilities

Arkitek Production 4.0 supports multiple tenants on a single server, enabling them to access and benefit from the same software modules (such as RIPs, imposition, ink presets, etc.). Each tenant has its **own users and permissions, plate layouts, products, and can only see their publications and templates**. This becomes important in view of both local centralization and cloud workflow solutions where multiple sites can share hardware and resources while maintaining data security and workflow control.

Just-in-time plate delivery

Arkitek Production 4.0 can be **integrated more tightly with printer's press management** and plate stacking systems, enabling a just-in-time delivery of plates to press. This way, plates can be produced in a shorter timeframe and arrive at the right moment at the right press tower.

The press operator – who in many cases is responsible for both prepress and press – can manage the entire workflow from one place. This includes automatic optional release of plates as soon as stacker bins for the next press run become available. This increases press efficiency and

reduces press idle time.

At Media group MainPost (Würzburg, Germany), the purchase of new presses put new requirements to their plate workflow process. The company connected not only its platesetter from Agfa, but also its

punch & benders, and its plate sorting unit to Arkitek and moved all of them close to the press console. "Plates are delivered just in time to the press towers now. This saves us time and costs, while production stability has increased", says Thomas Gabel, production manager from the Mainpost site in Würzburg, Germany. "With this investment, we are prepared for the future."

Improved planning, tracking and fan-out compensation

The updated Arkitek Production GUI contains many improvements in planning, status communication, and workflow tracking. With a single mouse click the new **Edition Planning Wizard** now enables operators to use an existing product template to instantly create a new edition plan. Plan automation can automatically create a template-based plan a defined number of days before production. These templates differ by day of week and, once a plan is created, users can modify the specific plan to adjust for specific differences.

In addition, production monitoring and tracking

functionality from a single view has been enhanced. New visual indicators notify an operator of an action that may need to be taken, such as a plate approval. The ability to easily filter various queues by criteria such as page count, page version, job status or time range is another benefit allowing users to more easily focus on critical work. And to accommodate for web growth, the **fan-out functionality** that shifts and scales separations per press position also got an upgrade allowing for more precise image adjustment.

Cloud-based for guaranteed business continuity

Arkitek Production is available both on premise and as cloud-based solution. "Cloud-based services offer huge benefits," says Jeff Cord, Product Manager Newspaper Software. "Newspaper printers do not need to spend time or money on IT infrastructure, server maintenance, or software updates. Systems are monitored and optimized 24/7 by experienced IT people and Agfa newspaper workflow experts. Uniform and standardized operations lead to better print quality, higher process efficiency with less downtime, guaranteed system stability and business continuity. By the way, Agfa's cloud infrastructure is also used to host all of our hospital software solutions worldwide."

Dedicated to newspaper printing

"More than ever, a streamlined, reliable and automated workflow is absolutely crucial for newspaper print sites to deal with the daily challenges and keep their competitive position," says Rainer Kirschke, Market Manager Newspapers at Agfa. "We are committed to supporting the newspaper printing industry. Arkitek Production v4.0 contains numerous features that will increase operational efficiency and reduce costs."

AGFA INCREASES INKJET INK PRODUCTION CAPACITY

In a related development, Agfa will significantly invest in the expansion of its inkjet ink production capacity in order to cope with growing volume demands.

The new production facility – located at Agfa's headquarters in Mortsels, Belgium – will enable Agfa to serve its current customers, as well as to be a key supplier of aqueous inkjet inks for a wide range of novel applications. Its first target is the growing market of printing on décor paper for the production of laminate floorings and furniture panels, where inkjet printing with Agfa's water-based inks delivers a very cost-effective solution. The second target is the promising market of inkjet printing on packaging, especially on corrugated carton, delivering the most sustainable solution in terms of the material, as well as the printing process and ink.

In combination with Agfa's existing facilities, the new plant will form a flexible and extremely efficient production centre, where R&D and Quality Control teams will be co-located. Its manufacturing capacity should cover the expected growth rates of ink volumes for the next five to ten years. "Agfa is a specialist producer of inkjet inks and fluids of renowned quality and performance. The inkjet ink business is one of our growth pillars," says Tom Cloots, Director Industrial Inkjet. "In the last two decades, we built an inkjet ink production platform which covers pilot to full-scale ink production, and incorporates pigment dispersion production, extensive quality control and ink consistency programs. Our ink sales volumes have steadily grown year after year and we have gradually

Continued on page 33 >>

Print Impact Around the World



increased production capacity. The time has come for a new investment to keep up with growing market demands."

UV-curable inks

Agfa is well known for its portfolio of high-performing wide-format UV inkjet printers, including the Anapurna and Jeti printer families, and the company's latest addition, the Oberon. Powered by in-house developed and manufactured inks, these printers combine extreme productivity with extreme quality. The ink formulations are perfectly matched with the printer components (print head, curing, etc.), as well as with colour management software and print conditions (e.g. number of print passes) in order to deliver the lowest ink consumption and thus the lowest running cost.

In addition, Agfa develops and manufactures UV ink sets in close collaboration with a high number of Original Equipment Manufacturers (OEMs) of multi-pass and single

pass printing solutions. Not only do these inks deliver high print quality and day-to-day reliable print results, but they also stand out through their wide colour gamut, excellent jetting reliability, superior shelf life and outstanding batch-to-batch consistency.

