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Cover Story on page - 22



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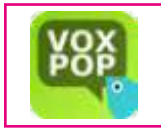
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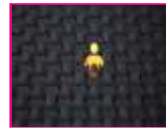
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How to reach us

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To Readers

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

‘WHATEVER WILL BE, WILL BE’

‘When I was just a little girl
I asked my mother
What will I be
Will I be pretty?
Will I be rich?
Here's what she said to me....’

By God, I wasn't born when Singer - **Doris Day** had a big hit with the song: ‘**Que Sera, Sera**’ (‘Whatever will be, will be’). Till today, this evergreen song whose lyrics continues to remind one that while we all strive for achievements (in



© Study.com - Doris Day in 1957

whatever form), we should also be mindful of the fact that we don't have control of the Universe but should accept responsibility for our actions while putting off worry or other mental health draining endeavours. Why? The future is up in the air, and whatever is going to happen, is going to happen; for the future is what it is: **the future!** To control your future, be in sync with the Creature!

So many things happened in the last two months in the Print & Allied Industries worth reporting which this bumper **75th edition** of **WHERE To Print magazine** brings to you. From page 10, check out latest news and industry reports on **PRINT IMPACT AROUND NIGERIA** page as well as the direction the industry is moving towards globally on **PRINT IMPACT AROUND THE WORLD** from page 12.

Consequently, we begin our **SPECIAL FEATURE ARTICLES** with the exclusive news of the forthcoming region's largest packaging, printing, plastics and food processing exhibition this September 14 to 16 as **PROPAK WEST AFRICA 2021 – VISITOR REGISTRATION IS NOW OPEN**. Please open to page 16 to also read how the show... **LAUNCHES GRIP TO COMPLIMENT LIVE EXHIBITION AND BOOST ENGAGEMENT LEVELS FOR EXHIBITORS**. Then on pages 18 and 19 respectively, read how **PRINTING UNITED EXPO 2021 SLATED TO BE THE GLOBAL PRINT EVENT OF THE YEAR WITH WIDESPREAD PARTICIPATION FROM INDUSTRY LEADERS and PRINTING UNITED EXPO 2021 BRINGS PACKAGING**



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COMMUNITY TOGETHER WITH ALL PRINTING SEGMENTS UNDER ONE ROOF FOR MAXIMUM BUSINESS OPPORTUNITIES. We conclude the **SPECIAL FEATURE ARTICLE** on pages 24 and 26 with **GULF PRINT & PACK 2021 BRINGS TOGETHER TOP PLAYERS FROM PRINTING, LABELLING, PACKAGING AND ALLIED INDUSTRIES IN MEA.**

This edition's **SPECIAL FEATURE INTERVIEW** is with - **MR. ISHMAEL TETTEH, CEO - CHESPA WEST AFRICA GHANA LIMITED** who sheds light on how: **"CHESPA WEST AFRICA STARTED AS A RESULT OF OUR INSATIABLE NEED TO MEET THE DEMANDS OF PRINTING INDUSTRY IN TERMS OF CONSUMABLES AND TECHNICAL SUPPORT"**. Please turn to pages 28 and 30 to know more on Chespa West Africa.

To empower our managerial skills, please open to pages 40 and 41 to read a **SPECIAL FEATURE ARTICLE** on **GREAT**

LEADERS ARE CONFIDENT, CONNECTED, COMMITTED, AND COURAGEOUS written by Peter Bregman and culled from www.hbr.org And to further inspire us, flip open to pages 22 and 23 to read this edition's **COVER STORY** on **FOUR WAYS TO STAND OUT AS A SMALL BUSINESS IN A CROWDED SPACE** by Pia Beck adapted from www.entrepreneur.com and lastly, we present you our **SPECIAL FEATURE ARTICLE - PEP NIGERIA** - where WHERE To Print Team explored Abeokuta, South West Nigeria in a bid to **LET'S HELP YOU DISCOVER THE HIDDEN TREASURES UNDER THE ROCK**

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Design: WHERE To Print Studio

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PUBLISHED BY:
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46B, Adekunle Fajuyi Street, GRA Ikeja, Lagos, Nigeria P. O. Box 17871, General Post Office, Ikeja Lagos, Nigeria 2341.
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we're definitely going to bump into each other soon!

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Until next edition, take things easy because you're very important for **whatever will be, will be!**

Keep doing good! Joju Adekanbi

Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi



ESKO ANNOUNCES NEW AVT SALES AND SERVICING COLLABORATION WITH TECHNOLOGY GLOBAL



Esko, the leading developer of integrated software and hardware solutions for the global labels and packaging market, has announced a new partnership with Technology Global Services Limited to distribute its range of AVT print inspection solutions in Nigeria.

Lagos-based Technology Global will act as distributor for the full range of Esko AVT Apollo, Jupiter and Argus inspection solutions for packaging, the AVT Titan metal sheet decoration inspection system and the AVT Helios inline inspection system for labels, as well as the company's innovative label and packaging workflow software.

"Under this new agreement, the experts at Technology Global will also be servicing all our AVT customers across Nigeria," said Johan Bastiaen, Esko Territory Sales Manager for Africa. "The

Continued on page 14 >>



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Print Impact Around the World

HEIDELBERG REPORTS HIGH ORDER VOLUME AND IMPROVED OPERATING PROFITABILITY



Heidelberger Druckmaschinen AG (Heidelberg) has made a positive start to financial year 2021/22 (April 1, 2021 to March 31, 2022). Thanks to a broad market recovery in virtually all regions and growing successes from the Group's transformation strategy, the company has been able to deliver the promised improvements in sales and operating profitability in the first quarter. For example, sales for the quarter increased by around a third compared with the equivalent period of the previous year, from €330 million to €441 million. EBITDA, which was influenced in the equivalent quarter of the previous year by high earnings of €73 million from the reorganization of retirement provision and the widespread use of short-time working, improved substantially on an operational level to € 15 million.

Thus, despite clearly reduced sales, the figure for the period under review even exceeded the pre-crisis level recorded in FY 2019/20 (€11 million).

"As demonstrated by our encouraging initial quarter of financial year 2021/22, Heidelberg is really delivering! Buoyed by the global economic recovery and the notable improvement in operating profitability, we are also very optimistic about meeting the targets announced for the year as a whole," reports Heidelberg CEO Rainer Hundsdörfer.

Positive trend in growth areas continues – significant uptick in demand in China and further dynamic expansion in e-mobility sector

Confidence regarding financial year 2020/21 as a whole is being fuelled by a broad market recovery that, along with orders from the successful trade show in China, has led to incoming orders of €652 million – an increase of some 89 percent compared with the equivalent quarter of the previous year. Given the marked uptick in demand – especially for innovative new products such as the Speedmaster CX 104 universal press – Heidelberg is convinced it can continue building on the company's

market-leading position in China, the world's number one growth market.

Based on solid economic development, Heidelberg is expecting the profitable upward trend to continue in subsequent years, too. This is down to the company's implementation of realignment measures, the focus on its profitable core business, and the expansion of growth areas. Cost savings of some € 140 million are predicted during financial year 2021/22 as a whole. Total savings exceeding € 170 million are then expected to take full effect in FY 2022/23, along with a lasting reduction in the Group's operating break-even point, measured in terms of EBIT, to around €1.9 billion. The potential for sustained growth and increases in value is based primarily on opportunities in packaging printing, digital business models, business in China, and new technology applications. For example, Heidelberg Wallbox capacities in the e-mobility sector will once again be doubled this year to meet the dynamic growth in customer demand. A start was already made on this in the quarter under review, with the third production line being taken into operation. The planned international

Continued on page 32 >>

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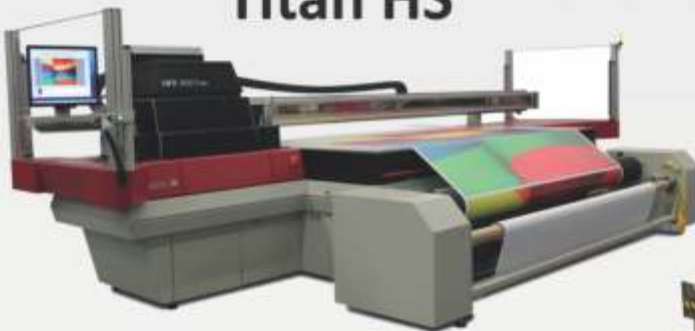


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company has an excellent reputation for flexibility and collaboration, with an emphasis on supporting its customers and improving and transferring knowledge, so we knew this partnership would bring significant benefits to our customers.

"We are delighted to welcome Technology Global as the newest reseller of the Esko AVT range, making these inline inspection solutions more accessible to the growing numbers of labels and packaging customers throughout the country, while also increasing service support coverage for our customers."

