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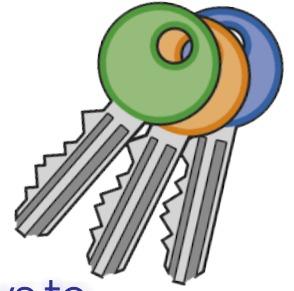
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3

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COLOUR MANAGEMENT,

MACHINE MAINTENANCE

**& PRINT HEAD REPAIR
TRAINING**

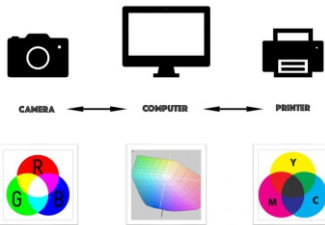
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As the business landscape in our industry keeps changing rapidly, we are focusing on **THREE KEY AREAS** we consider crucial to **THE SUCCESS, PROFITABILITY & SUSTAINABILITY OF ANY PRINT ORGANISATION.**

LEARN CUSTOMISED PRINT MACHINE OPERATION AND MAINTENANCE SKILLS FROM EXPERTS IN EUROPE



COLOUR MANAGEMENT

This bespoke Colour Management training is with course contents tailored to your level of knowledge, experience and ability - making sure you get the most out of the training that will extensively deal with ICC (International Colour Consortium) profile education for your particular device as well as basics of colour theory for RGB & CMYK; choosing ink & print process; and the principles of L*a*b according to the Commission Internationale de l'Eclairage (CIE) - all in a bid to help you identify colour inconsistencies for the best and cost-effective production workflow.

At the end of the practical Colour management training sessions, participants will be able to realistically perform colour simulation that can be applied across a workflow, allowing them to simulate print before committing. This exercise will not only save time throughout the design process but also cut down on wastage as colours will now be consistent and reliable.



MACHINE OPERATION & MAINTENANCE

This practical-oriented training will show how print machinery works, and the role of the maintenance in ensuring proper operation and print profitability. Emphasis will be on Stress is laid on operator's skill development as well as machine diagnosis and troubleshooting for practical expertise in maintenance procedures.

At the end, participants will be able to perform basic maintenance functions such as machinery mounting; balancing; lubrication; bearings; power transmission; shaft alignment; seals; condition monitoring; troubleshooting; safety etc



PRINTHEAD REPAIR

The printhead is a very sensitive, delicate and no doubt costly component of every printer that must be treated with the necessary care especially noting the fact that printhead is subject to wear and tear. This is why this hands-on training will show you recommended, yet practical steps to clean your print head; choosing the right media; how environmental conditions affect printheads; and OEM's endorsed printhead maintenance and repair procedures.

After the training, participants will be able to expertly maintain, repair, and prolong the service life of their printers' printheads. The aim of this skill acquisition is not only to improve operator's knowledge on printheads but most importantly empower them for added skills that would no doubt add value to our industry.



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How to reach us

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- WHERE To Print is specially established to offer print investors quality researched-based information that aids print purchase decisions. This is the more reason our mantra is Influence print purchase decision while our tag line is Print Intelligence.
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- We believe and accept that these principles and code of ethics form the basis of public trust and confidence.
- We pursue our objective through self-regulated systems of professional code of conduct under an independent body that serves the interest of the journalism profession and the society.
- WHERE To Print subscribe to the Ombudsman mechanism established by the Newspaper Proprietors Association of Nigeria, supported by other stakeholders, to mediate complaints against the press on ethical conduct and recommend redress.

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To Readers

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

WE ARE TRULY GRATEFUL TO YOU ALL!

As we conclude a year marked by significant achievements and progresses, we appreciate you for doing your best to contribute to our successes this **2023 Business Year** be it as committed and responsible readers, valued advertisers, and other treasured PEP clients and partners. We are truly grateful to you ALL!

IN THIS LAST 87TH EDITION FOR THE YEAR 2023

We begin with exclusive post show reports of both North America's most dynamic and comprehensive printing event in United States of America - **PRINTING United Expo 2023** and the biggest trade exhibition of its kind in the Western Cape, South Africa - **PROPAK Cape 2023**. First off, **PRINTING United Expo 2023** where we comprehensively showcase major highlights of the event with reviews from **US Commercial Service** led Nigeria Delegation to the biggest print & related event in U.S. this year titled: **PRINTING UNITED EXPO 2023 DELIVERS UNPRECEDENTED SUCCESS, SETS INDUSTRY STANDARD FOR EXCELLENCE** imbued with subtitle: **OUR GAINS AT PRINTING UNITED 2023** detailing some of the delegates'

views on the show et all. This exclusive **SPECIAL FEATURE ARTICLE** starts from page 14 and ends on page 40. Next is how **PROPAK Cape 2023** received massive support from exhibitors and visitors throughout the three-day show captioned: **PACKAGING AND RELATED EXPO GETS MASSIVE INDUSTRY SUPPORT!** Flip over to pages 20, 21 and 23 to know more.

Before we preview three major international industry events that will hold within the first six months of **2024 Business Year**, check out the exclusive interview with **Mr. Godwin Ogilo** - the Managing Director/ Chief Executive Officer of **Heidelberg Nigeria Limited** (subsidiary of world renowned print solutions provider - **Heidelberger Druckmaschinen**) where he assesses the outgoing year and as

a professional accountant with over 2 decades of cognate experience in the industry in Nigeria; makes sense of what 2024 holds for discerning players who desire to succeed next year. Turn to pages 28, 29 and 30 to learn from his invaluable insight, personal and professional recommendations in the tête-à-tête piece titled: **"2024 BEING A DRUPA YEAR WOULD USHER IN NEW INNOVATION AND DEVELOPMENT IN THE INDUSTRY AND THIS WILL DRIVE BUSINESS GROWTH IN MANY AREAS"**.

And as we prepare for 2024 Business Year, kindly go through this edition's **COVER STORY** to activate your confidence in the industry as the **9th drupa Global Trends Report** confirms a remarkably positive outlook for an ever-resilient Printing Industry that has just bounced back from COVID-19 pandemic. Titled: **GLOBAL PRINT INDUSTRY SHOWS INCREASING**



CONFIDENCE ACROSS ALMOST ALL MARKETS AND REGIONS DESPITE ECONOMIC HEADWINDS, the piece is culled from the newly released **EXECUTIVE SUMMARY** which examines the results of both emerging markets and developing economies like ours while highlighting useful statistics that you **Continued on page 10 >>**

FLEX

Frontlit (Glossy /Matt)
Backlit, Mesh, Reflective Flex

SAV

Self Adhesive Vinyl (sav)
Clear Sav, Vehicle Branding Sav,
Reflective Sav, Window Graphics
Photo Glossy Paper & Backlit Film
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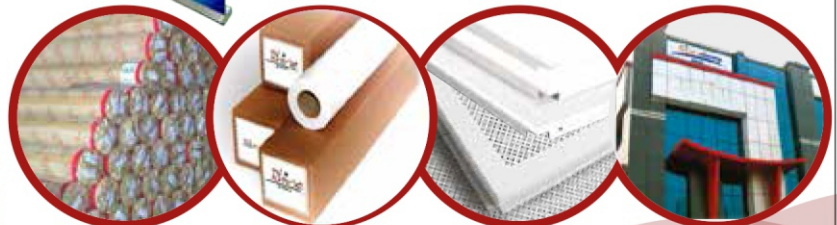
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From page 9 >>

can work with - to actualize your positive expectations of 2024.

Speaking of 2024, we bring you **SPECIAL FEATURE ARTICLES** as trailers of what you should expect at three international shows exclusively for pulp & paper; print & signage; and, print & package. So, flip over to page 26 to discover how: **GUANGZHOU AUCH HOSTS THE LARGEST AND MOST INFLUENTIAL PAPER EVENT IN CHINA.** On pages 36 and 37, get to know: **WHAT TO EXPECT AT FESPA MIDDLE EAST 2024**; then on page 42, **GULF PRINT & PACK 2024 POINTS TO DIGITIZATION AND A MORE SUSTAINABLE FUTURE.**

Talking about the future, we enjoy you to get in touch with us to plan your next industry trade show attendance. Check out specially collated top **PRINT & ALLIED EXHIBITIONS FOR 2024** on page 25 that we'll be packaging but customised to suit your needs and budget in conjunction with the event organisers as part of our **PRINT EXCHANGE PROGRAMME (PEP) FOR 2024.**

Lastly, this bumper edition - deemed as a collector's item - will

not be complete without **PRINT IMPACT AROUND NIGERIA** (from page 10) and **PRINT IMPACT AROUND THE WORLD** (from page 12).

Characteristically, both report latest news, product launches and industry events from within Nigeria and around the world respectively.

LET'S EMBRACE THE CHALLENGES AND OPPORTUNITIES OF THE COMING YEAR

We know that the road ahead is filled with opportunities for sustainable growth and practicable yet responsible innovation. We're confident that together, we will continue to excel and shape a future that is not only successful but also sustainable. Let's embrace the challenges and opportunities of the coming year with the same vigor, passion, and responsibility that have brought us this far.

As the yuletide season beckons, we believe nothing is more rewarding than having a well-spent and memorable time together with loved ones. So, please take the time out and spend quality time with your

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family this holiday season thereby recharging your batteries of love, empathy, and recommitment to excellence that will last you for the next 12 months and beyond.

Sometimes there aren't enough words to express how grateful one is; but all I can say - even as we bid farewell to another amazing year, is to thank you heartily as I also wish you; a flourishing 2024! And as I always say;

please have and show your grateful heart to all by continually doing good! We wish you a flourishing 2024!



Print impact around Nigeria Stories by Precious Ajuonuma & Joju Adekanbi

FG VISITS SECURE ID, PROMISES CONTINUOUS SUPPORT



The Federal Government of Nigeria has vowed to continue to support world-class manufacturing facility and the first certified smart card manufacturing plant in sub-Saharan Africa - **SecureID Limited**. This assurance was given by Minister of Communications, Innovation and Digital Economy - Dr. 'Bosun Tijani during a courtesy visit to SecureID factory in Lagos Nigeria.

Founded by outstanding technology entrepreneur - Mrs. Kofo Akinkugbe

SecureID is Africa's industry leader in card manufacturing, personalization/fulfilment and digital solutions, offering superior end-to-end identity management and digital security solutions to public, private, finance, telecoms and retail sectors. This makes the innovative company the first Polycarbonate card manufacturing plant in Africa, committed to providing products and services to a wide variety of clientele in Nigeria and with distribution in 21 African countries.



Continued on page 15 >>

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Print Impact Around the World

WORLD'S FIRST B2 PERFECTING SHEETFED AQUEOUS-BASED INKJET PRESS ACCELERATES DIGITAL TRANSFORMATION FOR PRINT SERVICE PROVIDERS imagine. change.



Ricoh has announced the debut of RICOH Pro Z75 digital press, the first B2 perfecting (auto-duplexing) sheetfed inkjet platform using aqueous ink, accelerating the shift from offset to digital with higher print quality, faster turnaround times and fewer demands on staff following successful in-market testing.

RICOH Pro Z75 delivers the advantages of a sheetfed platform with the low running costs and high productivity of inkjet. It offers print speeds of up to 4,500 sheets per hour (SPH) in straight printing or 2,250 SPH in duplex/perfecting printing. Stainless steel piezo print heads bring 1,200 dpi native resolution at all speeds with four colour (CMYK) pigment-based inks, while the proprietary drying system ensures high quality results ready for immediate finishing. The RICOH Pro Z75 also expands substrate flexibility, handling uncoated, inkjet treated and offset coated media up to 400gsm with a maximum sheet size of 585mm x 750mm.

Beyond the high print speeds and automatic duplexing capabilities, the press incorporates significant automation solutions and an intuitive

control panel to reduce the need for operator intervention and improve shift efficiency. A heavy duty, offset-like build quality and advanced, durable printheads are designed to maximise press uptime and availability. Attention to detail from the air-assisted sheet feeding that minimises feed and paper transport issues, to a configurable high capacity stacker that delivers accurate, flush paper stacking, streamlines the entire job process.

Designed for print businesses managing high volumes of jobs that require reliable uptime and significant throughput capacity, the new production inkjet platform is backed by Ricoh's Professional Services programme. Clients will have access to Ricoh's best-in-class proprietary workflow automation solutions, such as RICOH TotalFlow BatchBuilder™ and RICOH Supervisor™, plus the EDGE business development consultancy service and full service marketing solutions such as MarcomCentral®, to maximise return on investment and business value.

FLINT GROUP EVOLUTION LAUNCH BRINGS RECYCLING-FRIENDLY COATINGS TO THE GLOBAL MARKET *FlintGroup*



Following its successful European launch during Labelexpo in Brussels, Flint Group's award-winning Evolution products are now available for narrow web printers worldwide. The latest innovation includes Food Contact Material (FCM) compliant technologies that enhance shrink sleeves and label recyclability.

Evolution products, aptly named because they enable packaging to be reused in ever-evolving forms, are designed to increase the yield of material reclaimed from the recycling process by enabling label material to be recycled at the same time as a PET bottle without risk of contamination. Using Evolution products, previously unrecyclable products can be reprocessed, potentially boosting reclaimed material yield by up to 10%.

Continued on page 13 >>

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Print Impact Around the World

Evolution Deinking Primer is applied to the substrate before the ink and provides strong ink adhesion throughout the life of the label. The Primer then enables the ink to be released (de-inked) into the recycling caustic wash and the substrate is broken down into flakes. This ensures that more than 99% of the material can be recycled into something new.



In contrast, **Evolution Varnish** ensures that inks remain on the label during the caustic wash used in the recycling process. The varnish application avoids contamination of the washing solution while not impacting the floatability of the label, and therefore, the resulting quality of the reclaimed material is significantly improved. The protected ink can then be skimmed off with the floating label and directed to an alternative waste stream.

