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Cover Story on page - 22

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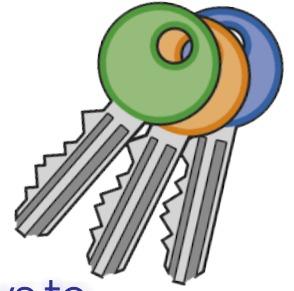
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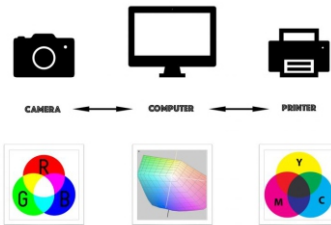
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This bespoke Colour Management training is with course contents tailored to your level of knowledge, experience and ability - making sure you get the most out of the training that will extensively deal with ICC (International Colour Consortium) profile 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.



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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

Our e-mail address is: wheretoprint@yahoo.com, numberscmkylimited@yahoo.com and P. O. Box 17871, General Post Office, Ikeja Lagos Nigeria 2341. Letters should include the writers full name, address and direct telephone numbers and may be edited for purpose of clarity and space. All submissions become the property of NUMBERS CMYK LIMITED. Please do not hesitate to also call us on Tel (Nigeria Mobile): +234(0)803 862 9114.

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Our code of ethics

- 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.
- We are modeled to be principled, factual, balanced and fair in our editorials, reports and commentaries.
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To Readers

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

WE CELEBRATE YOUR RESILIENCE AND DETERMINATION!

Despite the difficult economic and geopolitical conditions and higher material, energy, and personnel costs et all, the industry has truly shown two of its most important nature: **resilience** and **determination**. From **May 28th to June 7th** it was all good news from **drupa 2024** - the world's No. 1 and leading trade fair for print technologies. Over the 11 successful days (and even beyond), the headlines were awash with: "unmatched sales", "hugely successful show", "smashed targets", "historic sales", "overwhelming interest and adoption", "positive drupa", "highly successful", "extraordinary order intakes", "Targets exceeded", "unprecedented amount of orders", "phenomenal event" ... thus empowering print & allied businesses worldwide to now think differently in a bid to achieve exceptional levels of efficiency, quality, innovation, growth and sustainability. **WHERE To Print** believes that this year's drupa came at the right time because it was not just a millstone show but a catalyst for the entire industry, heralding a future (aside the



forementioned positives) where digital capabilities unlock limitless possibilities thus engendering strategically huge investment for the future.

Today, the predicts are in favour of the ever resilient, positive-looking, and future-proof industries that unites... but not much is to be said now; so, permit me to invite you to flip through, enjoy and be inspired by this **SPECIAL POST DRUPA 2024 EDITION**.

Accordingly, as an edition dedicated to drupa 2024, the **PRINT IMPACT AROUND NIGERIA** (from page 10) features a **SPECIAL FEATURE: DRUPA DAILY**

ARTICLE written by my humble self for **drupadaily** GLOBAL PERSPECTIVE Series that specially reports **THE STATE OF THE PRINTING INDUSTRY IN WEST AFRICA: WHAT TO EXPECT FROM PLAYERS**, after which page 12 starts with our characteristic breaking news, special reports and latest trends on our **PRINT IMPACT AROUND THE WORLD** pages to ensure you keep abreast of happenings recorded in the last two months around the world of print and allied businesses.

With the prevalence of how Users and Brand Owners are now attuned to packaging, we devote one of our **SPECIAL FEATURE ARTICLES** to educate you on the waves of changes in packaging and how to navigate the terrain to your advantage. Flip over to pages 15, 16 and 17 to know how in the piece captioned: **PACKAGING: "PLACE YOUR BETS" - A WAVE OF CHANGES ON THE HORIZON** written by Graphics Industry & Communication Consultant - **François Martin**.

And with all the new ideas, in-depth knowledge and well-founded technical discussions gained from drupa 2024, there will be high expectations to translate what visitors (have) learnt into clear prospects for their businesses; but how will the customers take these innovations? To answer this salient question, go straight to our **COVER STORY** written by Design Ideas & Strategy guru - **Silas Amos**. The didactic article on pages 22, 23 and 24 is captioned: **FIVE WAYS TO PERSUADE A CLIENT TO BE BOLD & INNOVATIVE WITH THEIR**



PRINT is intended for those with new printing technology to offer but lack an immediate queue of clients who understand its advantages or why they should be first to use it. Enjoy and implement the time-tested advice to take your businesses to the next level! All right reserved and copyright on these two professionally presented educational articles are to **drupa magazine - 30 expert** Continued on page 10 >>

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From page 9 >>

perspectives on print & packaging innovation (2024 edition). Watch out for more!

Back to drupa 2024 coverage - we have two exclusively interesting, inspiring and memorable **SPECIAL FEATURE ARTICLES** for you in this bumper **SPECIAL POST-DRUPA EDITION**. First is from the **OFFICIAL POST SHOW REPORT** by **Messe Düsseldorf GmbH**, drupa organiser, in which we can objectively confirm that the eight-year hiatus leading to this year's drupa was worth the wait. Find out how from page 20 in the exceptional editorial titled: **CELEBRATING THE GLOBAL PRINT INDUSTRY: RECORD NUMBER OF DEALS SIGNED AT DRUPA 2024** which highlights (that) **drupa 2024** exceeded all

expectations as it received top marks from visitors from all over the world, who left the trade fair with new ideas and clear prospects for the future. Not only that, numerous contracts were signed and technological innovations inspired the print and packaging industry for a positive future.

The second **SPECIAL FEATURE ARTICLE** is the exclusive report where world renowned print solutions provider - **Heidelberger Druckmaschinen** characteristically hosted a cross section of top print professionals from around the world to its expansive **Wiesloch Factory** to experience some of the latest and best-in-class machines in its stable for commercial printing, folding carton and label/ packaging print

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production. With exclusive images, **WHERE To Print** truly confirms that the **HEIDELBERG WIESLOCH FACTORY VISIT** will truly help: **UNFOLD YOUR POTENTIAL** Check out how in the expose' from page 40.

As I commend and thank drupa for bringing the world together, we also celebrate your resilience and determination! To drupa attendees, now is the time to strategically compile your contact list, follow-up on discussions from the show, and continue to engage all your connections from the

trade show (be it deliberate or happenstance) both online and offline. I know that before the next show in 2028, the outcome from this exercise will be an enduring and mutually beneficial relationships to all.

Until **drupa 2028**, please do continue to do good, always!

Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi

SPECIAL FEATURE ARTICLE

THE STATE OF THE PRINTING INDUSTRY IN WEST AFRICA: WHAT TO EXPECT FROM PLAYERS



"We have sold some significant game changer machines within this period such as Heidelberg Speedmaster XL 106 – 8 + LYYL, Heidelberg Speedmaster CX 104 – 5 + L and some major Polar machines amongst others - a full Label System DC – 11, Polar N 115 and 137; and in addition, modern Prepress CTP systems to several clients in our market (region). Our major focus now is on the packaging segment although, the commercial segment is still relevant. However, we have sold less of the machines in this segment given the difficult market conditions lately."



