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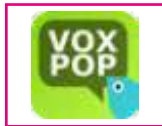
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"WE SHOULD CONTINUE TO ENGAGE GOVERNMENT AND COLLABORATE ON HOW WE CAN HELP SOLVE UNEMPLOYMENT, SOCIAL UNREST AND SECURITY CHALLENGES IN THE COUNTRY"



HOW PRINT ADDS COLOUR & VIGOUR TO ONE OF AFRICA'S LARGEST CITIES - IBADAN, OYO STATE...
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To Readers

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

WHAT YOU SAY MATTERS!

With ease in restrictions of movement after many months of lockdown and resultant gradual business pickup, it is not a coincidence that 2021 turned out to be a milestone year for Print & Allied Practitioners in Nigeria especially now that they are gearing up to elect new Governing Council Members of industry regulatory body - **Chartered Institute of Professional Printers of Nigeria (CIPPON)**. The onus hence lies on the electorate's decisions on type of leaders they will elect to consolidate on the successes recorded in the last two years of the present administration.



That's why this edition's **COVER STORY** (from pages 22, 23 & 24) aptly captioned: **TO SOUND LIKE A LEADER, THINK ABOUT WHAT YOU SAY, AND HOW AND WHEN YOU SAY IT** is dedicated to leadership communication. It emphasises the need to look at leadership as not just about performance and strategic instincts but also on both their interactions and communications which make big difference between success and failure in leadership. Find out more on how leaders should communicate for effective result in this piece written by leadership expert - **Rebecca Shambaugh** and culled from www.hbr.org

Characteristically, this 74th edition of **WHERE To Print** has got you covered on happenings around the country particularly on print and related news. Please check these out (from page 10) in the **PRINT IMPACT AROUND NIGERIA** pages to know the direction the industry is moving towards. Our **PRINT IMPACT AROUND THE WORLD** from page 12 also gives account of happenings around the world, as we also dig deep into pertinent industry issues in our **SPECIAL INTERVIEW** pages.

We start with **Mr. Oluwole Ademuyiwa** - the **CEO of De-Infinity Vision, Ibadan Oyo State** who believes Printers and Government



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Collaboration is key to nation's building. Kindly turn to page 17 to start the **SPECIAL FEATURE INTERVIEW** captioned: **"WE SHOULD CONTINUE TO ENGAGE GOVERNMENT AND COLLABORATE ON HOW WE CAN HELP SOLVE UNEMPLOYMENT, SOCIAL UNREST AND SECURITY CHALLENGES IN THE COUNTRY"**. Next is a technical session with colour management enthusiast - **Mr. Anil Kumar, General Manager - Vista International LTD.** His expose' on how Vista achieves perfect colour management procedure throughout its print supply chain and what other Printers can do to

achieve same is a must-read for any discerning practitioner. Flip over to pages 28 and 30 to read the **EXECUTIVE INTERVIEW** titled: **"WE HAVE INVESTED HEAVILY ON SOFTWARE AND HARDWARE TO MAKE SURE OUR COLOUR MANAGEMENT PROCESS IS AS PER THE BRAND GUIDELINES AND SPECIFICATIONS"**.

Finally, we present you with a full report of our **PRINT EXCHANGE PROGRAMME** special project coverage of Ibadan, the Oyo State Capital. This is first in a line-up of series of exposition **WHERE To Print magazine Team** will be featuring while exploring tourist and iconic locations across Nigeria. The mental and physical health benefits aside building team spirit in this exposition cannot be overemphasised. This edition's episode starts with the Pacesetter State - Oyo State which you'll agree with me cannot be covered in a hurry with little time we had. Be that as it may, turn to pages 16, 38, 40 and 41 to read the **SPECIAL FEATURE REPORT** christened:



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HOW PRINT ADDS COLOUR & VIGOUR TO ONE OF AFRICA'S LARGEST CITIES - IBADAN, OYO STATE with sub-title: **"WHAT WE NEED FROM GOVERNMENT" - ASSPPON OYO STATE CHAPTER** is laden with pictorials.

As we urge you to continue to do good, please be also aware that what you say matters!



Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi



CIPPON ELECTION COMMITTEE PROMISES FREE, FAIR ELECTION ON JULY 15 ... CLARIFIES ELECTION GUIDELINES



Less than a month to Chartered Institute of Professional Printers of Nigeria (CIPPON) Governing Council election to be held in the ancient City of Abeokuta - the Ogun State Capital, **CIPPON Election Committee** has assured electorate and aspirants of a level-playing field.

Speaking during a novel live Zoom meeting after coming out with an **Election Guidelines** for the conduct of election into the

Council, Chairman of the Election Committee, **Pastor Tunde Obokhai** gave the assurance to hold a free and fair election that will produce men and women with the right leadership qualities to steer the ship of stewardship of the Institute for another two years.

He informed that his Election Committee came up with the Election Guidelines on the principles that underpin professionalism, accountability, integrity, and

performance. According to Pastor Obokhai: "There is no doubt that our industry is at a point where there is need for a performance driven leadership. A leadership that will indeed make print business profitable", which informed his Election Committee to put forward a guideline that is all inclusive and represents the collective interest of all stakeholders in Nigeria in alignment with international best practices.

Before opening the floor to participants' contributions, he had read out and clarified some of the provisions in the Election Guidelines that include: Zoning of Elective Positions; Criteria for Nomination into all Elective Positions; Criteria for Voting; Election Time Table; Nomination Fee; and Method of Election. However, **WHERE To Print** gathered that Zoning of Elective Positions, Criteria for Nomination

into all Elective Positions, and Nomination Fee are the major provisions in the Election Guidelines that generated lots of interest among stakeholders during the live webinar.

Accordingly, sizeable number of participants from the nation's capital - Abuja felt that with reasons such as proximity to Seat of Government to positively influence government's policies on print & allied businesses, easy access to parliamentarians/ policy makers on print legislation, and being a major contributor to print jobs especially contracts from the Central Government and its agencies among others, the Federal Capital Territory should be allocated additional slot in **Zoning of Elective Positions**. Though another participant from Lagos empathized with the Abuja participants on their request, he however called on the Election Committee to give Lagos - as the

Continued on page 19 >>





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Print Impact Around the World

● GULF PRINT & PACK 2021 INTRODUCES LABLEXPO AND BRAND PRINT PAVILIONS

Gulf Print & Pack, the leading print technology sourcing show for commercial, labels and package print service providers from across the Middle East and Africa, has added two new pavilions – **Labelexpo** and **Brand Print** – to its 2021 edition taking place from **14-16 December** at the Dubai World Trade Centre, United Arab Emirates.

Labelexpo pavilion at GPP 2021

Despite the ongoing pandemic, there has been continued growth in the diverse Middle East and Africa label industry, and this shows no sign of slowing this year through to 2022. More suppliers and converters are entering this lucrative market with the potential to sell not just within the Middle East region but to the wider African region. It is in recognition of this huge potential that **Tarsus** global team - organiser of Gulf Print & Pack - has added the Labelexpo pavilion to the 2021 show.

The Labelexpo pavilion at Gulf Print & Pack 2021 will bring together the top players from the label and package printing

industry in MEA and open the door to new and exciting business opportunities. While the show will be attended by printers/converters of labels, flexible packaging and folding cartons, brand owners and label and packaging designers, there will also be participation from leading manufacturers and suppliers of:

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Brand Print pavilion at GPP 2021

Trends towards diversification and digitization in the MEA print industry have



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been boosted by the COVID-19 pandemic. It is in acknowledging this shift that Gulf Print & Pack 2021 is introducing the Brand Print pavilion to the show. Brand Print brings together the suppliers of large format printing machinery, substrates, ancillaries/tooling, consumables, and software with printers looking to develop and enhance their service offerings to the profitable sector of brand marketing.

The Brand Print pavilion focuses on the following high growth areas:

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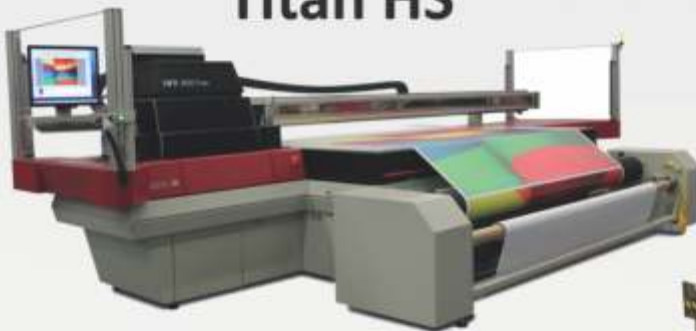


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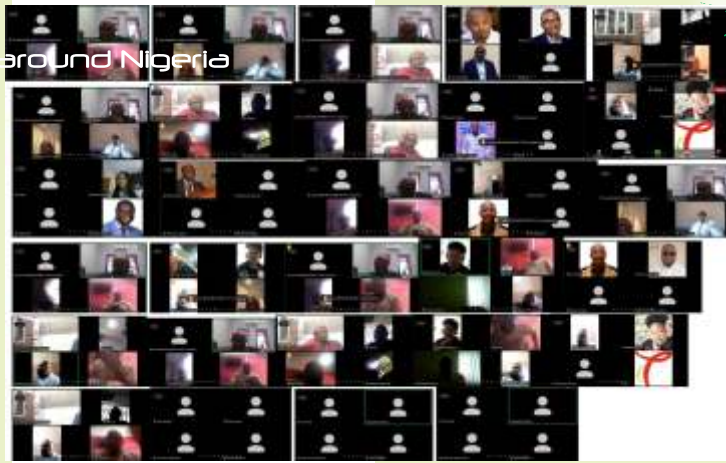
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The Election Committee Chairman in his response, while noting the significance of their requests again explained his Committee's position in Zoning of Elective Positions to not only allowed for equitable representation across the country but to also take cognizance of Nigeria's geo-political formations before coming up with the zoning formula in order to make up with the Fifteen Elective slots in the Council according to CIPPON Act. He thereafter asked rhetorically where the participants would want the Election Committee to pick the additional slots from given CIPPON Act limit in which suggestion was made to take it from that other zones unable to fill their slots.

On **Criteria for Nomination into all Elective Positions**, issues such as minimum of three years financial membership either as fellow or full member, and the opportunity for an inactive member of seven years who want to contest for the poll to just fulfil his/ her financial commitment up-to-date, were critically looked at. To this, Pastor Obokhai premised his Election Committee position on the fact that there was need to allow all stakeholders (especially those that felt disenfranchised



from the Institute since the present Council came on board) irrespective of their political affiliations or leaning to equally have the chance to contribute to the Institute by contesting for elective positions in the Council. This he stressed, would bring the much-needed diversity to: "produce the best leaders to lead the rest of us" he noted.

Again, while differing interests called for outright cancellation or reduction of **Nomination Fee** pegged at N75, 000 (Seventy-five Thousand Naira), the Election Committee Chairman explained that his Committee came up with the amount in the interest of all. Though N50, 000 (Fifty Thousand Naira) was the Nomination Fee two years ago, Pastor Obokhai defended his Committee position for an upward review based on present economic realities in the country which have seen to general increase in cost of goods and services across board as a result of inflation, exchange rate etc. Thus; "the need for the reasonable Nomination Fee to ensure the Committee generates

enough revenue to conduct an objective, free and fair election" he clarified.