The Evolution product range, previously launched in North America, has been recognised by the Association of Plastic Recyclers (APR) for compliance with critical guidance for PET packaging and recently won the Environmental Sustainability category at the 2022 Global Label Awards at Labelexpo Americas.

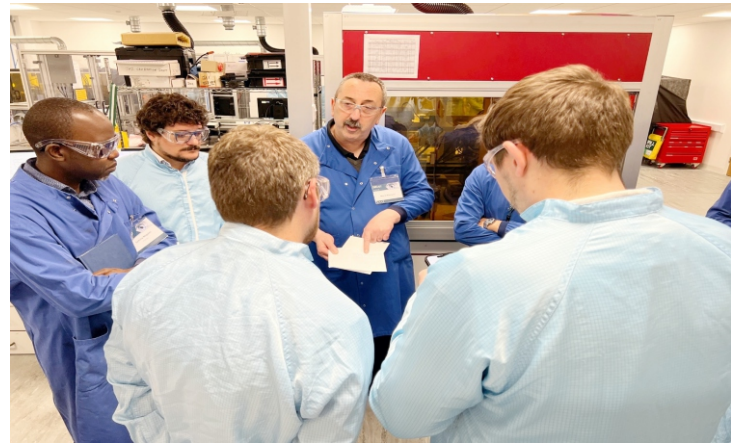
NEW INDEPENDENT RESEARCH SHOWS THE IMPACT OF JETTING HIGH VISCOSITY AQUEOUS INKS



Visitors to **Xaar's Open Day & FuturePrint Tech Conference** in Cambridge United Kingdom were the first to see the results of a research study into jetting high viscosity water-based inks, performed by Dr Chris Phillips and Professor Davide Deganello at the Welsh Centre for Printing and Coating, Swansea University.

During the Open Day, Dr Chris Phillips provided independent evidence of the results of jetting higher viscosity inks when compared to 'conventional' viscosities on both coated and uncoated substrates. Using the Xaar Aquinox printhead and cyan water-based inks by Nazdar, the research team showed several advantages to printing high viscosity fluids, which is enabled by Xaar's Ultra High Viscosity Technology. Measured colour densities were seen to be up to 60 percent higher, enabling productivity gains and an enhanced gamut by jetting the higher viscosity ink.

Xaar's printhead technology capabilities meant that the higher viscosity sample saw the same printing outcome with less ink, offering significant sustainability benefits through both reducing the volume of ink required and the energy needed in drying. Two ink sets were tested, one with a higher pigment loading, and both high and conventional viscosity inks in each ink



set had a fixed pigment to binder ratio to enable a fair comparison. This demonstrated that viscosity was the key enabler to the improved colour results rather than the pigment loading. The lower amount of water in the higher viscosity inks meant less absorption into the substrate, delivering the enhanced colour impact without the need for more pigment. In addition, the trials on the non-coated board showed that by using Ultra High Viscosity to enable a higher pigment load than is usually possible, a far higher colour density is achieved. This opens up the possibility of removing the primer when printing onto cardboard, delivering sustainability and process simplification benefits.

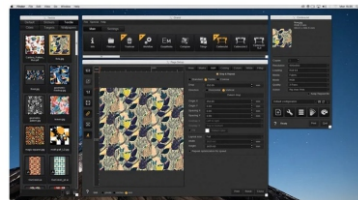
FIERY UNVEILS COMMAND WORKSTATION 7



Digital front-end developer Fiery has announced the next generation of Command WorkStation, its centralised job management interface that connects to all Fiery-driven cut-sheet, large-format and high-speed inkjet printers.

Version 7 boasts a range of new features, including an integrated ColorGuard client, which helps streamline colour verification tasks and track colour quality. Users can now initiate cloud-based colour process control tasks directly in Fiery Command WorkStation without toggling between applications. Also included is Spot Pro enhancements, which allow users to more easily control how spot colours are reproduced, ensuring conformance to brand owner and industry standards and making fine-tuning, editing, and printing colour variations easier. Others are: Print Scheduler which provides integrated job scheduling and planning, allowing operators to slot jobs into a dynamic 24-hour window to best align with equipment availability and customer deadlines. Then, Job History that lets users quickly locate the correct past job for further printing, saving employees time and ensuring accurate reprints. WorkStation 7 also permits customers to sign up for a free Fiery Account, which will enable them to download Fiery software and back up settings and licences. Customers can take advantage of cloud-based production analytics with Fiery IQ to control day-to-day print operations, improve ROI, minimise costs, and boost profits.

CALDERA RELEASES LATEST VERSION OF CALDERARIP



the version 17 (v17)

Caldera has released the latest version of CalderaRIP for large-format digital printing and cutting -

Highlights of v17 include official support for Mac OS Sonoma, the integration of Adobe PDF Print Engine 6.2, more than 30 new drivers, and an extended range of new features to improve colour management performance and facilitate printing

Continued on page 32 >>

PRINTING UNITED EXPO 2023 DELIVERS UNPRECEDENTED SUCCESS, SETS INDUSTRY STANDARD FOR EXCELLENCE



The **PRINTING United Expo 2023**, put together by the most comprehensive member-based printing and graphic arts association in North America - **PRINTING United Alliance** - was held from 18 to 20 October in Georgia capital city - Atlanta, United States of America. And as the Alliance holistically serves industry professionals across market segments with preeminent education, training and exposures on platforms such as the recently concluded show, the international trade event welcomed attendees and exhibitors from around the world to physically connect - a fallout of which was a resounding number of sales recorded across the show floor.

WHERE To Print reports:

Setting the Industry Standard for Excellence



PRINTING United Alliance remains committed to building a global showcase that continues to lead the industry as the cornerstone event for professionals and businesses looking to stay at the forefront of printing, as well as serve as the industry's leading mission-driven association to support professionals across market segments. That is why it celebrates the success of **PRINTING United Expo 2023** held at the Georgia World Congress Center in Atlanta, Georgia from 18 to

20 October with overwhelming positive feedback from both attendees and exhibitors among whom many have already signed on to, and excited for, the 2024 event taking place next year in Las Vegas, Nevada USA on September 10 to 12.

According to President, PRINTING United Expo - Mark J. Subers; "PRINTING United Expo has set a new benchmark for the Printing Industry," expressing further that; "With over **28,000 Registrants** this year, the continued feedback we are receiving directly and across social media platforms confirms that we are delivering what attendees and exhibitors have asked for. Expo news and exhibitor feedback have flooded social channels with sentiment such as 'record-setting', 'refreshed', 'reenergized', 'revitalized', 'enthusiastic', 'optimistic', and more.

"We cannot thank the industry enough for its continued investment and engagement to making the Expo the success it is today. We will continue to raise the bar with each passing year and look forward to seeing everyone in Las Vegas in 2024!"

Continued on page 16 >>

www.wheretoprintmagazine.com

Print impact around Nigeria Stories by Precious Ajuonuma & Joju Adekanbi

Motivated Dr. Tijani expressed; "I am inspired by the resilience of entrepreneurs like Mrs. Akinkugbe and I hope we can all take inspiration from her as she contributes to deepening the capacity of our economy. I look forward to providing support to technology companies like hers".



With a vision to be Africa's undisputed leading provider of world class digital solutions, best suited for emerging markets, SecureID provides turnkey solutions for the smartcard identity industry from project start, through design and personalization to final card packaging/fulfilment. It also supports a wide range of card products such as EMV smartcards, GSM SIM cards, magnetic-stripe

debit cards, loyalty cards, contactless dual interface chip cards, multi-purpose secure identity cards and Mifare cards. SecureID and its subsidiary, SecureCard Manufacturing are certified by Visa International, MasterCard Incorporated, Verve International, ISO 9001/2015 and Card Quality Management (CQM) for Smart Card Manufacturing and Personalization.
 - Picture credit: Dr. 'Bosun Tijani



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

HP HOSTS PARTNER'S PARLAY



Multinational information technology company - **Hewlett-Packard**, commonly shortened to HP has concluded the last Partner's Parlay in Nigeria for the year 2023.

relishing delicious treats. According to HP Category Manager, Sophie Oluwadamilola Anjorin; "It was a truly immersive and enriching experience. It's wonderful to see how we can blend learning about technology, networking, and relaxation with one of our valued distributors, Technology

- Picture credit: Sophie Oluwadamilola Anjorin

The Island Edition featured a learning experience for participants in a cinematic atmosphere while



EYEC PROOF-RUNNER ENHANCES QUALITY AND EFFICIENCY AT GPI NIGERIA.



-Another happy EyeC Proofrunner installation for Graphic Packaging International (GPI) in Nigeria, thanks to the ROTOCON crew.

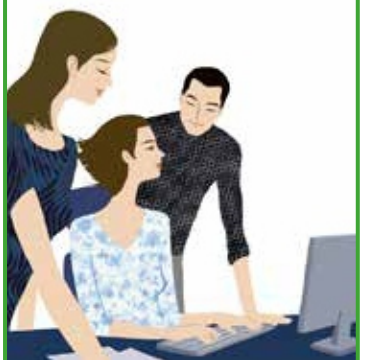
In a bid to enhance quality and productivity, Nigerian arm of **Graphic Packaging International (GPI)** has installed EyeC ProofRunner Web 800 inspection system from print

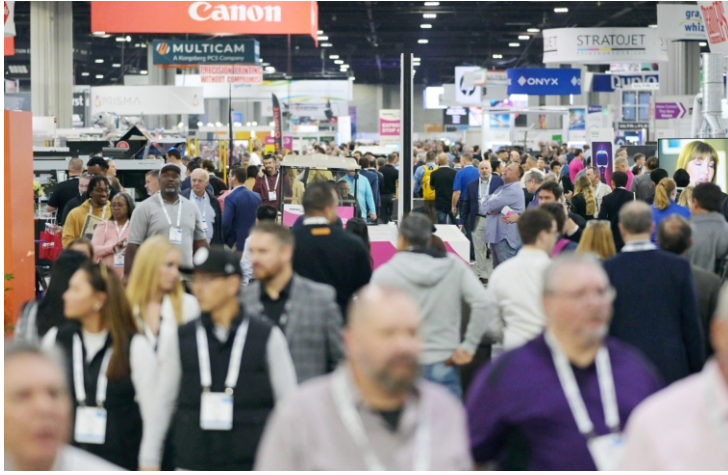
technology supplier - **ROTOCON**.

Renowned as a packaging solutions provider dedicated to delivering top-quality carton packaging solutions for a range of industries, GPI selection of



EyeC ProofRunner Web 800 as an inspection system for their operations was based on the system's ability to fulfil the specific needs of their compact 820mm width press. According to GPI's Cartons Division Operations Manager - Warren Riviere, the international packaging firm opted for EyeC ProofRunner Web 800 because of; 'The compact design and its ability to be placed directly





32nd Largest Exposition in the United States

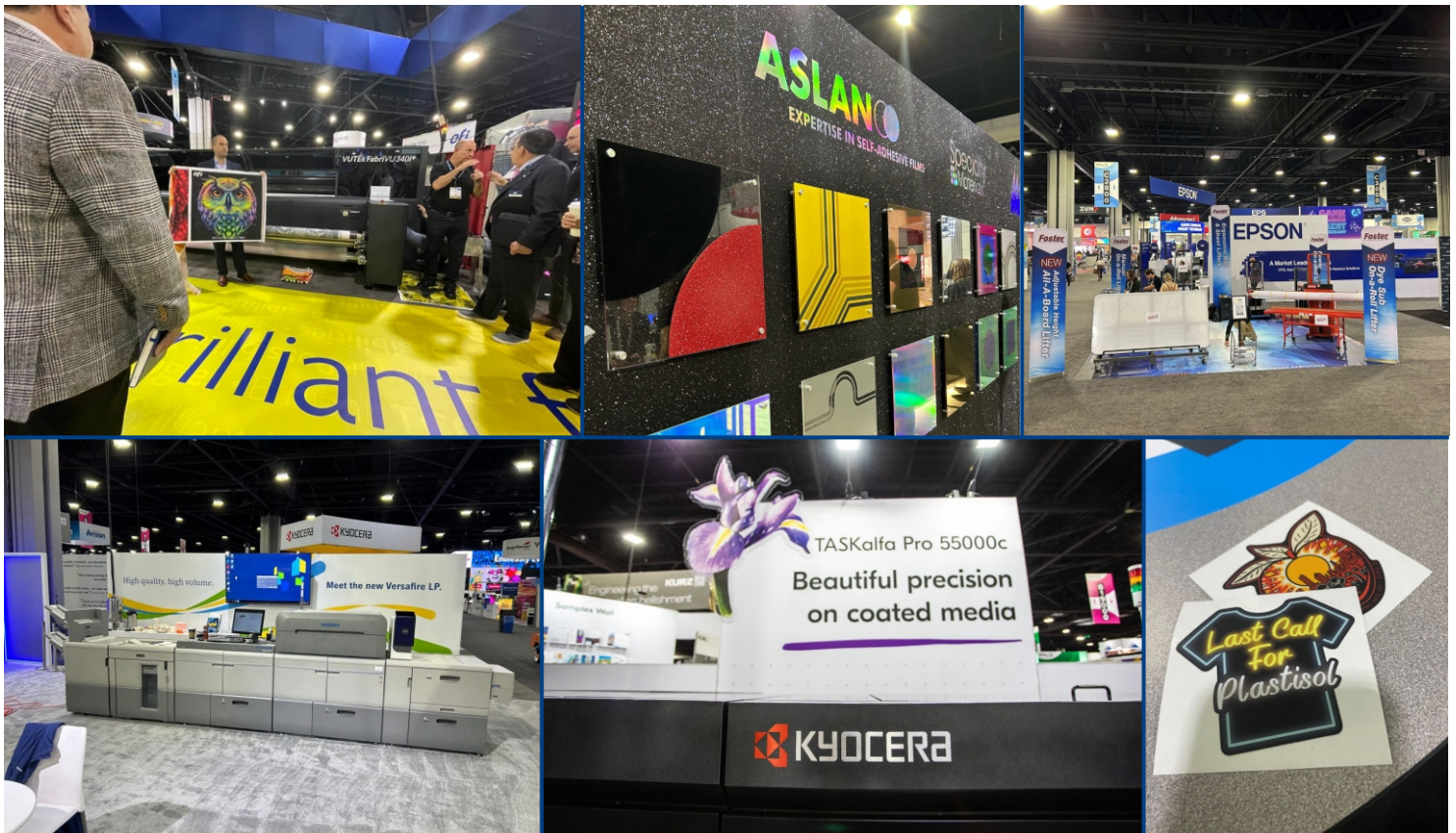
Trade Show Executive magazine recently awarded PRINTING United Expo as the **"Best Exhibitor ROI in 2022"** and the 32nd largest exposition in the United States. The success of this year's Expo eclipsed last year's performance and is expected to continue to grow in 2024.