Water-based inks

For many years, Agfa has also been active in the field of aqueous inkjet inks, which are based on specific pigment dispersion and ink technology. OEMs incorporate these ink sets in their inkjet printing systems for diverse applications, including laminate (flooring and furniture, printing on décor paper), corrugated carton and document printing, as well as for ongoing developments, especially packaging applications. The ink sets are tuned to the print system as well as to particular application needs. The primary focus lies on printer uptime and the highest consistency of print results – day by day, week by week, month by month.

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ROLAND LAUNCHES PRINT ONLY TRUEVIS



Roland DG has expanded its TrueVis range with a new print only printer designed for high-end applications.

According to Roland DG, the new eco-solvent TrueVis VF2-640 offers "incredible colour reproduction and outstanding performance" on applications including signs, backlights, posters and vehicle wraps. The 1.6m-wide, 1,200dpi roll-to-roll printer can be configured with up to eight colours and joins the VG2, which was launched last year, and the four-colour SG2 ranges in the TrueVIS portfolio. Running Roland's Greenguard Gold-certified TR2 inkset, it can use CMYK plus a choice of light cyan, light magenta, light black, orange, green, or white.

In "standard mode" it's capable of 30.4sqm/hr in four colours and 12.3sqm/hr in seven plus colours.

"The TrueVis VF2-640 is an exciting addition that will elevate the work of sign businesses and print service providers. As a print-only device the VF2-640 offers ultimate flexibility to users who may want to upgrade their existing printer or invest in just the technology they need," said Paul Willems, Director of Business Development and Product Management, Roland DG EMEA while noting that; "For a host of applications, the TrueVis VF2-640 will push production to the next level while delivering astonishing colours. The addition of green, as well as orange and white, really does allow the creation of stunning graphics."

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designed to help attendees optimize their use of colour measurement hardware and software.

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FESPA RESCHEDULES MAJOR SHOWS TILL 2021

...FESAPA AFRICA 2021 DATE NOT ANNOUNCED



Due to the continued public health risks and business disruption caused by the global coronavirus (COVID-19) pandemic, all major trade exhibitions by world's federation of trade association and conferences for the screen printing and digital printing industries - FESPA earlier slated for this year have been deferred till 2021.

Consequently, the body's flagship show - FESPA Global Print Expo will no longer take place in Madrid Spain in October 2020 but now at the RAI Exhibition Centre in Amsterdam, The Netherlands, from **9-12 March 2021**, again co-locating three specialty exhibitions in one place at the same time i.e. FESPA Global Print Expo, European Sign Expo and Sportswear Pro.

FESPA CEO Neil Felton explains: "In March 2020 we took the decision to delay FESPA Global Print Expo by six months in the face of the advancing pandemic and its implications for our exhibitors and visitors. Since then the development of COVID-19 has been dynamic and

unpredictable. While many regions are now gradually emerging from lockdown, at this point in time we cannot be confident that we could match exhibitor and visitor expectations of a FESPA event if we were to go ahead in October this year."

"We have a really strong stakeholder network out there, through our 77 associations, which can tell us what the market is thinking, and in addition we've also spoken to all our leading exhibitors... everybody wanted us to have a show, because they want to sell. But what they also wanted was the visitors there and our biggest concern was how we're going to get a truly international audience in October. Because if we can't deliver a FESPA [exhibitor] experience, we can't run a FESPA show."

In terms of whether March was possibly too soon, Felton said he was as confident as he possibly could be. "In my 25-year career I've never cancelled a show, and now I've just cancelled two. It's not ideal, but the positivity out of it is let's start 2021 as a new year, a fantastic venue and the support of the industry."

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Print Impact Around the World

"We're driven by what our market is saying, and they tell us that they need FESPA to kick-start a lot of activity in the market. So, they want it to be as early and as safe as possible. Nobody can say exactly what is going to happen, but our market is very keen to get going as soon as possible, because they need the market to start rebuilding again."

He continues: "Early March 2021 offers the strongest alternative, giving our exhibitors and visitors time to recover and ourselves time to prepare fully for any new operational requirements. Feedback from the market indicates that, having faced the considerable commercial challenges of 2020, our community will welcome FESPA Global Print Expo in March 2021 as an important platform for business recovery and forward progress early next year."

Felton also said that cancelling the show had cost FESPA money. "But us making a decision early has cost us less, and more importantly, cost our exhibitors less. At the end of the day we wanted to make the decision as quickly as possible and the response from exhibitors about Amsterdam has been phenomenal because they want to start selling stuff."



The last Fespa at the Amsterdam RAI attracted 16,000 unique visitors and 450 exhibitors

Amsterdam is a popular and proven destination city for FESPA events, having played host to successful exhibitions in 2006, 2009 and most recently in the 2016 Drupa year when the show attracted more than 16,000 unique visitors and 450 exhibitors. Felton said Amsterdam was consistently in the "top two" host cities in its research due to its accessibility via road and rail from so many areas of northern and central Europe will be an advantage for many visitors at this time. "It's

very easy to get to, it's a great place to go, has a fantastic network of printers and sign shops and it's close to Germany and Belgium and other areas, you can drive to it from the UK" he noted.

This new March 2021 edition of FESPA Global Print Expo will replace the originally scheduled 2021 event in Munich, Germany. FESPA will return to Munich in 2022.

FESPA BRASIL 2021

In a related development, South America's leading exhibition for the wide format print industry, showcasing the latest products from more than 80 exhibitors - FESPA Brasil has also been postponed till 2021.

FESPA Brasil 2021 which is expected to welcome a staggering 18,000 visitors will return to Expo Center Norte, in São Paulo from the **24th - 27th March 2021**.