The almost three hours **CIPPON ELECTORAL COMMITTEE MEETING WITH ALL PRINTING STAKEHOLDERS virtual event on Wednesday 23rd June 2021** also touched on other stakeholders' concerns with viable suggestions like Continuity Zoning formula that accommodates Ex-Officio Members according to CIPPON Act, proposal of a yearly CIPPON Calendar for planning purpose, Association/ Cluster Membership requirements, and amendment of CIPPON Act to among others specify CIPPON Election Guidelines for future elections.

In all, Chairman of the Election Committee while thanking stakeholders for their constructive contributions also promised that his Committee will go back to the drawing board to review all recommendations and suggestions with a view to align them with the Election



Guidelines but however noted that the published Election Guidelines still stands.

In her Vote of Thanks that wrapped up the webinar, co-host and member of CIPPON Election Committee - Mrs. Kofoworola Olaosebikan equally expressed the Committee's gratitude to all participants for not only finding time out of their busy schedules to participate but to also contribute meaningfully in a bid to achieve an enviable industry of everyone's dream.

It would be recalled that the Election Committee was inaugurated on Thursday 10th of June 2021 to deliver Fifteen elected new CIPPON Council Members to the Institute (Federal Government to nominate Five to make up Twenty in total) come **Thursday 15th July 2021**. Aside Pastor Tunde Obokhai (as Chairman) and Mrs. Kofoworola Olaosebikan (Member), other members of the Election Committee are Mr. Emma Ukah, Mr. Sanni Abubakar, Mr. Segun Okanlawon, Mr. Sunday Agwu and Mr. J.P. Kaigama. Deacon Oyeku Oyewunmi is the Vice Chairman while Mr. Remi Atanda serves as the Committee's Secretary. During their swearing-in, they all promised to act in the best interest, integrity and wellbeing of members of CIPPON, shunning their own personal interests. They also pledged to defend the interest of the Institute, the Rule of Law and the development of the printing profession in Nigeria.

FC GROUP ACQUIRES POP ENGINEERING, KENYA ... BECOMES KODAK SOLE AGENT IN EAST & CENTRAL AFRICA

Focusing on its strategic business expansion agenda across Africa, authorised Kodak distributor in West Africa - FC Group has announced the takeover of Pop Engineering Limited in Kenya to become the 'Official Sole Agent' for all Kodak CTP Business in East and Central Africa.

Announcing the acquisition of

Kodak's ex-Agent for Kenya, **Managing Director of FC Group - Mr. Fenton Curley** said: "It is with great pleasure that I announce FC Group's take-over of Pop Engineering Limited in Kenya, to become the 'Official Sole Agent' for all Kodak CTP Business in East and Central Africa. Exciting times lies ahead with our business expansion in strategic African countries in East and Central Africa".



Mr. Curley believed that the acquisition came at the right time in line with FC Group expansion plan: "With FC Group's excellent Q1 Sales Results, despite COVID-19, we are in a great position to take advantage of the current situation and the timing couldn't be more perfect as FC Group also looks after Kodak's Digital printing business, alongside Kodak Flexcel NX Solution, now home to Miraclon as



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Sole Agent".

With the takeover, WHERE To Print gathered that the hitherto Mr. Paul Pambo led Pop Engineering's team with tremendous knowledge of the region as a former Kodak agent for 2 years will be absorbed into that of FC Group's exceptional team of leadership, technical, sales, logistics and marketing staff. Significantly, the buyout will see FC Group brings to the table: financial stability, extensive business knowledge, unique links with affiliates on the ground, great expertise in conventional, digital and flexo printing as 'Kodak's Authorised Dealer' in Africa for more than two decades. Together with FC Group's highly trained engineer Humphrey Wambugu (also based in Kenya), East and Central African markets can now expect great things from

FC Group representation of Kodak's unique technologies in all areas of print including digital, conventional and packaging CTP; consumables; and plates including the new technology breakthrough: Sonora X Process Plates. "We have a salesforce amassing some 50+ years of experience in the print industry who are best placed to advise on the best equipment solution. We have full Kodak Accreditation for the support of all Kodak CTP solutions and in March 2019 received the Outstanding Performance in Service Award from Kodak, in Dubai. Full logistical support encompassing distributor supply package - we use our links in the supply chain to provide the best possible service and delivery on time every time. We have installed and have been supporting more than 70 CTP Systems in West Africa alone and we look forward



to supporting some 55 existing Kodak equipment already installed in East and Central Africa and to serving our new market with more sales of one of the best technologies in the print industry. Please join me in congratulating the teams at Pop Engineering Limited and FC Group for this exciting new venture" enthused Mr. Fenton Curley.

NATIONAL LIBRARY ENJOINS STAKEHOLDERS TO ADHERE TO LEGAL DEPOSIT POLICY

Stakeholders in the book, journal, magazine, and newspaper publishing value chain have been told to comply with legal deposit requirement pursuant to the issuance of both the International Standard Book Number (ISBN) and the International Standard Serial Number (ISSN).

This directive was given at the recent 2-Day sensitization workshop on **Use of ISBN+ISSN And Legal Deposit Compliance** with demonstration of the newly deployed ISBN/ISSN processing App. Aimed at authors, publishers, academics, researchers, librarians, printers, and book sellers in the FCT, Jigawa, Kaduna and Niger States axis of the Federation, the workshop took place on both Monday and Tuesday 21st and 22nd of June 2021 respectively.

It should be noted that while **ISBN** identifies editions of books, **ISSN** is used for serials (such as journals, magazines and newspapers) and identifies the title of a serial and stays the same from issue to issue unless the title changes, at which point a new **ISSN** needs to be



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Do You want a **MENTOR** dedicated to help **GROW** your **DREAM?**





HOW PRINT ADDS COLOUR & VIGOUR TO ONE OF AFRICA'S LARGEST CITIES - IBADAN, OYO STATE... "WHAT WE NEED FROM GOVERNMENT" - ASSPPON OYO STATE CHAPTER



Set in a tranquil topography of gentle rolling low land in the South-West geopolitical zone of Nigeria, Oyo State was one of the three States carved out of the former Western State of Nigeria in 1976. Partly bounded in the West by Republic of Benin and Ogun State, Oyo State which covers a total of 28,454 square kilometres of land mass, is also surrounded by Kwara State in the north, and Osun State in the East.

This magnificent State is so big to the extent that it's one of the few States in Nigeria with more than thirty Local Government Administrations. In fact, its reputation as having one of Africa's largest cities - Ibadan - the State's Capital - needs re-evaluation given the fact that the landmass in some of its 33 Local Governments and 29 Local Council Development Areas are too large to explore. Except one

spends weeks in the State, touring even one Local Government is an herculean task.

WHERE To Print magazine Team's visit to Ibadan was not only to confirm the expression that the Printing Industry adds character and vigour to the State's well-known accommodating spirit, our adventure was to also ascertain how fresh energy and enthusiasm from stakeholders' collaborations observed around the municipality bring vibrant print colours to life in the State.

As we move around Ibadan, the energy and enthusiasm observed in residents may not be unconnected with the lively colours that adorn skylines, shops, restaurants, and malls. This is first evident in eye-catching billboards, posters, signs and signages strategically positioned around high traffic areas which observers believe is partly

due to the State's Out-of-Home advertisement regulatory agency's non-stifling but accommodating posture that allows for practitioners' ingenuity and deployment to ensure the sector thrive. According to one of the major stakeholders in the State who prefers anonymity, **Oyo State Signage and Advertisement Agency (OYSAA)** which derives its

powers from the Signage And Advertisement Agency Law 2012 is particularly gracious in prompt approval of practitioners' sites requests (albeit after due process) but frowns at indiscriminate installation or pasting of posters, signs and billboards across the State as culprits are summarily sanctioned. With this cordial



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“WE SHOULD CONTINUE TO ENGAGE GOVERNMENT AND COLLABORATE ON HOW WE CAN HELP SOLVE UNEMPLOYMENT, SOCIAL UNREST AND SECURITY CHALLENGES IN THE COUNTRY”



- MR. OLUWOLE ADEMUYIWA - CEO - DE-INFINITY VISION, IBADAN, OYO STATE.

South-West Zonal Coordinator of Chartered Institute of Professional Printers of Nigeria (CIPPON)

-Mr. Oluwole Ademuyiwa is a man on a mission. Having served conscientiously in various capacities in Oyo State's Chapter of Association of Professional Printers of Nigeria (ASSPPON), his colleagues found him worthy to represent them on the Governing Council of CIPPON which he has no doubt performed excellently well in the last two years. On a recent special coverage of print business in Oyo State, **WHERE To Print** caught up with the Accountant turned Printer to know about his background, work, plan for Oyo State, South West and the Printing Industry in Nigeria at large. Excerpt below:

CAN YOU BRIEFLY TELL US HOW (OF ALL THE PROFESSION) YOU CAME ABOUT CHOOSING PRINTING BUSINESS?

I have had contact with printing since my secondary school days. I had a close friend whose father was a Letterpress Printer at Ilesa in Osun State. When we closed at school, we would go there once in a while for menial work. But then, I never dreamt of becoming a Printer. Thereafter, I move back to Ibadan in Oyo State. At a point, I stayed with my uncle who was a Lithographer. At that time, my interest or love for the printing profession was not strong enough as I only dreamt of going to school - I mean higher institution.



In the course of pursuing my education, I was privileged to work at a packaging company where I work in the die-cutting department. For some reason, I left the company to work with a service delivery company before I finally got admission to study Accountancy at Osun State polytechnic, Irene. Having fulfilled the dream of having a better education, I

arrived at the junction of seeking job. After several efforts and none seems forth coming, my uncle offered me the opportunity to stand in for him in one of his branches, to be his watch-eye.

While doing this, I started to pick up interest in Lithography. I asked series of questions from the

person managing the outlet. Having gained a bit of experience and vital information about the industry, I offered to be his apprentice - and that was how the journey began.

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Do You need an holistic **GUIDE** through your **GRAPHIC CAREER?**



WHAT HAVE BEEN THE MOST MEMORABLE AND MOST CHALLENGING MOMENTS (APART FROM COVID-19) IN YOUR PRINT BUSINESS JOURNEY SO FAR?

Like I said, having offered to be an apprentice rather than a supervisor, there came a day when one of my schoolmates (that we finished together at the Polytechnic) who got immediate employment at Broadcasting Corporation of Oyo State (BCOS) came to the complex where I was undergoing Lithography training for a launch. When she saw me, she was ashamed to identify with me. She reluctantly responded to my pleasantries. I told the vendor that I will pay for whatever she and her friends ate. To my surprise, they ate and never bid me good bye. When I latter discovered they had left, I looked at myself and I asked: 'Hope I have not taken the wrong decision' because I felt insulted by her action. Furthermore, when I finished the training, to take off on my own was not on the platter of gold.



On the other hand, there are many good stories to tell but I'll tell you this one. On a lovely day, a friend whom we graduated same year came looking for me. He came in from Spain. While we were discussing, he asked how life has been since we left school. At this point, I had started my own business so, I told him; 'We are pushing it with the hope that we will get there one day'. But his response was surprising. He said he was told I'm now a big boy that I have an office of my own and a good car to myself. I don't need to give account to anyone, in short, I'm a CEO. I was shocked on how he got to know this, so I ask: 'Ore - you just arrived from Europe - how did get this information you are vomiting?' To my surprise, he said (he mentioned her name) it was the same lady that found it difficult to say good bye years back when I was undergoing training as a Lithographer, who told him all about me. And the irony of life after that day drama is that I have not set my eyes on her till this day. That is about 25 years ago.