Akin Oduwale, Managing Director of Technology Global, said: "Technology Global was established to help meet the needs and resolve the technical printing challenges of packaging

suppliers in Nigeria. We love to sell tested and proven technology, helping our customers achieve business growth with the aid of our evolving, non-traditional approach. Esko understands this philosophy and shares our commitment to delivering innovative solutions that make life easier for our customers, and we could not be more pleased to be working with them as a distribution and servicing partner. "The Esko AVT line of automated inline inspection hardware and software solutions has already secured a reputation within the industry for greatly enhancing the accuracy, efficiency and productivity of operations, and we look forward to working with existing and new customers to supply the very latest technology to help them boost their businesses."

FC GROUP ANNOUNCES NEW INSTALLATION IN NIGERIA



West Africa Packaging Pre-press Team During Training

Authorised Kodak distributor in West Africa - FC Group has announced successful installation of Kodak Trendsetter Platesetter CTP at West African Packaging Limited, a printing, packaging and stationary products Outlet based in Ota, Ogun State, Nigeria.

Elated Managing Director of FC Group - Mr. Fenton Curley who made the announcement said: "I am delighted the team has completed one of its many upcoming installations after a successful Q1 equipment sales in 2021 amidst Covid-19 pandemic" noting further that West African Packaging Limited took the decision to purchase Kodak Trendsetter Platesetter CTP in spite of the many uncertainties surrounding the pandemic because; "they wanted to be ready and dynamic to reap the benefits from new opportunities presented by the changing business reality".

Corroborating Mr. Fenton's claim, West African Packaging Mr Reddy M.Loknath said; "They are delighted with the purchase of the Kodak TS800 CTP with Tiff Downloader which uses up to 43% less power than previous models and up to 93% less than platesetters from other manufacturers".

With their new purchase, West African Packaging can expect more automation with an equipment using very little less space, more speed, and more energy savings. They are in a good position to support their customers requiring print and packaging services now with efficiency and flexibility.

The Kodak Trendsetter Platesetter is the perfect solution for printers

who want to have the most energy-efficient operation. This with the Kodak Achieve News Platesetter CTP solution are transforming prepress now more than ever as printers strive to do whatever they can to save energy, automate or embark on innovative technology, both for cost and sustainable environmental reasons.

While Kodak trained engineer - Mr. Humphrey Wambugu walked West Africa Packaging Pre-press Team through the plate set-up using Kodak Electra XD Thermal Plates, after successfully installing the Trendsetter, WHERE To Print gathered that with Kodak Electra XD Thermal Plates, Printers are assured of exceptional high-resolution platemaking for premium performance. This is because Kodak Electra XD Thermal Plates are designed to consistently produce extremely high-quality print and deliver exceptional press performance with the versatility to adapt to most print conditions and run lengths.



Mr. Curley

CIPPON MAKES CHANGES TO ELECTION GUIDELINES ... NEW ELECTION DATE TO BE ANNOUNCED



In a bid to ensure fairness and all-round stakeholders' collective participation, the highest decision-making body of Chartered Institute of Professional Printers of Nigeria (CIPPON) - **The Council** has made changes to some of CIPPON Election Committee's Election Guidelines.

According to a statement issued by CIPPON President & Chairman-In-Council, Mr. Olugbemi Malomo these changes include: "removing payment as at when due restriction, throwing the election open to members disenfranchised because of the restriction, and a new date for the AGM as soon as the court impasse is over".

It would be recalled that CIPPON election hitherto scheduled to hold during CIPPON AGM on Thursday 15th July 2021 in Ogun State Capital Abeokuta, was postponed; "to test the integrity of our Institution and use it as a deterrent against future occurrence" noted Mr. Malomo who thereafter outlined the Institute's plan thus: "In the

coming days, the leadership of your Institute will be using the current opportunity to reset, to mend fences and engage major stakeholders across the country for collective participation in the affairs of the industry and also for their input(s) into the presentation to the Minister who is now waiting for a feedback from us".



Continued on page 15 >>

From page 14>>

Print impact around Nigeria Stories by Precious Ajuonuma & Joju Adekanbi

PRINTERS PROJECT PRINTING PROFESSION AT NIBF



At the just concluded Nigeria International Book Fair that was held at Harbour Point Event Centre, Victoria Island, Lagos, a day (29th July 2021) was set aside

for Printers and Professionals in the Nigerian book printing value-chain. The highlight of the occasion was a Panel Discussion that saw

stakeholders discuss the way forward to ensure Book Printing is done in Nigeria. Below are some images at the event courtesy PRINT TV:

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help
GROW
your
DREAM?





PROPAK WEST AFRICA 2021 – VISITOR REGISTRATION IS NOW OPEN ...LAUNCHES GRIP TO COMPLIMENT LIVE EXHIBITION AND BOOST ENGAGEMENT LEVELS FOR EXHIBITORS

The Largest Packaging, Plastics, Food Processing, Labelling and Print Exhibition in West Africa

PROPAK WEST AFRICA 2021
• PACKAGING • PROCESSING • PRINTING • PLASTICS

14-16 SEPTEMBER 2021
LANDMARK CENTRE • LAGOS • NIGERIA

REGISTER NOW

September 14th – 16th 2021 will see the return of **PROPAK West Africa**, the region's largest packaging, printing, plastics and food processing exhibition.

With many looking to build on the momentum that is returning to the industry in the region, the chance to reconnect and meet with 3500 professionals over the three days cannot come soon enough. Visitor registration is now open, so be sure to sign up now and get all the exhibition news straight to your inbox. What's more, PROPAK West Africa is a free-to-attend event; therefore, register now to visit here:

<https://www.eventsrail.com/propakwa2021>



LAGOS APPROVES LARGER CAPACITY FOR EXPOS

With exhibitions and conferences noted as key drivers for boosting the economy in Nigeria, they have been given special status in Lagos State to

operate with larger capacity than other indoor events. This means that while a number of regulations remain in place, the opportunity for the business community to meet in September safely is achievable and

stakeholders are looking forward to it. PROPAK West Africa will of course run in full accordance with these measures as well as implementing best practices learnt across the Montgomery Groups global portfolio of events. This is to ensure the safety of all attendees remains paramount while offering the opportunity to reconnect with industry peers.

This year, the exhibition will be returning with more than 80 companies booked, a strong multi-faceted conference program and the introduction of an online business matchmaking platform to compliment the live event continuing the positive steps to keep on innovating at the event.

Continued on page 38 >>



PROPAK WEST AFRICA SUSTAINABILITY CONFERENCE

The conference program this year has identified its theme as: **PROPAK Sustainability Conference; Being Responsible.** The organisers feel that with the much-needed global effort to tackle climate change, the responsibility to promote opportunities and educate on ways to limit the industries impact on the environment is something more prevalent than ever, especially as companies navigate their way out of the pandemic.

PROPAK WEST AFRICA LAUNCHES BUSINESS MATCHMAKING PLATFORM

2021 will see the launch of the business matchmaking platform, Grip, to compliment the live exhibition and boost engagement levels for the exhibitors by providing the opportunity to access the full pre-registered visitor list coming to the exhibition. This will allow registered attendees to reach out and connect with each other ahead of the live event and help focus their attention on the key buyers for their sector, rather than wait for the buyer to come by their stand. It's expected this

will greatly add to the return on investment by ensuring no one is missed.

With the new features and the continued support of stakeholders, PROPAK West Africa 2021 promises to be the perfect stage for bringing the regions industry back together and provide the catalyst (for it) to bounce back after much uncertainties. Register for your complimentary pass today at: <https://www.eventsrail.com/propakwa2021> For more information, visit: www.propakwestafrica.com



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Next Page



PRINTING UNITED EXPO 2021 SLATED TO BE THE GLOBAL PRINT EVENT OF THE YEAR WITH WIDESPREAD PARTICIPATION FROM INDUSTRY LEADERS



PRINTING United Expo reunites the industry for the first time in years, in person, in Orlando, Florida USA from the 6th through to 8th October 2021 at the Orange County Convention Center.

PRINTING United Expo is on track to be the global printing event in 2021. The first in-person industry event of significant magnitude since its inaugural 2019 Expo, the fall event – which takes place at the Orange County Convention Center (OCCC) in Orlando, Florida from October 6 to 8 – is welcoming printing's leading companies to display their newest technologies coming to market on-site. Registration for the event, which includes access to **Expo Preview**, **Expo Live**, and **Expo Wrap-Up**, is now live at www.printingunited.com

THE POWERFUL MEETING PLACE AND SALES EVENT OF 2021

Market segments across the industry are represented on the show floor at PRINTING United Expo 2021. Throughout the pandemic, companies have been forced to modify original plans for both technology coming to market and respective sales projections. PRINTING United Expo will be the launching point to refuel sales pipelines and new technology debuts in 2021 and beyond.