Godwin Ogilo

The above statement from **Godwin Ogilo**, Managing Director/ Chief Executive Officer of **Heidelberg Nigeria Limited** (Nigeria subsidiary of world-renowned print solutions provider - Heidelberg Druckmaschinen) seems to be the state of the Printing Industry in within Nigeria in particular and the entire West African subregion between the last drupa 2016 till date.

Though the economic effects of the recent fuel subsidy removal, unstable foreign exchange rate, and epileptic power supply (even with hike in energy costs) amongst others in Nigeria have increased cost of print production thereby discouraging patronage which encourages under capacity utilisation, redundancy and layoffs in printing establishments; the industry is still one of the largest contributors to the Nigerian economy. This is because stakeholders have over the years evolved and adapted to market trends, consumer preferences and demands as seen in the relative growth of the sector. In fact, the printing industry in Nigeria has the biggest cluster

Continued on page 11 >>

Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi

formation in West Africa may encompass an entire Local Government (Somolu Local Government in Lagos State - the commercial nerve centre of the nation). However, the story is not the same in some other West African countries.

According to Ogilo, market conditions that generally make doing business within the West African print and allied market challenging include but are not limited to:

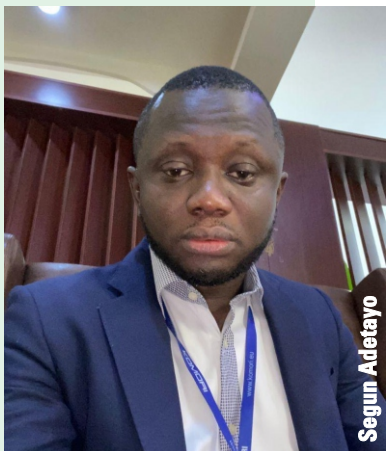
- Sourcing for foreign exchange (FOREX) is almost impossible with very high and unstable exchange rate.
- Market uncertainty where future demand is unpredictable thus makes customers unwilling to invest in new machines.
- High interest rates and difficulty in getting financing for clients' projects.
- Government bureaucracy, changing and inconsistent government policies such as multiple taxation, etc.
- Unpredictable business environment and insufficient attention to infrastructures, such as power, roads, shipping, flight etc.



Felix Oshai

To **Felix Oshai**, CEO - **Felcal International**, suppliers of SCREEN CTP and consumables, fast paced technology advancement is another determinant for players in the industry as most are not able to meet up with latest trends. However, these obvious challenges in the industry seem to be child's play to some discerning individuals and establishments that are daring the odds to make positive impact in the West African subregion.

Even before the last drupa in 2016, a country like Nigeria is replete with brand new, state-of-the-art printing machines such as **Komori Enthrono 429** that embodies high print quality and performance in a compact design - the perfect answer for today's opportunities. According to **Bancod/Pressfix** - Komori authorised representative in Nigeria - **Segun Adetayo**, one of such is found in **Digital Reality Print LTD** Lagos Nigeria owned by Africa's richest woman - **Mrs. Folorunsho Alakija** who ostensibly given the press performance, bought a newer version in 2014 - a **Lithrone GL 540** apparently with coater in order to meet customers' extreme demands whilst taking care of the environment responsibly.



Segun Adetayo

Shortly after these daring moves by a woman-led press, other discerning Print Investors in Nigeria like **Printserve Limited**, Lagos who in 2019 defied the odds and installed another brand-new **Lithrone GL 540** and lately **Marvelous Mike Press** in Abuja, Federal Capital Territory who early this year 2024 installed - the very latest **Lithrone GL 429** with double coating capability imbedded with Komori's Super Short Makeready and Smart Colour features that lower makeready wastages.

But what must have influenced these investors' purchase decisions? Ogilo proffers: "We understand that there are several factors that influence clients' purchase decision, but the major one influencing our clients and industry specifically in our market (region) is the economy. However, other factors, such as product quality, reliability, price, brand image, unique features, and of course service and quick and reasonably priced spare parts availability also affect our customers purchase decisions."

The more reason his company sold and installed some significant game-changer machines in Nigeria such as **Heidelberg Speedmaster XL 106 - 8 + LYXL**, **Heidelberg Speedmaster CX 104 - 5 + L**, a full **Label System DC - 11**, **Polar N 115** and **137**; and in addition, modern Prepress Computer to Plate (CTP) systems to several clients in the region including Government establishments such as Lagos State Government owned **Lagos State Printing Corporation**.

Noted as a region imbedded with economic challenges, most Print investors have opted for fairly used/ reconditioned printing presses to upgrade their service quality. These fairly used but perfectly functional presses bought and installed after the last drupa 2016 can be seen all over Nigeria. Amongst others, Adetayo informed that Komori Lithrone models such as L440 2000, L428 2000, and L426 2000 models are running perfectly at Abeysteph Press, View Point LTD, Rashemed Publications, and Extension Publications with alternate Spica 228 2000 Model and Spica 429 2000 model in both View Point and Extension Publications while Crownpack Limited has the following reconditioned Komori presses: L540+C (installed in 2017), L640+C - an Hybrid press (installed in 2019), L540+C H-UV press (installed in 2022) and L240 - a Perfecting press installed this year 2024.

On prepress, quite a large number of Computer To Plate (CTP) brands such as Kodak, Eastcom, SCREEN and other brands were also installed and running across the West African subregion but mostly in Nigeria due to market size and economy. From **Kodak Trendsetter**, **SCREEN 8800** or **4300** for either A1 or A2 sizes and **Eastcom DX1160** as well as other brands especially from Asia; these CTP systems are sought after because of their brand name, quality, durability, and price according to Oshai.



Heidelberg Nigeria Managing Director, Mr. Godwin Ogilo with the newly installed, state-of-the-art - Heidelberg Speedmaster CX 104 - 5 + L



Anil Rai

Interestingly, the publishing, packaging and labeling/gravure sectors have also seen to a number of installations of new presses. According to **Mercongraphic Nig. LTD Country Manager - Anil Rai of Manugraph India LTD** - the leading web offset printing machines and CI flexo printing machines manufacturer, the company has supplied and installed more than 29 numbers of Manugraph web offset printing machines such as the following models: **HILINE 45000**, **CITYLINE**

Print Impact Around the World

HP SECURES GLOBAL PARTNERSHIP WITH CANVA



Canva users already generate millions of print jobs

HP has secured an exclusive, multi-year global partnership with graphic design platform - Canva that would significantly benefit printers using HP technology, making them the preferred production partners of Canva's 185million monthly users.