YOU SPOKE BRIEFLY ABOUT YOUR CHALLENGING MOMENTS OF STARTING PRINTING BUSINESS; HOW DID YOU OVERCOME THEM?

When I was about to start my own business, I encouraged myself. I had to take the risk and put pride aside. I went from office to office trying to connect with friends for jobs. You know, we have not arrived at the generation of mobile phones then, which made communication a big challenge. You see, almost all of my friends were also new in their work places. All I did was for them to allow me design a complementary card for them at no cost. Just



for me to have my way into the establishment and it really worked for me. Other ways I overcame the challenges are that: I never mind the time of little beginning; timely delivery of quality jobs; and good customer relationship. I also (till today) yearn to always improve on whatever I do right; always ready to learn from mistake; and I believe in research and team work.

CORONAVIRUS (COVID-19) PANDEMIC MUST HAVE HAD A HUGE IMPACT ON YOUR MEMBERS BUSINESSES IN OYO STATE, WHAT DID YOUR ASSOCIATION DO TO REDUCE THE BURDEN OF COVID-19 ON YOUR MEMBERS?

The pandemic was a big shock to everyone, then in the mist of the shock; we saw challenges and unexpected reactions. COVID-19 has made us to know ourselves better; you know those who are rational and proactive in their thinking and leadership style.

One of the things we did was to provide free facemasks to members. This afforded them the opportunity to move round with the mindset of keeping safe from contacting the virus. We also sensitized them on what to do and not to do especially at workplaces which by extension, was our own little way of supporting Government in eradicating the virus or reducing its spread to the barest minimum.

In the area of relieve package, we did the little we could afford. Also, through our Cooperative Society - we reached out to our

known for it and patronage will come. The area of challenge that I see in line with your question is this. Many of the companies in Ibadan have their head offices in Lagos. Anytime we get there, we would be told that their printing jobs are done by their head offices - meaning in Lagos. That to us, is a challenge.

WHAT ADVICE WILL YOU GIVE TO SOMEONE WHO'S THINKING OF INVESTING IN PRINT BUSINESS IN OYO STATE?

Sir, you can only advice a man whose vision you know or has been shared with you. You don't just come or jump into printing business because you saw a friend of yours who does printing and he is riding a good car. So, you want to do same. You see, this is what happens to many in both private and public establishments where the Directors or the Managers just jump into printing when they retire from their work places. After few years of doing it, they jump out same way. Reason being that their motives or visions were not right.

While many of them were working with the Government or big organizations, they looked at the volume of money allocated to printing and stationary, forgetting that they were the one that padded the invoices. So, when they start their printing businesses - they expect same volume of money to come into their accounts which is not the case. So, for a new entrant into the Industry - you must first know what interest him/ her about



THOUGH OYO STATE IS SEEN AS A COSMOPOLITAN STATE BUT ITS CIVIL SERVICE AND AGRARIAN NATURE MAKE IT QUITE DIFFERENT FROM OTHER STATES LIKE LAGOS AND RIVERS WITH HUGE SPENDING ON PRINTING; WHICH AREA(S) OF PRINT BUSINESS DO YOU THINK IS THRIVING IN OYO STATE AND WHY?

You know that printing generally is a very lucrative business. Therefore, whatever section you chose to focus on, if it is done with all diligence, in no time - you will be

the Industry to know the kind of advice to give.

Few days ago, someone who came from overseas asked me if he could be making minimum of Two Million Naira every month in printing. You can see that his motive seems to be after money not the likeness or passion for the profession. Don't get me wrong, I'm not saying money is not important but you must first have passion and love for a career you want to pursue.

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Print impact around Nigeria Stories by Precious Ajuonuma & Joju Adekanbi

assigned. Only the National Library of Nigeria issues both in the country and they are issued free-of-charge after meeting legal requirements.

Meanwhile, the 2-Day sensitization workshop ended with presentation of Certificates to participants. **WHERE To Print** brings you some of the highlights of the event in images below:



where to print MAGAZINE

MENTORSHIP PARTICIPANTS' BENEFITS

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

MENTORS'/ INVESTORS' BENEFITS

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



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WHAT HAS BEEN THE MOST SATISFYING MOMENT IN YOUR PRINT BUSINESS JOURNEY SO FAR?

Motivation compels one to continually strive towards a goal. For Entrepreneurs, it takes a bigger dimension in the sense that, motivation becomes a process of transforming an ordinary individual to a powerful businessman (or woman), whose passion is to create opportunities and helps in maximizing wealth and economic development in a polity. Stress and sacrifices notwithstanding, the fact is - there's always a satisfying moment in one's business adventure. In this edition **WHERE To Print VOX POP** crew interviewed some print practitioners in the beautiful City of Ibadan, the Oyo State Capital on their most satisfying moments in print business. Their responses in the excerpt below show genuine love for print. Enjoy the reading:



Being the profession that I am into, I enjoy every aspect of it both the challenges and the rewards because there are some times you make profit and other times you can make a loss - that's life. The thing is, when you are working hard and at the same time getting reward of your labour, it is very satisfying. Therefore, I am always thankful to God and I never regret the decision to be a Printer.

MR. OLALEKAN RAYMOND
- **ELSHADDAI ROYAL INTERBASE**



Every aspect of printing is interesting; not withstanding some few hitches here and there because Nigeria is very problematic. So, you just have to adjust to whatever situation you find yourselves. You'll discover that when one manages oneself out of a difficult situation, you come out stronger, better and able to deal with greater challenges to move up higher. So, I get my satisfaction from from finding solutions to difficult situations.

MR. GBOLAHANMI ADEYEMI
- **YEMO PRINTS**



I love the printing profession generally because it is a career I studied. Every aspect of printing is very easy for me to do so, I have minimal challenges when it comes to printing. And being a profession that I have flair for, even when the challenges surface or I'm being stuck at some point, I always find solution to the problem. That drives and motivates me to do more.

MR. HAMMED MUFTAU
- **POWER PRINTS**



I enjoy being a Printer based on the fact that it is my only source of livelihood. What also motivates me about printing is that it's what I use to take care of my family.

MR. OLATUNJI OPEYEMI
- **OPELAS PRINTS**



For me I just love and enjoy what I do and ever since I started, I never have any regret because from the very first time I was introduced to the computer world when I started my computer training, I just fell in love with it. Right there, I promised to take up the profession and have my own establishment. Have there been challenges? Of course, yes! But, I have never for one day let these challenges weigh me down because I do not see them as challenges but opportunities to be better than ever. That is my motivation and I derive satisfaction from solving problems for my customers.

MR. ABIODUN ALO
- **ALLOY WORLD MEDIA**



What motivates me the more about printing is quick delivery and client's satisfaction. I enjoy fast job delivery; for example, when you take jobs to press and it is being delivered on time and my clients are satisfied with the quality output. This to me, are the highlights of this profession and they are my satisfying moments.

MR. OLUWASEUN ELEMOSHO
- **HAPPINESS DESIGN PRINTS**



Though printing has been challenging so far but the fact is, there is no job out there without challenges. And customers will not listen to excuses, what they want is satisfactory results. So, to keep us on our toes and give them optimum satisfaction are what motivate me in printing.

MR. ADEYEMI DAVIDS
- **ROYAL CONCEPTS**



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Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi



To me, I enjoy printing because it is not a dirty job and it goes in line with education where you have to keep learning and developing yourself in order to advance in your chosen career. Education motivates me in printing.

MR. VICTOR OLABERINJO – DE-INFINITY VISION



I just got to like printing generally right from my secondary school days when I usually read brochures from one particular printing press. That was how I developed the love for printing and so far, it has been rewarding. So, I will say - a combination of seeing printing machines work, constant education, and reward motivate me in printing.

MR. BELLO RASAQ – ENDURANCE PRINTING PRESS



Printing has always been my passion from the era of Letterpress printing when I was still under my father although printing has grown to be very advanced. That is what motivates me because I keep learning new developments in printing every day in order to give our customers the best.

MR. ABIODUN ADEKANLE – ABBEY DIGITAL WORLD



I thank God for being a Printer because it's the profession I majored in and this motivates me because printing is where I get my daily source of income from and take care of my family. The smiles on the faces of members of my family whenever their income is met motivates me and pushes me to do more.

MR. EMMANUEL FAITH – EMMANUEL FAITH ENTERPRISES

OUR VERDICT

As entrepreneurial motivation transforms ordinary individuals to powerful businessmen and women, **WHERE To Print** believes that enjoying ones work engenders passion, focus, and fulfilment. In this month's (June 27) that celebrates **#SMEs** around the world according to **#UnitedNations** (UN) mark as the **International Day of Small and Medium-sized Enterprises (SMEs)**, it's apt to note that as Entrepreneurs - one cannot be the backbone of economies without being in love with and passionate about one's work. That's the motivation - especially in a highly demanding profession as printing that also requires dedication and focus to be successful. It is therefore recommended that for one not to be stressed out, take time out to look back at the wonderful on-the-job memories; enjoy the journey as it tags along; and be thankful for that you have for a fulfilled life to sum up the satisfying factors in this amazing printing profession.