The event, which was due to take place from 18 - 21 March 2020, had to be postponed due to the disruption caused by the COVID-19 outbreak.

Exhibition organisers - FESPA and APS Eventos Corporativos remain in close contact with exhibitors to ensure the delivery of an event that is rewarding and productive in equal

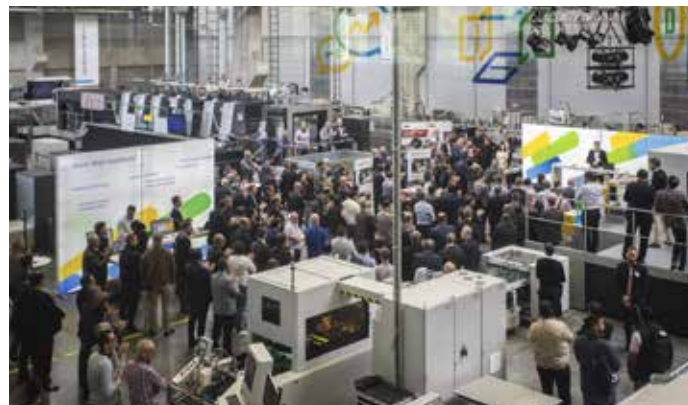
measure. All features, conferences and seminars at the event are part of FESPA's commitment to sharing market insight and sector knowledge that are able to inspire the print community.

Originally stood for Federation of European Screen Printers Association but with the advent of digital technology, FESPA is now known by its acronym.

For more information and participation in any of FESPA shows, please visit:
www.fespa.com

HEIDELBERG PULLS OUT OF DRUPA 2021

...VIRTUAL EVENTS AND REGIONAL TRADE FAIRS BECOME CUSTOMER COMMUNICATIONS



HEIDELBERG

With trend towards shorter innovation cycles and emergence of data-based digital business models to align with current specific customer requirements, **world's largest press manufacturer** - Heidelberger Druckmaschinen AG (Heidelberg) has **pulled out of all international exhibitions next year including world's number one trade fair for printing technologies - drupa as the** company focuses on offering digital and regional events options to present its products and innovations to its customers.

This bombshell announcement that it would no longer be exhibiting at drupa 2021 has been exacerbated by the global coronavirus (COVID-19) pandemic. According to Heidelberg CEO - Rainer Hundsdörfer; "We all love drupa... it used to be a festival but this is not going to happen next year with distance and masks" stressing that Heidelberg's participation in next year's drupa trade fair had been "cancelled due to unforeseeable effects of COVID-19".

In a press statement made available to **WHERE To Print**, "COVID-19 has accelerated the move towards digital and local events. Although there is no way of knowing what the impact of coronavirus will be next year, Heidelberg has to make a decision now. So, the company has decided to not participate in international trade fairs next year and will thus not be taking part in drupa. In 2021, drupa will be a very different event - global travel restrictions and hygiene regulations mean significantly fewer visitors and constraints on communication. Traditional international trade fairs with busy booths and halls will very probably be difficult to implement and will likely lose their

status as global meet-up events for customers and manufacturers. As a long-time partner to drupa, Heidelberg will be happy to continue to offer its experience when it comes to bringing future trade fair concepts into line with new digital possibilities and customer requirements".

However, Heidelberg will direct its future customer communications to virtual and regional trade fairs; "We will be investing more in new, virtual trade fair concepts to ensure closer and more individual customer communications as well as in regional events in our growth markets. This means we will be able to consistently align ourselves with our customers' expectations", emphasised Hundsdörfer while informing that the first virtual event tagged "Innovation Week" will be on packaging and commercial in October to present Heidelberg's innovations.

"Innovation Week" kick-off will be from 19 to 23 October 2020 under the slogan "Unfold your potential" where Heidelberg will be presenting a wealth of product innovations that focus on packaging and commercial, including autonomous printing, end-to-end solutions, Smart Print Shop and Push-to-Stop. The Innovation Week will take place via livestream as well as face-to-face at the Wiesloch / Walldorf location. Heidelberg has already had positive experience of using digital channels in its presentation of the innovations that had been planned for this year's drupa.

Though Heidelberg acknowledged that customers needed to be informed about latest trends quickly, flexibly and on an ongoing basis, the company statement concluded that; "Face-to-face
Continued on page 36 >>



BEE Printing Mechanical Company



HEIDELBERG SM102 -4



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dialogue will continue to be the focus at the unique Print Media Centers in Wiesloch/Walldorf, Germany; Atlanta, USA; Shanghai, China; Sao Paulo, Brazil; and Tokyo, Japan where we can engage with our customers specific needs directly on-site. At the centres, Heidelberg offers all of its customers and other interested parties market-specific access to product and solution demonstrations, a multitude of possibilities for direct communications with applications specialists as well as extensive training courses. The Print Media

Centers have already become established locations for customers to experience live demonstrations and for validating investments. Heidelberg generally welcomes several thousand customers annually to its own demo spaces around the world".

It would be recalled that two large exhibitors - Xerox and Bobst, had already cancelled their participation while few others like Hewlett-Packard (HP) had scaled back their presence at the biggest printing event on planet earth - drupa 2021 slated for April 20 to 30.

PRINTING UNITED CANCELS IN-PERSON EXPO FOR OCTOBER

...UNVEILS FOUR WEEKS DIGITAL EXPERIENCE FOR SAME MONTH



PRINTING United has announced the decision to transition from an in-person event in Atlanta, Georgia USA earlier scheduled for 21 to 23 October 2020 to a comprehensive digital platform of four weeks of community-based, content-rich Insight Days delivering to a worldwide audience.