In addition to an unparalleled educational track addressing the most pressing industry issues and all-encompassing community receptions, the real draw to Expo Live is the volume of exhibitors and biggest names in the industry signing on to join the more than one-million-square-foot show floor. A sampling of these companies and segments include:

Apparel

In the unique, experiential Apparel Zone, major exhibitors such as **Delta Apparel**, **Epson**, **GSG**, **Kornit**, **M&R**, **Mimaki**, **Monti Antonio**, **Nazdar**, **OmniPrint**, **Roland**, **SanMar**, **Stahls'**, and **Vastex** will all be displaying and demonstrating



new technology in the space. A café and beer garden are central to the area, which will be a gathering spot for business meetings, peer-to-peer engagement, and relaxing with friends and colleagues.

Attendees can select from one of four designs to see and keep a custom T-shirt made on a screen or direct-to-garment (DTG) digital machine and will have a chance to win one of many spectacular prizes from the Apparel

Continued on page 19 >>

Zone sponsors. They can also listen to apparel-focused podcasts in the specially created podcast booth where popular podcasts will be broadcast live each day from the show.

Commercial

Attendees will be thrilled to be able to see, and experience, significant hardware running live on the PRINTING United Expo show floor this year – a first in a long time at an industry-wide event of this magnitude. Some world-renowned companies in the space on the show floor include **Agfa, Canon, ChromaLuxe, CP Bourg, Duplo, Fujifilm, GEW, Graphic Whizard, Heidelberg, HP, INX, Kodak, Konica Minolta, MBO America/Komori, Mohawk, Muller Martini, Ricoh, RMGT, Rochester Software Associates, Rollem, Sakurai, and Tecna.**

Digital Textile

Industry brands are increasingly looking for ways to expand service offerings to meet customer demand by embracing new trends, while being mindful of expenditure. Attendees looking for the latest technology in digital textile printing will see equipment on the PRINTING United Expo show floor from companies such as **Berger Textiles, Brother, Brown Manufacturing, EFI, Fisher Textiles, Gerber, Greentex, HP, Kongsberg, Kornit, Mutoh, Serge Ferrari, TVF, Ultraflex, and Zünd.** PRINTING United also welcomes Association Partner **Industrial Fabrics Association International – Fabric Graphics division** to this year's event.

Graphics/Wide-format

Attendees visiting PRINTING United Expo will also see the latest in graphics and wide-format technology. Some exhibiting companies in this space include **3M, Agfa, Durst, EFI, Epson, Esko, Fujifilm, HP, INX, Mimaki, Nazdar, Onyx Graphics, Roland DGA, Sakurai, TVF, Ultraflex, and Vanguard.** Product debuts from these leading names are in store

for those visiting the show.

Mailing and Fulfillment

The industry's mailing and fulfillment communities are a key industry segment that calls PRINTING United Expo home. **AccuZip, Capstone, Kirk Rudy, Printware, United States Postal Service, Tecna, and W+D** are all on board to bring the latest solutions for mailing and converters. Postal trade groups such as the **In-Plant Printing and Mailing Association and Envelope Manufacturers Association** are additionally supporting this year's event.

Packaging

Packaging is a major focus at PRINTING United Expo 2021. With a dedicated Packaging Pavilion hosting PRINTING United Expo association partners, such as the **Paperboard Packaging Council, Flexible Packaging Association, and TLMI**, members and attendees alike can view special designated displays where the associations will showcase awards, talk to the organizations about membership and engagement, and more. The newest technology in packaging will be shown from leading packaging companies **Agfa, Durst, EFI, Epson, Fujifilm, Heidelberg, HP, INX, Kongsberg, Nazdar, RMGT, Sakurai, Xeikon, Zünd,** and more.

Latin American (LATAM) Pavilion

PRINTING United Expo attendees will have the opportunity to meet with distributors in the designated LATAM Pavilion on the show floor. **CONLATINGRAF**, the leading association in the graphic arts business community, will be on hand to help attendees make connections with the most influential businesses in the market space.

Event Registration

Registration for PRINTING United Expo 2021 is now live at www.printingunited.com which allows attendees access to this year's three-tiered event platform: Expo Preview, Expo Live, and Expo Wrap-Up.

Health and Safety Information

PRINTING United Alliance is dedicated to keeping event

attendees, sponsors, and exhibitors safe. As health and safety are of utmost importance to our organization, and guidelines are subject to change at any time, updates to the company's health and safety policy will be shared on www.printingunited.com



About PRINTING United Alliance
PRINTING United Alliance is the most comprehensive member-based printing and graphic arts association in the United States, comprised of the vast communities which it represents. The Alliance serves industry professionals across market segments with preeminent education, training, workshops, events, research, government and legislative representation, safety, and environmental sustainability guidance, as well as resources from the leading media company in the industry – NAPCO Media. Now

a division of PRINTING United Alliance, Idealliance is the global leader in standards training and certification for printing and graphic arts operations across the entire industry supply chain.

PRINTING United Alliance also produces the PRINTING United Expo, the most influential days in printing. The expansive display of technology and supplies, education, programming, and services are showcased to the industry at large, and represents all market segments in one easily accessed place.



where to print

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 - Research/ feasibility studies/ statistics of industry to aid print business purchase decisions.





AS A PRINT PRACTITIONER, HOW DO YOU COPE WITH OR MANAGE STRESS AFTER THE DAY'S JOB?

Stress is the feeling of being overwhelmed or unable to cope with mental or emotional pressure. Stress is your body's reaction to a challenge or demand for attention. In short bursts, stress can be positive, such as when it helps you stay focused, energetic, avoid danger or meet a challenge or deadline which is prevalent in the Printing Industry. On the other hand, the negative side of stress or a stressful work environment contributes to problems such as headache, stomach ache, depression, heart disease, difficulty in concentration etc while chronic stress can result in anxiety, insomnia, high blood pressure and weakened immune system. On this note, **WHERE To Print VOX POP Crew** went to town to speak with print practitioners on how they manage stress on a daily basis at their various work stations. Read and learn their responses in excerpt below:



When I am stressed, I resort to listening to music to get of my mind off everything and anything that is bothering me. Also, I have always learned to adjust to whatever situation I find myself in.

**MR. JOSHUA AJIMUDA –
LOLULASGIDI PRINT
- 09027097254**



At the end of the days job, it is usual that you are going to be weak; so - we usually manage stress by taking the time out to relax and occasionally I go for medical checkups.

**MR. ADEWOLE SEGUN
DYNE & ISREAL ENTERPRISES
- 08058446510**



For me, how I deal with stress is basically taking a full day off from work to just relax and enjoy myself.

**MR. FUNMINIYI MARTINS
- EFKAY INTEGRATED SERVICES
- 08138768286**



After closing hour when I get home, I used to consult a pharmacy close by for supplementary drugs to stabilize my body system and prepare me for the next day.

**MR. HAMMED ADEKUNLE
- OLUFUNSO PRINTING PRESS
- 08096680195**



For one to survive in this profession or any other demanding profession you find yourself in; you must learn to manage your stress through time schedule. That is, taking time to really plan your day ahead before you start your day's work.

**MR. IFEDAYO BALOGUN
- FOLUWASHE PRINT
- 08024117484**



It is just by God's Grace that we keep pushing regardless of the amount of stress we face every day on our day-to-day activities, but sometimes after work or days when there is not much to do, we look out for a cool spot outside work to relax and for the body to regain strength.

**MR. SAMUEL OKEOWO
- GBA GLAD LAW
- 08154203951**



I personally take time to schedule myself as to what I can achieve in a day, in other not to over work myself.

**MR. KENNEDY SAMUEL
- KENNYVENTURES
- 08149476280**



Honestly speaking, printing business is highly stressful I must say and one really need to create time to rest so as not to break down.

**MRS. AYEMOBOLA OLUWAPONMILLE
- MICROTRADE INT INVEST LTD
- 09095965952**



When it comes to dealing with different kinds of customer in a day, one has to master stress management skills. Basically, what I do is; I take time to rest well at home and prepare for the next day and so far, I have gotten used to that. We also learn to stay positive by keeping smiling faces with our customers.

**MISS ADERONKE HANNAH
- YUMARIB CONCEPTS
- 08186708737**



After work, I get to relax out before going to sleep and take some herbal drugs to get better before I continue with work the next day.

**MR. OJO DARE
- DAREX PRINTS
- 08051532412**



Continued on page 21 >>

From page 20 >>

Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi



Lagos is a very busy place, everybody is busy even children. It's essential to create time to rest to live a healthy life. We rest on Sundays after church service and some other days when there is no much to do in the office.