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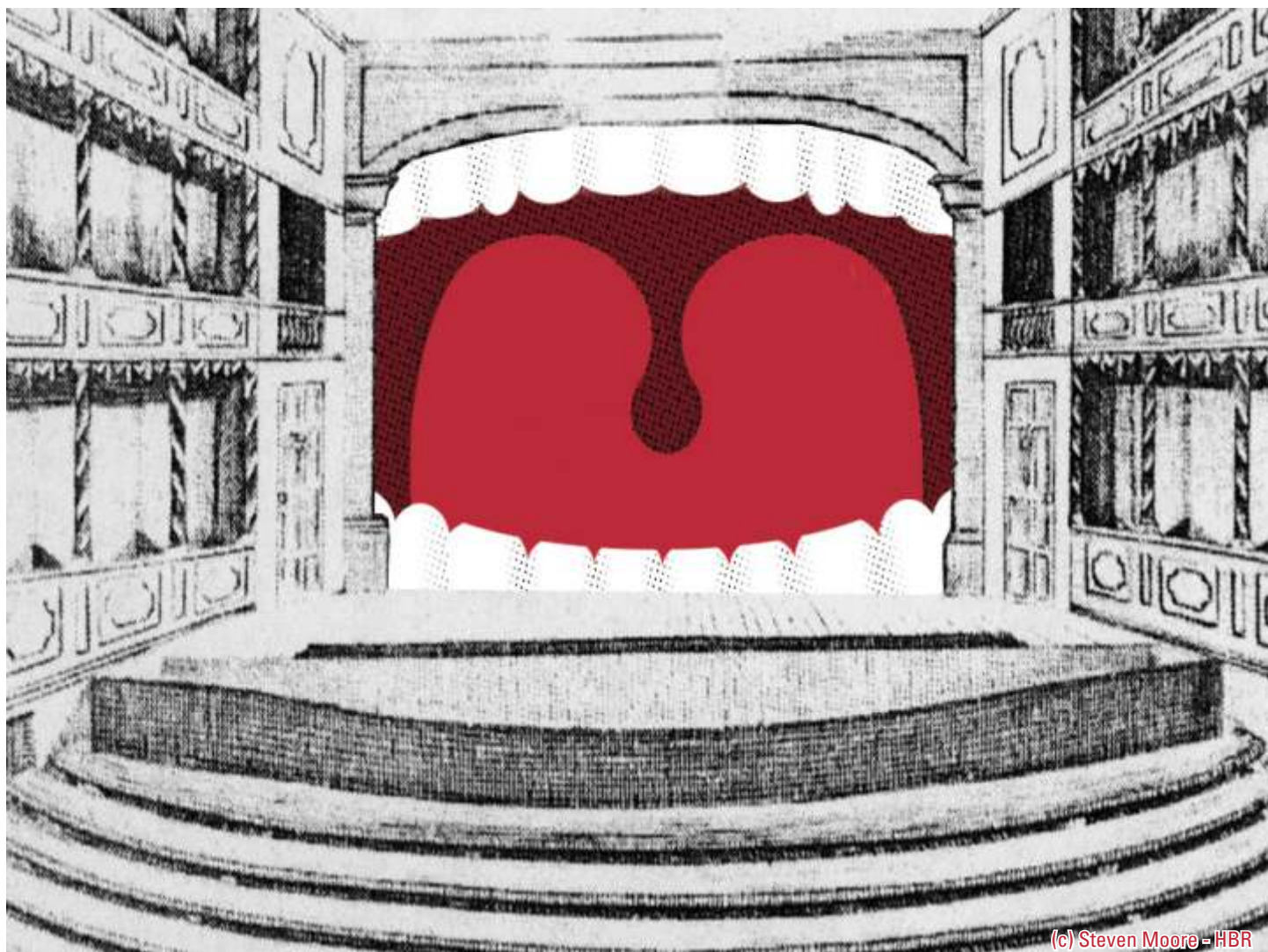
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TO SOUND LIKE A LEADER, THINK ABOUT WHAT YOU SAY, AND HOW AND WHEN YOU SAY IT

Nancy started her day feeling prepared to brief her executive team on a high-stakes project she had been working on for the past two months. She had rehearsed her slide deck repeatedly, to the point where she had every level of content practically memorized. She arrived at the meeting early and waited patiently, yet anxiously, for her part of the agenda. The meeting began, and within a few minutes Jack, one of the co-chairs, asked her to brief the executives on her project and recommendations.

Nancy enthusiastically launched into her presentation, hitting every talking point that she had meticulously rehearsed. With a solid command of the material, she felt at the top of her game and was relieved that she'd spent so much time practicing and preparing for this meeting. But just as she was about to move into her recommendations, Jack interrupted and said, "Nancy, I appreciate your hard work on this project, but it is not relevant to our agenda, and it doesn't have merit for the business objectives we're covering today." Mortified, Nancy retreated to her chair and sat in silence for the rest of the meeting. She couldn't wait to bolt from the room the moment the meeting ended to reflect on how this moment – which she expected would be a positive turning point in her career – had turned into a disaster.

What just happened here? While Nancy was prepared to participate in the meeting, she failed to think strategically. This is a common problem that trips up many capable managers, executives, and leaders when it comes to determining their role in communications, meetings, and other forums. Learning how to develop and convey a more strategic executive voice – in part by understanding context – can help leaders avoid finding themselves, as Nancy did, in a potentially career-damaging situation.

WHY YOU NEED AN EXECUTIVE VOICE

Whether you are an associate manager or a senior executive, what you say, how you say it, when you say it, to whom you say it, and whether you say it in the proper context are critical components for tapping into your full strategic leadership potential. If you want to establish credibility and influence people, particularly when interacting with other executives or senior leadership, it's important to be concise and

let individuals know clearly what role you want them to play in the conversation. It's also important to demystify the content of any message you deliver by avoiding jargon and being a person of few – but effective – words.

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TO SOUND LIKE A LEADER, THINK ABOUT WHAT YOU SAY, AND HOW AND WHEN YOU SAY IT



(c) New York Post - istock

All of these factors relate to developing a strategic executive voice. Your executive voice is less about your performance; it relates more to your strategic instincts, understanding of context, and awareness of the signals you send in your daily interactions and communications. Like its sister attribute, executive presence, executive voice can seem somewhat intangible and thus difficult to define. But the fact is, we all have a preferred way to communicate with others, and doing this with strategic intent and a solid grasp of context can mean the difference between success and failure in your communication and leadership style.

One of the most important aspects of having an executive voice relates to being a strategic leader. I frequently hear from top executives that they would like to promote one of their high-potential leaders but feel the person is not strategic enough to advance. When I hear managers say this, I try to gently push back and suggest that maybe the problem isn't the candidate's lack of strategic leadership potential; perhaps they are failing to tap into their abilities as a strategic leader.

Whether you have someone on your team



© WordStream

who you think lacks strategic readiness or you're worried that **you** might be a leader with untapped strategic potential due to an undeveloped executive voice, read on. Below are some coaching strategies that I use frequently with both male and female executives to help them add a more strategic executive voice to their leadership tool kit.

Understand the context

How often do you find yourself throwing out an unformed idea in a meeting, not speaking up when people are looking for your ideas, or

saying something that doesn't quite fit the agenda and suddenly getting that "deer in the headlights" feeling? If these situations sound familiar, what is it that went wrong? In short, these types of tactical errors come down to failing to understand the context of the call, meeting, or discussion that you are in.

For example, if you are the primary authority on a topic, then it's likely that the context would require you to lead the meeting and make any final decisions. But if you are one of several executives who might have input, then sharing your view and connecting the dots with others (rather than stealing the spotlight with your great ideas) would be your role. If you are in learning mode and are not asked to present at a meeting, then your role when it comes to communication would be to observe and listen. Knowing or finding out in advance what your expected role is in a group forum or event can guide you in determining the kind of voice you need for that particular venue and can help ensure that you understand the context before you speak up.

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TO SOUND LIKE A LEADER, THINK ABOUT WHAT YOU SAY, AND HOW AND WHEN YOU SAY IT



Be A Visionary

Sometimes we fail to tap into an executive voice because we focus too much on our own function or role. Strategic leaders are more visionary than that, taking an enterprise view that focuses less on themselves and more on the wider organization. Another part of being visionary is developing the ability to articulate aspirations for the future and a rationale for transformation.

This type of executive vision helps guide decisions around individual and corporate action. You should work toward connecting the dots with your recommendations to show how your decisions affect others around the table, including your staff and the organization as a whole.



(c) Digital Spark Marketing

Cultivate strategic relationships

One of the best ways to build your strategic thinking is by leveraging relationships more intentionally, with specific business goals in mind. This calls for having senior leaders and executives who bring a strategic perspective of the organization's goals, changes, and top priorities that we may normally not have access to. When you cultivate and invest in broad strategic relationships, it helps you avoid getting caught up in day-to-day minutiae.

It's easy to lose sight of the significance of cultivating new and diverse relationships when you already have a full plate – but part of being able to access a strong executive voice is expanding your knowledge beyond your specific position, department, or area of expertise.

To develop your executive voice, take time to reach out to at least one person each week outside of your immediate team or functional area. Try to learn:

- how they fit into the business as a whole.
- their goals and challenges.
- ways you might support them as a strategic business partner.

Bring solutions, not just problems

While coaching a wide range of executives, I've seen firsthand that most feel frustrated when people point out challenges but don't offer any resolutions. Leading strategically with a strong executive voice involves problem solving, not just finger-pointing at difficult issues. You can show up more strategically by doing your homework and taking the lead in analyzing situations. Brainstorm fresh ideas that go beyond the obvious. Even if you don't have the perfect answer, you can demonstrate your ability to come up with clever solutions.



(c) Tom LaForce

Stay calm in the pressure cooker

People with an effective executive voice aren't easily rattled. Can you provide levelheaded leadership even when – in fact, particularly when – everyone around you is losing their composure? When you can stick with facts instead of getting swept into an emotional tailspin no matter how stressed you feel, you'll be able to lead with a more powerful executive voice.

It can be uncomfortable to recognize and admit personal challenges regarding your executive voice, and at first you may get pushback when making suggestions to improve the executive voice of those on your team. But once you overcome this initial resistance, whether in yourself or others, you'll find it's worth the up-front effort to investigate how to contribute most effectively to important meetings and other communications. By making the necessary adjustments to your approach to participation, you can avoid flying blind and start showing up more strategically in every setting.



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SUMMARY.

Whether you are an associate manager or a senior executive, what you say, how you say it, when you say it, to whom you say it, and whether you say it within the proper context are critical components of your strategic leadership potential. This “executive voice” is less about

your performance and more about your strategic instincts and your awareness of the signals you send in daily interactions and communications. Developing an executive voice can mean the difference between success and failure in your communication and leadership style. You can show up more strategically in meetings by doing your homework and by taking the lead in analyzing difficult situations. Bring solutions, not just problems. And stay calm in the pressure cooker. People with an effective executive voice aren't easily rattled. They provide levelheaded leadership even when – in fact, particularly when – everyone around them is losing their composure. By making the necessary adjustments to your approach to participation, you can start showing up more strategically in every setting you encounter at work.



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Rebecca Shambaugh - Headshot

ABOUT THE AUTHOR

Rebecca Shambaugh is an internationally recognized leadership expert, author, and keynote speaker. She's president of SHAMBAUGH, a global leadership development organization and Founder of Women In Leadership and Learning (WILL).

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BEFORE, YOU BECAME A COUNCIL MEMBER OF INDUSTRY REGULATORY BODY - CIPPON, YOU WERE (AND STILL ARE) AN ACTIVE MEMBER OF YOUR ASSOCIATION IN OYO STATE, WHAT WERE THE REASONS YOUR COLLEAGUES PUT YOU FORWARD TO REPRESENT THEM IN THE COUNCIL?

Because they saw my passion for the profession and my love to see the industry grow to an enviable status where quality of printing in Nigeria can stand side by side with other parts of the developed world. Also, I do organize business seminars for them to become better business men/ women, where their styles of communication will be matured and polite when it comes to customer relationship. This also helps in changing the mindset and the perception of people out there especially those that look at us as ordinary artisans.

SPECIFICALLY, WHAT (ASIDE THE ONE ENUMERATED ABOVE) HAS BEEN YOUR ACHIEVEMENT IN ABOUT TWO YEARS IN CIPPON COUNCIL?

With the help of God, we have been able to foster love among members. We've taken CIPPON to nooks and cranny of the South West of Nigeria where they have not heard about CIPPON after 12 years in existence. More so, we liaised with the Polytechnic Ibadan to institute Printing Technology into their curriculum so that our members will have the opportunity to up their skills academically beyond the practical skills. This training can be a part-time course where Certificate or Diploma can be awarded.

We held series of programmes at the State Secretariat for Government awareness and patronage especially to let them know that we have the capacity and expertise to handle their print job demands. During the pandemic, we went on air in a series of interviews to let the public know what the Institute stands for and the power given to it by the Act. We also had a programme aired by AIT Ibadan Station - all in the name of promoting the Institute and print business in general.