The show company has provided an up-to-date plans to present the four power-packed weeks of hosted global programming and new product unveilings across PRINTING United Month this October, beginning October 5 and running through the week of October 26, 2020.

"The PRINTING United Digital Experience provides a unique opportunity to bring those highly anticipated product launches and engagements to the printing community at large, both from an exhibitor and attendee standpoint," says Mark J. Subers, President of PRINTING United. "Our expert team has worked diligently to build a unique digital model to ensure that all market segments have a front row seat to this powerful, guided event, to further enhance

opportunities for engagement and interaction."

This series of community-based, content-rich Insight Days will deliver a program like no other. A new series will kick off each week highlighting a different community focus spanning apparel, commercial, digital textile, graphics/wide-format, in-plant, industrial, mailing/fulfillment, and packaging. In this new format, the printing industry will together experience a variety of highly-focused hosted tracks and exclusive ways in which vendors and customers can interact.

"The energy and enthusiasm we've received from our partners as they learn more about the new PRINTING United Digital Experience platform is profound," says Ford Bowers, President and CEO, PRINTING United Alliance. "While we are disappointed not to be able to convene in person this year, we are committed to delivering on our promise in bringing the latest in technology, education and innovation to our industry in 2020. While the event will take shape differently than originally planned, it will undoubtedly serve as intended to our vast audiences nevertheless."

"The printing industry greatly needed this event to go on this year, both from a sales perspective and for peer engagement in general," says Marco Boer, Vice President, IT Strategies. "PRINTING United's convergent roots allows for a seamless transition to this

exceptional online platform, one of which we are proud to support. Our team appreciates the opportunity and limelight to share in experiencing the newest technology that companies in our industry have worked so hard to bring to market and waited all year to debut."

KODAK RELEASES NEW PRODUCT ROADMAP



Kodak has announced a raft of new products that would have been the centrepiece of its drupa exhibit.

Drupa 2020 would have opened today (16 June), and a host of industry manufacturers are using the show's original timeframe to showcase new product launches.

Introducing the new products, Kodak Executive Chairman and CEO - Jim Continenza said: "Welcome to the new Kodak. I'm excited about where we've come in the last year-and-a-half and the direction we've gone over the life of the company. Print, film and chemicals is what Kodak does, and we are doubling down on digital," he stated as he announced new Kodak's product portfolio which include a new version of its Sonora process-free plate, Sonora Xtra, two new platesetters, a high-speed inkjet press - the Prosper Ultra 520, and a relaunch for its Nexfinity digital press platform. Kodak has also built upon its existing joint venture partnership with Uteco for the Sapphire Evo W 1.25m-wide flexible packaging press, which Kodak said could take on gravure and flexo for runs up to 20,000sqm.

It uses Kodak's latest Ultrastream continuous inkjet technology and prints at 600x1,800dpi at speeds of up to 150m/pm. Features include inline priming, flexo white, and post-coating options.

"It has eight times the productivity of the leading competition," stated Senior Vice President for Digital Print Randy Vandagriff, and Kodak claimed that running costs were half that of competitors "creating more profit per job" for printers.

The next-generation Ultrastream high-speed inkjet tech is also deployed in the new Prosper Ultra

520 press. This is targeted at mid-volume commercial, direct mail and publication print applications due to its ability to print full coverage on coated stock. "The Prosper Ultra 520 will deliver our customers a new product with high productivity, high image quality and the lowest running costs in the market," Vandagriff stated. "The advantages and benefits include heavy coverage and high-volume applications that can't be done on inkjet today." The press prints at 600x1,800dpi and has a 520mm print width. It can print at 150mpm, or more than 2,000ppm, and handles stock from 45-270gsm. Kodak also highlighted its use of "eco-friendly, water-based inks" using nanoparticulate pigments, which means it avoids the "rising cost of solvent chemicals". The Ultra 520 is slated to go into beta test later this year, with shipping planned for early next year.

The Prosper 6000 remains in the portfolio for higher-volume applications such as 20m/month whereas the 520 volume is 10m/month, Vandagriff added.

The cloud-based Prinergy On Demand workflow, which was unveiled at Kodak's GUA user conference, is also now available via monthly subscription. "It's an open platform that works with all technologies, not just Kodak solutions," said Vice President for Print, Todd Bigger. Licenses will be included in the monthly sub fee, making the entry point "much easier" he added.

At its pre-press wing, Kodak billed the new 'T-Speed' Magnus Q800 as "the world's fastest 8pp CTP for process-free plates". It is 15% faster than the existing model and can handle up to 80pph. Automation options include a Multi Pallet Loader with a 3,200-plate capacity. The Q800 goes into beta testing this month and is slated to ship in September.

In the pipeline for next year is the Magnus Q4800 CTP with dual imaging for VLF applications including 96pp web presses. Maximum plate size is

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1,650x1,600mm and Kodak said it would be the only platesetter on the market able to "image two 1,650mm-wide plates simultaneously". Pallet automation means the Q4800 can operate with up to eight different plate sizes inline, with a capacity of 4,800 plates. "It will have the most flexible pallet automation available," Kodak stated.

The new Sonora Xtra plate is aimed at opening up process-free to more printers. It is described as being "tougher" with "improved handling robustness" including for use with UV inks, as well as being 20% faster to make ready than the existing Sonora X plate.