According to HP Senior Vice President, Industrial Printing - Haim Levit, the partnership has the potential to transform the design and print industries as the deal gave HP exclusivity to run all Canva's printing on its Indigo, inkjet and wide-format presses and printers; "I'm talking about 185m monthly users, I'm talking about 5bn plus designs and we're talking about taking Canva into more than 150 countries. And why have they

decided to go with us? Because we have the best quality, versatility, and coverage around the world."

At its core, the deal centres around a tie-up through HP PrintOS Site Flow platform to route Canva's print requirements through HP's global customer network – essentially design globally, and print locally.

PRINT SHOW GALA PARTY TICKETS NOW AVAILABLE



Tickets for **The Print Show Gala Party** are now available to purchase.

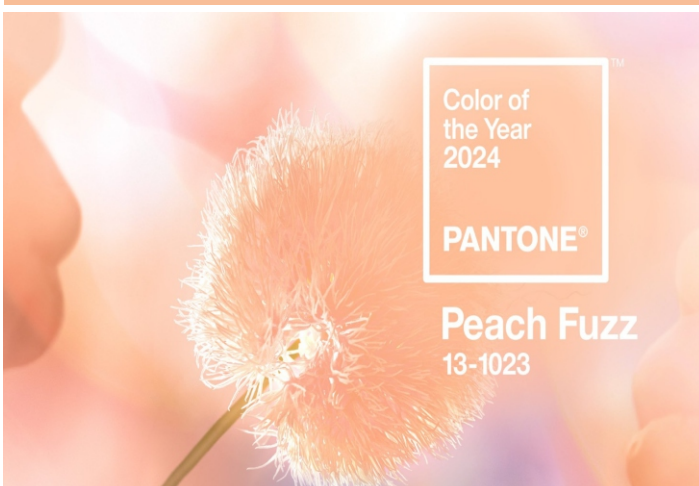
A popular feature of **The Print Show UK**, the Gala Party will return this year on Wednesday, September 18th, the middle day of the show, and is being held at the iconic National Motorcycle Museum.

Both exhibitors and visitors are welcome to attend with the **Continued on page 13 >>**

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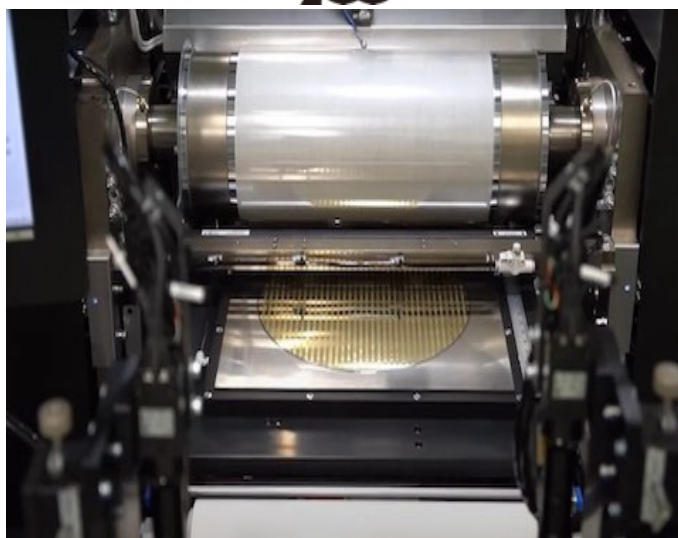
Print Impact Around the World

evening providing a space to meet up and network with peers, partners, and colleagues from across the print industry.

Guests will be able to sit down and enjoy a three-course meal followed by musical entertainment.

The Gala Party venue is conveniently located next to the NEC and is just a six-minute drive away. Tickets (including visitor registration) are now available to purchase via The Print Show website: www.theprintshow.co.uk at £69 per ticket and capacity is limited to 300 spaces.

KOMORI EXPANDS INVESTMENT IN PRINTED ELECTRONICS TO UNLOCK NEW BUSINESS OPPORTUNITIES IN PRINT TECHNOLOGY



As part of **Komori Corporation's** ongoing dedication to shaping the future of printing technology, the company is expanding its focus on printed electronics (PE).

To lead this effort, Doug Schardt - the Director of Product Management at Komori America has been appointed director of printed electronics to capitalize on emerging opportunities in sectors where electronic functionality is increasingly in demand and to support the growth of Komori's PE business.

Printed electronics uses printing techniques to create electrical devices on various substrates. Instead of traditional methods that involve etching circuits onto silicon chips, PE uses special inks and presses to create electronic devices on various surfaces, like paper, plastic or even fabric. The result is a class of electronics that are lightweight, versatile and cost-effective—qualities that open a host of business opportunities from the ability to produce a wide range of applications, such as wearable technologies and smart packaging.

Komori views printed electronics as a growth business. In 2023, it established the Printed Electronics Elemental Technology Development Center on the premises of the Tsukuba Plant in Japan to develop elemental technologies for PE. The company is expanding on this investment in the United States in response to the current push by the U.S. government to tackle the supply chain disruptions associated with traditional silicon-based chips brought on by the COVID-19 pandemic with processes that rely on different materials and manufacturing processes.

With this expanded focus on PE, Komori continues its group purpose mission of Delivering Kando "beyond expectations" by contributing to society with print technology.

CANON LAUNCHES COLORWAVE T-SERIES AND PLOTWAVE T-SERIES



T-series large-format printers are ideal investments for the Years Ahead.

Leader in digital imaging solutions - **Canon** has announced next generation of its **PlotWAVE** large-format printers for technical document printing and its **ColorWave** models, which also handle light graphic applications.

Built on proven and trusted technologies, including CrystalPoint and Radiant Fusing technologies, the Canon colorWAVE T-Series and plotWAVE T-Series large-format printers combine the latest innovations in product design and controller technology to deliver highly productive printing systems that are designed to reliably and easily reproduce high-quality technical drawings or posters and point-of-sale output. Additionally, all models include PRISMA Tech Suite—a new set of workflow solutions—as well as multiple I.T. security features to help provide a high degree of protection.

Developed for architecture, engineering, and construction professionals, manufacturing companies, government offices, and commercial print service providers handling larger sets of technical documents, the previous ColorWave and PlotWAVE series have achieved long-term, market-leading success. Since their introduction, over 62,000 printers have been installed, worldwide, by customers needing to reliably produce accurate, high-quality prints at the touch of a button, whenever needed. This next generation of colorWAVE and plotWAVE large-format printers builds on this successful platform, incorporating new and enhanced features to help further advance product performance for higher productivity and ease of use for the Years Ahead.

The new colorWAVE T-Series replaces previous ColorWave models and offers two versions—the T60 and T65—which produce up to four ARCH D-sized colour prints per minute. The T60 model offers a media capacity of up to four rolls. The T65 model, which provides additional print modes for those requiring higher quality, has a greater media capacity—up to six rolls plus more media versatility. The new, monochrome plotWAVE T-Series also replaces the previous PlotWAVE series and offers five different models—the T30, T35, T50, T55, and T75—producing maximum print speeds ranging from up to 4 ARCH D-sized prints/minute to up to 10 ARCH D-sized prints/minute and offering a maximum media capacity of 2–6 rolls, up to 36 inches wide. Moreover, all T-Series models come with a standard stacker feature, and, by adding the optional integrated scanner, you can turn any model into a multifunction printer.