WHICH CIPPON COMMITTEE DID YOU FUNCTION AND WHAT WERE THE ACHIEVEMENTS?

At the beginning of our tenure, I served on the Membership Committee, which was the driving force in reaching out to members in South West States of the country. Thereafter, I served on the Ethics and Disciplinary Committee; where with the help of God - we were able to resolve crises that almost destabilize ASSPPON Kaduna State Chapter.

ARE YOU GOING FOR SECOND TERM?

Provided my Constituency feels I can still deliver according to their expectations and



contribute more to the development and profitability of the Printing Industry in Nigeria.

WHAT WILL YOU DO DIFFERENTLY IF ELECTED BACK IN CIPPON COUNCIL?

The area of challenges that we have not been able to address as we desired. We will look into these and also work according to the scheme of work given by the Institute. I will press a little harder to see that the Institute keep on to not only increase in size in terms of membership and capacity to deliver to its members but also that CIPPON members too must benefit tremendously from the Institute in every area of support and advocacy to grow print businesses in Nigeria.

AS A MAJOR PLAYER IN THE INDUSTRY WITH ACCESS TO GOVERNMENT, WHICH MAJOR AREA(S) DO YOU THINK GOVERNMENT SHOULD LOOK INTO IN THE SHORT, MEDIUM AND LONG-TERM?

I expect the Government to look into the capacity of our industry and engage us to be more productive so that we can help develop the economy of the State and the nation at large. I can tell you emphatically that, after agriculture - printing is the next sector that can employ and create more jobs for the youths which will in turn reduce social unrest. Printing is one of the most creative industries so, there are different aspects of printing that anyone can venture into.

Note that whatever you do in this world, if you fail to recognize the printing sector, you are going nowhere. How do I mean? For your product to be known, you need a Printer. The drug you produce needs label for identification and instruction on how to use it. So, this can only be done by a Printer. Even in construction, you need the service of a Printer for invoice, and the cheque you are issued for

payment is done by a Printer. In all these, you can see that the Printing Industry is the mother of all profession and it must be respected as such.

We should continue to engage Government and collaborate on how we can help solve unemployment, social unrest and security challenges in the country in the short, medium, and long term. This is what we must do to help not only ourselves as Printers to increase our capacities but also the nation in general.

THERE ARE SOME UNWHOLESOME PRACTICES IN THE INDUSTRY LIKE PRICE UNDERCUTTING, STAFF POACHING, DEMARKETING ETC HOW HAS YOUR LOCAL ASSOCIATION BEEN ABLE TO DEAL WITH THESE?

This is a general problem which exists because of ignorance. That is why we always empower our members through periodic seminars on how to deal with these issues. We also enjoin them to acquire more knowledge with the alliance that we formed with the Polytechnic.

Recently, we introduced the Cluster System where every Sector will be its own taskforce; monitoring each member's activities. All these measures are to ensure that printing is profitable to our members who are licensed by the Institute. So, if you are not licensed, that means you are operating illegally and you will have these problems that can ruin your print business. So, join CIPPON to help you deal with these unwholesome practices.

WHAT ADVICE WILL YOU GIVE TO UPCOMING PRINTERS IN GROWING THEIR PRINT BUSINESS?

The Scripture says, 'My people perish for

Continued on page 38 >>

ARE YOU LOOKING AT OWNING A PRESS SOON WITH QUALITY AND FAST PRINTING SERVICE DELIVERY



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“WE HAVE INVESTED HEAVILY ON SOFTWARE AND HARDWARE TO MAKE SURE OUR COLOUR MANAGEMENT PROCESS IS AS PER THE BRAND GUIDELINES AND SPECIFICATIONS”

- MR. ANIL KUMAR, GENERAL MANAGER - VISTA INTERNATIONAL LTD

Not many know that Mr. Anil Kumar - General Manager, Vista International is a colour management enthusiast and a technical expert in all areas of print. WHERE To Print caught up with him to know how Vista has been able to perfectly handle colour management procedure throughout its print supply chain and what other Printers can do to achieve same. Read excerpt below:

WHY DO YOU THINK COLOUR MANAGEMENT MATTERS IN PRINT BUSINESS?

It is a subject of great relevance for us at Vista because we always want our customers to achieve the right colours printed as per their expectations and hence it matters a lot to us.

HOW BEST CAN WE ACHIEVE SAME VISUAL REPRESENTATION ON DIFFERENT MEDIA?

Though, it is quite challenging; we can work towards achieving same colour representation on different media. This is by maintaining high standards in pre-press. For us at Vista, we maintain different parameters for all media. Not only that, we have also decided to get G7 Certification to get more accuracy, and in attaining shared neutral appearances across different substrates.

WE DISCOVERED THAT WHEN WE MOVE A PRINTING JOB FROM ONE DEVICE TO THE OTHER, WE HAVE DIFFERENT RESULT ESPECIALLY ON COLOUR VARIATIONS; WHAT ARE THE CAUSES OF THESE AND HOW CAN WE DEAL WITH THEM?

Yes, that is right. This is because every machine has its own characteristics, and the dot gains are different. To deal with this, you should have advanced pre-press software; and a G7 implementation will help you overcome this issue to a large extent.

WE HAVE LOTS OF SOFTWARE, HARDWARE ETC IN THE MARKET ON COLOUR MANAGEMENT, WHICH ONE IS THE BEST TO ACHIEVE INDUSTRY STANDARD AND WHY?

We have been using a software called Binuscan and we have found it to be very good because the Binuscan Colour Server takes care of our Colour Management needs.

THERE ARE SOME COLOURS LIKE SPOT AND SECURITY COLOURS THAT ARE CHALLENGING TO WORK WITH - WHAT IS THE BEST PROCESS TO ACHIEVE DESIRED RESULT?

For spot colours, we have our own Ink Kitchen and mix the inks as per our customers' requirements. We also make sure that the Tolerance Delta values are as per the brand specs.

WE KNOW THAT INK CHARACTERISTICS CONTRIBUTE TO COLOUR DISPARITY IN PRINTING - WHY DO THIS OCCUR AND WHAT SHOULD AN OPERATOR KNOW OR DO TO ENSURE COLOUR CONSISTENCY THROUGHOUT PRODUCTION PROCESS?

If you do not have the right software and hardware in your pre-press, it's difficult for an Operator to ensure colour consistency. Most of them rely of Operator's judgement for colour approval. For us at Vista, we have moved away from such a system and make sure all our Printers follow guidelines as specified by GRACoL®

and print to customers' specs and international standards. We have invested heavily on software and hardware to make sure our colour management process is as per the brand guidelines and specifications.

WHAT IS THE BEST APPROACH TO MATCH COLOUR FROM A COMMERCIALY PRINTED PIECES TO A DIGITALLY PRINTED PIECE?

By using the right Colour Management software. As you are aware, the colour gamut for both processes are different. Again, it depends on many factors such as the substrate, process, lighting condition for evaluating the prints, profiles being used to make the files, and many other factors.



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COLOUR MANAGEMENT IN FLEXO AND PACKAGING PRINTING PROCESSES CAN BE A CHALLENGE; WHAT SHOULD BE THE BEST PROCEDURE TO FOLLOW TO GET THE COLOURS RIGHT, FIRST TIME AND EVERYTIME?

This will be difficult to answer in short, but I feel, the best way is to hire a Colour Consultant and educate your entire staff and Management, so that the entire organisation understands the value and benefits that Colour Management offers.

HOW CAN WE SAVE COST AND TIME ON COLOUR MANAGEMENT PROCESS IN PRODUCTION?

Like I said earlier, it's by investing in

the right software and hardware. We (at Vista) have invested in Colour Management Software, proofing, colour control instruments and print analysis software to ensure that we save time and cost. With this, we are monitoring colour at every stage to make sure we are printing to our customers/ brand guidelines.

MOST TIMES, OUR EYES CAN BE DECEPTIVE WHEN WE WORK ON COLOUR; WHAT SHOULD BE DONE TO ENSURE WE ACHIEVE SET COLOUR VALUES THROUGHOUT PRODUCTION I.E FROM DESIGN TO FINISHING?

At Vista, we follow the guidelines as specified by GRACoL®. We

also use a Print Analysis Software with closed loop colour control solution from TECHKON to make sure we are printing the same colour values throughout our production run. We at Vista believe in printing to numbers rather than visual colour judgement by Operators. Also, as you are aware, every Operator sees colour differently and prints differently.

WHAT DESIGN SOFTWARE TOOL OR PACKAGE CAN BRING OUT THE BEST COLOUR REPRODUCTION IN PRINTING, AND WHY?

From the colour point of view, we use the Binuscan Colour Server that helps us to Colour correct the images, apply the right profiles needed as per industry standards, reduce Tack, checks for errors in the PDF and helps us with Ink optimisation. From the Structural Packaging Design point of view, we use a software from Arden, UK. As for the tools, we work with a print analysis software called ChromaChecker and TECHKON Chroma LT.

WHY DO WE ALWAYS HAVE MORE ERRORS AND REJECTS IN CONVENTIONAL THAN IN FLEXO OR PACKAGING PRINTING?

You need to know that most of the packaging jobs are long run jobs and run over a certain period. Whereas in commercial, every job is different, and the run lengths are extremely short. Most of the time, the commercial jobs require immediate deliveries and mistakes are bound to happen in circumstances like this. Again, this is a very open-ended question and there could be a lot more reasons.

A LOT OF DESIGNERS JUST PUT COLOURS TOGETHER WHEN DESIGNING ANY PRODUCT OR SERVICE, CAN YOU ADVISE WHAT COLOURS WORK TOGETHER IN CONVENTIONAL PRINT COMPARED TO FLEXO OR PACKAGING PRINT?

Packaging mainly deals with solid colours as they will be the brand/ corporate colours. I think the only way that we can achieve the right colours on different substrates is by having an Ink Kitchen in-house. As far as image work is concern, we always advice our customers to design jobs using the right profiles. In this way, when we process and print, we use the same profiles so that we can expect the results as per the customers' expectations.

FINALLY, WHAT QUALITIES OR ABILITIES SHOULD A DESIGNER OR PRINTER POSSESS TO BE SUCCESSFUL IN USING RIGHT COLOUR FOR DESIGN OR PRINT PRODUCTION?

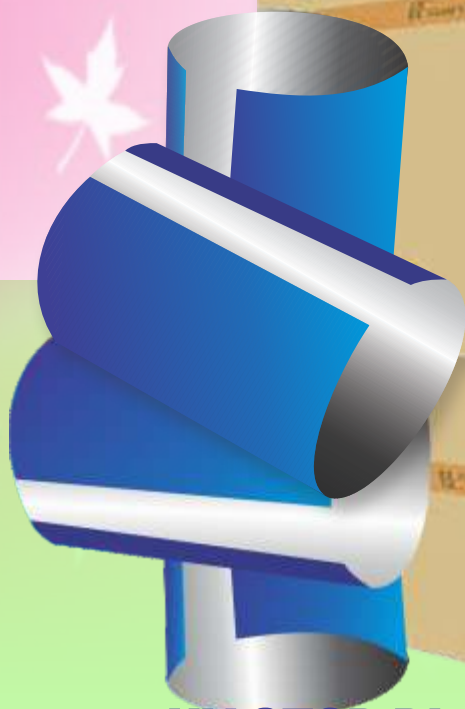
Everyone should follow the guidelines or specifications as suggested by GRACoL®/ FOGRA.