Another product from Kodak's stable is the Nexfinity electrophotographic digital press which is being relaunched. Kodak is majoring on

the Nexfinity's flexibility and ease of use for digital enhancements, versatility in the range of substrates it can handle including 6pp via long sheet, productivity at up to 152ppm, and its perfecting accuracy.

Kodak CEO - Jim Continenza had referenced the plans for 'One Kodak' that he announced last year October by stating that: "Not only are we back, we are going to change from a divisional structure to a functional, measurable, trackable, accountable structure. We're going to be easy to do business with." And obviously with financial strength from sale of its packaging business, "Kodak has never been in a better financial position in the last 20 years" Continenza assured.

ROLAND ANNOUNCES LATEST VERSION OF VERSAWORKS 6 RIP SOFTWARE FOR INKJET PRINTERS



Roland DG has announced that it has released the latest version of its VersaWorks 6 RIP software for inkjet printers and initiated a free upgrade service for customers using compatible models.

Included with Roland DG's inkjet printers and printer/cutters, VersaWorks 6 RIP & Print Management Software is designed to maximise the characteristics of printer, ink and media to enable high-quality printing and improved efficiency for print production. The main features of the VersaWorks 6 latest version are:

New "True Rich Color" Print Setting
To enhance the colour reproduction capability and the colour gamut provided by your printer and inks, we developed a new True Rich Color preset. Now vibrant colour can be combined with neutral greys, smooth gradations and natural skin tones to create stunning graphics. This pioneering colour expression is unequalled for durable graphics.

CutContour Lines Can Now be Added and Edited in VersaWorks 6

The latest VersaWorks 6 is equipped with a "Job Assistant" function that can automatically add contour lines for cutting PDF design data within

the RIP software. Even if the cut contour line is missing in a submitted file, printing and cutting can now be performed quickly without returning to the design editing software, allowing jobs with short delivery times to be reliably met.

Compatible with Popular Spectrophotometers Used in Wide Format Printing

In order to respond to the diverse colour matching needs of printing businesses, such as accurately reproducing an intended colour, precisely printing a corporate colour specified by the client, or managing the printer so that the same colour is always output, a spectrophotometer is essential. The latest version newly supports drivers for the latest models of the Barbieri, Spectro LFP qb and Spectropad spectrophotometers.

Paul Willems, Director of Business Development and Product Management, Roland DG EMEA, said, "By providing our users with the latest version of VersaWorks 6, we believe that we can strongly support our customers' printing businesses in terms of both quality and efficiency. In addition to the printer itself, we will support our customers' creativity by offering a total solution that includes software and application assistance."

For a full list of printer models compatible with the latest version of VersaWorks 6 and more details about how to download it please click here.

HP DONATES D300E BIOPRINTERS TO COMBAT COVID-19



HP has announced the deployment of HP D300e BioPrinters, associated supply cassettes, and training, free of charge, to Non-Governmental Organisations (NGOs), Universities, and Research Institutions in the U.S. and Europe to help accelerate drug and vaccine research to combat the coronavirus (COVID-19) pandemic.

"Each of us has a role to play to combat this pandemic, and HP and the HP Foundation have donated millions of dollars in products and grants to support local communities impacted by COVID-19 worldwide," said Annette Friskopp, Global Head and General Manager, Specialty Printing Systems, HP Inc. "We are inspired by the research being conducted by laboratories worldwide to better understand this pandemic, and if the HP D300e BioPrinter in the hands of these scientists can help accelerate their drug and vaccine research, it's our responsibility to step forward and dedicate resources and technology to make it happen."

How it works

The BioPrinter with inkjet printing technology enables automated laboratory dispensing to "print" pharmaceutical samples instead of ink. The BioPrinter accurately dispenses or "prints" volumes from picoliters to microliters for fast, reliable dispensing of small molecules and biomolecules. The BioPrinter enables labs to eliminate serial dilution from dose response workflows, miniaturize qPCR reaction volumes, and easily dispense any volume in any well for a broad array of low-volume dispensing applications in drug discovery, genomics, and proteomics research.

Spanish National Research Council (CSIC), the largest and leading public research institution in Spain, will leverage the BioPrinter to investigate how the spike protein of COVID-19 reacts in the population most at risk for infection, including healthcare professionals, security forces, and the elderly. The Madrid-



based institution will also contribute to the research of new drugs capable of controlling the interaction of the ACE2 receptor for the protein S of COVID-19, the main gateway for the virus; and map the SARS-COV-2 "peak" protein using different fragments and epitopes of proteins, among others.

Researchers from the Center for Nuclear Receptors and Cell Signaling (CNCRS) at University of Houston are developing anti-viral drugs and prophylactic vaccines for COVID-19. In particular, efforts to develop an innovative drug screening platform for the virus are in progress. This high-throughput screening system can be easily modified for other infectious diseases. The BioPrinter will be used to dispense reagents with high accuracy and develop a drug development tool for COVID-19 treatment.

Monoclonal Antibody Discovery Laboratory at Fondazione Toscana Life Sciences in Siena, Italy focuses on monoclonal antibody (mAb) discovery against infectious diseases. The lab will use the BioPrinter will accelerate their testing of potency of mAbs against COVID-19, as well as other infectious bacteria and viruses.

Grenoble Alpes University Hospital (CHUGA), the third largest research university in France, released emergency aid to a team of scientists and doctors to launch bio-clinical research on COVID-19 immunization. The BioPrinter will be used to automatize the screening of infected individuals' sera for neutralizing antibodies.