Giving professionals the productivity tools needed to perfectly execute their jobs, the new Canon colorWAVE T-Series and plotWAVE T-Series large-format printers incorporate a new and improved POWERSync+ controller. Featuring faster hardware and increased memory capacity for more rapid job processing, the POWERSync+ controller also runs on Microsoft® Windows® 10 IoT Enterprise 2021; having access to the

[Continued on page 18 >>](#)

Print impact around Nigeria Stories by Precious Ajuonuma & Joju Adekanbi

Express 35000, and **ECOLINE 25000 IPH** speed machines in reputable newspaper publication and book publishing houses in Nigeria, Ghana, and other West African countries. "Let me state here that in particular, we have recently supplied our new model Manugraph ECOLINE web offset printing machine with spray dampening system and in-line variable data, numbering and micro perforation system to our reputed customers in Nigeria in such places as the Federal Capital Territory (FCT) Abuja and Ibadan, the Oyo State capital. These include: **Rasmed Publication** in Ibadan, **Extension Publication**, also in Ibadan, **Perfect Printers** in FCT Abuja, and **Yaliam Press** also in FCT



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

Then in 2022, one of Africa's Fastest Growing Companies 2022 – **Tripple Gee and Company Plc** acquired and installed **NiiPeter 11-Colour Flexo printing press** in a bid to consolidate on its areas of strength, expand into new markets and continue to satisfy customers yet deliver maximum return on investment to shareholders.



And last but not least, **Flexipack LTD** based in Agbara, Nigeria also invested in **BOBST EXPERT K5** for Production of Metallized BOPP. The **EXPERT K5 2900mm** machine commenced production at the beginning of 2023, producing metallized BOPP films used in sustainable flexible packaging throughout the growing sub-Saharan African market.



-BOBST EXPERT K5 at **Flexipack LTD** production floor Picture © BOBST

Without doubt, the West African print market has undergone tremendous changes in line with industry trends within the last decade. Even with obvious geo-economic challenges, players in the region have seen to more capacity development in a bid to tap into the huge investment potentials of the region. But what should we expect from these Print Investors after **drupa 2024**?

After an eight-year hiatus, the world's leading trade fair on print technologies for inspiration, innovation, top-class knowledge transfer and intensive networking - **drupa** will finally hold from **28 May to 7 June** at the prestigious **Düsseldorf Exhibition Centre**, Düsseldorf Germany. According to **Sabine**

Abuja. Then in Ghana, we also have a fully loaded **CITYLINE Express machine** at **Jay Kay Industries & Investment PVT LTD** in Accra Ghana" he recalls aside the newly installed web and packaging presses amongst others at **Digital Reality Print LTD** in Lagos, Nigeria and **Appointed Time Printing Press** in Accra Ghana respectively.

In 2020, **Bhojraj Industries LTD** also led the way in quality gravure printing in Nigeria with huge investment in BOBST technology. The Lagos-based supplier of flexible packaging to the food industry added a **BOBST NOVA RS 5003** to its machine lineup by extending its capacity for high-quality printed packaging.

Geldermann - Director drupa, Portfolio Print Technologies, Messe Düsseldorf GmbH - **drupa 2024** is expected to not only offer all participants the best platform to experience the latest innovations and groundbreaking technologies from the print media industry, industrial and functional printing to packaging production at first hand; the world's no. 1 event for print and crossmedia solutions will also help players discover how the industry is responding globally to the challenges posed by sustainability issues and advancing digitalisation. With the insights gained, they will thus secure valuable knowledge advantage for their business successes.

Specifically, she noted that the key issues to expect from drupa exhibitors this year will be: "Quite clearly, digitalisation and sustainability. Digitalisation is an enabler for processes and applications in the print and packaging industries. AI, platform economy, and the openness to new product solutions in the field of industrial applications play a key role. Furthermore, sustainability will characterise drupa's agenda. With such topics as Circular Economy, Energy Efficiency and Resource Conservation it has become a pivotal factor for the industry as a whole. In this dynamic context, the exhibitors pitch their new products and innovations to an international audience comprising the print and packaging industries, agencies, trade, media and research.



Sabine assures.

With many print & allied investors from sub-Saharan Africa attending, the multiplier effects of **drupa 2024** will certainly be revolution-like within the West African printing community. So, watch out for more innovative but sustainable investment in the industry!



This **SPECIAL FEATURE ARTICLE** written by **Joju ADEKANBI** -

Publisher/ CEO - **WHERE To Print magazine** (Ghana & Nigeria) is for **drupadaily GLOBAL PERSPECTIVE Series**.

"Overall, the industry is growing. We expect labels and packaging to take a growing market share at the expense of publishing, commercial print and graphics applications. Recent market research forecasts a CAGR (compound annual growth rate) of more than 5% for these areas, which is roughly in line with the development of the last 5 years. Asia and Africa are expected to be the markets with the highest growth, averaging over 6% per year by 2028. After meeting with so many print industry professionals on our drupa World Tour, we are very optimistic about the future. The findings from the **9th drupa Global Trends Report** also confirm this positive outlook. COVID brought with it a drop-in investment but according to the report, that decline is now in reverse and both Printers and Suppliers plan to increase investment in 2024. And if the excitement in the run-up to drupa is any indication, we are looking forward to a successful year from the industry"



PACKAGING: "PLACE YOUR BETS" - A WAVE OF CHANGES ON THE HORIZON



For decades, the packaging industry has operated behind the scenes, driven by the things we encounter every day, some of which rely on machinery and processes established over 50 years ago, thus this industry has recently stepped into the spotlight. While the saying "out of sight, out of mind" has applied well to this industry, it is now facing significant changes that could have occurred independently but have now converged, writes Graphics Industry & Communication Consultant - François Martin.

The convergence of conjunctural and structural elements is reshaping the packaging industry. While these elements may not fundamentally challenge an industry known for its resilience, they are compelling all players to embrace change. Let's start with the conjunctural elements that are evident and notably impacting profit margins.

Increase in energy and raw material prices.

The significant price hikes, even when passed on to customers, are not sustainable in the long run. It is imperative for converters to implement energy-efficient production lines. Equally important is quality control and waste reduction. For machine manufacturers, after implementing notable price increases in 2021 and 2022, they now revamp their offering behind one simple motto: automation. We will look into this further later on.

Scarcity of labour and qualification of employees.

The packaging industry remains relatively unknown to the general public. If we were to survey individuals with no professional or family ties to the industry, they would likely perceive it as a traditional and noisy sector. Furthermore, packaging is often seen as polluting and environmentally unfriendly. However, the advent of digital machinery and

AI presents opportunities for packaging manufacturers to offer new careers and reshape their image to attract fresh talent. Now let's delve into the structural topics:

Proliferation of short print runs.