New Product Launches Live at the Expo



Exhibitor Sales Success



Continued on page 17 >>

Exhibitor Sales Success



A key indicator of PRINTING United Expo success is the volume of sales reported from the show floor. Preliminary feedback hints that multiple exhibitors have easily garnered sales figures in excess of **\$5M** across the three-day event, with companies like MBO/Komori America reportedly selling every piece of equipment in its booth at the show, including its newly launched machines with large emphasis on embellishment and automation. Also, reportedly selling all equipment, or nearly all equipment in their respective booths

include EFI, MBM Corporation, Yul Technologies, and many more.

Standard Finishing Systems' Director of Marketing Don Dubuque shared that the 2023 PRINTING United Expo had; "exceeded all expectations in terms of visitors to its booth, leads generated, and sales. The booth was packed throughout the show with print service providers eager to see the latest automated solutions from Horizon and Hunkeler in action."

M&R Printing Equipment, Inc. CEO Danny Sweem reported that; "PRINTING United Expo 2023 was one of the best show days he has ever experienced, during any event or industry show, meeting all of the company's show objectives and

selling everything they had in their booth."

Agreeing, ROQ.US President Ross Hunter commented that; "this was the company's best PRINTING United Expo ever."

2024 Date and Location Announced

Given the vast success of this year's event, exhibitor space for the **2024 PRINTING United Expo** is already more than 77% sold or occupied, with many companies increasing their footprint on PRINTING United Expo 2024 show floor to be held in **Las Vegas, Nevada USA** from **10 to 12 September**.

For more information, visit www.printingunited.com



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



PICTORIAL NEWS @ PRINTING United Expo 2023



WHERE To Print magazine met thousands of industry enthusiasts and discerning investors throughout the exhibition floors of **PRINTING United 2023** echoing how Print indeed is a unifier! Let's relive the memories of how print brings the world together to connect, interact, and sustainably grow the industry with some pictorial news of friends turned families from:



Botswana (Government Printing Press - Kabo Dikolobe, Emmanuel Masunga, and Elijah Elson Boiditswe);



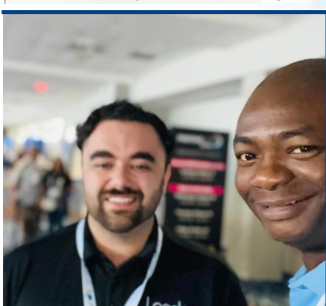
Germany (from Messe Dusseldorf - drupa - Alexander Duering);



Mozambique (Tshuvuka Digital Services - Formoso Carneiro, Sr. and Carlota Carneiro);



Nigeria (from Premium Graphics - King & Queen Ogungbangbe, BSTA Nigeria - Abimbola Adams, Pressfix Nigeria - Segun Adetayo, Gific Printing Solutions - Ngozi Ukachukwu, and Thisischillsbay); and



USA (from PRINTING United - Amanda Kliegl, Gate7 LLC - Corey Reese, WhatTheyThink - Julie Shaffer and Eric Vessels, Landa - Stephen Imposimato, ThemagicTouch - Chuck Hill and Lucas Khani)

Continued on page 19 >>



OUR GAINS AT PRINTING UNITED 2023



Without doubt, this year's **PRINTING United Expo** checked the list of wonderful advantages in attending an event of its magnitude. From the unique opportunity of connecting with brilliant industry peers; to seeing live demonstrations (with expo negotiations/ deals) of latest trade-specific equipment under one roof; and promotion/ collaboration on diverse industry issues with regional peculiarities, the international show was truly inspiring to all participants. Here are comments/ reviews from some of **Nigeria Delegation** to PRINTING United Expo 2023:

WE'RE FULLY FULFILLED WITH LOTS OF INNOVATIONS, EXPERIENCES, EXPOSURES AND IDEAS ON HOW TO IMPROVE OUR BUSINESSES BACK HOME

First and foremost, I will like to say a very big thank you to the US Department of Commerce, US Consulate General, Lagos Nigeria ably represented by our charming Mr. Ambrose Thomas for their effort in giving us the opportunity to attend the event and making sure the Delegates had a successful event.

I also like to appreciate all the wonderful and experienced Delegates for their bonding, cooperation, understanding and knowledge/ experience sharing. It was such an educative and a very impactful event.

To me; it was a case of we came, we saw and we conquered! Even though we could not buy a single machine at the exhibition majorly due to the current Nigeria exchange rate and few other

reasons peculiar to our country, we all left the exhibition fully fulfilled with lots of innovations, experiences, exposures and ideas on how to improve our businesses back home. It also afforded us the opportunity to interact and discuss with some of the exhibitors for possible representation in Nigeria, which I pray turns out positive.

To Mr. Tayo Ojuri; thank you sir for that beautiful, inspiring, eye opening but free session you had with few of us on Friday, it would have cost us so many thousands of naira to get that in any Business School. We are grateful to have you in our midst with your wealth of experience and expertise.

To our amiable and accommodating Mr. Joju Adekanbi of WHERE To Print magazine; you have really

coordinated us very well. Kudos to you and keep the flag flying sir.

Looking forward to seeing everyone again at the proposed meeting between the Delegates and the US Consulate before the end of the year.

Wishing us all safe trip back to Nigeria and all the best in our endeavours!

Abimbola Adams - MD/ CEO, BSTA Nigeria Company



TOO MANY LESSONS BEING LEARNT HERE AT THE PRINTING UNITED EXPO 2023

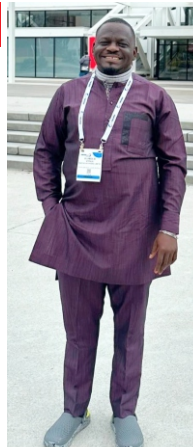
Let me start by offering my appreciation to the U.S. Mission Nigeria for the opportunity. Exposure like this is one of the best ways to propel a young man to the next level. I am immensely grateful.

Lessons to self: There's massively much happening beyond the shores of Nigeria, don't be comfortable at home. Travel more! Go out! Reach out! Connect more! Attract more!

Lessons to the Nigerian Government: You don't grow an economy by impoverishing your own

people! Some of us by now should be employing hundreds of people. You need to seek out such persons and enable them! The Americans ain't buying these expensive machines cash down; it's lease and various financing options. Until we unlock productive asset financing options, we will continue to be jokers in the comity of nations.

Olumide Ayinla - MD/ CEO, PrintHouse Nigeria Limited



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/ statistices of industry to aid print business purchase decisions.



Continued on page 40 >>



PACKAGING AND RELATED EXPO GETS MASSIVE INDUSTRY SUPPORT!



A power-packed showcase of latest trends, technologies, machinery, services and solutions - **PROPAK Cape** took place at the Cape Town International Conference Centre (CTICC) from **24 to 26 October 2023**, and received massive support from exhibitors and visitors. **WHERE To Print** reports:

PROPAK CAPE PULLED OUT ALL THE STOPS AND DELIVERED A WORLD-CLASS SHOW IN WESTERN CAPE, SOUTH AFRICA



Throughout the three days of the show, there was a palpable energy in the exhibition hall of Cape Town International Conference Centre (CTICC): a buzz of activity and a positive vibe. Thousands of new products and innovations were on display, and exciting live demos of machinery in action took place. The show comprised **200 exhibitors**, and more than **7,300 visitors** attended all through the 3 days from Tuesday 24 to Thursday 26 October 2023.

Recognised for its ability to link together people and products, build quality business connections and facilitate sales, **PROPAK Cape** exhibitors reported a high number of onsite sales and hundreds of quality sales leads generated. The networking opportunity was invaluable for all participants. Accordingly becoming a power-packed showcase of latest trends, technologies, machinery, services and solutions; thus, receiving massive support from exhibitors and visitors alike.

Continued on page 21 >>



Exhibitors were positive about their participation at the expo, with **Divon van Zyl**, Marketing Manager at **Filmatic Packaging Systems**, saying; "It has been a very busy show with high quality visitors. The networking has been fantastic - both for returning customers and new customers." **Lars Frohlich**, MD at **USS Pactech**, had an; "An excellent expo," and says that; "The caliber of people has been very good, and the combination of new leads and existing

clients has been a nice mix. We have already booked for the next expo." And **Michael Aengenvoort**, Group CEO at **Rotocon**, explained that they have already signed for the next **PROPAK Cape in 2026**, and confirmed that they have; "Gathered some great leads at the show, and also sold some equipment."



Visitor feedback was also positive with many saying they found the products and services they were looking for, and how convenient it was bringing all the industry suppliers together in one venue to see the latest industry products and trends.

growth in the South African packaging, plastics, food processing, printing, labelling and related industries in the next 5 years.

PROPAK Cape showcased the key trends driving



where to print
MAGAZINE

MENTORSHIP

is industry's only

**DEDICATED
PLATFORM**

geared towards

reviving the

GRAPHIC

COMMUNITY

by

BOOSTING

the morale of

YOUNG

PROFESSIONALS

by carefully

SELECTED

INDUSTRY

PERFORMERS

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whose **WEALTH** of

EXPERIENCE is a

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JOIN

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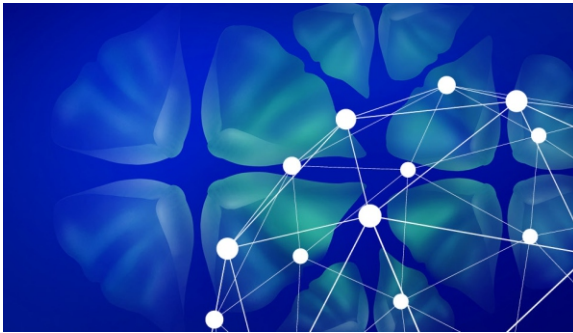
wheretoprint@yahoo.com

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GLOBAL PRINT INDUSTRY SHOWS INCREASING CONFIDENCE ACROSS ALMOST ALL MARKETS AND REGIONS DESPITE ECONOMIC HEADWINDS



drupa Global Trends



The **9th drupa Global Trends Report** confirms a remarkably positive outlook for an ever-resilient Printing Industry that has just bounced back from COVID-19 pandemic. The newly released EXECUTIVE SUMMARY (which forms this edition's COVER STORY) examines how this year's results of both emerging markets and developing economies have not only maintained momentum with a further improvement in sentiment for 2023 but also highlights statistics of a very positive expectations for 2024 :- a clear testament of increasing confidence across almost all regions and markets. Excerpts:

The findings from the **9th Global Trends In-Depth Survey**, run this spring by Printfuture (UK) and Wissler (CH), where over 600 Printers and Suppliers (from the **drupa Expert Panel** of Senior Decision Makers participated) confirm that this year have maintained a stable momentum, with a very positive expectation for 2024.

drupa Printer Barometer 2023 economic confidence by region

drupa Printer Barometer 2023 economic confidence by region

% net balance positive v negative

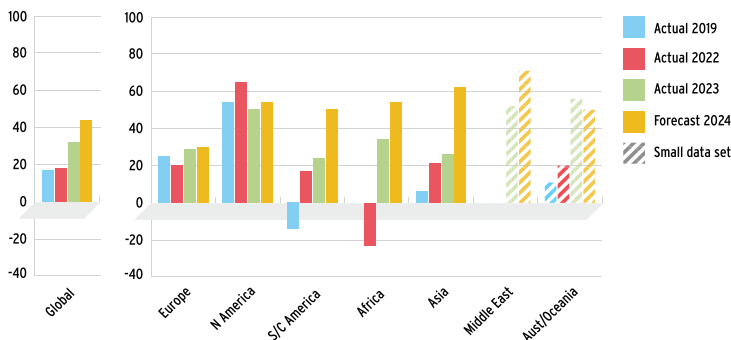


Chart A How do you rate your company's current economic situation? What are your expectations for the next 12 months?

It indicates that globally in 2023, **44%** stated their company's current economic situation was **'good'**, and **12%** described it as **'poor'** while the remaining 44% described it as **'satisfactory'**. The net positive balance being **+32%** i.e. **44%** minus **12%**, is the overall result shown as the green column in the chart, **14%** better than in **2022**. It is this net positive or negative balance that is shown in many of the charts that follow. Meaning, amongst Printers, almost all regions and markets were more buoyant than 2019, i.e. before COVID pandemic.

It is not all good news. **Germany** was downbeat at **+12%**, the same as **2022**. Yet, the **Rest of Europe** was **+34%**. **North American** (N. America) sentiment softened to **+50%** from the

peak last year. However, **South/Central America** (S/C. America) **+24%**, **Africa +34%**, **Middle East +52%** (small data set) and **Australia/Oceania +56%** (small data set) all recovered well from previous lows. Looking ahead, all regions, except Australia/Oceania, expect better performance in 2024, although **Germany** at just **+4%** is far more cautious than most.