COVID-19 Community Response

HP and HP Foundation have committed to donate an estimated \$8 million worth of technology and grants to support blended learning and local communities impacted by COVID-19 worldwide. HP and its global network of partners and customers have also produced more than 3.3 million 3D printed parts for face shields, respirators, nasal swabs and other items for distribution to hospitals.



We do not have much customers coming in to do their print works due to the situation of the country right now and we all know customers are a vital part of any business; so, if you do not have them automatically means your business is heading for a fall. But nevertheless, COVID-19 has increased the level of cleanliness and practice of good safety measures in the workplace, the period has also taught us about the importance of online presence in business.



MR. OLUWALOSE MAHMUD – QUICK PRINT

COVID-19 has affected business in so many ways, organizations and companies are not really bringing out job due to the pandemic. But we hope for the best.



MR. OLASUNKANMI OGUNBOWALE – AMIABLE PRINT

The virus has really dealt with printing businesses a lot. The closing of schools, events and churches as well as the printing for other businesses for now is in a very bad shape. We expect things to be back to normal soon.



MR. EMMANUEL OKON – GRACESPRINGS AFRICAN PUBLISHERS

Badly because schools and churches are not open thereby affecting printing generally. Businesses are not moving as you can see, and no work. Anybody who has money should not spend anyhow, we should learn to manage ourselves.



MR. OMOGBOLAHAN AKINLEYE – HIGH CONCEPT

Truly, it has not been easy I must say. The rate at which we receive customers daily has totally dropped due to social distancing caused by this pandemic thereby making it difficult for small businesses like us to survive. But looking at the bright side, I must say that this period has taught me to manage resources properly and also, I am learning new skills with the free time.



MS. CHIOMA ANASTESIA – SAMBOAT CONCEPT



To God be the glory, the COVID-19 is really affecting the Printing Industry and all business generally. The rate of printing wedding cards, programmes and others for events has reduced drastically. My prayer is that God should intervene into this virus called COVID-19. It is when business grows that family grows too. We are to open by 10am and close 3pm three times in a week; business does not grow that way. May God save us from this pandemic.

MR. IDOWU LAWAL – NOBLE LITHO PRINT NIGERIA



This COVID-19 pandemic has killed printing business. Nothing is really working in this country. This pandemic just showed us how terrible the country is; nobody to assist you, the Governments too are not helping; they are not making measures to help businesses during this period unlike other countries abroad.

No palliatives provided which has made us turned to beggars calling people to help us feed. It is just so disheartening.

MR. BADMUS OLARENWAJU – ONILE VENTURE



We have been going through a lot. The situation is getting worse by the day. We just come to work and go back the same without any productivity. It is very bad!

MR. ABIODUN OYGBEMI – GRACESPRINGS AFRICAN PUBLISHERS



We do not have customers patronizing us anymore because of COVID-19 which has made Government to lockdown schools, churches and events generally. But COVID-19 has taught us that management and savings are very crucial in our day-to-day operations.

MR. ALADE ABEEB – PRINTING PRESS



It has affected our business because most of our customers no longer come in freely at their convenient time due to the inconveniences in the one day on/off guidelines. And as you can see most of our seats are packed in the store due to the social distancing, so we are just getting used to it and also utilizing more

of our online presence in relating more and effectively with our customers.

MR. AJIBOLA – AJIB PRINTS

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WHAT HAS COVID-19 EMERGENCE TAUGHT YOU PERSONALLY AND AS A PRINT BUSINESS PRACTITIONER?

"Do not put all your eggs in a basket" is the perfect formula to adopt during COVID-19. Personally, this is what I learnt from the beginning of COVID-19 outbreak. Despite the fact that I entered this year with high spirit and a lot of enthusiasm towards investment on printing (long-run machines to be precise).



Instead, I do not have any choice than to think of short-run machines which can be operated at a corner of my office (laughs) at low cost and low energy consumption features. We cannot dodge from the fact that the whole world got shut down; no business activities or vital transaction for months which is very difficult for any investor to tie down resources unnecessary because when the storm will be over, is unknown to everyone; but I hope soon.

MR. OYETOLA IDRIS MAYOWA – GENIUS AFRIKA GRAPHICS

Personally COVID-19 is a paradigm shift to each and every individual with open mind and to take advantages of it. On wealth: I have learned to never depend on only one source of income, never to work hard but work smart, always invest because a day/month/year will come where investment will only be your source of income; never keep your money at the bank for nothing, let your money make more money for you, and always accept changes because is the only thing that is constant in life. On health, I have also learned never to look down on anybody in life, because things change in a blink of an eye; make a cordial relationship with your neighbours, a day will surely come where you will need their aids. Help others when you are blessed with little you have; you can never truly be happy until you give someone a reason to laugh.



MR. OBA THANKGOD – PIONEER PRINT

In business, it is totally not the way it used to be; everything seems upside down to every entrepreneur. It has affected all parts of our lives; we keep wasting transport fares daily without any form of job from clients. This pandemic has really thought us how to spend wisely and manage resources.



MR. TAIWO HASSAN – OLLYPRINTS

The pandemic has taught me to always prepare for the worst ahead; to be diligent in what I am doing and to Plan ahead and save even when I do not need to.



MR. SANNI MARIAM – MAS CREATION



Well this pandemic has really affected print business in a lot of ways of which one of the ways is reduced or no patronage at all due to the fact that there is no social gathering; schools are closed, events canceled and so on. Another one is the rise in prices of materials due to the increase in exchange rate. Personally, COVID-19 has

taught me to be more social media compliant i.e. doing your business through the social media platform since I cannot move around as I use to before now. COVID-19 has also taught me to always calm down in any situation knowing that God have got my back always and above all; to always appreciate God for the breath I breathe.