The growth of short print runs is expected to accelerate in the coming years. Brands manage increasingly diverse product portfolios, and sales forecasting has become more complex. The concept of "on-demand production" is becoming the norm. Additionally, promotional and event-based packaging, which often has a short lifespan, contributes to this trend. Furthermore, frequent regulatory changes require brands to update packaging information, necessitating new printing plates each time.

Evolving role of packaging.

Packaging is no longer just about protection; it plays a crucial role in enticing customers, informing consumers, and optimizing the supply chain. As a result, new designs, customization, QR codes, and serialization are becoming increasingly common. These new responsibilities lead to more sophisticated and ever-changing print runs, contributing to the reduction of run lengths across all types of packaging.

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Design and miniaturization.

Design is gaining increasing importance for consumers and brands alike. Appealing design attracts consumers, while miniaturization reduces material consumption, environmental impact, and costs. These trends require more frequent design iterations and higher-performing machines capable of producing more complex formats.

New regulations.

Brands and retailers are required to be transparent about the composition and origin of their packaging. Communication about materials used, recycled content, and recyclability can render certain packaging types and the machines producing them obsolete. Many large brand owners made significant pledges towards recyclable packaging by 2025. The clock is ticking.

Environmental responsibility.

With growing concerns about the environmental impact of packaging, there is a shift from plastic to paper/cardboard and the development of new mono-component substrates for easier recycling. However, the challenge lies in the existence of recycling infrastructure. Packaging manufacturers need to implement industrial production processes capable of handling these new materials across coating, vacuum metallizing, printing, and lamination to the manufacture of final packages with proper sealing and opening features.

So, what's next?

Combining the conjunctural and structural elements, it becomes apparent that the packaging industry will face numerous significant challenges. It must evolve to become more flexible, responsive, and adaptive. In this context, what are the opportunities and upcoming changes?

Automation and quality control.

The increasing trend towards automation allows for the reduction of scarce and costly skilled labour. It also helps minimize errors and waste.

Machines equipped with quality control systems – e.g. AVT, ACCUCHECK can rectify shortcomings or halt production. With the integration of AI, these systems will make significant progress, enabling machine operators to supervise multiple machines with very limited physical intervention.

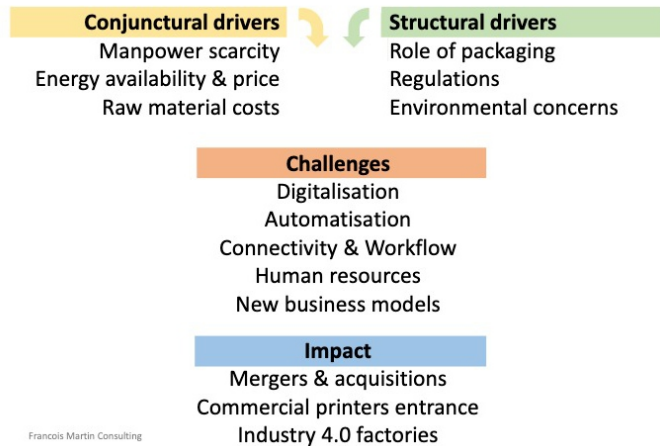
Digitalization.

While the digitalization of labeling has become prevalent, the folding carton, corrugated board and flexible packaging sectors are still relatively hesitant. However, the global threshold of 100 digital presses for corrugated board packaging was crossed by the end of 2022, indicating a shift towards



digitalization adoption. The overall packaging digital transformation extends beyond printing and encompasses embellishment and cutting such as Highcon, SEI Laser, MGI, Jetfx. Although current solutions may not yet match the productivity levels of conventional technologies, they are necessary to optimize overall production and allow conventional equipment to focus on what they are designed for, meaning - medium and long print runs.

Digital technologies are an incredible tool, not a threat, and they will intelligently complement conventional technologies that will persist for decades. We will also see the rise of hybrid solutions combining the best of both worlds. Many label converters and commercial printing companies can testify to the advantages of digital technology. The adage; "we fear what we do not know" remains true in most industries.



Workflow management.

It has become the nerve center of packaging manufacturers. From order placement to pre-press, production, quality control, and invoicing, optimizing the flow of production and processes and mastering workflow management are fundamental. Data-driven processes, leading to greater operational efficiency and optimized resource allocation are now required for faster-time to market and more flexibility. And the advent of AI will further enhance the power of software tools and machines for an ultimate flexibility including preventive maintenance. The challenge lies in employees' ability to effectively manage the provided information, and management's willingness to validate recommendations from intelligent systems. At drupa, visiting ESKO, Hybrid Software and others will be a must and probably where you will touch the future the most.

Web-to-Packaging and new business models.

Digitalization and automation are gradually leading us towards factories managed by robots operating day and night with minimal human intervention. Major packaging equipment manufacturers are investing in or

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SPECIAL FEATURE ARTICLE

acquiring robotics companies – e.g. Durst and BOBST. Within less than five years, factories producing packaging in an "Industry 4.0" format will become a reality. Although these dark factories will only address a small portion of production, the course has been set. Lastly, new technologies enable new players to build new business models offering services not available before.

New entrants and consolidation.

The packaging industry provides an opportunity for players from the declining commercial printing industry to enter new markets. These printers are well-versed in the digital realm and skilled in managing sophisticated workflows with optimized margins. While they may not have all the necessary equipment for mass packaging production, their focus will be on short and personalized packaging print runs, typical in commercial printing. Furthermore,

consolidation within the packaging industry will continue. Significant investments are required in all sectors, and expertise needs to be enriched with new skills, facilitating acquisitions and mergers.

In the table below, we can gain a clear idea of the dynamics of the packaging markets. Recently shared figures at **dscoop** demonstrate overall global growth, with digital technologies experiencing a more pronounced increase.

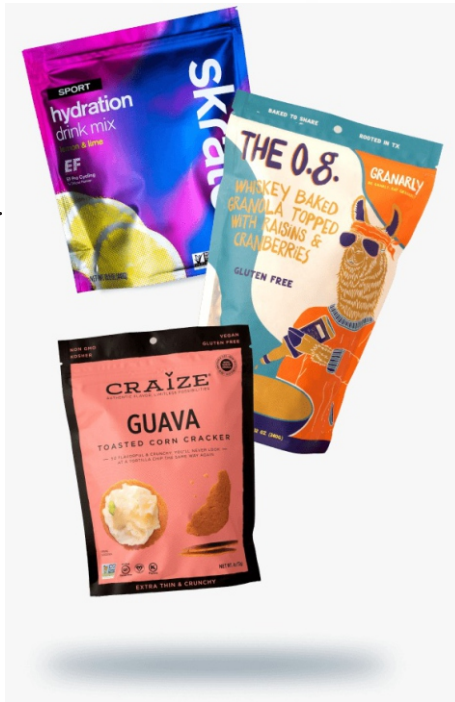
Industry segments	Global market	Digital
	CAGR 2022 -2026	CAGR 2022 -2026
Labels	4%	8%
Flexible Packaging	3%	5%
Folding Carton	3%	9%
Corrugated board	2%	17%
Commercial Printing	0%	6%

© Worldwide data - dscoop - May 2023

In a growing global market, equipment manufacturers will support printers and converters with more connected, digitalized, and automated machinery. **drupa 24** will provide opportunities to validate new directions and the relevance of innovations that address the industry's challenges. At **drupa 2024**, four words "connectivity, digitalization, automation, sustainability" will be everywhere, not to mention AI. Eventually, drupa will become **drupai**.