THANK YOU FOR YOUR TIME

You're welcome.

VISTA CTP
CTP PLATES

VISTA PLATES
POSITIVE CTCP PLATES



UV CTCP PLATE

SPECIFICATION

Spectral sensitivity	350-460mm UV light, especially 400-410mm UV laser.
Application	commercial Sheetfed and rotary press printing.
Platesetter	Compatible with mainstream UV-CTP platesetters in the market.
Resolution	2-98%@250lpi (Platesetters in different resolution will have difference)
Safelights	yellow light handing
Working conditions	Operating temperature 21-25 °C (room temperature), relative humidity 40-60%
Run length	Up to 150,000 impressions without baking. Actual run length will have differences according to press/paper/ink/chemicals conditions



THERMAL CTP PLATES

SPECIFICATION

Spectral sensitivity	120-140mj/ cm2
Wave length	830nm
Resolution	2%-98%@200lpi
Safelights	Unpack it under day light or yellow light and the plate making operation should avoid high light
Developing	TPD developer (23-24 ,25-35S) are recommended and there plenishment with the above mentioned developers
Run length	50,000 impressions with UV ink; 300,000 impressions with ordinary ink

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Print Impact Around the World



A wide range of equipment, consumables and software will be showcased, including:

- Digital Printing Machinery
- Textile Printing (DTG, Sublimation, Digital Screen Print)
- Direct printing on rigid and flexible substrates
- Digital finishing machinery
- Laser cutters, engraving and CNC machinery
- 3D Printing/ Additive Manufacturing
- Inks, Coatings, Substrates and Consumables
- Inks, Coatings, Substrates and Consumables
- RIP/ MIS, Automation and Design software

"The new pavilions will expand the growth opportunities for printers and converters throughout MEA," commented Bazil Cassim, Event Manager at GPP. "They fully complement the wide range of cutting-edge commercial printing technology already shown at GPP and will be accompanied by dedicated educational sessions on the show floor."

To visit, log on to www.gulprintpack.com

Dutch operation Wilco is replacing its entire fleet with the new generation of Heidelberg Push-To-Stop presses, including four eight-colour long perfectors, with 61 units in total across the 11 presses, some of which are LED-UV versions.

Wilco is building a new print plant to house the new presses, and says its main market - the printed books sector - is growing strongly. Some 500,000 books are published each year in Europe.

To Heidelberg CEO - Rainer Hundsdörfer, the deal is: "one of the biggest combined equipment sales in the company's history", while Robert Jan de Rooij, Founder and Chief Commercial Officer of Wilco, said: "When it comes to cutting-edge technology, the portfolio and services offered by Heidelberg completely won us over. We see our investment decision as a groundbreaking move for boosting

productivity and tightening our focus on the customer. If, like us at Wilco, a company wants to be able to supply a whole range of products - from books, annual reports, and magazines all the way to direct marketing materials and flyers - in the shortest possible time, in the best quality, and on a sustainably competitive basis, it needs a motivated team, maximum efficiency, and state-of-the-art technologies."

Heidelberg will also provide continuous supply of consumables, which will ensure materials required for smooth operation, including ink, are delivered as and when required, based on actual consumption.

The new plant and all presses will be up and running by September. German dealer Allaoui Graphic Machinery is taking the existing Wilco presses for resale.

OVER 300 EXHIBITORS SET FOR FESPA

Running with the theme 'Bringing Colour Back', more than 300 industry suppliers are set to exhibit at FESPA Global Print Expo incorporating European Sign Expo 2021.

Taking place in six exhibition halls of the prestigious RAI exhibition centre Amsterdam, exhibitors now confirmed include Gold sponsors Brother and Mimaki, as well as suppliers including Agfa, Canon, Durst, Fujifilm, Hanglory, and Roland DG. There will also be substrate suppliers such as 3A, Ahlstrom Munksjö, Avery Dennison, Hexis, and Re-board Technology. Not only that, automation, workflow, and colour management specialists like Barbieri Electronic, Inedit, OneVision, Onyx Graphics, and Print Factory will also be exhibiting amongst numerous others.

The co-located European Sign Expo for non-printed signage and visual communications is supported by the European Sign Federation and Gold sponsors Efka and Ledit Yaki, exhibitors will also include Art Neon Lighting, Domino Sign, Led Frames, LG Hausys Europe, Nex Line, and Yellotools.

According to FESPA Chief Executive - Neil Felton: "The past year has been challenging for all and, while virtual events such as FESPA Innovations and



Trends enable the speciality print community to stay up-to-date and access new product launches, suppliers are keen to interact with printers and signmakers in a live setting. Across the industry, we're seeing signs of recovery and regeneration and we believe October is a good time to look to the future and focus on new revenue streams and application opportunities."

Entry to the event is free for members of a FESPA national association or FESPA Direct, while the cost of entry is €50 for non FESPA members who pre-register before 12 October 2021 using a promotional code found on Fespa's adverts and marketing promotions. Register at www.fespaglobalprintexpo.com

Those who say the era of printing iron is coming to an end will need to think again, as Heidelberg signs its biggest deal in years, with a printer taking 11 B1 Speedmaster 106 XL presses.

HEIDELBERG SIGNS 11 SPEEDMASTER PRESSES IN A MEGA DEAL



11 new Heidelberg Speedmaster XL 106 Push-to-Stop presses: Wilco



From left, Erik Lukassen (Finance Manager at Wilco), Rene Reinsma (Account Manager at Heidelberg BeNeLux), Frank van Zijl (Chief Executive Officer of Wilco), Dr. David Schmedding (Head of the Central Europe Cluster at Heidelberg), Robert Jan de Rooij (Chief Commercial Officer at Wilco), and Ammar Allaoui (Managing Director of Allaoui Graphic Machinery GmbH).

FUJIFILM ANNOUNCES NEW ACUITY PRIME FLATBED WIDE-FORMAT PRINTER



Fujifilm Acuity Prime flatbed printer

FUJIFILM North American Corporation, Graphic Systems Division has announced the newly designed Acuity Prime flatbed printer, which prints at exceptionally high quality to a range of rigid and flexible media.

Built with efficiency in mind, the Acuity Prime features a high-quality LED curing system which is air-cooled and only requires a single-phase 25-amp supply, helping to maintain efficiency.

A new ink system - FUJIFILM Uvijet HM - has been formulated to provide excellent adhesion to a broad range of substrates while also producing a wide color gamut. The new ink range is optimized to consistently produce high quality, vibrant images.

A new jetting primer improves adhesion further for particularly challenging substrates, removing the need for offline pre-treatment of substrates before printing, saving time and money. The Acuity Prime also features a printable area of 4 feet by 8 feet and can accommodate media up to a thickness of 2 inches.

Available in CMYK formats with white, and additional clear and jetting primer, the Acuity Prime with FUJIFILM Uvijet HM ink offers the ultimate versatility and value by providing the flexibility for print businesses to customize it to their own needs.



MAKING PRINT BUSINESS PROFITABLE AGAIN ...LET NIGERIA PRINT JOBS REMAIN IN NIGERIA

With dwindling profitability of print business coupled with high number of printing jobs contracted out of the country, discerning stakeholders have come together in a live webinar captioned:

MAKING PRINT BUSINESS PROFITABLE AGAIN to sought solutions to this and other myriad of problems affecting sustainable growth and development of the Printing Industry in Nigeria.

As the first series under the sub-theme: **LET NIGERIA PRINT JOBS REMAIN IN NIGERIA**, the virtual meeting saw panel of discussants who are seasoned practitioners in person of Dr. Rotimi Oladele, Princess 'Layo Okeowo, Mr. Godwin Ogilo, Dr. Adesola Falaiye, Mr. Gabriel Okonkwo along with President & Chairman-In-Council of Chartered Institute of Professional Printers of Nigeria (CIPPON), Mr. Olugbemi Malomo proffered actionable solutions to not only how Nigeria print jobs should remain in Nigeria but also on how to ensure that print businesses are profitable again.

Immediately after the formal introduction and welcome address by moderator - **Mr. Tunde Obokhai** (President - DCS Integrated Media publisher of **Printers Digest magazine**), Managing Director of the nation's print solutions provider - **Heidelberg Nigeria LTD**, **Mr. Godwin Ogilo** set the ball rolling by asking two pertinent but rhetoric questions that bother on



why and **which** type of (print) jobs are taken out of Nigeria. According to him: "We can't solve a problem without first digging out the root causes. We have to first find out the root causes of why print jobs are taken out of the county, and we (can) find these out from the print buyers" noting further that: "Then we as stakeholders can begin to talk about solutions or actions that we need to take". On the type of jobs taken out of the country, Mr. Ogilo opines that the industry needs to identify whether it is private sector or public sector jobs that are taken out of the country before proffering solutions or strategies to solve the problem.

While imploring stakeholders to put structure in place to ensure easy access to facilities likewise sustainability of their print businesses, Heidelberg boss also cautioned them to only seek international financing for print equipment acquisition only when they earn revenue in foreign currencies. He summed up by confirming **Heidelberg Nigeria** readiness to support the industry with tailor-made modern print equipment from Heidelberg's stable backed by factory-trained technicians for after-sales services, genuine parts and consumables supplies to save costs and production downtime. In his brief presentation, former Managing Director of **Megavons West Africa**, **Dr. Rotimi Oladele**

Continued on page 37 >>



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Print Impact Around the World

PRINTING UNITED EXPO PREVIEW IS NOW LIVE TO THE GLOBAL PRINTING COMMUNITY



The first phase of the three-tiered PRINTING United Expo platform (**PRINTING United Expo, Expo Preview**), is now live! Available free to all who register for PRINTING United Expo, the lead-up to the overall expo event experience provides further access and a preview to even more education, new product debuts, and important industry trends.

Log on to www.printingunited.com to register and preview the latest trends from industry experts and what to expect during the in-person live event takes place at the Orange County Convention Centre (OCCC) in Orlando, Florida USA from October 6 to 8. This include case studies, strategies, facts, and new approaches designed to meet the needs of today's businesses – all in concise, digestible sessions. This year's programming presents segment-specific panel discussions that speak to the trends and conditions affecting today's business which covers such topics as Graphics/wide-format, Mailing and fulfilment, Packaging, Commercial,

Apparel, Promotional, Industrial, In-Plant, and Installers. Registration includes access to Expo Preview, Expo Live and Expo Wrap-Up.

"In speaking with the printing community the world-over, we realized that there is a lot of information out there and new technology being brought to market that needs to be covered, especially given it has been a while since we've all been able to meet together under one roof," says Mark J. Subers, President, PRINTING United. "We decided to make content available early-on during Expo Preview so that companies can easily digest the latest important information as it affects their businesses. This allows for them to better prepare for their time at PRINTING United Expo and then, should they miss anything during the event, or wish to learn more about a particular area they saw; they can access the virtual Expo Wrap-Up following the event".

HP INDIGO UNVEILS NEW DIGITAL PRINTING TECHNOLOGIES AT DSCOOP EDGE FUSION



HP Indigo 35K Digital Press

At **Dscoop Edge Fusion 2021** (a global gathering of HP Graphic Arts print service providers and solution partners with over 8,000 members), HP Inc. announced a new wave of innovations for HP Indigo digital printing, supporting momentum, growth and digital transformation.