MRS. OLADOKUN – NENO INTERNATIONAL SERVICES



The COVID-19 pandemic has opened my eyes to so many things I have never really thought of like the popular quote of 'saving for the rainy day' that I have not really adhered to until this unexpected pandemic that has befallen us today. Before, I have always believed that as long as I am in business, nothing can go wrong not knowing

a time will come where the Government itself will ask us not to come out, not to talk of going for our businesses. I have learnt it in a bitter way that no matter how much you make or earn or how much you would like to solve basic problems and be comfortable, always have something saved up somewhere and be disciplined about it; not running to it everytime we have menial needs and if possible, get it fixed. This will go a long way to help in times like this.

MR. KUNLE BANJO – GREENFIELD PRINT



Personally, it is a bad experience not going to work as usual. Though the print business is in a bad shape, it has worsened during this pandemic. Why? Print businesses survive on activities and when churches, mosques, schools etc are closed down as a result of COVID-19 there won't be printing

activities. However, we thank God for our company – Bancod and our customers. We hope the restrictions and lockdown will be lifted soon so that businesses are back to normal.

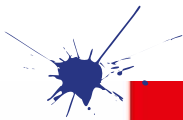
MR. KOMOLAFE OLADIMEJI – BANCOD LTD



Most of my clients do not give me jobs anymore. A lot of money has gone since the beginning of the lockdown in Nigeria in March up till now. Also, it has taught us to spend wisely, minimize cost and so on; we pray God helps us all.

MR. BOSUN OLOYEDE – COMMERCIAL PRESS

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drupa Essentials of Print



MAKING THINGS HAPPEN: 5 WAYS TO PERSUADE A CLIENT TO BE BOLD AND INNOVATIVE WITH THEIR PRINT By Silas Amos

This piece is written for anyone who has a new piece of printing technology to use, but no immediate queue of clients lined-up who will either understand its advantages or see why they should be the first to use it. In other words – you know you have a new solution to offer, but the challenge is your clients don't recognise a problem that needs fixing...

I'm a designer and design strategist. Much of the media I work with is packaging and my clients are typically marketing leaders and brand managers for big brands stocked in retail outlets such as supermarkets. Over the past few years I have become convinced of the benefits of digital print in delivering a more creative and agile approach to how marketers use the media of packaging. I've worked with HP quite a bit, creatively experimenting with their digital print capability and talking to their circle of print suppliers and the brands that use them.

Getting busy people on board to 'try something new' can be hard work. These aren't entrepreneurs, they are business professionals trying to meet their targets efficiently and effectively and they are not prone to moving away from tried and tested approaches.

So, it's not always an easy 'sell' – but here are some common-sense suggestions based on my own experience of trying to persuade my clients to have a go, to be bold, to try something new. Hopefully the things I have observed can act as general principles for anyone trying to get their clients to try something new and to then reap the benefits. It's not the whole story – being a great business salesman comes down to many factors and skills (many of which I lack) but here's how I try to make

things happen...

1. FIND THE RIGHT OPPORTUNITIES

The 'new thing' you have to offer won't be for everybody. The majority of customers will be happier as followers of a proven approach than as innovators of something less tried and tested. So the first task is to find amongst your contacts those people who like to feel brave and who get inspired by trying something different. The ideal candidate is someone young enough to want to make their reputation, but senior enough to make their own decisions! They also need to be passionate about what they are doing – because they genuinely want to make it better, not just more efficient.

Having found this rare person, you now need to identify and understand two things about their professional working lives. What is it that keeps them awake at night, and what is it that would make them jump excitedly out of bed? Once you understand their big 'problem' and their big 'I wonder' questions, you can then figure out if the innovation you are championing can be overlaid onto these things as a potentially smart solution. The principle is simple – ask the right questions of the right people and listen to the answers – look for the 'win-win'.

One other thing – you need to be a

passionate, informed and inspiring spirit yourself. You won't convince others if you are not convinced yourself!

2. LEAD BY EXAMPLE

As Henry Ford put it "You can't build a reputation on what you propose to do." In order to ignite interest, you will need to show successful applications of the tech you are championing. The reality is that getting to these first concrete examples often comes from the first work being 'given away' to prove its worth. In blunt terms you have to put some skin in the game – on your own time and from your own energy. The Smirnoff work I developed with HP and the Yarza Twins came from an email I sent the Diageo design team headlined 'Free Lunch?'

I simply asked them to lend me a brand on which I could prove the equipment's capabilities. I was asking for a chance for us to prove ourselves. Happily, they obliged.

3. EXPLAIN THE VALUE

"We can deliver better, faster and cheaper, but can only do any two of these at a time" is a classic way of explaining ones offer to clients. But more and more they are demanding "all three please." The value the innovation can bring needs to hit several targets in order for your

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MAKING THINGS HAPPEN: 5 WAYS TO PERSUADE A CLIENT TO BE BOLD AND INNOVATIVE WITH THEIR PRINT By Silas Amos



client to become truly interested in it... In cost and speed, it should be competitive or provide an affordable alternative to typical processes in the right context. In output it should produce something of equal or greater quality to typical alternatives. In application terms it should enable the client to do something they could not do before.

This is the key factor: How can you creatively 'up the game' with the final product. Will people pay more for it? Love it and buy more of it? Notice it (when before they were blind to it)? Will it make your clients competition look average by comparison?