The key challenges for all stakeholders in the packaging industry will be managing growth, addressing more complex packaging formats, overcoming environmental constraints, implementing new regulations, attracting new talent to the industry, developing new business models like web-to-pack, and welcoming new entrants from the commercial printing world.

"Ladies and gentlemen, place your bets. No more bets, please."



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About François Martin



As freelance consultant in the graphic industry, **François Martin** specialises in digitalization of production processes. He believes that the changes to come are bigger than the one that already took place and his focus is on educating Manufacturers and Printers & Converters to embrace the digital transformation. He has worked for Hewlett-Packard, Michelin, HP and BOBST driving new businesses.



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Print Impact Around the World

latest Microsoft Windows security functionality to help keep their system secure offers customers added peace of mind. Print jobs can be submitted remotely from a range of devices and, thanks to the new Remote ON function, the printer is ready to go as soon as the user arrives. Productivity and ease of use are further enhanced by an optional Operator Attention Light on top of the printers. There's also a sensor in the media drawers that automatically calculates the remaining media length on the roll.

The new PRISMA Tech Suite1 also helps to improve productivity. A set of workflow solutions for the colorWAVE T-Series and plotWAVE T-Series models, the PRISMA Tech Suite is designed to help customers stay in control by allowing them to easily manage their print operations for efficient, convenient workflows.

SONOCO ACQUIRES EVIOSYS



In a bid to expand the total addressable world's metal packaging market estimated to worth \$25bn globally, US-headquartered specialist packaging products manufacturer for consumer, industrial and protective industries - **Sonoco** has bought over Europe's leading producer of metal packaging including food cans, ends and closures - **Eviosys** thus creating the world's leading metal food can and aerosol packaging platform.

Sonoco President and CEO - Howard Coker said the deal was an exciting milestone as; "Eviosys brings extensive global reach and an attractive, growing customer base that perfectly complements our existing metal packaging offering. Together with the talented team at Eviosys, we are focused on unlocking new opportunities in attractive end-markets, providing our customers with a stronger value proposition and generating strong returns for our shareholders."

With sales of \$6.8bn and around 22,000 employees worldwide across 300 locations, the integration of Sonoco and Eviosys expected to yield more than \$100m of cost synergies.

Currently owned by KPS Capital Partners, the group was formed by the consolidation of the Mivisa, CarnaudMetalbox and Crown Holdings businesses.

RICOH RESUSCITATES FILM CAMERA WITH NEW MODEL



Ricoh is reliving the film camera model with the launch of a new compact film camera - **the Pentax 17**.

With a fixed focal length and manual focus range setting, Pentax 17 captures half-size photographs such that two 17mm x



Pentax 17: classic design

Pentax 17: classic design

24mm pictures are captured in one 35mm format frame.

Ricoh said of the device: "The Pentax 17's body has a classic design, hinting at the traditional look of film cameras. The top and bottom covers are made of a solid but lightweight magnesium alloy to optimize the camera body's rigidity. With meticulous attention paid to every single detail, the Pentax 17 is designed to be a joy to own. The Pentax 17 lets photographers fully enjoy the world of film cameras – the origin of photography. It is an ideal model not only for film camera enthusiasts who have enjoyed film photography for years, but also for young photographers who are excited about trying film photography for the first time."

EPSON INVESTS IN 'PRINTHEAD FACTORY OF THE FUTURE'



Illustration showing the new printhead factory

The new printhead factory

With expected growing demand for inkjet printers in key markets including home, office, and commercial and industrial printing, **Epson** is making a major investment in a new factory that will quadruple its inkjet printhead production capacity.

Epson also pointed to a technology shift from analogue to digital in sectors where the printing media is not paper, such as digital textile printing. Not only that, the firm also highlighted the potential for other emerging applications in electronics and bioprinting. "Epson expects further growth in the use of PrecisionCore printheads in commercial and industrial printers as well as in inkjet multifunction printers with high-speed lineheads," the firm stated as it looks to collaborate with partners with new ideas and technologies to expand the possibilities of PrecisionCore technology.



Epson printhead assembly before and after robotics -

Robots will be deployed - Epson printhead assembly before and after robotics

With construction already on and completion expected in September 2025, the factory will have a total floor space of 11,191sqm over two floors, and is being constructed on space that is already available at Tohoku Epson's 540,000sqm site.

Though around 70 new jobs will be created, the company said the new factory would employ a newly engineered process that will save manpower and space where in-process inventory will be minimised, and the use of automated transfer robots and an efficient layout will reduce the workload on personnel. Accordingly; "We will respond to the challenges faced by the manufacturing industry, and realise a factory of

Continued on page 19 >>

Print Impact Around the World

the future that is both more efficient and easier to work in."

DUPLO LOOKS TO THE FUTURE WITH MULTIGRAF BUY Duplo



-Left to right: Picquet, Barrer, Hashiguchi, Multigraf CEO Patric Lerch, and Duplo Corporation President - Hideo Tanaka

Duplo Seiko, part of the Duplo Group, has bought Swiss multi-finisher equipment manufacturer Multigraf as it looks to continue to expand its portfolio and leverage the two firms Research & Development capabilities.

On the deal which was signed at drupa, Duplo Seiko CEO and President - Hideki Hashiguchi said the pact would "enable both Duplo and Multigraf to accelerate future technological developments as well as providing a stronger support to our customers". The company will continue to trade under the Multigraf name from its headquarters in Switzerland and Robert Barrer (whose father founded Multigraf in 1984) will remain on the board to ensure a seamless transition. Barrer will also continue to lead Schneider & Co, the Swiss distributor of Multigraf and Duplo kit.

According to Marine Kerivel-Brown, head of international marketing at Duplo International: "For anyone outside they probably won't notice any change. Multigraf is a strong brand in our industry and a lot of Duplo International distributors also distribute Multigraf."

DRUPA AND PRINTING UNITED EXPO FORM ALLIANCE

... PRINTING United Expo Show Highlights, Registration Details etc Unveiled



Bowers and Geldermann at drupa 2024

World's no. 1 printing technologies trade show - drupa and North America's largest trade fair - PRINTING United Expo have announced a strategic partnership to bolster the reach of each brand throughout the industry.