"Despite the challenges of the past year, Indigo customers have continued to lead the transformation of the graphic arts industry. Our R&D labs continue to deliver on our promise, releasing new capabilities, products and solutions to support the

growth of our customers," said Haim Levit, HP Indigo Vice President and General Manager, in a keynote address at Dscoop Edge Fusion. The set of new features that drive digital expansion in commercial print are:

- **New Automatic Alert Agent 2.0** for HP Indigo Series 4 presses (HP Indigo 12000 and 15K). This inline inspection system scans every printed sheet and compares it to its digital reference, automatically identifying print defects. AAA 2.0 now automatically diverts defective sheets to scrap and reprints them, all in real time with no human intervention, and no

interruption to production. The system leverages advanced Artificial Intelligence (AI) and Machine Learning (ML) algorithms, increasing accuracy and speed, to provide productivity and profitability for PSPs.

- Expansion of HD printing capabilities, with the new **Fine Line RIP**. This new RIP and press computing infrastructure deliver superior capabilities for small solid text and fine lines, producing the sharpest Kanji fonts and complex security patterns.

- Introduction of the new **HP Indigo 6P Digital Press**, a narrow-web press dedicated for photo and publishing applications. This press expands the capabilities of the Indigo 6800p with a series of innovations for productivity and versatility, including a larger, 320x980mm image area and faster RIP.

- **HP Indigo Certified Pre-Owned Digital Presses**, offering a new opportunity to acquire HP Indigo presses, including B2 format presses, at significant capital expenditure (capex) savings.

- **Value packs and options** available for HP Indigo commercial customers, including the HP Indigo 15K value pack for the HP Indigo 12000 press, expanding high-value application capabilities. In addition, options to extend the capabilities of commercial Series 3 presses, including the availability of a 5th colour station for the HP Indigo 7eco Digital Press.

Commercial availability of the HP Indigo 35K for folding cartons

The **HP Indigo 35K Digital Press**, the new flagship press for high-value folding carton production built on the market-proven HP Indigo 30000, is now commercially available. The new press provides premium colour and print quality now with 40% overall higher productivity thanks to faster job changeover, colour accuracy with Spot Master, and a more robust paper path from the feeder to the coater. Additional features include:

- Printing on thinner substrates from 150 microns to capture applications such as rigid boxes.
- New HD printing with 1600 dpi for enhanced print quality.
- New HP Indigo ElectroInk Premium White for higher opacity.
- New ElectroInk Invisible Yellow, track-and-trace solutions and security elements for multi-layered brand protection applications on one press, in one pass.
- A new Tresu iCoat coater integrated for inline production on the HP Indigo 35K.

Spot Master released for HP Indigo 25K and HP Indigo 35K

In addition, to support productivity in digitally printed packaging, HP announced the release of HP Indigo's breakthrough **Spot Master** colour automation technology, the industry's fastest time to colour.

Spot Master uses a new patented algorithm for fast and accurate colour matching, enabling converters to reach brand colours within 5 minutes, with an accuracy of less than 2 delta E, and less than 3 meters of waste. As a result, Spot Master delivers consistent, uniform colour across the entire print frame and each label or package looks the same no matter when or where it is printed.

HP Indigo Secure opens new opportunities for digital security printing

HP also announced **HP Indigo Secure**, a new suite of never-before-seen security and brand protection solutions, to help security printers and print service providers protect their customers from counterfeiters and other product threats. HP Indigo Secure is a set of solutions including hardware, software, media, and inks for security printing and brand protection, based on proprietary HP Indigo LEP technology and industry-leading partner solutions.

HP Indigo 6K Secure Press is HP Indigo's first secure digital press designed especially for the security printing market. The press is a one-pass, end-to-end security printing solution featuring multiple security layers in collaboration with Jura JSP. The press is available for certified security printers.

New HP PrintOS applications boost production efficiency

HP PrintOS helps customers to get the most out of their presses, simplify and automate production, and innovate and grow. More than 4500 users use the cloud-based PrintOS applications daily to address every aspect of their production, anywhere and anytime. The usage of PrintOS was significantly increased during 2020, with 25% increase in production monitoring, 32% growth in cloud-created VDP and 230% growth in orders managed by PrintOS Site Flow.



Print impact around Nigeria Stories by Precious Ajuonuma & Joju Adekanbi

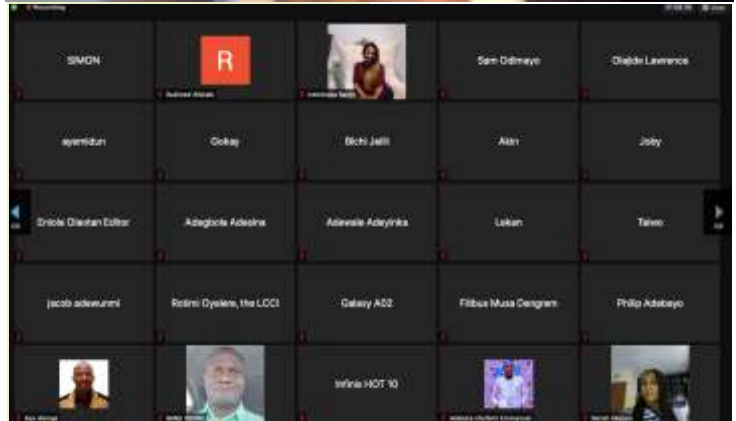
said there was need to first build structures that support sustainable development of the industry. These structures, according to Dr. Oladele include: capacity building especially in entrepreneurship development/training due to numerous opportunities in print ecosystem, and structured learning in terms of up-to-date curriculum. Not only that, he canvassed for what he termed 'External Dynamics' through technology alliances by learning from other industries such as the automobiles to build both technical expertise and technologies for the industry. He also sponsored the notion that the industry build institutional alliances with the likes of banks and other financial services to have 'Printing Desk' as their value proposition to address the needs of the industry. "More importantly, there was need to create demands in sectors whose volume is high such as education, security, and commerce banking on the population advantage of Nigeria" enjoined Dr. Oladele who was the **President of Nigerian Institute of Public Relations (NIPRI)** from 2013 to 2018 thus called on stakeholders to synergise with Government to deal with what he termed 'Consumables Failure' in the industry so that print consumables and materials could be produced locally.

To Managing Director of **FAE Envelopes** and Chairperson of the **Printing, Publishing and Allied Group of LCCI - Princess 'Layo Okeowo**, printing jobs leaving the shores of Nigeria was strictly a function of law of economics based on price; "Government should stop asking us for what we don't have or what we can't give" demanded Princess Okeowo who believed that the Nigerian Government should take a cue from the Indian Government that allowed books to be printed with newsprints which saw to the development of pulp and paper production in India and significantly improved the quality of products from Indian Paper Mills. Subsequently, Princess Okeowo who equally represented Manufacturers Association of Nigeria (MAN) at the webinar, called on stakeholders to come

together as a cluster of investors to establish paper mills specific to different needs in the market. "With about \$10million, we can form a cluster of about 5 to 10. We can even start with waste to make paper. Yes, quality might not be as that imported from Europe but with time, we'll be exporting paper (even to Europe). We need to be encouraged for us to have backward integration".

To Managing Director of **Afkar Printing & Publishing Company LTD, Dr. (Mrs.) Adeola Falaiye** the notion of 'making printing profitable again' meant print business was a profitable venture before now. While citing unfavourable government policy, and human issues as some of the reasons for the decline in profitability of print business, she however asked rhetorically: "How ready are we in making printing profitable again?" Dr. Falaiye believed that the question must be answered from the regulation point of view. Asking: "How ready is Chartered Institute of Professional Printers (CIPPON)?" in having a business plan for the industry; in training on print business management, putting the financials together, and in classifying the right Printers for the right (print) jobs. She suggested that CIPPON should have Strategic Committees that would be made up of intellectuals and thinkers that could set a roadmap for the industry within 3 to 5-year framework. "We need to ask the question; where are we taking the industry to in the next 3 to 5 years? We must leverage on connection to form a print production hub", Dr. Falaiye submitted.

With his vast experience in championing printing Nigeria jobs in Nigeria particularly security printing from the financial services point of view. Managing Director of **Superflux International LTD, Mr. Gabriel Okonkwo** opined that in replicating the success recorded by print stakeholders in the banking/ financial services industry in ensuring that the sector's regulator i.e. Central Bank of Nigeria (CBN) consented to their demands in printing bank/ financial services instruments



such as cheques, bank drafts, share certificates etc in Nigeria, stakeholders in the book publishing, must first be experts in their individual area of strength and specialisation. "You can't be good in all printing genre. Don't be jack of all trade" he enjoined as he also recommended that stakeholders should be involved in

a series of advocacy programmes especially to top government functionaries. "Lots of Printers have disappointed them. So, you must be ready to convince those in authority (that you're up to the task)". As a Finance Expert, Mr. Okonkwo also advised Printers who are seeking for capacity

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SPECIAL FEATURE INTERVIEW

lack of knowledge'. As much as things are changing, we should also change with time and season positively. As new technology is coming out, we should strive to be relevant with it. Take for example those Lithographers who failed to understand the development that came with the time and season of that aspect of printing. They are out of job as we speak. So, we should continue to pursue after knowledge.

PRINT BUSINESS CAN BE STRESSFUL, HOW DO YOU RELAX?

I love football so much. When it's weekend, I know I will have match to watch; by so doing - I forget all other challenges at that moment and any time I stumble on WWE, that is another sport I love watching.

THANK YOU FOR YOUR TIME SIR.

You're welcome.



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SPECIAL FEATURE ARTICLE



relationship, WHERE To Print believes that the large format, signage and out-of-home sectors within printing value-chain in the State will continue to not only experience boom but will most importantly drive investors to the State. Put succinctly, it won't be long before auxiliary services sector in the Out-of-Home value chain such as designers, engineers, installers, welders, media sellers etc would see Oyo State as their new haven. This positive position is however a different ball game for the conventional offset printing genre.

Just as being experienced across the country, observers believe pertinent issues within the offset printing value-chain needs more to be desired in a transit State as Oyo. While commending the administration of **Governor 'Seyi Makinde** revolutionary strides particularly in

fulfilling his campaign promise imbedded in 'Road Map to Accelerated Development in Oyo State, 2019-2023', Printers under the aegis of **Association of Professional Printers of Nigeria (ASSPPON) Oyo State Chapter** pleaded with Governor Makinde to spread the positive transformation presently experienced in such areas as constant payment of workers' salaries, pension and gratuities likewise seen in the construction of hospitals, schools, roads and markets like the ICT Hub under construction in Mokola. They collectively enjoined the Governor to come to their aid to ameliorate some of the sufferings being experienced by Print Practitioners in the State.

In an exclusive chat with WHERE To Print, some top members of Oyo State Chapter of ASSPPON

itemized some of the problems experienced by Printers in the State to include among others: rising cost of printing materials, epileptic power supply, lack of government patronage, and multiple taxation. Their concerns were also corroborated by Daybis Press Limited founder and former Governor of both Oyo and Ogun States - Major-General Oladayo Popoola (Rtd). While receiving WHERE To Print magazine Team on a courtesy visit, the unassuming Major-General Popoola (Rtd) called on Chartered Institute of Professional Printers of Nigeria (CIPPO) to continue to engage with Government to bring sanity

to the printing profession in view of the escalating cost of print consumables and print jobs being taken out of the country at the expense of Nigerian Printers.