MRS. ANGELA ANWANA
- ANMOFUTUREVIEW
PRINTING OFFICE
- 08024058925



As a Printer, I work Mondays through Sundays. There is no rest for me at all. But I try as much as possible to relax when I get home. I simply take my bath and rest.

MR. ADEBAYO PETER
- HADE KREATIONS
- 09020132431



After the day's work, I go home, eat and rest. Same thing I do on weekends because I don't work on Saturdays and Sundays.

MR. BOLAJI BABS
- HONEY BEE PRINTS
- 08083486995



After the day's work, I simply go home to eat a well-cooked delicious meal, shower then sleep after praying. That is how I relax and get my body ready for the next day.

MR. ALLI OLUWADAMILARE
- DRAYDEZIGN
- 08177770124



As for me, I manage stress by relaxing and enjoying myself a little during the weekend. It's not easy at all as a Printer but God is helping us.

MR. OGUNFUNWA GBENGA
- GBAZE PRINTS
- 08027133334



For me, I do not really find my job stressful. So, when I close from work, I go home and rest and that's all. Although some days are not as easy as it were but all I do is to rest, rest and rest.

MISS. TENIOLA OMONIYI
- WEDDING PALACE
- 09130133701



We hardly get a time to relax as Printers because we work throughout the week most times and late working hours. So basically, we just try to get enough sleep when we get home in order to get mind and body ready for the next day.

MR. ANJORIN EMMANUEL
- BRANDIT DIGITAL PRINT
- 08094551078



There's nothing like weekend for us here in printing. We work virtually everyday and there's no time for us to rest that's why when we close from work, we go home to sleep.

MR. OLORUNFEMI
- FIFTHAVE GRAPHICS & GENERAL PRINTING



There is no two way about it than to relax at home. Sometimes, I work during the weekend but most times I'm at home or I visit some friends. I do not watch television as some do to relax, all I do is just chill at home.

MR. OYETORO DADA
OLUWAGBENGA - 08185706528

OUR VERDICT

WHERE TO PRINT believes that whatever your work demand, there are steps you can take to protect yourself from the damaging effects of stress and improve your job satisfaction through the following steps: **Exercising**; to lift your mood, increases energy and sharpens focus. **Unplug** from social media; it is hard in the world we live in today to **unplug from our social media** because it feels like we are unplugging from the entire world! As much as social media is an amazing, creative platform it can be detrimental to our mental health. **Prioritizing**; plan regular breaks throughout your day by prioritizing your most important tasks and projects earlier in the day. **Do what you love**; doing what you love helps reduce work stress. If you like listening to music, why not do it? Your hobby can help you achieve relaxation for your body. Cook your favorite meal, paint, watch funny videos etc. **Getting enough sleep**; aim for 8 hours sleep each night and turn off screens 1 hour before going to bed. Stress relief will do you good and help you sleep better in preparation for better work, the next day - enjoy your work!



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FOUR WAYS TO STAND OUT AS A SMALL BUSINESS IN A CROWDED SPACE DIFFERENTIATE YOURSELF IN THE COMPETITIVE LANDSCAPE BY WORKING SMARTER, NOT HARDER.



(C) istockphoto

*The past year has undoubtedly demanded pivots and change in more ways than anyone could have imagined. Businesses were catapulted into endurance mode with a singular focus: **survival**.*

As new survival methods (and messaging) became the norm, entrepreneurs fell into a pattern of using their message to bridge the gap from unprecedented to post-pandemic. The rise of the small business, competition and an oversaturation of information make for a crowded space that calls for differentiation. In the face of a re-emerging world, it's long overdue for business owners to approach marketing their businesses in new and inventive ways by focusing on conscious consumerism, intentional inquiry and the human experience — all without the overwhelm of what others are doing.

SMALL BUSINESS IS SURGING, AND ASSUMPTIONS ARE DRIVING STRUGGLE

As entrepreneurship sees a surge since the pandemic, growing 24% from 2019 to 2020 worldwide, spaces have gotten more saturated. Competition and information overload are everywhere. What business owners aren't thinking about are these caveats:

- An assumption that every consumer in a niche is using the same criteria
- Following a framework established by predecessors or competitors is the path of least resistance, even more so in a predominantly

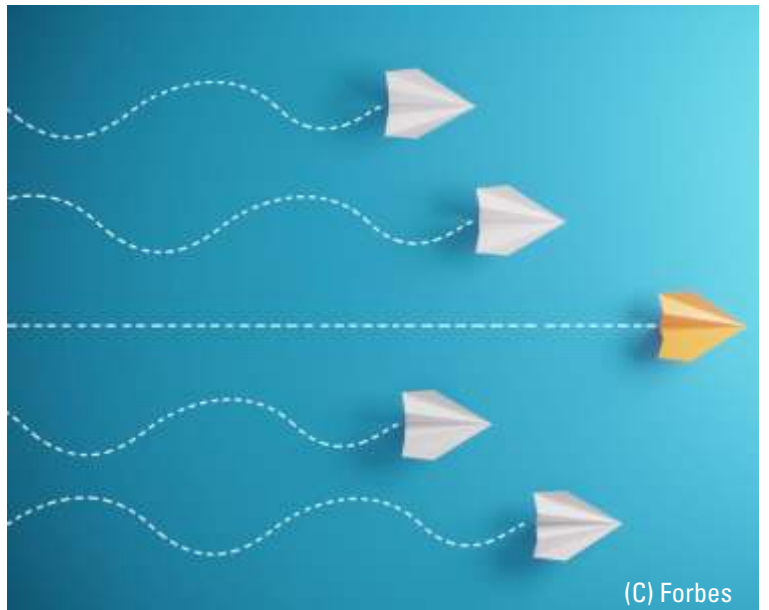
online world. So, how does a business become the first of its kind, meaning that instead of worrying about competing with others, it carves its own place, defining what it means to stand out alongside hundreds of similar businesses?

MAKE YOUR BUSINESS THE CLEAR CHOICE FOR THE RIGHT CUSTOMER

To succeed as a business means to go against the grain. This requires an understanding that the following things will make your business the clear choice for the right person:

- Carve out new criteria that serve the unique needs of a specific customer
- Enroll your customers in a culture that aligns with their values
- Foster customer loyalty through repeat purchase opportunities

Capitalizing on trends, trying to compete with other businesses for the attention of the same customers or building your business for scale before focusing on critical mass simply won't work in today's small business landscape.



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Continued on page 23 >>

FOUR WAYS TO STAND OUT AS A SMALL BUSINESS IN A CROWDED SPACE DIFFERENTIATE YOURSELF IN THE COMPETITIVE LANDSCAPE BY WORKING SMARTER, NOT HARDER.



(c) Inc.Magazine

HOW TO STAND OUT IN A CROWDED SPACE

1. DIG INTO THE DATA IN ORDER TO SET NEW BENCHMARKS FOR SUCCESS AND DESIGN UNCONVENTIONAL SOLUTIONS AND SERVICES TO MEET THE NEEDS OF YOUR CUSTOMERS.

Wherever you can, provide human interactions that leave your customers feeling seen in ways other brands haven't connected with them. Listen generously, care uniquely and create a corner of the market that customers feel like they have to be a part of.

Ask yourself: What do you do exceptionally and uniquely? Who is the customer that wants exactly that? Now, how do you enroll those customers so you can deliver the experience they want, but maybe haven't been able to explicitly identify.

2. RATHER THAN STRIVING FOR MARKET SATURATION, GO AFTER BUILDING A CULTURE THAT SERVES CUSTOMERS HOLISTICALLY AS A HUMAN AND A CONSUMER, BASED ON SHARED VALUES.

Businesses can make a bigger impact by being and believing in precisely who and what their brand is, rather than trying to satisfy everyone.

Ask yourself: What do your customers value? Based on this information, what are the criteria that matter most when investing in a product or service like yours? What values does your company embody? How can you translate these things into tangible processes, messaging



(c) Tap2Pay

and touchpoints that make people feel like they've found the place they belong?

3. CREATE A COMMUNITY AROUND YOUR BRAND THAT YOUR CUSTOMERS WANT TO TELL OTHERS ABOUT.

As the leader of this community, press forward into uncharted territory, and be sure to bring your customers along for the journey with you, enrolling them in your shared evolution — or redefine the environments that have already been claimed.

Ask yourself: How can you lead with meaning and encourage others to do the same? In what ways does the community feel like a safe space to impactfully speak up, take action and connect with others?

BUT WHY DOES ANY OF IT MATTER?

Standing out in a crowded space as a small business isn't just about cutting through the noise to see success. While growing a business year over year, generating revenue and hitting benchmarks are essential factors, they aren't the only metrics that matter.