To drupa Director - Sabine Geldermann, PRINTING United Expo's 'one-roof approach' aligns with drupa's over 70 years philosophy of, "showcasing the many applications printing technology has these days, not only in the graphic arts field but in packaging, industrial and textile is what our attendees appreciate". Agreeing, Printing United Alliance CEO - Ford Bowers says: "Together, we will be able to deliver even more opportunities for growth and collaboration to

all who participate in the marketplace of events."

In the meantime, PRINTING United Expo set to take place this year in Las Vegas Nevada USA from 10 to 12 September has unveiled show highlights, registration details and hotel figures trend ahead for the event. With Sponsors like Canon, Durst, Fujifilm, Agfa, Mimaki, and Ricoh leading other long list of over 800 exhibitors to this year's Las Vegas showcase, registration across market segments, and hotel bookings for the event are trending ahead of last year's impressive figures.

Unprecedented Growth and Interest for the Expo make hotel booking trend

On the heels of a strategic partnership announcement with drupa, excitement and growth for the Expo continues to climb. Hotel room bookings are already trending at more than 10% over last year's impressive numbers at this time. Additionally, registration is trending ahead from the same time last year across all market segments, including more than 20% ahead in Apparel, Commercial, and Graphics/Wide-format. "We are incredibly excited about this year's Expo in Las Vegas," says Mark J. Subers, president, PRINTING United Expo. "The enthusiasm from exhibitors and attendees is palpable, with hotel bookings and registration figures already trending significantly ahead of previous years. The incredible momentum underscores the value and importance of this event in this hemisphere in the printing industry. We look forward to welcoming everyone to what promises to be our most dynamic and innovative Expo yet."

2024 Exhibitor Showcase and Empowering Education

More than 800 exhibitors from around the world will be unveiling their latest solutions spanning market segments in Apparel Decoration; Commercial and Publishing; Functional/Industrial; Graphic Installation; Graphics/Wide-Format; In-Plant; Labels and Packaging; Mailing, Shipping, and Fulfillment; and Promotional. And as training and education remain at the cornerstone of professional growth, educational opportunities abound at the Expo. The Alliance's iLEARNING+ platform will take center stage, offering live demos of the latest courses and certifications. Hands-on training at the popular Apparel Zone and thought-provoking



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MENTORSHIP PARTICIPANTS' BENEFITS

1. Academy - free & highly subsidized print & allied training.
2. Tool - free access to resource Material online.
3. 24/7 access to mentor subject to mentors - subject to availability.
4. Industry events - free entry to industry exhibitions, workshops, seminars etc
5. Participation in Business, Setup, Design etc competition with funding.
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 26 >>

CELEBRATING THE GLOBAL PRINT INDUSTRY: RECORD NUMBER OF DEALS SIGNED AT DRUPA 2024



drupa 2024 exceeded all expectations. It received top marks from visitors from all over the world, who left the trade fair with new ideas and clear prospects for the future. Numerous contracts signed and technological innovations inspired the print and packaging industry. From the Official Post Show Report by Messe Düsseldorf GmbH, drupa organiser, WHERE To Print can objectively confirm that the eight-year hiatus of world's no. 1 event for print and crossmedia solutions is worth the wait. Find out how in excerpt below:

Right from the start of **drupa 2024** on Tuesday 28 May through to its close on Friday 7 June in drupa city - **Düsseldorf**, the world's No. 1 trade fair for printing technologies drew to a successful end after an inspiring, exciting and memorable eleven days. It impressively demonstrated the progress of an entire sector and gave proof of the operational excellence of the industry. **1,643 exhibitors** from **52 nations** presented an outstanding showcase of innovations in all the **18 Düsseldorf exhibition halls** and thrilled the trade visitors with unforgettable performances.

The international share of the visitors was **80%**, with attendees coming from **174 countries** - a record figure. After Europe, Asia was the most strongly represented region with **22%**, followed by America with **12%**. Asia as well as Latin America and the MENA region are markets with great growth potential, which was reflected in the significant increase in exhibitors' presence and order books. Many key players, such as Bobst, Canon, Fujifilm, Heidelberg Druckmaschinen, HP, Horizon, Koenig & Bauer, Komori Konica Minolta, Kurz and Landa, reported having signed contracts that significantly exceeded expectations. In some cases, the sales targets set were already achieved in the first few days of the trade fair.

Erhard Wienkamp, Managing Director at **Messe Düsseldorf**, is highly satisfied with the course of the trade fair: "drupa has underpinned its position as the industry's leading trade fair and its unique appeal in a remarkable way. The impressive international flair and, above all, the high decision-making competence of the visitors ensured in-depth and well-founded technical discussions at the trade fair stands on the one hand and many direct investment decisions on the other. Our exhibitors told us about large-volume purchase agreements."