Speaking unanimously on specific areas they want Government's intervention, the ASSPPON Executives prayed Governor Makinde to help site dedicated transformers that would ensure constant power supply in each of the State's printing hubs that separately accounts for over a thousand Printers and allied practitioners. These areas include amongst others: Mokola, Oke Ado, and Oke Padre. They believed that with constant electricity, the huge



Continued on page 40 >>



cost of fueling, running and repairing alternative power generating sets would be plowed back into their printing businesses with multiplier effects not only on their print businesses but also on the entire socio-economic development of the State. In numeric terms, they noted that an average Printer spends an average of 20litres of diesel within a 6hour operation which results in over N90,000 spent per month on diesel alone in an SME Press aside other associated costs. They believed that the money could be used to expand their business operations thereby employing more youths in the State to curb social vices and subsequently increase Government's Internally Generated Revenue

(IGR). On escalating costs of print consumables and materials which is also due to cost of transport from Lagos (where most comes from), they advised Oyo State Government to take advantage of the huge potential in the pulp and paper production value chain by attracting investors to cite their seeding and production facilities in the State which is naturally endowed with vast arable land, educated youthful population, and now complemented with direct train transport network from Oyo State to virtually across the country. According to them, this would be a plus to the State's quest for private-sector led employment generation, with drastic reduction in social vices while also contributing to the State's IGR.



Where to visit in Ibadan

Ibadan metropolitan nature imbedded in strong tradition and culture always pull visitors to marvel at the stunning tourists' attractions littered across the State. And WHERE To Print magazine Team cannot agree less. Having done with our special reports, we moved round the State's capital whose spectacular table of "Brown roofs" reconfirmed Ibadan's iconic nature. We also intermittently stopped to explore interesting places such as the legendary Ruffy Arts, the creative Topfat Art Gallery, the historic Bowers Towers, the National Museum of Unity, and nature's sanctuary - the University of Ibadan Zoological Gardens.

Ruffy Art: The Father of Sign Art

Though the unarguably Father of Nigeria's Sign Art on iconic Mammy Trucks - **Pa Rafiu Adigun** popularly called **Ruffy Art** is no more, his works is sustained by his son - **Mr. Abayomi Adigun** who has taken it upon himself to not only continue the legend's work, but also train young artists (who hitherto would have been social miscreants) on the art of painting

and artistry. If you can remember the good, old Mammy Trucks that dominated transport scenes in the 60' and 70', then you will quickly fathom the brain behind the iconic paintings and signs on the truck thus how important Pa Adigun was to passing effective, didactic, and catchy but philosophical phrases to both commuters and onlookers then.



Creativity at its peak

Owned by **Mr. Tope Fatunbi**, Topfat Art Gallery strategically nestled within the Lekan Salami Stadium Complex along Adamashingba Road, Ibadan is a place



to be if you desire creative art works. The Gallery, which has an extension inside the sprawling stadium for production purpose, incubates unique artifacts made from wood, leather, metal and stone. WHERE To Print gathered that though Mr. Fatunbi specialty is in painting as seen on display throughout the expansive gallery, he equally gives opportunities to other budding artists to showcase their works thereby promoting art & culture hence empowering them to not only eke out a living but also

contribute meaningfully to the society.

Nature at its best at University of Ibadan Zoo

To see nature in its true colours, a visit to the University of Ibadan Zoological Garden and Nature Park located in the department of Zoology at the prestigious University of Ibadan is your sure bet. And so, WHERE To Print Team was guided by two of Federal University of Technology Akure exchange programme students who were on hand to educate us on wildlife conservation. With wide



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varieties of animals ranging from mammals to reptiles, amphibians and birds, University of Ibadan Zoo is surely a memorable place to enjoy nature at its best.

Bower's Tower: Ibadan's birds-eye view

Bower's Tower is located on the summit of Oke-Are, one of the highest hills in Ibadan. To get to the top, you'll have to climb over 47 spiral staircases. Tug along, your effort will be rewarded immediately you get to the top where, you will enjoy a commanding sight of almost the entire city in a panoramic view. This historical monument was erected in 1936 as a memorial to Captain Robert Lister Bower, the first British Resident in Ibadan and the Travelling Commissioner for the



interior of Yorubaland South-Western Nigeria (1893 and 1897). **What's culture without history?**

Though we were not allowed to take pictures inside the Museum, the National Museum of Unity Ibadan is home to some of the nation's priceless historical relics and artifacts that celebrate Nigeria's rich cultural and historical heritage as a people. With a dutiful guide, we were educated on the significance of some of Nigeria's tribe and culture



aside explaining the relevance of some of the mysteries that keep people in awe particularly on the myths and realities of traditional masquerades, pottery, fashion, hygiene, security, among others. Indeed, we were duly enlightened on Nigeria's rich cultural heritage for posterity.

Celebrated 'Amala+Ewedu'

Even though time was not on our side on the two-day special project visit to enable us enter Olubadan Palace, Mapo Hall, Agodi Gardens, Cocoa House and the likes, our exploration would not have been complete without the taste of the local delicacy - the legendary **'Amala+Ewedu'**. So, our host - Mr. Oyetola took us to one of the popular joints - **Amala Sky** to savour the hot, fresh and delicious **'Amala+Ewedu'**.

CONCLUSION

One thing is clear, Oyo State is clearly print business friendly judging by relative accommodating nature coupled with the socio-economic potentials of the State. The State Government will no doubt gain more with mutual collaboration with Printers and Allied Practitioners in the State.

WHERE To Print however believes that tourist sites in the State need remodeling or outright rebuilding (maybe) through private sector led initiatives. There must be value-driven visitor's experience to truly connote Oyo State as a Pacesetter State. It is also hoped that the general security challenges in the country are dealt with by nation's security apparatus to boost investors' confidence.

WE'RE INDEED GRATEFUL TO YOU ALL!

While the unforgettable memories lingers on, we use this opportunity to express our heartfelt gratitude to Daybis Press LTD Team particularly Major-General Oladayo Popoola (Rtd), Topfat Art Gallery, and Ruffy Arts; all for their warm reception - we're grateful to you all. More importantly, we also deem it fit to accord the entire Members & Executives of Association of Professional Printers of Nigeria (ASSPPON) Oyo State Chapter especially the following: Sir S. O. Aina "Papa General" - one of the oldest Printers in Nigeria (was 80years in February), Deacon Oyekun Oyewunmi (District Chairman), Mr. Tony Uso'Oraegbu



(District PRO), Mr. Olutope Ayejoto (Coordinator, Elders Forum), Mr. Olanrewaju Onipede (Elders Forum), Mr. Kayode Famurewa (Chairman of Ibadan South West), Mr. Akinola Olufemi (Treasurer), Mr. R. O.Adeleke, Mr. Adekunle Tajudeen (Chief Whip), Mr. Johnson Alawode (State's General Secretary), and of course Mr. 'Wole Ademuyiwa (CIPPON Zonal Coordinator) for finding time out of their very busy schedule to meet us, plus their parting

gift - we're indeed grateful to you all! Lastly, we'll like to express our profound appreciation to the CEO of Genius Afrika Graphics - Mr. Mayowa Oyetola and his Team for hosting us. We are equally grateful to Mrs. Oyetola for the farewell **'Amala'** dish before our train ride back to Lagos. And the train ride? This will be captured in another piece - coming soon, so stay tuned!



WANTS TO JOIN US ON OUR NEXT VISIT TO MEMORABLE PLACES IN NIGERIA?

Do you desire a fresh vacation out from the hustling and buzzing of your city to any part of Nigeria - to reward yourself and your Team? Then, get in touch with **Precious** on **08160876041** to book a memorable experience!





FCT MINISTER ACKNOWLEDGES PRINTING INDUSTRY CONTRIBUTION TO NATION'S CAPITAL GROWTH ...PROMISES TO WORK WITH ABUJA PRINTERS TO MAKE THE FCT A MAJOR CONFERENCE, TOURISM AND BUSINESS HUB IN AFRICA



Amidst various business challenges especially multiple taxation experienced by Printers in Nigeria's Federal Capital Territory Abuja, the **FCT Minister, Malam Muhammad Musa Bello** has acknowledged the importance and contribution of the Printing Industry to economic growth and overall development of the nation's capital.

He made this known in his Statements at the **2nd Abuja Printers Breakfast Meeting** held on Wednesday 30th June, 2021: "Your contribution to not just the economic growth, but the overall development of the Territory over the years cannot be overstated. We are not unmindful of some of the challenges your industry and indeed many commercial interests in the FCT are currently facing especially issues bordering on multiple taxation", the Honourable Minister expressed as he promised that his administration would do all it could to ameliorate business challenges in FCT.

Malam Bello also called on Printers to join hands with him and his Team in their quest to make FCT a major conference, tourism and business hub on the African continent as he promised to support Small and Medium Scale Enterprises (SMEs) who made up the bulk of Printers in their growth and expansion plans through Abuja Enterprise Agency. He conversely implored Printers to rid the industry of malpractices capable of not only tarnishing the image of the industry but also disrupting public peace: "I however want you to also help Government in its attempt to discourage unwholesome and sometimes

outright criminal business practices in the Printing Industry. We have sometimes come across printed fake official documents alleged to have been produced here in the FCT. This is in addition to offensive posters, handbills and flyers capable of disrupting public peace. We urge you to look inwards and rid your industry of such practices and practitioners lest you are all painted with the same tar brush".

"On our part, we pledge to support your industry and help in your growth and expansion plans. Our doors remain open to all genuine business concerns and we look forward to constructively engaging your members. As you may be aware, we have a very active and diligent agency devoted entirely to encouraging the growth of small and medium enterprises. I urge you to encourage your up coming members to contact the Abuja Enterprise Agency and take advantage of our policies and programmes designed for the growth of MSMEs in the Territory" enjoined FCT Minister, Malam Muhammad Musa Bello.

Also at the occasion, **Chairman of Yaliam Press LTD - Alhaji Yahaya Amfani** enjoined stakeholders to be united in forging a common ground to rid the industry of quacks thereby ensuring sustainable development of the entire Printing Industry in Nigeria and not just that of the nation's capital. According to him, numerous issues like price war, rising media and consumables prices, unwholesome sharp practices and the likes could only be dealt with when stakeholders are united. He therefore called on all and sundry to work together with the Chartered Institute of Professional Printers in Nigeria (CIPPON) to achieve the industry of everyone's dream.

FCT Minister, Malam Muhammad Musa Bello



Chairman of Yaliam Press LTD - Alhaji Yahaya Amfani



The Abuja Printers Breakfast Meeting in its second series holds quarterly where various print business owners, experts and practitioners in Abuja's fledgling Printing Industry comes

together to share their views on burning industry issues with a view to providing solutions while also exploring cooperation and partnership opportunities.



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Given the uncertainty we would like to reassure all stakeholders that we are working closely with other organisers, the events centre and government agencies to contribute and understand the necessary measures required to ensure the event is run to the highest Health & Safety standards.

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