What matters is **how well you can identify, attract and enroll a**

customer that becomes a champion of your brand: the customers that purchase from you without a second thought, over and over again, because they not only believe your business is best for them, but also feel like they belong to a group of people who also buy from your business.

To stand out as a business, you don't have to be better than any other business — **you just have to be the clear best for your customer.**



(c) Pixy.org



(c) Peritius Consulting



(c) SuperOffice CRM



(c) Noticeboard



Pia Beck

ABOUT THE AUTHOR

Pia Beck is the CEO of Curate Well Co., a consulting and community platform for impact-driven innovators and entrepreneurs who want to catalyze community, build culture, set a new standard and scale intentionally. Check out www.curatewell.co for more information.

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GULF PRINT & PACK 2021 BRINGS TOGETHER TOP PLAYERS FROM PRINTING, LABELLING, PACKAGING AND ALLIED INDUSTRIES IN MEA

2021 edition of **Gulf Print & Pack**, the leading print technology sourcing show for commercial, labels and package print service providers from across the Middle East and Africa (MEA) will bring together top players from the printing, labelling, packaging and allied value-chain in MEA region and open the door to new and exciting business opportunities post COVID.

Taking place from 14 to 16 December at the Dubai World Trade Centre Dubai - United Arab Emirates, the show will be attended by printers and converters of labels, flexible packaging and folding cartons, brand owners and label and packaging designers across the entire value-chain in the industries.

LABELEXPO AND BRAND PRINT PAVILIONS ADDED TO 2021 GPP
 With growing trends in lifestyle, consumption and the need for brand differentiation, Gulf Print & Pack organiser - **Tarsus Group** has added two new pavilions - **Labelexpo** and **Brand Print** - to its 2021 edition.

Labelexpo Pavilion at GPP 2021
 Despite the coronavirus (COVID-19) 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 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:

- Digital and conventional printing presses
- High tech label and packaging materials

- Prepress and platemaking technology
- Finishing and converting systems
- Inspection, overprinting and label application equipment
- Dies, cutters, rollers
- Inks and coatings
- RFID and security solutions
- Software and interactive technology



Brand Print Pavilion at GPP 2021

Trends towards diversification and digitization in the MEA print industry have 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

Continued on page 26 >>

New Dates
New Venues
New Avenues



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Website: www.paperex-expo.com



The Brand Print Pavilion will focus on the following high growth areas:

- Indoor and Outdoor Signage
- Point of Sale (POS)
- Point of Purchase (POP)
- Fleet Graphics
- Sampling Packs
- Collation Packs
- Decorated Corrugated Displays and Shipping Cases
- Promotional Graphics and Marketing Collateral

Also, 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 Basil 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.gulfprintpack.com



14 - 16 December • Dubai
**GULF PRINT
& PACK 2021**
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"CHESPA WEST AFRICA STARTED AS A RESULT OF OUR INSATIABLE NEED TO MEET THE DEMANDS OF PRINTING INDUSTRY IN TERMS OF CONSUMABLES AND TECHNICAL SUPPORT"

- MR. ISHMAEL TETTEH, CEO - CHESPA WEST AFRICA GHANA LIMITED

For over 30 years Chespa has been at the forefront of providing wide range of top-quality printing inks, photopolymer plates, flat and rotary dies and the preparation and processing of graphic repro largely for the European market and around the world. With the establishment of its West African branch - **Chespa West Africa Ghana Limited, WHERE To Print** caught up with the CEO - **Mr. Ishmael Tetteh** on Chespa business in West Africa and pertinent issues of standards, pricing among others. Below is excerpt:



WE KNOW THAT CHESPA IS NOT ONLY A PRINT SOLUTIONS LEADER IN THE PRINTING AND PACKAGING INDUSTRIES IN WEST AFRICA BUT HAS SPECIAL INTEREST IN FLEXOGRAPHY. WHY FLEXOGRAPHY?

Because we believe it's the next stage in the Printing Industry; it is a unique printing type that requires unique understanding, skills, ability and techniques. It is very dynamic and ever improving. What makes it more interesting is that it is very endless in exploration of high-end printing quality for long run production. Notwithstanding the numerous products we have in flexography such as photopolymer plate production, pre-press services, production of printing consumables including ink and cutting dye, we also provide products and consumables for the digital printing industry backed with 24/7 technical service support among other services we offer across the print & allied value-chain in West Africa.

CHESPA WEST AFRICA WORKS WITH SOME OF THE TOP PRINT CONSUMABLES AND EQUIPMENT MANUFACTURERS AROUND THE WORLD ESPECIALLY EUROPE; CAN YOU TELL US SOME OF THEM AND WHAT PRINT SOLUTIONS THEY'RE OFFERING?

We cooperate with some of the top manufactures such as GSE Ink Systems, Dupong, just to mention a few to offer top of the line, high quality inks, consumables, photopolymer plates etc that are readily available to meet the needs of the market - anytime, anyday.

TELL US HOW CHESPA WEST AFRICA STARTED, THE IMPACT IN THE INDUSTRIES AND WHAT THE MARKETS SHOULD EXPECT FROM YOU?

Chespa West Africa Ghana started as a

MR. ISHMAEL TETTEH, CEO -
CHESPA WEST AFRICA GHANA LIMITED



Continued on page 30 >>

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result of our insatiable need to meet the demands of Printing Industry in terms of consumables and technical support for Ghana and the surroundings countries like Nigeria. Chespa became more concerned about the time, energy, and money wasted by Printers and Converters having to divert their energy, efforts and resources at sourcing for their routine consumables and not focusing on their core mandate to produce quality printing and packaging materials for their clients. This necessitated the establishment Chespa West Africa Ghana to be their easily accessible, doorstep gap. We're just a call away.

IMPORTATION OF FLEXOGRAPHY AND PACKAGING CONSUMABLES COMES WITH STRINGENT GOVERNMENT REGULATIONS; WHAT CERTIFICATION DOES CHESPA WEST AFRICA HAS TO ASSURE STAKEHOLDERS THAT YOU'RE IMPORTING QUALITY, INTERNATIONAL STANDARD, AND GOVERNMENT APPROVED CONSUMABLES INTO THE MARKET?

Chespa West Africa Ghana subscribes to all regulations and guidelines by Government agencies towards ensuring safety of lives and environment. To this end, we are registered with Ghana Standard Authority, Environmental Protection Agency, Ghana Customs and other key agencies who are responsible for ensuring that key compliances regarding importation, usage and application of our production materials and chemicals conform to the required standard. Our goal is to ensure our customers get the best industry certified and government approved printing consumables and materials for use, seamlessly.

COST AND TECHNICALITIES ARE THE TWO MOST DOMINANT CONCERNS OF MOST INVESTORS IN FLEXOGRAPHY AND PACKAGING PRINTING; WHAT IS CHESPA WEST AFRICA DOING TO ENSURE COST IS COMMENSURATE WITH QUALITY?

We are very much aware of the huge amount involved with the printing and packaging industries and we understand the implication of those that produce and supply poor quality products. Due to this, we have invested heavily in Research and Development, Human Capital, Skills Development and ensure that our Service Technicians are factory-trained Engineers so as to avoid costly errors that could affect our customers' businesses. By doing this, we

improve and maintain our status as the leader in the printing and packaging industries. So, give us a call on **+233 303935242, +233 202018181** or visit our website to know more about our products and services. www.chespa.eu

THANK YOU FOR YOUR TIME SIR.





UV CTCP PLATE

SPECIFICATION

Spectral sensitivity	350-460nm UV light, especially 400-410nm 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

expansion also means this positive development is likely to continue. Despite the sums being invested in this expansion, the company's e-mobility business is already turning a profit.

"The enormous efforts we have made to transform the company are

now bearing fruit. Thanks to the expected improvements in our operating result, the significant free cash flow potential, and a historically low level of debt, we are very confident in financial terms, too, that we can realize our huge opportunities for the future" concludes Hundsdoerfer.

DUPLO LAUNCHES DPC-600 B2-FORMAT DIGITAL DIECUTTER



Duplo DPC-600 Digital Diecutter

Duplo USA Corporation, a leading provider of innovative print finishing, is pleased to introduce the new DocuCutter DPC-600 Digital Diecutter offering customers new

opportunities to grow their business with its ability to process B2-size sheets and a wide range of substrates that includes chipboards and plastics. The flatbed cutter has created huge enthusiasm leading up to its launch and all pre-orders have already sold out.



The Duplo DC-600 digital diecutter can handle large media up to 23x31" and can cut, kiss cut, score, and perforate in one pass.