Looking at markets, there is a striking recovery in confidence amongst Commercial and Publishing Printers across the globe, while Packaging continues in its confident fashion. The unexplained dip in confidence for Functional Print in 2022 is reversed – probably a result of the small data set.

drupa Printer Barometer 2023 economic confidence by market

% net balance positive v negative

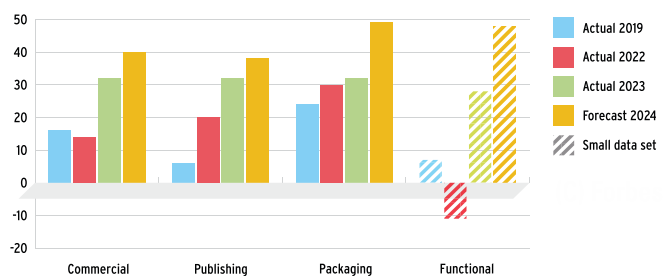


Chart B How do you rate your company's current economic situation? What are your expectations for the next 12 months?

Suppliers were a little more cautious this year than last at **32%**, down **2%**. N. America, S/C. America and Asia were up, with Europe down **5%**. All markets were fairly flat this year, but all showed great confidence for next year, perhaps in part because of **drupa 2024!**

For the second year running, **Printers raised prices globally**; this after seven years of falling prices. Revenues grew at the fastest rate by far and margins decreased at the slowest rate ever recorded. The pattern was not universal,

Continued on page 23 >>



GLOBAL PRINT INDUSTRY SHOWS INCREASING CONFIDENCE ACROSS ALMOST ALL MARKETS AND REGIONS DESPITE ECONOMIC HEADWINDS

with Europe and S/C. America reporting a more mixed situation. Suppliers reported a similar upbeat assessment.

Commercial pricing is strong, net balance average **+57%** for the last two years compared with an average of **-21% 2013-2017**. **Publishing** is also an average **+57%** last two years; average **-18% 2013-2017**. These figures suggest the beginnings of better times for both market sectors. The stronger financial performance for the industry as a whole is welcome, as long as it does not crumble under wider inflationary pressures.

Global printer financial performance over time

% net balance positive v negative

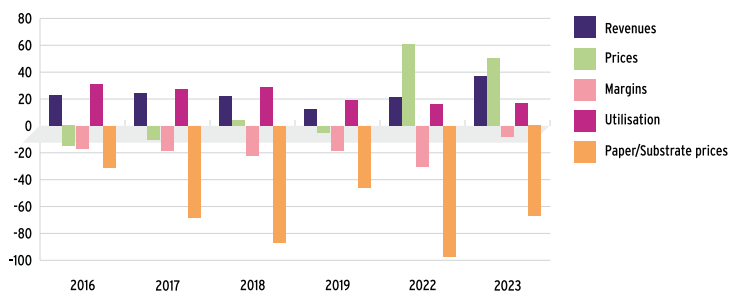


Chart C How have your companys revenues/prices/margins/utilisation/substrate prices changed over the last 12 months?

Every year we ask Printers to assess the net print volume by print technology. Chart D shows this year's results for the main print processes in total and by main market sectors. The resilience of **sheetfed offset** is remarkable with net growth in all markets, even **commercial** after a number of years of reductions. **Flexo** grows fast in **packaging** and **Digital toner cutsheet colour** is far ahead of all other digital processes in all markets.

Print volume by technology 2023

% net balance positive v negative

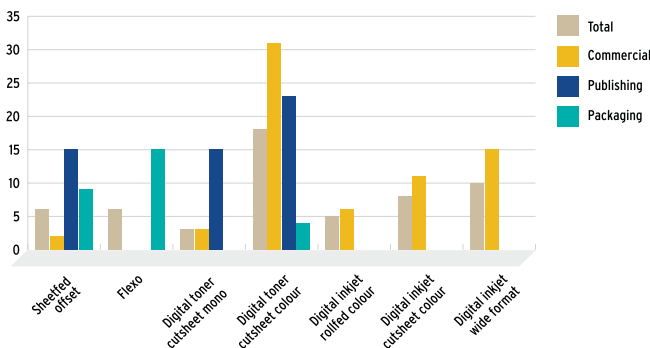


Chart D How would you assess your printing volume in the following technologies over the last 12 months?

Globally, the **digital adoption rate** – Printers claiming more than **25%** of turnover in digital – is growing from **26%** in **2014** to **29%** in **2023**. At first sight this is only a modest growth. However, according to various industry sources volumes have grown significantly since 2014, even though

the digital adoption rate appears to be slowing down.

25% of the total Printer panel reported having **web-to-print installations** in **2014**. The figure for **2023** is still **25%**. Some regions have less **e-commerce** for cultural, technical and other reasons but the figure is flat almost everywhere. Those operating web-to-print enjoyed a surge in demand from that source over the COVID period, but demand has fallen back this year almost to pre-COVID levels. The exception is Packaging where the major growth of 2022 has been largely maintained.

Employment numbers amongst Printers are flat in the developed economies, but show significant growth elsewhere. Labour shortages are reported by both Printers **47%** and Suppliers **39%**. Conventional press operators and finishing staff are hardest to recruit for Printers and manufacturing and technical support staff amongst suppliers. **Supply chain issues** have loomed large for both Printers **63%** and Suppliers **73%**, although all expect issues to be less next year.

Capital expenditure fell back during the pandemic and there was an inevitable lag last year but demand picked up strongly in **2023** with even higher forecasts for next year, **drupa 2024!** There was the expected sustained demand from Packaging Printers, and an encouraging surge from Commercial and Publishing Printers, while Functional Printers returned to levels not seen since **2018**. As usual, print technology and finishing equipment are the strongest targets by far.

2023 Print technology investment targets global and by market				
	Global	Commercial	Publishing	Packaging
1st Choice	Sheetfed offset 29%	Digital inkjet wide format 33%	1st Equal at 32% Sheetfed Offset & Digital toner cut-sheet colour	1st equal at 35% Sheetfed offset & Flexo
2nd Choice	Digital toner cut-sheet colour 20%	Digital toner cut-sheet colour 31%		
3rd Choice	Digital inkjet wide format 19%	Sheetfed offset & Digital inkjet cut-sheet colour 24%	Digital inkjet cut-sheet colour 16%	Hybrid Off-set/flexo/digital 21%

Table 1: 2023 Print technology investment targets global and by market

Sheetfed offset remains first choice for print technology globally and has been since the first Trends report in 2014. Digital presses take the next two places for popularity, as shown on the table below. There is more variety when analysing the market sectors, signaling the amazing range of products and market conditions that together dictate best investment choices.

Continued on page 24 >>



GLOBAL PRINT INDUSTRY SHOWS INCREASING CONFIDENCE ACROSS ALMOST ALL MARKETS AND REGIONS DESPITE ECONOMIC HEADWINDS

Printer CapEx 2023 Global and by market

% net balance positive v negative

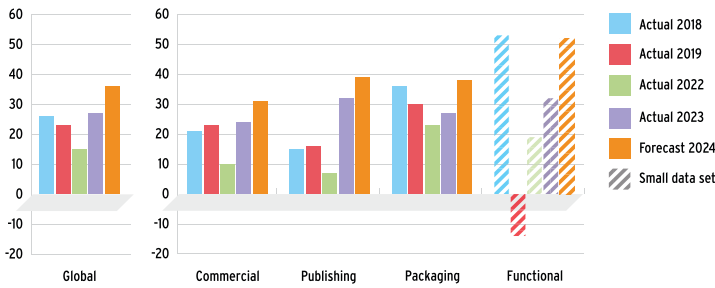


Chart E How has capital investment changed over the last 12 months? Over the next 12 months how will your company's capital investment...?

Building sales channels, raising efficiencies and developing new services are the preferred targets. Both printers and suppliers have increasingly relied on **diversification** to create growth, though the rate of change is slower as trading has returned to more normal patterns post-COVID.

Socio-economic issues loom as large as ever over all regions. The risk of economic recession is the top concern **47%**, knocking the impact of pandemics into second place **41%**. However, beyond the top two issues there were major variations across almost every region. For example, S/C. American Printers were concerned about Political instability **52%**, African Printers highlighted currency issues **51%**, Australian Printers pointed to environmental issues **33%**, Asian Printers commented on trade wars **23%** and N. American Printers worried about standards of living **32%**. Opinion is divided between those that think market forces are more important **43%** and those who think socio-economic forces **46%**.

We returned to market specific questions for the first time since 2019. For commercial markets, the key takeaway is the advantages of diversification in both markets served and services offered. The proportion of publishing Printers in the sample has halved since 2014 (from **30%** of the total **2014** to **15%** in **2023**). And the mix of markets they serve has also changed, with fewer in the newspaper, magazine and catalogue markets but more offering varying book printing options.

Packaging Printers report increasing demand for added value packaging e.g. interactive print. The search for more environmental alternatives to plastic packaging is a major focus for many, particularly for Flexible Printers of course. While our sample of Functional Printers is small, the shift to inkjet print from screen and toner is clear.

In conclusion, the majority of Printers and suppliers across the globe have increasing confidence for the future, despite the many market and socio-economic risks and challenges.

Prices and revenues are up strongly and the squeeze on margins is less than ever. The question is whether the industry will remain as positive in the face of inflationary pressures.

Perhaps the most encouraging news is the clear improvement in confidence amongst Commercial and Publishing Printers, who appear to have adapted to the impact of the digital revolution and can plan forward with greater confidence. Meanwhile Packaging Printers enjoy sustained demand and Functional Printers continue to enjoy an astonishing and ever-growing variety of products and markets served.

Capital expenditure has recovered to pre-COVID levels and 2024 is forecast to be a bumper year for investment – good for drupa 2024!

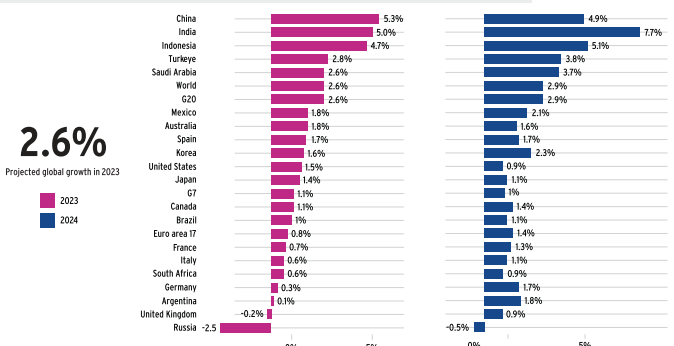
The Global Economic Outlook 2023 - Living Through Turbulent Times

We need to remind ourselves how different the first three years of this decade have been in comparison with the 2010s. The world endured a once-in-a-century pandemic, which governments countered by shutting down whole areas of the global economy and provided unprecedented monetary and fiscal stimulus. These actions combined with the cost of restarting the global economy and restoring supply chains, fuelled the biggest and most sustained surge in global inflation in over 40 years. Central banks had to respond with the most aggressive global interest rate rises in decades.

The consequences included a banking crisis, tighter credit conditions, and widespread forecasts of a recession this year or next. These events will likely reverberate around the global economy for years to come. More frequent and more volatile business cycles are expected and governments will have less scope to administer regular doses of quantitative easing. It is likely we are entering an era of constraints on supply and economic labour market shifts, which will become regular sources of economic fluctuations and risk management.

Real GDP growth projections for 2023 and 2024

Year-over-year, %



Source: OECD Economic Outlook, Interim Report March 2023

Continued on page 39 >>



PRINT & ALLIED EXHIBITIONS FOR 2024

S/N	EXHIBITION	LOCATION	DATE	
1	PSI 2024	Messe Düsseldorf, Düsseldorf Germany	9 - 11 January 2024	
2	GULF PRINT & PACK 2024	Dubai World Trade Centre, Dubai United Arab Emirates	9 - 11 January 2024	
3	FESPA MIDDLE EAST 2024	Dubai Exhibition Centre (Expo City), Dubai United Arab Emirates	29 - 31 January 2024	
4	PAMEX INDIA 2024	Bombay Exhibition Centre, Goregaon Mumbai, India	6 - 9 February 2024	
5	SIGN & DIGITAL UK 2024	NEC Birmingham, United Kingdom	27 - 29 February 2024	
6	PRINTING SOUTH CHINA 2024	Area A, China Import and Export Fair Complex, Guangzhou, P.R. China	3 - 6 March, 2024	
7	PROPAK EAST AFRICA 2024	The Sarit Exhibition Center, Nairobi, Kenya	12 - 14 March, 2024	
8	SIGN AFRICA DURBAN 2024	Durban International Convention Center, Durban South Africa	13 - 14 March, 2024	
9	FESPA GLOBAL PRINT EXPO 2024	RAI Amsterdam, Amsterdam Netherlands	19 - 22 March 2024	
10	ISA - INTERNATIONAL SIGN EXPO 2024	Las Vegas Convention Center, Las Vegas Nevada United States of America	12 - 14 April, 2024	
11	PAPER ONE SHOW 2024	Expo Center, Sharjah United Arab Emirates	16 - 18 April, 2024	
12	PROPAK GHANA 2024	The Grand Arena, Accra International Convention Center, Accra Ghana	23 - 25 April, 2024	
13	SIGN AFRICA CAPE TOWN 2024	Cape Town International Convention Center, Cape Town South Africa	15 - 16 May 2024	
14	PULP & PAPER EXPO CHINA 2024	Poly World Trade Expo Center, Guangzhou, China	28 - 30 May 2024	
15	DRUPA 2024	Messe Düsseldorf, Düsseldorf Germany	May 28 to June 7, 2024	
16	GRAPHICS PRO EXPO (GPX) 2024	Long Beach Convention & Entertainment Center with WRAPSCON, Long Beach, California United States of America	13 - 15 June, 2024 Education Classes start: June 12	
17	GRAPHICS PRO EXPO (GPX) 2024	Greater Philadelphia Expo Center, Greater Philadelphia (Oaks), Philadelphia United States of America	10 - 12 July, 2024 Education Classes start: July 9	
16	SIGN AFRICA/ FESPA AFRICA 2024	Gallagher Convention Center, Midrand Johannesburg South Africa	11 - 13 September 2024	
18	PROPAK WEST AFRICA 2024	Landmark Center, Lagos Nigeria	10 - 12 September 2024	
19	PRINTING UNITED EXPO 2024	Las Vegas Convention Center, Las Vegas Nevada, United States of America	10 - 12 September 2024	
20	LABEL EXPO AMERICAS 2024	Donald E. Stephens Convention Center, Chicago Illinois, United States of America	10 - 12 September 2024	
21	SIGN AFRICA/ FESPA AFRICA 2024	Gallagher Convention Center, Midrand Johannesburg South Africa	11 - 13 September 2024	
22	PRINT SHOW UK 2024	NEC, Birmingham, United Kingdom	17 - 19 September 2024	
23	GRAPHICS PRO EXPO (GPX) 2024	Indiana Convention Center, Indianapolis, United States of America	3 - 5 October, 2024 Education Classes start: October 2	
24	PACK EXPO INTERNATIONAL 2024	McCormick Place, Chicago Illinois, United States of America	3 - 6 November 2024	
25	GRAPHICS PRO EXPO (GPX) 2024	Charlotte Convention Center, Charlotte North Carolina, United States of America	7 - 9 November, 2024 Education Classes start: November 6	

NOTE:

- Contact **NUMBERS CMYK LTD** (publishers of **WHERE To Print magazine** - Ghana & Nigeria editions, **PROPAK West Africa DAILY, PROPAK East Africa DAILY and PROPAK Ghana DAILY**) for advert placement in any of the publication and for a professionally packaged, value-driven experience to the aforementioned shows. Visit www.wheretoprintmagazine.com
- Exhibition date and venue may change at Organiser's discretion.