If you can offer comparative evidence against these basic points you have a good position to then look at how to tailor your pitch to your client.

4. REDUCE THE RISK

Only the reckless would bet their career and core business or brand on an untested new approach. There are two magic words that can unlock the proposed project: 'Pilot scheme'. Start small, think of the first steps as a low risk experiment – if it fails, the only thing it has really cost is some time and energy. But if it works, the process can be reviewed, streamlined and made fit for larger and larger projects. Build trust, learn on the job, and there's a good chance more work will develop organically from the process.

5. JOIN FORCES

Be it with competition amongst creative agencies or amongst solution-providers in the print world, we are all used to a 'dog-eats-dog' approach to business. But with innovation, if you only stick to selling the one thing that you alone can do, there's a chance you will become disconnected from your client's bigger challenges and processes, especially when looking forward. So, if you can learn to play ball with other key suppliers or teams you will more likely get to bigger and bolder solutions that can be truly game changing.

My analogy is the stained-glass window – arguably the world's first example of mass communication. Engineers figured out how to put big holes in lead bearing walls using flying buttresses. Craftsmen figured out how to colour glass and work it into images. And the 'marketing department' had a whole story to tell about 'I am the light'. Put them all together and the Sunday worshippers got to see the world of their faith in a whole new way.

When I wanted to promote HP's

SmartStream software that underpins their digital printing solutions, I would have got nowhere without recruiting the talents of a great artist, Sir Peter Blake, and a great printer, F E Burman, to help connect the dots. Together with some HP Indigo software developers we pushed the tech and opened up a conversation about the cultural relevance of the technology. Connect the dots with the help of others and you can truly change the business we work in.

In conclusion, I'd observe that there's really nothing new under the sun. And success in promoting any radical leap in technology relies on very simple human values. Have passion, be positive, embrace new technologies, be open for partnerships and teamwork and care about genuinely resolving your client's challenges. That way you'll be well set to pick up new business whilst also having some fun along the way.

And last but not least – do visit drupa 2021 in Düsseldorf as that'll be the place where many innovations can be seen and touched.

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WHAT HAS COVID-19 EMERGENCE TAUGHT YOU PERSONALLY AND AS A PRINT BUSINESS PRACTITIONER?

As a print business practitioner, the emergence of COVID-19 taught me not to rely on one business because there are so many breakdowns in printing business at large. It has really affected us badly.



In business, it is totally not the way it used to be; everything seems upside down to every entrepreneur. It has affected all parts of our lives; we keep wasting transport fares daily without any form of job from clients. This pandemic has really thought us how to spend wisely and manage resources.

MS. ADEJOKE OLUWABUKOLA – MOVA GRAPHICS & PRINT TECH LIMITED

Actually, this COVID-19 has taught me a whole lot of lesson, whereby I learnt that you don't have to be specific on a particular field but rather diversify. I learnt from this COVID-19 that creativity doesn't base on one field but different fields; we printers have not been able to secure any job from our clients because printing work is basically on events and occasions which are not happening for now.



MR. GBENGA IBRAHIM – G. BOI UNIQUE CONCEPT

From my perspective it as thought me to be more thoughtful when it comes to savings because emergency can happen at any time that may require an urgent need of money. Also, COVID-19 has revealed that been a printer means a lot; the total shut down of everywhere might lead to forceful saving is very important.

MR. HASSAN ODETOLA – MOVA GRAPHICS & PRINT TECH LIMITED



Business is no longer effective. We have a bad economy because no one is ready to help, no client to give us job. This will be an unforgettable experience with the little income we get, COVID-19 has taught us to spend wisely.

MR. ADEWALE OLUSHOLA VICTOR – SHOVIC PRODUCTION



I'm literally learning every day because things are changing every day; moving fast and being agile are therefore very important. All the best-laid plans could mean nothing tomorrow, so we have to go into each day asking: how can we support our stakeholders today?

MR. AUSTIN GODWIN – JEB ENTERPRISES



COVID-19 has affected us all individually and collectively. There is literally no one in the Printing Industry that would say the pandemic hasn't affected in one way or the other. We all know all means of activities were brought to a stop since March. It has also taught us not to depend on one source of income alone. We

shouldn't put all our eggs in one basket.

MR. AKIN STEPHEN – AB 'WIRE O'



It has taught me how to manage money. how to handle business in the right way because so many people has gone bankrupt in the business and business as gone down this day so know i spend in the right way.

MR. AKANGBE ABIOLA SADIQ – TRIPPLE 'A' PRINTS.



This COVID-19 pandemic has actually thought us personal hygiene and also how to be vigilant in all that we do in where ever we find ourselves.

MR. FUNSHO ARO – FUNSHOW PRINTS COMPANY



We have lesser jobs to do these days. It has really affected us because of the way every means of livelihood is being locked down. I have also learnt not to spend extravagantly and to save for rainy days like this.

MRS. OMOWUNMI ISHOLA – KULEE PRODUCTIONS

OUR VERDICT

For over four months, large and small businesses alike have struggled to withstand the impact of COVID-19 pandemic learning new but important lessons enumerated in the VOX POP responses in the process. While most have adapted to the New Normal in offering innovative services, others have literally sought opportunities in new environment. In all, **WHERE To Print** believes that, in the circumstances that surround us right now, adopting flexible working hours is not only a key benefit to workers but also offers businesses to grow sustainably, building the best teams. Summarily, we are all coming out of COVID-19 stronger, together!



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