The DPC-600 is designed for producing short-run packaging, pocket folders, foam board displays, face shields, and so much more. Featuring smart technology without any physical dies required, it handles large media up to 23x31" and can cut, kiss cut, score, and perforate in one pass. It comes standard with press cut, active, and drag knives as well as scoring and perforation wheels to process paper, PET plastics, adhesive stock, corrugated, chip and foam boards up to 6 mm. "Due to the success of the DPC-400 model, there has been a lot of excitement building up as word got out about the DPC-600," says Kevin Chen, Product

Manager at Duplo USA. "The print market continues to evolve and printers are looking to stay more relevant than ever. They want to increase the types of jobs they can accept, the media they can run, and make better profits while meeting the need for shorter runs."

The DPC-600 will be a game changer for commercial printers in the wider format business or planning to move into B2 work in the near future. It provides a solution to get more creative with their finishing and deliver products in quick turnarounds with minimal downtime.

The DPC-600 will be on display at the Duplo Finishing Roadshow in Chicago coming August and at Printing United in Orlando.

KONICA MINOLTA ACCURIOJET KM-1E LED-UV INKJET PRESS ACHIEVES DEINKING CERTIFICATION FOR UNCOATED PAPER



Konica Minolta Business Solutions U.S.A., Inc. (Konica Minolta), a leader in world-class printing technology, is pleased to announce its AccurioJet KM-1e LED UV Inkjet Press has been accredited by INGEDE, the International Association of the Deinking Industry, for the deinking of uncoated paper printed on the system, enabling such papers to go into the recycling process.

has so many uses, already has the INGEDE deinking certification for coated papers, which includes recycled qualities. After rigorous testing and evaluation of uncoated papers by INGEDE, in which the KM-1e press achieved an extremely high rating in the "Assessment of Print Product Recyclability – Deinkability Test" (INGEDE Method 11), the accreditation has been extended.

Deinking is the removal process of printing ink from recovered paper during recycling. Key process steps for deinking are the detachment of ink film from the paper, ink fragmentation into a suitable size range and removal from the pulp slurry. "This certification gives our customers confidence they can run the widest range of substrates in the industry, while still being good stewards of the environment," said Bill Troxil, Senior Vice President, Industrial & Production Print, Konica Minolta Business Solutions. "Our customers count on us to help them provide value to their customers and to the environment. Now, in addition to our exclusive AccurioJet KM-1e UV ink formulation with zero VOC's, we add complete deinkability to the message."

The formal accreditation is another positive boost for customers, according to Hidetoshi Omo, Head of Competence KM-1 at Konica Business Solutions Europe. Omo stated, "We are extremely proud to have received the accreditation from INGEDE for the Konica Minolta AccurioJet KM-1e, which rewards a great deal of hard work and inspiration from our development teams, and underpins our commitment to sustainability. The AccurioJet KM-1e is a press that enables almost endless possibilities for printing on a vast range of different substrates, and with so few digital presses having achieved this deinking standard, the press stands out even more from the competition now, giving our customers greater possibilities to grow their businesses in a sustainable way."

Konica Minolta's AccurioJet KM-1e LED UV Inkjet Press, which has been referred to as the Swiss Army Knife of printing because it

To learn more about the AccurioJet KM-1e LED UV Inkjet Press, please visit Konica Minolta online.

AGFA ANNOUNCES OFFSET PRINTING PLATE PRICE INCREASE

Agfa announced today that it will globally increase the prices of its offset printing plates.



The ongoing rise of raw material costs, particularly aluminium, unavoidable. The price for

energy and packaging materials, in combination with high freight rates, make price adjustments necessary.

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aluminium, the key component of an offset printing plate, peaked in June at more than 2,500 USD/ton. Prices for packaging materials almost doubled in a couple of months. Freight and transportation services remain under severe pressure in terms of availability and cost.

Offset plate prices will increase by up to 10%, effective August 1st 2021 as contracts permit. This is in addition to

the previously announced and implemented increase and will likely be followed by subsequent increases as the trend continues.

The Agfa sales teams will be in contact with their customers to discuss the details and support the implementation, taking into account individual existing agreements.

FESPA UNVEILS 2022 DATE FESPA has revealed the 2022 dates and venue for its flagship show.



Announced during FESPA PressFest, 2022 Global Print Expo will take place from 31 May to 3 June 2022 at Messe Berlin in Germany, covering eight halls.

While confirming over 300 exhibitors that will occupy six halls for the 2021 event to be held from 12 to 15 October 2021 at the RAI exhibition centre, Amsterdam, the theme: 'Bringing Colour Back', will reverberate over all its co-located shows such as the European Sign Expo for non-printed signage and visual communications; the Printers indoor decor showcase and Wrap Masters that will feature the European leg of the World Wrap Masters Competition.

No doubt, the coronavirus pandemic has forced lots of changes in this year's show, observers believe 2022 event will be better and bigger. According to FESPA Chief Executive - Neil Felton; "An October event will not be a viable option for some exhibitors and visitors with travel restrictions, and it may not allow them to attend. With that in mind, we wanted to deliver an option in the spring of 2022 to accommodate all and to sustain the momentum of recovery for our communities."

Registration for Fespa Global Print Expo 2021 and European Sign Expo 2021, as well as the full exhibitor list, is available at www.fespaglobalprintexpo.com.

KORNIT ACQUIRES VOXEL8

Kornit Digital has enhanced its offering with the acquisition of US 3D printing specialist Voxel8.



The deal for the Somerville, Massachusetts-based company has been completed by the Israeli garment and textiles printer manufacturer and saw all of Voxel8's 18 staff taken on.

Kornit Digital Chief Technology Officer - Kobi Mann said Voxel8 offers direct 3D print-on-part capabilities, and advanced design software that can be easily integrated with any production floor software workflow.

It also offers "versatile chemistry that enables on-the-fly formulation of high-performance elastomers to change the material properties of the resulting printed structures by multiple orders of magnitude," he said.

"This means reflective, high-density, silicone and metallics, as well as compression elements for sports and therapeutics, protection elements like cushioning and impact resistance, and functionality applications like anti-slip, waterproofing, and other qualities combining form and function that are key to Kornit's vision of digitising production in every conceivable manner."

Mann said integrating Voxel8's technology into Kornit's product roadmap would enable the business to "transform numerous market segments and verticals, accelerating our

collective visions and technology advancements".

Kornit Digital chief executive Ronen Samuel added: "Voxel8's innovative technologies and talent will help us accelerate the execution of our 4.0 strategy to digitise sustainable, on-demand textile production."

"With this advanced and proven 3D technology, we will disrupt the business of fashion, empowering completely new creative decorative concepts and never-before-seen functional textile applications, while exploring new lucrative opportunities in the functional apparel and footwear markets."

Voxel8 President and Chief Executive Fred von Gottberg said the company's "innovative and sustainable technology" enables the digital creation of unique decorative and functional applications, while eliminating time and waste from the manufacturing process. He added: "Voxel8 shares Kornit's vision of transforming the textile industry and couldn't be more excited to be part of the journey to build the operating system of sustainable fashion on demand."

"We look forward to working together to embed Voxel8's technology into Kornit's customer offerings, which will collectively provide endless possibilities of enhanced applications and solutions."

KODAK SONORA PLATE VOLUMES UP 84%



Kodak has reported "an improved performance in all businesses" in its Q2 results.

Volumes of Kodak Sonora process-free plates jumped by 84%, while annuities for Kodak Prosper inkjet systems rose by 50%. Overall, sales were up by \$78m in the three months to 30 June, to \$291m.

The prior year performance had been badly impacted as the COVID-19 pandemic took a grip on worldwide print markets. Traditional printing sales in Q2 2021 rose 42% to \$169m with operational EBITDA of \$6m compared to just \$1m in 2020. Digital printing revenues were up 19% at \$62m and the unit broke even compared with the prior year's \$3m loss. Advanced materials and chemicals sales were up \$16m to \$54m and the division was back in the black

with \$1m in operational EBITDA (2020 loss: \$7m). According to Kodak Executive Chairman and Chief Executive - Jim Continenza, the results reflected changes made at the business in the last two years, including concentrating on its core competencies, a "customer-first One Kodak model". "The result is improved performance in all our businesses and a solid foundation," he stated while announcing fixing the balance sheet and raising capital for future investment. "Despite the challenges and uncertainties related to supply chain, commodities and labour costs created by the pandemic, we plan to continue to focus on our strengths as an industrial manufacturer." Kodak vowed to continue to invest in its Ultrastream next-generation inkjet technology, and other advanced materials.