GUANGZHOU AUCH HOSTS THE LARGEST AND MOST INFLUENTIAL PAPER EVENT IN CHINA



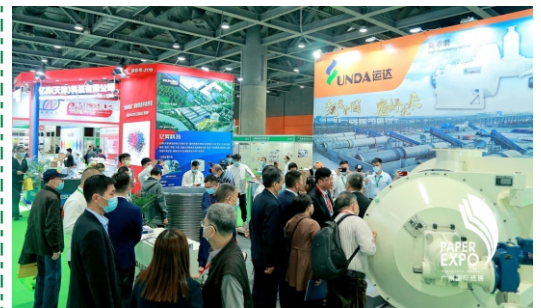
With 20 years of innovation and development experience, **Guangzhou AUCH Exhibition Services Co., LTD.**, is set to host the **19th International Pulp & Paper Industry Expo-China** (also known as **Paper Expo China**) expansively covering the entire paper value chain including; pulp machinery, paper making chemicals, culture paper, packing paper, printing paper, industrial paper, and special paper amongst others. In this SPECIAL FEATURE ARTICLE, **WHERE To Print** reports the significance of China largest and most influential paper event to the industry:



Slated for **May 28 to 30, 2024** at the **Poly World Trade Center, No.1000, Haizhu District, Guangzhou, China**, the **19th International Pulp & Paper Industry Expo-China 2024** is expected to host **1600 exhibitors** and **160,000 professional buyers** from China and around the world of which 15% accounts for

high-end buyers from Southeast Asia, Russia, India, Middle East & Africa (MENA) region, Europe and the United States.

Since 2004, the International Pulp & Paper Industry Expo-China (**Paper Expo China**) has comprehensively covered fields including; pulp machinery, paper making chemicals, culture paper, packing paper, printing paper, industrial paper, special paper and paper instead of plastic, etc.



Generally, the international event is projected to gather distributors, paper users, paper packaging enterprises, paper enterprises as well as designers from within China and abroad thereby providing a "One-Stop" procurement platform recognised as the best International Paper & Pulp Trade platform when compared with similar events in the territory.



WHAT PAPER EXPO CHINA 2024 OFFERS:

1. Helps enterprises to open up to the world 's largest paper and printing production and consumption market - The Chinese market;
2. Zero import tariffs - In 2023, offset paper, coated paper, white cardboard, recycled container paper, and corrugated base paper will have zero import tariffs;
3. To be held at the same time with: '2024 Paper-making equipment and purchase Meeting' - a unique opportunity for participants to access their orders directly at source;
4. To be held at the same time with: 'The 6th Paper Industry Seminar of China Ten Provinces (Areas)' - which is an avenue to exchange and cooperate with key Chinese paper enterprises;
5. One-to-one VIP buyer invitation service to establish contact with important customers, and improve products and services exposure.

EXHIBITS THAT WILL BE FEATURED:

Industries such as pulp and paper industry (pulp and paper machinery, accessories, auxiliary equipment, etc), paper chemicals (papermaking enzymes and biotechnology; various water treatment agents for papermaking, etc), paper industry (printing and packaging paper, cultural paper, industrial paper and special paper, etc.), paper instead of plastic (paper and paper-based materials, fully degraded paper-plastic composites) and other paper industry chain (upstream and downstream) are all expected to be present at the **19th International Pulp & Paper Industry Expo-China 2024**.

Register to visit here: <https://m-v2.huicanzhan.cn/a/450707151377221>

For more information, visit the official website: www.paperexpo.com.cn





The 19th International Pulp Paper Industry Expo-China

May 28 - 30 , 2024

Poly World Trade Expo Center Guangzhou, China

Same time important meetings and activities:

2024 Paper - making equipment and paper purchasing meeting.

2024 The 7th Paper Industry Seminar of China Ten Provinces (Areas)

Why You Can't Miss ?

- 1、 Paper Expo China is a show to bring together products and technologies from papermaking, specialty paper, packaging, and new fiber materials & All Allied Industries
- 2、 Support from all Major Trade Associations and media of Paper and Allied Industries.
- 3、 Build partnerships with leading paper suppliers from across the globe
- 4、 Opening B2B procurement meetings, exchange meetings, dinner parties and other activities during the exhibition;
5. Collect market information, analyze market demand, and establish new cooperative relationships;

Exhibit Category :

The exhibition is divided into : paper industry exhibition area, pulp and paper equipment exhibition area, paper chemicals exhibition area, paper instead of plastic and pulp molding exhibition area, international exhibition area, food paper packaging, display paper, special paper, pulp and paper equipment, paper chemicals and other products and technologies.

Website: www.paperexpo.com.cn

E-mail: expoart@vip.163.com

Mobile: 86-18818457540

86-15011709095

Please feel free to contact us



Scan the QR code for visit registration



"2024 BEING A DRUPA YEAR WOULD USHER IN NEW INNOVATION AND DEVELOPMENT IN THE INDUSTRY AND THIS WILL DRIVE BUSINESS GROWTH IN MANY AREAS"

- Mr. Godwin Ogilo, MD/CEO - Heidelberg Nigeria LTD



With economic uncertainty as a result of geopolitical tensions, inflation, unstable exchange rate, supply chain disruptions and the likes, 2023 Business Year is truly a year to be much remembered. In this exclusive SPECIAL FEATURE INTERVIEW, **WHERE To Print** caught up with **Mr. Godwin Ogilo** - the Managing Director/ Chief Executive Officer of **Heidelberg Nigeria Limited** (subsidiary of world renowned print solutions provider - **Heidelberger Druckmaschinen**) to assess the outgoing year and as professional accountant with over 2 decades of cognate experience in the industry in Nigeria; make sense of what 2024 holds for discerning players who desire to succeed in 2024. His invaluable insight, personal and professional recommendations should be adopted and put to use. Check these out in the below tête-à-tête excerpt:



AS A BUSINESS, WHAT ARE THE THREE ACCOMPLISHMENTS IN THIS YEAR THAT YOU'RE MOST PROUD OF?

This year was a very challenging one and one major achievement as a business is the ability to keep our team together. In the year under review, we were also able to install the first brand new state-of-the-art Heidelberg Speedmaster CX 104 - 5 + L offset printing machine in the Nigeria Printing Industry. Lastly, we were still able to maintain the lead of having the largest market share in the graphic communication industry.

WHAT SURPRISED YOU ABOUT THIS YEAR?

With our experience of the Printing Industry and good knowledge of the Nigerian business environment, there were really no surprises.

WHAT WERE THE LOWS AND HIGHS OF THIS YEAR?

The continuous depreciation of our currency and the reopening of the borders by the countries of the world after the impact of COVID-19 pandemic.

WHAT GOT YOU THROUGH THE LOWS

AND MOTIVATED YOU TO REACH THE HIGHS?

Our determination, flexibility and resilience. We also ensured that we stand out from competition in our products and service delivery which is very important to the success of every business.

WHAT ARE YOU GRATEFUL FOR?

We are grateful for life and good health. We are also grateful that we are able to meet the important needs of our customers and have been able to build up so much trust in the industry.

WHAT CHALLENGES DID YOU OVERCOME?

Ability to source Foreign Exchange (FX) for our importations despite the acute scarcity which helped to avoid products stockout.

WHAT LESSONS DID YOU LEARN THAT OTHERS CAN ADOPT?

Some of the most important business skills everyone should learn include:
Data analysis skills;
Identifying trends;

Mr Ogilo

Continued on page 29 >>



Making data-driven business decisions; and Understanding pricing strategies and market demand to develop the right decision-making abilities.

WHAT OLD BUSINESS STRATEGY(IES) DO YOU THINK PRINT & ALLIED PRACTITIONERS SHOULD DO DIFFERENTLY NOW TO TAKE THEIR BUSINESSES TO NEXT HIGHER LEVEL?

There are lots of old strategies that require changes of how things should be done in the present-day business environment. One of the areas print practitioners should look into is the estimation process. Most Printers do jobs and make no profit without even knowing due to wrong estimation. Printers should invest in robust estimation software to do their estimations and also adopt modern accounting & information management systems to improve efficiency and profitability.

WHAT IS THE OVERALL END OF YEAR REFLECTION FOR BUSINESS SUSTAINABILITY IN THIS ECONOMY?

It is really tough I must say looking at the inconsistencies in recent Government policies. However, there are still lots of opportunities in the economy looking at our population and natural resources advantage. There is still room for packaging print business and we hope that more businesses will spring up in the years ahead as things begin to take shape, and as the new Government settles down after all the election court cases.

WHAT EXCITES YOU ABOUT THIS YEAR AND WILL MOTIVATE YOU AND YOUR BUSINESS TO SUCCEED NEXT YEAR?

Consistency in delivery of our quality products and services to our customers which is a key component to a successful business. We plan to sustain this tradition next year as well.

ON A PERSONAL LEVEL, WHAT NEW HABITS DID YOU START AND ARE WORKING WELL FOR YOU THAT OTHERS CAN LEARN FROM?

Along with eating right (no junk food), it's important to stay active by exercising at least three to four times each week. Regular exercise not only helps maintain a healthy

weight and cardio; it also helps people feel good about themselves.

WHAT WERE YOUR MOST MEANINGFUL MOMENTS IN 2023?

The installation and commissioning of the state-of-the-art Heidelberg Speedmaster CX 104 – 5 + L for the first time at Lagos State Printing Corporation, Lagos, Nigeria is a moment to relish.

WHAT WERE THE KEY RELATIONSHIP TIPS YOU DISCOVERED THIS YEAR THAT YOU KNOW WILL BE VITAL TO BUSINESS GROWTH AND SUSTAINABILITY NEXT YEAR AND BEYOND?

With focus on consistent communication, trust, constructive feedback, and personal attention, we have been able to build lasting partnerships that benefit both us and our clients and partners. Remember that strong relationships take time and effort to develop, but the rewards are well worth it in the end.

WHAT WILL YOU DO NEXT YEAR IN TERMS OF PRODUCT OR SERVICE OFFERINGS TO DISTINGUISH YOU FROM COMPETITION?

Next business year, we are looking forward to increasing our product offerings to the market. Also, we are reinforcing and repositioning our customer support team to offer unbeatable services to our customers nationwide. We are equally opening up new business frontiers/opportunities to our customers and prospective investors to key into in the New Year. In addition, we are working with some banks both locally and internationally on various financing schemes for our customers because there is no customer that can raise cash for new investment especially with the current exchange rate without support from the banks. We plan to keep large stock of spare parts and standby technical team to ensure that our customers experience less down time in their production. This is in addition to our top-quality consumables (inks and chemistry) that enable our customers to produce high quality print. We are also developing new brands of quality consumables that will be competitive in the market.



Mr Godwin Ogilo with the newly commissioned ultramodern Heidelberg Speedmaster CX 104 – 5 + L at Lagos State Printing Corporation, Lagos, Nigeria. Heidelberg print solutions from Prepress, Press to Postpress

Continued on page 30 >>



ARE THERE SPECIALS, PROMOS OR DISCOUNTS THAT YOU'RE OFFERING TO YOUR CLIENTS IN THIS YULETIDE SEASON?

We have always had special offers for our consistent customers. You just need to call in for a discussion on your need.

WHAT ASSURANCE ARE YOU GIVING YOUR CUSTOMERS IN 2024 TO GUARANTEE YOUR COMMITMENT TO THEIR NEEDS ANYTIME, ANYDAY?

We have always been there for our customers and this will only get better in the New Year. We will continue to commit both human and material resources to support our customers by ways of skills and capacity building through educational seminars and workshops, diplomacy, and conflicts resolutions.

FINALLY, WHAT ARE YOUR EXPECTATIONS FOR 2024 BUSINESS YEAR?

Well, I think 2024 is going to be a challenging year, considering the fact that 2023 wasn't too good and many of the fundamentals have not changed. Although, we managed to scale through, but I was not happy to see that the whole Printing Industry was not doing too well. Other industries in the country did not do well in 2023 as well, so it affected the Printing Industry, because Printing Industry is a service provider to other industries. When there is problem in other industries, it will affect printing. 2023 is an election year. It took almost 3 months to put in place the cabinet but I must say that I am very optimistic about the new Government; I think the Government is doing a great job for now, even though the focus of everyone is on corruption and insecurity, which have been the most conspicuous focus of all Nigerians for now. Yes, corruption and insecurity may be the major subjects in the eyes of the public, but there are other things going on. For instance, a lot of "institutional restructuring" is going on within the Government; ministers are fully moving into action, among others. Therefore, I want to say here that we should give the Government a little bit of time. Yes, President Tinubu was elected by majority of Nigerians and he took the challenge and promised a lot of things but we should also not forget that he took over a country that was almost destroyed to small pieces without proper institutions, full of corruption, insecurity, extremely poor infrastructure and without "money in the safe", while the oil price has been relatively high but with very low output due to oil theft and other associated problems in the oil industry.

The present Government has a lot of things to dig into, before it can start work on outright operational issues. Many things were not the way they should be before President Tinubu came on board, so he has to put those things in place first unlike in other country where it will take a new Government less than a week to start running in full speed because they take over functioning institutions. So, he has a major challenge to clean up the country not only from corruption, but also from poor education, insecurity etc. We have to build new institutions and skills, sometimes from scratch. All I am saying in essence is that we need time to organize and turn things around. This is still November and it might be too early to predict 2024, until we have a bit more certainty with regards to both monetary (FX, etc.) & fiscal (Tax etc.) policies of the Government, 2024 budget etc. We are also hopeful that 2024 being a



drupa year would usher in new innovation and development in the industry and this will drive business growth in many areas.

BRIEFLY TELL US ABOUT YOURSELF AND HEIDELBERG?

As you may know, I am Professional Accountant and started off with Heidelberg Nigeria LTD as the Pioneer Chief Finance Officer (CFO) in 1999 before my elevation to the position of the MD/CEO in 2017. My experience of over 24 years in the industry has been that of a relative steady growth despite the various challenges such as inadequate/low level of skilled manpower, lack of financing options, high interest & exchange rates, high cost of operations (power, multiple taxes etc.) to mention a few. A sizeable number of top range machines have been installed all around the country in the last 20 years compared to what was on ground when I joined the industry. Heidelberg is the only equipment supplier committed to being a total solutions provider offering all aspects of print solutions to the industry in Nigeria. We offer a complete range of Heidelberg solutions from Prepress to Press and then Postpress. These are Computer to Plate systems, Offset Sheetfed Printing machines, and Postpress equipment for commercial and packaging Printers. The digitization of the graphic arts industry is at top speed and we are actively driving this process by constantly updating the industry with latest innovations especially in the areas of Automation and Integration.

THANK YOU FOR YOUR TIME.



L-R: Mr. Joju ADEKANBI (Publisher - WHERE To Print magazine), Mr. Godwin Ogilo (MD/CEO - Heidelberg Nigeria), Mr. Oluyemi Olumuyiwa (Heidelberg Nigeria Marketer)

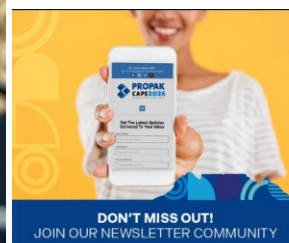


Content-rich free-to-attend seminars presented by industry experts were a valuable addition to the show, highlighting global trends and how the SA market can take advantage of these developments. Amongst the topics presented, **Johan van Wyk**, Sales and Marketing Director at **Fang**, spoke about the rapidly evolving landscape of the packaging industry, and how the incorporation of artificial intelligence (AI) has emerged as a transformative force in enhancing electronic security. **Volker Ditscher**, Director Global Sales Track & Trace at **WIPOTEC-OCS**

shared how manufacturers and retailers will benefit from using GS1 2D codes, **Masale Manoko**, Sustainability Manager, Southern Africa at **Tetra Pak**, shared exciting insights regarding the impact of EPR in South Africa, and **Don MacFarlane**, Packaging Senior at **Woolworths South Africa** talked about designing and developing packaging differently from both a legislative as well as sustainability perspective. These seminars were enriching for attendees and a successful addition to the show.



PROPAC Cape was supported by the Institute of Packaging SA (IPSA), who also hosted a high-level Responsible Packaging conference alongside PROPAC Cape, Packaging SA, Plastics SA, Printing SA, and the Aerosol Manufacturers Association (AMA). Next edition is planned for **2026** from **27 to 29 October**. For more information, visit: www.propakcape.co.za



Print Impact Around the World

and cutting tasks as it boasts an array of powerful colour management features. For the first time, users can share their spot colour libraries, a highly requested feature that significantly accelerates the setup of new work stations. Within EasyMedia, Caldera's colour management module, users gain the ability to select the formula for measuring colour distances, improving accuracy for a wide range of substrates. EasyMedia also features Auto-Smoothing, which improves linearisation curves and eliminates colour management inaccuracies. In addition, Caldera continues to provide official access to spot colour libraries, including Pantone, RAL and HKS, simplifying the process of achieving precise brand colours.

Users with a CalderaCare subscription will now be eligible for one InkPerformer licence for one printer, a resourceful solution that can reduce ink consumption by up to 35%, potentially cutting production costs significantly.



With v17, Caldera has introduced its own Rest API, for subscribers, enabling integration of CalderaRIP with third-party applications such as e-commerce sites or ERP software. The Rest API makes job submission more efficient and improves job cost-tracking. Bicubic resampling is included, which enables operators to rescale images without pixelation issues, resulting in sharper and more detailed output. The SmartImport and PrintProof features also remain exclusive to CalderaCare subscribers.

KODAK MAKES FIRST PROSPER 7000 TURBO SALE



Kodak has revealed the first global installation of its PROSPER 7000 Turbo Press.

Mercury Print Productions in Rochester, New York had wanted to expand its high-volume digital printing capacity and plans to use the new machine for a wide range of print jobs, including educational, trade and children's books, personalised direct mail, marketing collateral, and transactional documents as well as short to medium-run packaging requiring variable print.

Mercury has been a user of Kodak PROSPER Technology since 2011, printing up to 10 million pages per day. John Place, CEO of Mercury Print Productions, said: "Our primary goal with this investment is to enhance our production capabilities, improve efficiency, and offer our customers a broader range of printing options. We aim to provide faster turnaround times, greater substrate flexibility and capabilities, and consistent print quality across various substrates. We needed another press as we have experienced a significant increase in demand for digitally printed products as our customers continue to look for solutions that offer offset quality while allowing for the flexibility that inkjet provides. It enables our customers to order what they need, when they need it."

Mercury President Christian Schamberger added: "Our experience with Kodak's technology has been highly satisfactory. Kodak has a reputation for delivering reliable and innovative printing solutions, and we have a strong working relationship with their service and support teams. The PROSPER 7000 Turbo Press stood out for its exceptional speed, high-resolution capabilities, and versatile substrate compatibility. It aligns perfectly with our commitment to providing our customers with the best possible print quality and options. "What's more, Kodak's commitment to continuous improvement and investment in inkjet technology aligns with our long-term growth strategy."



Using Kodak Stream Inkjet Technology and Ektacolor inks, the PROSPER 7000 Turbo Press is designed for monthly print volumes of up to 239 million A4 pages, offering printing speeds of up to 410m/min, and a throughput

of up to 5,523 A4ppm. It has three optimised print modes – Quality, Performance, and Turbo – which are said to allow easy adjustment of print speed and quality to the requirements of each job to ensure maximum production efficiency. The machine supports a maximum web width of 648mm (25.5 inches) with a variable cutoff length up to 1,372mm (54 inches) while printing on a wide range of coated and uncoated stocks, newsprint, and specialty and recycled papers. It can handle paper stocks ranging from 42–270gsm.

SUN CHEMICAL LAUDS NEW INK TECHNOLOGY



Tested across diverse printing conditions

Sun Chemical has announced a new platform for sheetfed inks described as its most sustainable yet - The Pace.

The 'Pace' technology platform involves formulations based on vegetable oils, and does not use any PTFE wax. It also has new binder technology that delivers higher body and lower tack.

Sun Chemical said the inks were designed to support optimal productivity on high-speed modern printing presses while also providing users with strong sustainability credentials – the inks have an average bio-renewable content of 78%, or optionally 89% on a special process black that uses non-fossil fuel carbon. Printers can also choose to switch up the inks for enhanced certification. The standard CMYK set has a bronze level C2C Certified Material Health Certificate, but this can be upped to platinum by opting for a special version of the process yellow ink.

The first 'Pace' is SunPak FSP, currently the manufacturer's flagship low migration ink for food packaging, which becomes SunPak FSP EcoPace.

SIGN & DIGITAL UK 2024: REGISTRATION OPENS



Registration has opened for the 2024 edition of Sign & Digital UK (SDUK), which will be held at the NEC in Birmingham from 25 to 27 February next year.

The three-day signage and wide-format trade show, which organisers promise will be vibrant and exciting, is opening on a Sunday to enable sole traders and small business owners to attend without interrupting their working week. According to Event Director, Tony Gardner; "We have seen first-hand how visitors appreciate coming to exhibitions on a Sunday. It gives them a more relaxed opportunity to take in the event, and we have found they stay longer and enjoy more of what is on offer."

Invitation



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- Avoid standing at registration counters
- Pre registration closes on 28th Nov, 2023
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Print Impact Around the World

The show will run alongside Printwear & Promotion Live!, for the first time with confirmed exhibitors that include some of the biggest players in the sector, including Roland DG, Epson UK, Premier Paper, Soyang Europe, Vivid Laminating Technologies, Quality Print Services, and many more. More exhibitors are in the process of signing up with a number returning to the show after being absent. Gardner added that there will be a host of companies from across the sign and display industry ready to inform, entertain and meet with visitors.

Show features include the Sign Studio, which will host daily live demonstrations and practical workshops hosted by experienced sign-maker Paul Hughes. These sessions will allow visitors to learn more about the basics of vinyl application, vehicle livery, wall coverings and more. It will also provide valuable guidance on how to make the jump between the Printwear & Promotion market into more traditional sign-making. Also making a return are the Explains Lounge seminar programme and the Sign Surgery Q&A sessions.

Tony Gardner concludes; "We are hopeful of attracting a combined audience of around 9,000 across the three days. We have a great schedule of features in place, with lots more to announce over the coming weeks."



For more information and to pre-register for free entry, visit www.signuk.com

FESPA GOES LIVE WITH 2024 CAMPAIGN



With different straplines for co-located shows, **FESPA Global Print Expo 2024** marketing campaign is now live confirming the set date of 19 to 22 March 2024 holding at the RAI Exhibition Centre in Amsterdam, the Netherlands.

The special subheading for each co-located event include; 'Opportunities, Revealed' at FESPA Global Print Expo; 'Opportunities, Illuminated' at European Sign Expo; 'Opportunities, Created' at Sportswear Pro; and 'Opportunities, Reimagined' at Personalisation Experience, highlighting how there is always something new to learn and how the sectors that visitors are active in are often broader than they realise.

Visitors to next year's events will see a raft of technologies, media, and consumables from confirmed exhibitors including Agfa, Antalis, DGI/d.gen, EFI, Elitron, Kongsberg, LIYU, Mimaki, Orafol, Sun Chemical, and SwissQprint. Confirmed textile suppliers include MHM, Monti Antonio, MS Printing/JK Group, and ROQ, as well as two new embroidery suppliers – Tajima and Ricoma.

The 2024 events will again host daily educational conference. **Day One** will be dedicated to **Personalisation Experience**, offering educational content from industry experts on the commercial value of personalisation. On the first day of the conference (20 March), speakers will cover topics including how personalisation can be used to engage new audiences, customisation trends in 2024, and the role of AI in personalisation. **Day Two** of the conference (21 March), aligned with **Sportswear Pro**, will focus on the opportunities in sports and leisure garment production and decoration, delving into topics including the latest trends, recent innovations, and circular design. The full lineup of speakers will be confirmed closer to the event. A Personalise Make Wear feature will run as part of Personalisation Experience and Sportswear Pro, showcasing an array of personalised printed sportswear and athleisure.

Offering visitors the opportunity to join expert-guided end-to-end production tours of the latest technologies for sportswear garment make-up and personalisation of sport-related merchandise, Personalise Make Wear will also feature fireside chats focused on cutting edge technologies and processes. The **Sustainability Spotlight** material showcase is also set to return to the 2024 event, offering visitors a chance to learn more about sustainable material alternatives and how to improve their environmental performance and credentials.

World Wrap Masters is also back. Over the first two days, European vehicle

wrappers will compete for the title of Wrap Master Europe 2024, followed by a series final where regional wrap masters will go head-to-head for the title of World Wrap Master 2024. Alongside the competition, visitors will be able to see live demonstrations with industry experts.

Dedicated websites with more information about FESPA Global Print Expo, European Sign Expo, Personalisation Experience, and Sportswear Pro are now live at fespaglobalprintexpo.com, europeansignexpo.com, personalisationexperience.com, and sportswearpro.com

Registration for the events will open at the beginning of December and visitors will be able to access super early bird tickets to all four events for €25 (£22).

MIMAKI DETAILS NEW PRINTERS IN ONLINE GLOBAL EVENT



Mimaki has unveiled details of a brand-new UCJV330-160 roll-to-roll printer at its **Global Innovation Days** online event. The UCJV330, a direct successor to the UCJV300, was introduced to the global audience (25

October) in the first presentation of Mimaki's three-day event.

Marc Verbeem, Mimaki Europe's Product Management Supervisor, introduced the machine alongside Mimaki's UJV100-160Plus. Fitted with a new generation of printheads, with minimum droplet volume of four picolitres, and a maximum resolution of 1,800dpi, the UCJV330 can reach speeds of up to 55 sqm/hr thanks to a higher nozzle density cutting the number of passes required. Subsequently gaining around a 40% increase in speed at high quality print settings, the 1.6m can, like its predecessor, print up to five layers of CMYK, white and clear inks.

Unlike its predecessor, the UCJV330 can now take advantage of this multilayer technology to produce invisible watermarks that show only when the print is backlit, and can print with a '2.5D' textured effect. "You can actually print with special effects, like adding brushstrokes to paintings – it's pretty unique for a roll-to-roll printer," Verbeem said.

It has also had an LED light added above the print platen for ease of maintenance and quality control.