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HEIDELBERG SM102 -4



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LET'S HELP YOU DISCOVER THE HIDDEN TREASURES UNDER THE ROCK



Situated on the east bank of Ogun River, **Abeokuta** (literally translated 'Under the Rock') lies below the Olumo Rock with surrounding fertile land that makes its State - Ogun, an agricultural trade centre producing such crops as cocoa, rice, yams, cassava, maize, palm oil and kernels, cotton, fruits, vegetables, shea butter, rubber etc consequently branding the State as a major producer and exporter of cocoa, fruits, palm produce, and kola nuts. Not only that, the city is well known internationally for its locally produced textile dye-making materials called 'Adire' which also contributes significantly to the state's economy.

While the State is also noted for large operations of local manufacturing industries especially those that produces FCMGs due to its proximity to Lagos (Nigeria's commercial capital), there are however many hidden treasures and 'firsts' within its capital city - Abeokuta enclave that makes the city unique, not only in the State but the entire country thus the need to explore the upbeat mental-health boosting travel destination within Nigeria's south-west.

What are the 'firsts' of Abeokuta?

Abeokuta essentially has many 'firsts' to its name. History has it that it was the first sovereign nation in Nigeria for over 20 years before the British amalgamated her with the rest of country in 1914. Meaning, it had her own laws, Police Force, Civil Service etc with the paramount ruler - the Alake of Egba as the head of the defunct government known as the Egba United Government (February 1, 1893-January 1, 1914).



WHERE To Print gathered that other 'firsts' of Abeokuta include but not limited to; the first church in Nigeria - **St. Peter's Anglican Church**, the first hospital in Nigeria - **Sacred Heart Hospital**, the first woman to drive a car in Nigeria - mother of late Afrobeat music legend Fela i.e. **Mrs. Funmilayo Ransome-Kuti**; and the first newspaper with press - **Iwe Irohin** founded in 1859 by the missionaries that culminated in the spread of literacy and formal education across the country. And so, we began our exploration journey in the flourishing town of Abeokuta for both educational and mental-health boosting voyage.

Alake of Egba Palace:

As tradition demands, our first point of call was the Palace of Alake of Egba i.e. **Ake Palace** of **HRM Adedotun Aremu Gbadebo III**. Home to the traditional ruler of the Egba clan whose current monarch is the grandson of the 6th Alake of Egba, **WHERE To Print Team** unfortunately could not gain access to the expansive Palace (which also houses the first Bible in Nigeria)

nor meet with the King due to the meeting of the King and Egba Town Chiefs currently on going at the time of our visit.

Centenary Hall:

Just opposite the Alake of Egbaland palace is an outstanding monument of great architectural masterpiece - **The historic Centenary Hall** - which was built by the Egba people in 1950 to commemorate One Hundred Years of peaceful co-existence after inter-tribal wars. Though the main hall has pictures of the ancient traditional monarchs hanging on the wall, today, some sections of the hall is been used for meetings and other ceremonial events by the public.

Cathedral Church of St. Peter:

Completed in the Year 1898, the **Cathedral Church of Saint Peter** is unarguably the first church in Nigeria. Presently refers to as St. Peters, the premises harbour a newer and bigger auditorium where worship and other religious activities are being carried out though the actual building still stands tall till date and rentable to any discernable user who desires its architectural ambience. Our Guide (who is also the Church Keeper) - Mr. Oluwaseun not only took us round the church building but also took time to explain in details every aspect, monument and significance of Nigeria's oldest church. Before we left, we were treated to a spectacular musical performance from the church's piano and pipe organ by Mr. Oluwaseun and **WHERE To Print Team**.

Olusegun Obasanjo Presidential Library:

With the aim to preserve the past, capture the present, and inspire the future, the **Olusegun Obasanjo Presidential Library (OOPL)** was established 2017 and rests on a majestic hill overlooking the breathtaking views of Abeokuta. This presidential museum chronicles and documents the life of Nigeria's former military Head of State and civilian President - **General Olusegun Obasanjo (Rtd.)**.

While the retired General life is performatively rendered in audio, video, and pictures, the Library offers a diverse selection of

memorable settings. At OOPL, you get diverse amusement that ranges from the hilltop bar with binoculars, to the wild life park, and mission-inspired elegance of the main library building or a trip on the man-made lake on the premises. Overall, the Obasanjo library and museum is better experience than read about. It's truly a place to visit.

Olumo Rock:

Intentionally set aside as a day's trip, the visit to **Olumo Rock** was the highlight of **WHERE To Print Team** excursion to Abeokuta. As interpreted by our Tour Guide - 'Funmi, our journey to Olumo 'Divinely molded' Rock, was a huge learning experience for us to know more about the great Egba people who hid in caves of the stunning rocks throughout a vicious ethnic battle. Legends has it that Olumo Rock was used as fortress by the Egba's (original indigenes) during the 19th century inter-tribal Yoruba war. With many stunning observatory platforms supported by artifacts gallery and restaurants, Olumo Rock is one of the very important destinations in Nigeria. This is because Olumo Rock has the constant feeling of history of; what was; what is; and what will be.

More importantly, what makes Olumo Rock a place to be is its over 137 meters height above sea level. And trip to the top? Though there is an easier stair case or when working - a lift, the trip to the top of Olumo Rock was worth the climb and the view, exhilarating. From the top of the Rock, you can view some remarkable landmarks in Abeokuta such as the Ogun River, the MKO Abiola Stadium, and other memorable sights throughout Abeokuta landscape. This ancient place also has a gallery where you get to buy souvenirs and a restaurant for eat-in or takeaway before or after your expedition.



Are you thinking of exploring the hidden beauties of Abeokuta with your Team? Look no further and contact **WHERE To Print Team** for a tailor-made, educative, and exhilarating experience. Get in touch with Precious on 0816 087 6041 or 0901 239 9805.







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GREAT LEADERS ARE CONFIDENT, CONNECTED, COMMITTED, AND COURAGEOUS

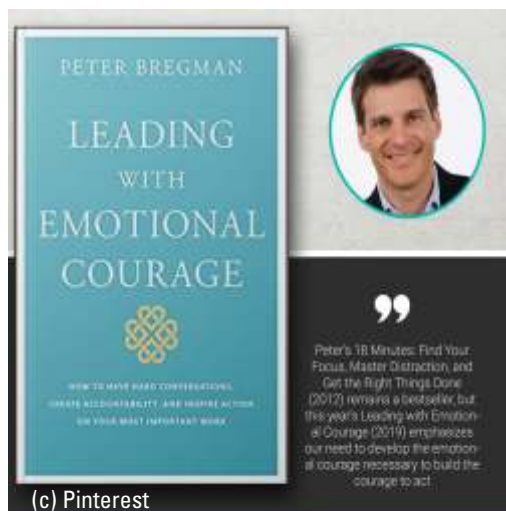
Brad was leading a difficult turnaround of his company and had decided to fire his Head of Sales, who was a nice guy but wasn't performing. Three months later, he still hadn't fired him. I asked him why. His answer? "I'm a wimp!"

Brad (not his real name - I've changed some details to protect people's privacy) is the CEO of a financial services firm and is most definitely not a wimp. He's a normal human, just like you and me. And he's struggling to follow through on an important, strategic decision. Just like, at times, you and I do. No matter your age, your role, your position, your title, your profession, or your status, to get your most important work done, you have to have hard conversations, create accountability, and inspire action.

In order to do that, you need to show up powerfully and magnetically in a way that attracts people to trust you, follow you, and commit to putting 100% of their effort into a larger purpose, something bigger than all of you. You need to care about others and connect with them in such a way that they feel your care. You need to speak persuasively - in a way that's clear, direct, and honest and that reflects your care - while listening with openness, compassion, and love. Even when being challenged.

And, of course, you need to follow through quickly and effectively.

In 25 years of working with leaders to do all the above, I have found a pattern that I share in my new book, *Leading with Emotional Courage*, consisting of



(c) Pinterest

four essential elements that all great leaders rely on to rally people to accomplish what's important to them. To lead effectively - really, to live effectively - you must be confident in yourself, connected to others, committed to purpose, and emotionally courageous.

Most of us are great at only one of the four. Maybe two. But to be a powerful presence - to inspire action - you need to excel at all four simultaneously. If you're confident in yourself but disconnected from others, everything will be about you and you'll alienate the people around you. If you're connected to others but lack confidence in yourself, you will betray your own needs and perspectives in order to please everyone else. If you're not committed to a purpose, something

bigger than yourself and others, you'll flounder, losing the respect of those around you as you act aimlessly, failing to make an impact on what matters most. And if you fail to act powerfully, decisively, and boldly - with emotional courage - your ideas will remain idle thoughts and your goals will remain unfulfilled fantasies.

Let's apply this to Brad and identify precisely where and how he was getting stuck.