Mimaki's newly-released UJV100Plus was also highlighted. An upgrade of the UJV100, the Plus is capable of multi-layer printing, with a dedicated 'pull-back printing' function that allows the printer to pull back the sheet for multiple layers without requiring extra printheads. Capable of adding white and clear layers in a variety of layouts, the engine is designed to help printers target the window and non-backlit signage markets. Both machines benefit from further developments to Mimaki's Rasterlink software, announced at the event.

These include a specific alignment option for the UJV100Plus' pull-back function, which instructs the printer to print exactly on top of the previous print, in accordance with its registration markings. Also added to Rasterlink was an ink-saving function, which replaces CMY inks with black on a sliding scale set by the printer.

FEDRIGONI REVITALISES ITS FAMOUS IMITLIN RANGE FOR STRENGTH, VERSATILITY AND ELEGANCE



Fedrigoni Group, the leading global producer of speciality papers for premium packaging, publishing and graphics, as well as self-adhesive labelling products, has rejuvenated and expanded its range of embossed Imitlin papers as part of a wider strategy to position the products for elegant packaging applications.

The new tactile and textured Imitlin range (the name is a portmanteau of Imitation and Linen) combines elegance with strength, offering anti-fingerprint treatment, light-fast colours and a high folding endurance that makes it versatile for many creative applications including boxes, shopping bags, cases, covers, and notebooks.

In keeping with Fedrigoni's drive to provide greener alternatives to plastic packaging through high-quality paper options, the Imitlin range is made from FSC® certified virgin fibres and is completely biodegradable and recyclable. Recently launched at Luxe Pack Monaco, the new line of embossed papers includes the introduction of six new shades following the latest market trends in line with the WGSN Global Colour Forecast: Vibrant Ochre, Teal Green, Jade Green, Grey Stone (compatible with Sirio Pietra), Pink Sand (compatible with Sirio Nude) and Ginger Brown.



BEE Printing Mechanical Company



HEIDELBERG SM102 -4



BINDING MACHINE



HEIDELBERG MOZ



HEIDELBERG SHAHL K78



POLAR 92



HEIDELBERG SM74 -5



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WHAT TO EXPECT AT FESPA MIDDLE EAST 2024



In less than two months to the debut of Middle East & North Africa (MENA) edition of world acclaimed - **FESPA**, this SPECIAL FEATURE ARTICLE written by **FESPA Regional Manager, Middle East & Africa - Basil Cassim** previews the inaugural **FESPA Middle East 2024** scheduled to hold at **Dubai Exhibition Centre, United Arab Emirates from 29 to 31 January 2024:**



In barely two months, we'll be opening the doors to the inaugural **FESPA Middle East 2024** at the Dubai Exhibition Centre, UAE (29 - 31 January 2024).

Many global suppliers and regional distributors are already confirmed for the event and, as of November 2023, over 130 brands are already being represented. Delegates will see print and signage solutions from event sponsors - Signtrade, Epson and CMYK and hardware from leading exhibiting brands including Brother, IECHO, Mimaki, Roland DG and Vanklaser. Aerolam, Avery Dennison, BestSub, Boyang, MacTac and Mecolour are among the companies presenting media and consumables.

Confirmed distributors include Flex Europa, Blue Rhine, ADS, Strings International, Quantum Digital, Al Shabak, Desert Sign, Helios Business Systems, Magic Trading Co., and Wellcare Advertising, representing global brands, including HP, 3M, Metamark, Graphtec, Mutoh, Onyx, Orafol, Philips Digital Signage, Pongs, Rhino, SwissQprint, Valiani and many more.

I'm confident that FESPA Middle East will offer our visitors access to a wealth of product innovations for digital wide format, screen and textile printing, as well as signage and visual communications. I'm looking forward to seeing the products on display throughout the exhibition halls.



EDUCATIONAL AND NETWORKING OPPORTUNITIES

Supporting our community with educational and inspirational guidance to aid their business growth is at the heart of what we do at FESPA, so we're pleased to offer our visitors a range of educational features, as well as networking opportunities with global industry experts.

Hosted by ColorBase and its founder and CEO, Marco Roos, we're running free, Interactive Colour Confidence Workshops on Colour Management on 29 January. The first session (10:30 - 12:30) will be aimed at print operators and will cover insights and practical guidance on colour management with the view to enhance consistency, diagnose issues, and implement effective colour management solutions. The second session (14:30 - 16:30) will address sales professionals and offer actionable advice on effectively communicating with and navigating customer expectations around colour quality and repeatability.

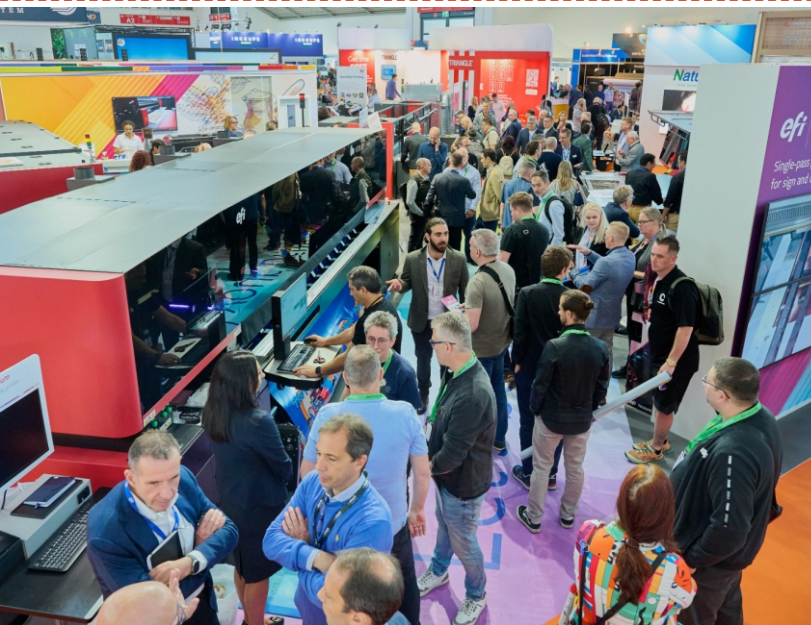
We're also hosting the second edition of our FESPA Leadership Exchange (FLEX) on 30 January 2024 at FESPA Middle East. The first FLEX we hosted in Dubai in March 2023 was a huge success so we're pleased to be back with this format. Our very own FESPA Board Members - Christophe Aussenac, Christian Duyckaerts, Alberto Masserdotti and FESPA CEO Neil Felton will facilitate a knowledge exchange to share their specialist expertise and global market insights. The sessions are free to attend for visitors and will cover sustainability, new technologies in AI, personalisation, automation and market trends highlighted in the recent FESPA Print Census.



I'm thrilled to share that the **Sustainability Spotlight** feature, which is always very popular with visitors to our global events, will be hosted in North Hall 1B of the Dubai Exhibition Centre. The material showcase will provide actionable and educational advice on sustainable production and material alternatives with a display of environmentally responsible graphics and textile samples. Each substrate will feature an information card so you can learn more about its sustainable attributes. As an exhibition organiser, using sustainable materials is a huge focus for us so the entire showcase area will be built using recyclable and reusable materials, in partnership with **ReBoard Technology**.



For anyone interested in vehicle wrapping, we will also host our first-ever **World Wrap Masters Middle East** regional competition. Vehicle wrappers will compete for the champion title and a spot in the **2024 World Wrap Masters Final at FESPA Global Print Expo 2024** (Amsterdam, The Netherlands). The competition will feature a series of timed events requiring our competitors to wrap cars and surprise objects against the clock. Wrap Masters will be sponsored by **Avery Dennison, Mactac** and **Wrapstock** and judged by vehicle wrap experts **Ole Solskin, Kiss Lajos** and **Ivan Tenchev**. In conjunction with our sponsors and experts, we're also running free daily training workshops and demonstrations for our visitors to get involved with.



REGISTRATION AND MEMBERSHIP BENEFITS

We're pleased to offer Members of FESPA's national Associations and FESPA Direct members free access to the **Club FESPA lounge**. Located on stand B50, the lounge offers networking opportunities with regional and global printers and signmakers, and includes all-day refreshments. If you're interested in becoming a FESPA Direct member, visit <https://www.fespa.com/en/become-a-member/fespa-direct> to find out more about the benefits.

Make sure you register soon to not miss out on discovering hundreds of solutions, firming up your investment plans, networking with like-minded individuals and exploring our educational opportunities. For more information and to register, visit <https://www.fespamiddleeast.com/> and use code FMEM413.

I look forward to welcoming the readers of WHERE To Print to Dubai in January!



About BAZIL CASSIM

Basil Cassim is the **Regional Manager - FESPA Middle East**. He's been events and exhibitions professional for over 19 years with experience spread across Asia, Middle East, and Europe with a total of over 100,000+ visitors/ guests served to-date. With an entrepreneurial/ creative mindset and a "Can-Do" attitude, Basil has handled events from 1-7000 guests, from nonprofits to fortune 500 giants such as Sabic (KSA), Salesforce (USA/France), Pfizer, Sanofi Aventis, Eli Lilly, Abbott, HP, Canon, Epson, Agfa, Coca Cola, ABS-CBN to name a few. He's now leading FESPA in the Middle East & North Africa region to be the globally connected imaging community re-investing its profits for the purpose of inspiring, educating and growing the visual communications industry in the MENA region.

Print impact around Nigeria Stories by Precious Ajuonuma & Joju Adekanbi

on top of the press (which) made it an ideal match for our requirements,' while noting the high expectations that the investment brings to GPI's overall performance. 'It's expected to enable us to explore new markets and improve our overall performance, making it a significant asset to the company's growth strategy in Nigeria,' emphasised Warren.

The EyeC ProofRunner HighLight series has been specially developed for 100% inspection of highly finished labels and folding cartons in the premium segment. Thanks to its unique Highlight illumination, the system quickly and reliably checks the quality of labels and folding cartons with complex finishes such as hot stamping, holograms, or blind embossing. A UHD expansion mode for the EyeC ProofRunner HighLight provides even more



flexibility and performance.

ROTOCON Sales Director - Pascal Aengenvoort is impressed with the efficiency in which GPI conducts its business in Nigeria. 'From the technical team on the ground to the management team in the office, they're proficient.' According to him, the EyeC installation at GPI went smoothly

and straightforward. 'It's a world-class factory. They want to make sure they run world-class quality. With the EyeC system, it will ensure that quality control is continued throughout.' Pascal explains that EyeC ProofRunner uses a high-resolution 8k colour camera to detect the merest defects, even at larger inspection widths. 'We know this market very well, and this is not just sales talk, I've never seen a system this easy to install, to operate and to teach to an operator. There has never been a more fluent and faultless system to install.'

Corroborating, ROTOCON Service Manager - William White, who conducted the EyeC installation at GPI in Nigeria, says the process was seamless. 'It took three days to install the machine on the press and get things up and running. We hit a slight snag when we had to shave 2mm off the custom-made brackets, but it was done in no

time. The rest of the installation continued without so much as a hitch,' Williams comments. He says not only does the EyeC ProofRunner boast one of the most advanced camera systems in the world, but the mechanics of the machine has been optimised with fibre optic cables and integrated systems that make it really easy to install and operate. 'With European standards, the GPI team in Nigeria proved to be professional and technically adept – they knew what they were doing.'

GPI is a world renowned and established American company with a substantial European footprint. It primarily focuses on providing carton packaging for the tobacco, fast-moving consumer goods (FMCG), and healthcare sectors in Nigeria and surrounding regions, making it a key player in these markets.

PRINCESS OKEOWO INDUCTED AS FELLOW, AERMPN.



As an independent, not-for-profit Institute, AERMPN is the foremost professional body for risk management practice in Nigeria with the aim of setting the professional standards in enterprise risk management practice among practitioners in all industries and sectors (both private and public).

-Picture credit Princess Funlayo Bakare Okeowo

(L-R): President - AERMPN, **Mrs. Taiwo Sylvia Ige**; **Princess Funlayo Bakare Okeowo**, MD /CEO - FAE Limited; **Dr Olusegun Aganga**, former Minister of Industry Trade and Investment; and **Olayinka Odutola**, DG - AERMPN.

Nigeria's manufacturing amazon - Princess Funlayo Bakare Okeowo, the Managing Director/CEO of FAE Limited (envelop manufacturing giant) has been

inducted as Fellow of Association of Enterprise Risk Management Professionals Nigeria (AERMPN).





GLOBAL PRINT INDUSTRY SHOWS INCREASING CONFIDENCE ACROSS ALMOST ALL MARKETS AND REGIONS DESPITE ECONOMIC HEADWINDS

The economic aftershocks

The world economy has been severely weakened with marginal economic growth, stubborn inflation and rising interest rates in the major developed economies. This is clouding the near-term economic outlook and creating uncertainty.

Having to deal with the legacy of COVID-19, the protracted war in Ukraine and the accelerating impact of climate change, have all impacted growth prospects. Global growth has slowed from **6.0%** in **2021** to **3.2%** in **2022** and **2.7%** in **2023** but is projected to reach **2.9%** in **2024**. This is the weakest growth profile since **2001** except for the global financial crisis and the acute phase of the COVID-19 pandemic. Global growth is projected to remain at a below-trend rate in **2023-24**, with inflation falling gradually as the tightening of monetary policy takes effect. Growth has slowed to the extent that the global economy is perilously close to falling into recession.

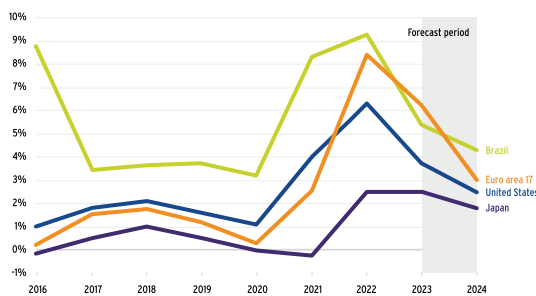
Major economies are undergoing a period of pronounced weakness. Globally, public debt as a share of GDP continues to be notably higher than before the pandemic, although the gap has narrowed in the last two years, largely due to a withdrawal of fiscal support and some growth recovery. The lowering price of commodities and the full reopening of China are cause for some optimism but the growth benefits will be limited to the near-term future.