Confident in yourself. Brad struggled with this element, which might feel surprising since he was so successful in his career. But this is not uncommon. He worked tremendously hard, but it came from some degree of



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insecurity - he wanted to prove himself and please those around him. He became unnerved in the face of potential failure and was not particularly gentle or compassionate with himself when he did fail. He did have important strengths in this element: He saw the person he wanted to become and he worked toward that future, putting aside distractions and investing his

Continued on page 41 >>

energy wisely and strategically.

Connected to others. This was Brad's greatest strength. He was well-loved and always took great care of his team. People clearly knew and felt that he trusted them, even when he disagreed with them. They appreciated his curiosity - about people and problems - and were grateful that he did not draw quick conclusions about them. All that said, even in this element, he had room to grow: He was not always direct with people and tended to procrastinate on difficult conversations.

Committed to purpose. This was a mixed element for Brad. On the one hand, Brad was clear about what needed to get done to grow the firm, he engaged people in the early stages of work, and he was open and willing to ask for help. On the other hand, he was somewhat scattered. He wasn't clear enough about the small number of things that would move the needle, and he didn't have a reliable process for staying focused on the most important things, ensuring accountability and driving follow-through. Not firing his Head of Sales sent a mixed message to his team - was he really serious about the firm's success?

Emotionally courageous. Brad had room to grow here, and it turned out to be an important element for growing his strength in the other three elements. Risks, by definition, make us feel vulnerable, and Brad avoided that feeling. He resisted the unknown and intentionally avoided uncomfortable situations. This made it hard for him to tell people hard truths and make hard decisions quickly, which stalled his actions.

So, Brad's strongest element was "connected to others," followed by "committed to purpose." He was weaker in "confident in yourself" and "emotionally courageous."

Which puts his challenge in perspective: His connection to his head of sales was at war with his commitment to the success of his team and company. Meanwhile, his confidence in himself and his emotional courage weren't strong enough to break the tie. That's a recipe for inaction and painful frustration.

Just knowing what was happening helped him immediately. We spent some time strengthening his emotional courage by taking small risks while feeling the emotions he had been trying to keep at bay. Each time he followed through, regardless of whether he succeeded, he obviously survived and also felt the accomplishment of addressing the risk itself. Which, of course, built his confidence. Which helped him take bigger risks.

In a short time, he felt prepared (even though he may never have felt "ready") to follow through on what he had known he needed to do for the past three months. With his natural care,

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compassion, and humanity, he fired his Head of Sales (who, by the way, and unsurprisingly, knew it was coming and said he felt "relieved").

Brad was extremely uncomfortable going into the conversation - that's almost always the feeling you'll have when you do anything that requires emotional courage.

But using emotional courage builds your emotional courage. Brad emerged from the conversation stronger in all four elements: He was more confident in himself, more connected to his team (and even, believe it or not, his Head of Sales), more committed to purpose, and more emotionally courageous.

Author's Note: Curious about how you stack up? I've created an [assessment](#) on my website that will help you identify strengths and weaknesses in each of the four elements. Once you take it, you will have a good idea of where you have room to grow. It's free to take. You'll have to submit your email address, but we'll only include you on our



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mailing list if you ask us to.

SUMMARY

Great leaders demonstrate four elements to inspire action: They are confident in themselves, connected to others, committed to purpose, and emotionally courageous. Most of us are great at only one of the four. Maybe two. But to be a powerful presence, you need to excel at all four simultaneously. If you're confident in yourself but disconnected from others, everything will be about you and you'll alienate the people around you. If you're connected to others but lack confidence in yourself, you will betray your own needs and perspectives in order to please everyone else. If you're not committed to a purpose, something bigger than yourself and others, you'll flounder, losing the respect of those around you as you act aimlessly. And if you fail to act powerfully, decisively,

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and boldly - with emotional courage - your ideas will remain idle thoughts and your goals will remain unfulfilled fantasies.

Peter Bregman



ABOUT THE AUTHOR

Peter Bregman is the CEO of Bregman Partners, a company that helps successful people become better leaders, create more effective teams, and inspire their organizations to produce great results. Best-selling author of **18 Minutes**, his most recent book is **Leading with Emotional Courage**. He is also the host of the Bregman Leadership Podcast.

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PRINTING UNITED EXPO 2021 BRINGS PACKAGING COMMUNITY TOGETHER WITH ALL PRINTING SEGMENTS UNDER ONE ROOF FOR MAXIMUM BUSINESS OPPORTUNITIES



Leading packaging companies and associations around the world will converge at PRINTING United Expo in Orlando, Florida USA on October 6 to 8 at the Orange County Convention Center.

In continued news of the powerful **PRINTING United Expo** event taking place this year at the Orange County Convention Center (OCCC) in Orlando, Florida USA on October 6 to 8; leading packaging companies and associations have signed on to gather with printing segments across the board to maximize diversification and convergence opportunities. This year, a special dedicated **Packaging Pavilion** is home to renowned industry associations dedicated to the packaging community.

One-Stop Shop: PRINTING United Expo Welcomes All Printing Communities to Maximize Investment

Market segments across the industry are represented on the show floor at PRINTING United Expo 2021. Throughout the pandemic, companies have been forced to modify original plans for both technology coming to market and respective sales projections. PRINTING United Expo will be the launching point to refuel sales pipelines and new technology debuts in 2021 and beyond. Those registering for the Expo in this market segment can also join the special **Community Welcome Reception** taking place October 6.

"Packaging is such an incredibly important and highly anticipated market segment at the forefront of this year's event," says **Mark J. Subers, President, PRINTING United Expo**. "We are working with those companies and

associations leading this space to help make the connection with the industry as a whole in identifying and embracing areas of business opportunities and diversification. No other event in printing this year will allow companies to connect with the industry in its entirety in one spot. PRINTING United Expo is really a 'one-stop shop' for the industry to reconnect."

Education and Trends in Packaging
Educational sessions targeted specifically to those in the packaging community focus on the latest topics and technology, including:

Session: "Preparing for Industry 4.0: Why Now is the Time to Automate"
Presenter: David Zwang, Zwang & Co.
Date: October 6

Session: "Activating Print with Augmented Reality"
Presenter: Joe Marin, PRINTING United Alliance
Date: October 6

Session: "Keeping Color Consistent Across Technologies and Substrates"
Presenter: Bill Pope, PRINTING United Alliance
Date: October 7

Session: "Digital Printing Lowering Barriers to Entry in Packaging"
Presenter: Lisa Cross, NAPCO Research
Date: October 7

While education abounds, the

major draw to PRINTING United Expo 2021 is the volume of exhibitors, with the biggest names in the industry signing on to join the more than one-million-square-foot show floor. Some of the companies in packaging on the show floor include **Afinia Label, Agfa, Arjobox, DuPont, Durst, EFI, Eagle Systems, Epson, Fujifilm, Heidelberg, HiFlow, HP, INX, Kongsberg, Kurz, Matik/Sei Laser, Nazdar, Nobelus, Norwix, RMT, Sakurai, Strata-Tec, Wausau Coated, Xeikon, and Zünd**.

Packaging Pavilion Association Spotlight

With a dedicated Packaging Pavilion hosting PRINTING United Expo association partners, including the **AICC (The Independent Packaging Association), Flexible Packaging Association (FPA), and Paperboard Packaging Council (PPC)**, members and attendees alike can view the associations' displays showcasing award winners; learn about membership and engagement; and more.

As buzz generates among the Packaging Pavilion association participants, here's what some of them have to say:

"AICC, The Independent Packaging Association, is pleased to partner with our fellow associations in the Packaging Pavilion at PRINTING United Expo. It's always great to have the opportunity to meet with leaders across the broad range of markets, processes, and expertise that make the packaging industries so vital, innovative, and indispensable to

brands and consumers alike. We appreciate PRINTING United Alliance for staging the event that brings this great industry together."

– **Mike D'Angelo**, president, **AICC, The Independent Packaging Association**

"The FPA is thrilled to be partnering with PRINTED United and showcasing the winners from our 2021 Flexible Packaging Achievement Awards Competition in the new Packaging Partner Pavilion. FPA is looking forward to helping advance the flexible packaging industry and the exchange of ideas and collaboration with fellow packaging associations with an invested interest in the future of printing and packaging."

– **Dani Diehlmann**, VP, Communications, **FPA**

"The Paperboard Packaging Council is thrilled to support PRINTING United Expo this fall. After more than a year of virtual events, we're excited to attend in person, reconnect with colleagues, and most importantly, represent folding cartons and our industry's powerful story of sustainability and design innovation."

– **Ben Markens**, President, **Paperboard Packaging Council**

PRINTING United Expo 2021 Registration
Registration for PRINTING United Expo 2021 is now live at www.printingunited.com which allows attendees access to this year's three-tiered event platform.



Mike D'Angelo Ben Markens Dani Diehlmann



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