Headline inflation

Year-over-year, %

5.9%

Projected inflation for the G20 in 2023



Source: OECD Economic Outlook, Interim Report March 2023

Growing optimism in emerging markets

However, the emerging-market economies in Asia are likely to be less affected by the global slowdown, helped by the rebound in China and more moderate inflation pressures. Growth in China is projected to rebound to **5.3%** this year, before easing to **4.9%** in **2024**. India's growth is projected to be around **6%** in **FY 2023-24**, amidst tighter financial conditions, before recovering to around **7%** in **FY 2024-25**, while Indonesia's economy will continue to expand by between **4.7-5%** per annum over **2023-24**. Growth in many other emerging-market economies, including Brazil and South Africa, is projected to be sluggish over the next two years, at about **1%** per year on average.

Economic growth in Turkey is being hampered by the recent earthquakes, but will recover as reconstruction spending picks up, with predictions of full year growth of **2.8%** in **2023** and **3.8%** in **2024**. Output in Russia is expected to decline this year and next, as the drag from economic and financial sanctions starts to build liabilities and external revenues.

Developing economies face an uncertain future

The slight improvement in the major economies is not reflected in the prospects for many developing countries. Many emerging-market economies are facing increasing difficulties in servicing elevated debt and deficits as global interest rates rise, especially in commodity-importing economies or ones in which there is a mismatch between the currency composition of liabilities and external revenues. Quantitative easing and excess global liquidity in the decade before the pandemic were associated with sharp increases in external debt in a large number of developing countries.

Average GDP per capita in Africa and Latin America and the Caribbean is projected to grow only marginally, reinforcing a longer-term trend of stagnating growth performance. Through this year and the next, growth is expected to remain well below the average rate of 3.1 per cent registered during the two decades before the pandemic. Low investment growth, high external debt burdens and vulnerabilities, unpredictable geo-political and climate risks will all lead to a prolonged period of poor growth prospects.

The shift to quantitative tightening, along with higher interest rates, is exerting downward pressures on exchange rates of many developing countries, especially those facing the risk of capital outflows, adversely affecting balance of payment and exacerbating their debt sustainability risks. Low economic growth and increasing financing constraints will further limit the ability of governments to invest in education, health, sustainable infrastructure and energy transition to accelerate progress towards sustainable development.

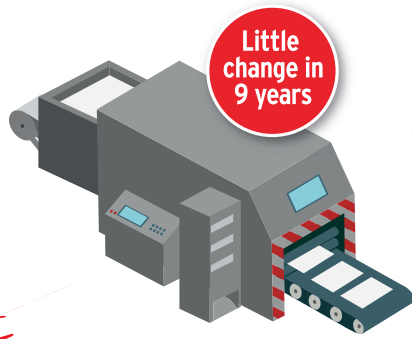
Low-income economies are particularly at risk of debt distress. IMF (International Monetary Fund) debt-sustainability analyses for low-income countries suggest that over half of the 69 economies assessed were either experiencing debt distress or at high risk of distress as of January 2023.

Light at the end of the tunnel

With global economic growth slowing, energy and food price inflation subsiding, and monetary policy tightening by

Continued on page 40 >>

GLOBAL PRINT INDUSTRY SHOWS INCREASING CONFIDENCE ACROSS ALMOST ALL MARKETS AND REGIONS DESPITE ECONOMIC HEADWINDS



Digital print as % of turnover

26% had more than 25% of turnover digital in 2014
29% have more than 25% of turnover digital in 2023

% Web-to-Print installations

25% in 2014
25% in 2023

Top two print technology investment plans by market 2023



Continued on page 41 >>

from on page 18 >>

SPECIAL FEATURE ARTICLE

OUR GAINS AT PRINTING UNITED 2023

I WAS ABLE TO SEE NEW INNOVATIONS AND MEET NEW BUSINESS PARTNERS IN THE PRESS AND POST PRESS

I want to use this opportunity to say a big thank you to everyone, from the Coordinators and to all the NUSA Delegates. It was a big experience having all great minds coming together for 3 days to know more about different areas of printing business and having the opportunity to share ideas on how the industry will move forward.

From my own experience during the exhibition, I was able to see new innovations and meet new business partners in the press and post press business whose ideas would be used to improve my customers' businesses.

Finally, I say a big thank you to everyone and I believe we all

should keep in touch in case we have any further questions or new prospects within the industry; I believe we should try to reach out to each other. With this, we can develop the business and open more opportunities within the Printing Industry.

Thanks once again, and best regards.

Segun Adetayo - Executive Director, Pressfix Nigeria Limited (Komori Nigeria)



THUMBS UP TO PRINTING UNITED ALLIANCE AND KUDOS TO EVERY MEMBER OF THE NIGERIAN TEAM

The Georgia World Congress Center in Atlanta, GA was aglow with colours and buzzed with activities as thousands of original equipment manufacturers and subject matter experts gathered for the PRINTING United Expo 2023. It was indeed an honour to, yet again, lead the Nigerian Delegation to the trade show which held from October 18 to 20, 2023.

From the latest in industrial technologies; printing equipment; postpress; pre-media/multichannel; press and printing support + accessories; productivity software; support services and consumables, the Nigerian contingent had immense opportunity to interact with exhibitors, watch demos, participate in educational sessions, negotiate deals and indeed see the best of Atlanta!

Big thumbs up to the PRINTING United Alliance for a superb exhibition and kudos to every member of the Nigerian Team for such commitment and faith in the ability

of the US Commercial Service to deliver exceptional buyer/seller networking engagements via Networking with USA (NUSA).

To my amazing Naija Team: this is to express our profound appreciation for such a wonderful time you all made possible at the just-concluded PRINTING United Expo 2023! It's been really wonderful exploring the event with everyone and optimistically reviewing our business climate. Looking forward to more collaborations ahead and safe travel to everyone.

Ambrose Thomas - Commercial Specialist, U.S. Commercial Service, U.S. Consulate General, Lagos (Leader of Nigeria Delegation to PRINTING United Expo 2023)



The next PRINTING United Expo is right around the corner! Don't wait but register now to attend at www.printingunited.com or get in touch with **WHERE To Print magazine** now +234 901 239 9805, wheretoprint@yahoo.com!



GLOBAL PRINT INDUSTRY SHOWS INCREASING CONFIDENCE ACROSS ALMOST ALL MARKETS AND REGIONS DESPITE ECONOMIC HEADWINDS

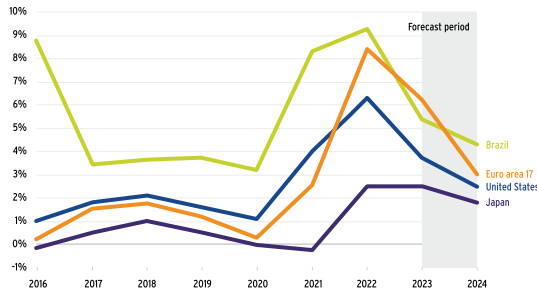
most of the major central banks, consumer price inflation is expected to moderate. Headline inflation is projected to decline in 2023 and 2024 in almost all G20 economies

Headline inflation

Year-over-year, %

5.9%

Projected inflation for the G20 in 2023



Source: OECD Economic Outlook, Interim Report March 2023

Even so, annual inflation will remain well above target almost everywhere through most of 2024. As countries battle crises on multiple fronts, it is crucial not to overlook the long-term challenge of improving their resilience to future shocks in order to achieve sustainable and consistent growth. One of the biggest future shocks is likely to come from climate change, which imposes large economic and social costs and every country needs to plan for the challenges ahead.

After the turbulence of the last three years there are signs that the storm is abating and we are over the worst. Even during these unprecedented times many companies have refocused, adapted and not just survived but thrived. These companies are now stronger, more resilient, more efficient and better equipped to grow in the future. Some companies and market sectors will be changed forever, but constant change, thinking ahead and managing risk is a fundamental attribute of any successful business. Printing has undergone enormous change over the last twenty years with the migration to digital print and digital media services, which proves its resilience and ability to adapt to fluctuating market demands in the future.

SUMMARY

• Higher prices bring more confidence

The source of such confidence across all markets is clear from the financial performance figures provided. Globally, **50% more Printers** raised prices in **2023** than lowered them, sustaining the pattern of last year, after the previous seven years of falling prices. Better revenues and margins have followed. This pattern was true across all markets, although there were regional variations.

• Digital adaption is growing

The resilience of Sheetfed offset print volume across all markets is remarkable, matched amongst Packaging Printers by growth in Flexo. Digital toner cutsheet colour print volume

remains the leader among digital print technologies. Globally, the digital adoption is growing from **26%** in **2014** to **29%** in **2023**. At first sight this is only a modest growth. However, various industry sources show volumes have grown significantly since 2014 even though the digital adoption rate appears to be slowing down.

• Good prospects for investment

Capital expenditure tumbled during COVID, recovered a little last year and accelerated this year with **27% more Printers** investing more in **2023** than those who reduced expenditure; a better global figure than any year since 2017. An even higher investment rate is forecast for 2024, by both Printers and Suppliers. In general, **print technology** and **finishing** remain the most popular targets, with **sheetfed offset** and **digital toner cutsheet colour** being the most popular technologies globally, though there are significant variations by market.

Strong industry growth forecasts must of course be balanced by recognition of stiff economic headwinds, with the risk of recession, or at least damaging inflation, now outweighing the impact of the pandemic and a wide variety of more specific regional socio-economic concerns.

Sabine Geldermann, Director drupa and Global Head Print Technologies at **Messe Duesseldorf**, commented: "Printers and Suppliers know they must innovate to succeed in the longer term. I am confident that drupa 2024 will be the ideal opportunity to explore how best to achieve this objective."



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GULF PRINT & PACK 2024 POINTS TO DIGITIZATION AND A MORE SUSTAINABLE FUTURE



The 14th edition of **Gulf Print & Pack** will bring together key regional industry players across the Middle East & North Africa (MENA) and Indian regions to showcase innovative products and solutions for the print and package industries.

WHERE To Print reports:

With the organizer of Labelexpo Global Series announcement that **Gulf Print & Pack 2024**, the leading print technology trade show in the MENA region for Printers and Print Service Providers (PSPs), will take place from **9 to 11 January 2024** at **Dubai World Trade Centre, Dubai UAE** all is now set for industry players in the region to meet and network with their counterparts from around the world in one location.

WHERE To Print gathers that next year's edition - the fourteenth in a long-standing series - will thus bring together commercial and packaging printers, PSPs, designers and print buyers as well as global industry leaders seeking to showcase their latest machinery, materials and software. Gulf Print & Pack 2024 will also gather key buyers responsible for printing educational and children's books, photobooks, labels, packaging, direct mail, posters, banners, digitally printed textiles and display graphics, from a wide range of business sectors.

Enthusiastic Gulf Print & Pack Event Director, Barry Killengrey comments: "We're excited to be gathering leading MENA print and pack suppliers and buyers when Gulf Print & Pack returns in January. Visitors can expect to see pioneering solutions that are reshaping the industry, solutions like digital printing & embellishment, labelling, die-cutting, foil stamping, flexo printing, and much more that are unique in its pedigree. Gulf Print & Pack 2024 will be the only place to see live demonstrations of the latest machinery and touch the newest materials being deployed by the industry. Nothing beats this first-hand show

and sell experience."

"Testament to the event's profile and legacy, we are delighted to have the strong support of our sponsors and media partners - some of the most recognisable names in the industry - as well as welcome a number of first-time exhibitors to this edition", continued Killengrey.



Gulf Print & Pack 2024 will provide multiple opportunities for industry professionals to gain insights into the latest trends and technologies in print and packaging, including label printing, digital textiles and wall coverings to on-demand book printing. Visitors will also be able to build new professional connections, and strengthen existing ones, with a myriad of networking opportunities over the three days. From the visitor perspective, strong delegations are anticipated from the Kingdom of Saudi

Arabia.

Jade Grace, Managing Director, Labelexpo Global Series said: "We are delighted to be running Gulf Print & Pack again at the Dubai World Trade Centre in January. With the transition to digital being a key trend in the MENA market, visitors can expect to see the very latest digital innovations play out on the show floor, not only for print and post-print equipment but also workflows.

Continued Grace, "Commercial Printers are also looking for opportunities to expand into the flexible packaging space. Gulf Print & Pack 2024 will bring together suppliers of flexo converting equipment and digital printing and finishing equipment who will present their latest technological developments to help Commercial Printers diversify their businesses. The Gulf Cooperation Council (GCC) and MENA regions remain a key global market for print and packaging technology and Gulf Print & Pack plays an important role in the industry."

Comments from key exhibitor Konica Minolta support this: "Gulf Print & Pack plays a vital role in fostering innovation, collaboration, and growth in the printing and packaging industry. It gives us the opportunity to showcase Konica Minolta's latest innovations, in print, label, and embellishment technologies. It also acts as a barometer for the evolving needs and opportunities in the MENA region, making it a significant event for industry professionals and businesses looking to thrive in this dynamic market."

Labels and Labeling magazine will be the **Principal Sponsor** for the 2024 edition of **Gulf Print & Pack**, with **Konica Minolta, Mood Group** and **Afra** supporting as **Associate Sponsors**. For more information or to register to attend, visit www.gulfprintpack.com

9-11 January 2024
Dubai World Trade Centre



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PACKAGING

Aluminium, Flexible packaging, Substrates, Paper, Tinplate, Adhesives, Boxes, Cans, Closures, Containers, Cartons, Components, Glass, Bottles, Pharmaceutical, Labelling etc.



PRINTING

Digital printing equipment, Offset printing equipment, Printing consumables, Printing Supplies, Converting equipment etc



PROCESSING

Food equipment for the food and beverage industry, Bakery equipment, Confectionary equipment, etc



CONTACT US:

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