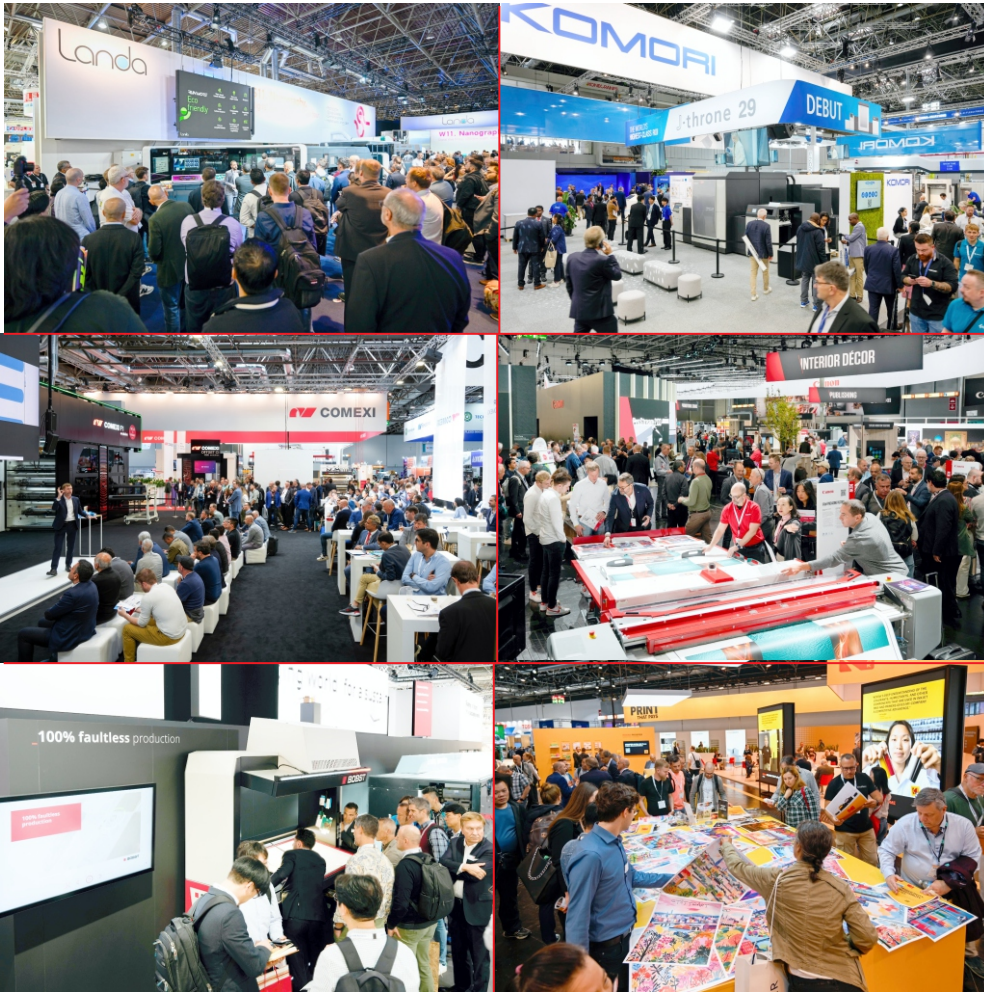


Erhard Wienkamp



Dr. Andreas Pleßke

Dr. Andreas Pleßke, Chairman of the **drupa Committee**, emphasised the exceptional position and relevance of drupa: "drupa stands for new approaches and new technologies like no other trade fair. It is not only the largest, but also the most important global platform for our industry, because the entire printing and post-press industry meets at this world-leading trade fair. It has been invaluable for generating leads. Nowhere else offers the opportunity to make so many new international contacts from all over the world in such a short space of time in one place."



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Industry decision-makers highly satisfied
Exhibitors praised the high level of decision-making competence of visitors. They, in turn, gave top marks to the range of products and services on offer in the **18 exhibition halls**. Around **96%** of all visitors confirmed that they had fully achieved the objectives associated with their visit. At over **50%**, most of them came from the printing industry, followed by the packaging industry, whose share has increased significantly and which was the focus of many exhibitors as a growth driver. Many well-known brand owners were welcomed at the trade fair stands. In total, **170,000 trade visitors** attended **drupa 2024**.

Digitalisation as a determining factor
Automation took centre stage at this year's drupa, with a strong focus on AI and smart workflows, including software solutions. It became clear that

digital and analogue technologies ideally complement and benefit from each other. Traditional industry leaders presented a wide range of digital solutions, while digital pioneers integrated conventional components into their offerings. Robotics played an important role in the exhibition halls and illustrated the path towards the smart factory.

Transformation and growth
drupa made it abundantly clear that the industry has great potential for the future, even against the backdrop of many challenges, and that the prospects are promising. In the last financial year, the global printing industry achieved a turnover of around **EUR 840 billion** (source: Smithers) and continues to develop at varying pace worldwide.



Sabine Geldermann

"At drupa 2024, we experienced first-hand just how relevant and resilient this industry is," summarises **Sabine Geldermann**, Director drupa, **Portfolio Print Technologies**. "The community is determined to set the course for the future together. Exchanging ideas with people from all continents and from all areas of the industry was extremely enriching and inspiring. We were able to welcome around **50 large delegations** from various nations, and numerous globally active associations and organisations chose drupa as the ideal setting for their conferences and board meetings.

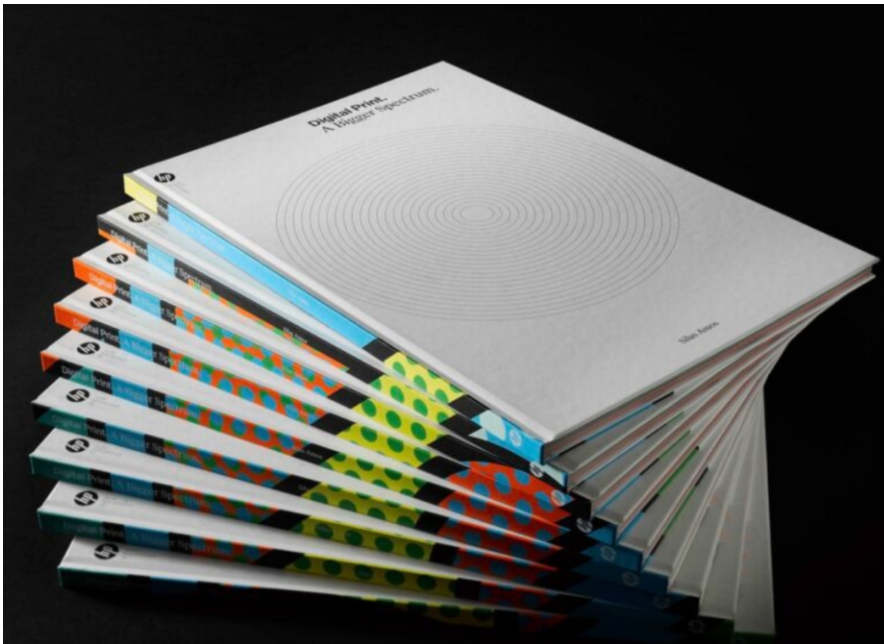
Together we are stronger. Many new strategic alliances concluded at the trade fair reflected the opportunities that are only possible in such a concentrated form at drupa: meeting market players from other countries around the world in person, using core competences as synergy effects, forming networks and driving the market forward together.



FIVE WAYS TO PERSUADE A CLIENT TO BE BOLD & INNOVATIVE WITH THEIR PRINT



This article is intended for those with new printing technology to offer but lack an immediate queue of clients who understand its advantages or why they should be first to use it. I'm a designer and design strategist. Most of my work involves packaging, serving marketing leaders and brand managers for popular supermarket brands (and increasingly online). I've been championing the innovative benefits of digital print for a creative and agile approach to packaging for a few years now. In the era of Artificial Intelligence (AI), the pace of change is accelerating, yet the challenge persists with clients not seeing the opportunities clearly enough to try new things. Change is constant, but the principles and challenges of promoting technical innovation, I believe, are timeless. In this article, I'm going to share mine...



A book written by Silas Amos to explain the creative benefits of digital print for HP Inc. Produced using cutting edge digital print technology

1. Find the right opportunities

The 'new thing' you offer won't be suitable for everyone. Most customers prefer proven approaches over untested innovations. Therefore, your first task is to find individuals among your contacts who are open to trying something different and are inspired by being courageous. The ideal candidate is someone young enough to build their reputation and senior enough to make independent decisions. They should also have a genuine passion for improving their work, not just seeking efficiency.

Once you have identified such individuals, focus on understanding two key aspects of their professional lives. Firstly, determine what keeps them awake at night, their concerns and challenges. Secondly, discover what excites them and motivates them to jump out of bed and go to work. By understanding their significant problems and questions, you can assess whether the innovation you champion can serve as a smart solution. The principle is straightforward: ask the right questions to the right people, listen attentively to their answers, and aim for a 'win-win' situation. Additionally, it's crucial to be a passionate, well-informed, and inspiring advocate yourself. You won't be able to convince others if you lack conviction in your own beliefs.

2. Lead by example

As Henry Ford put it; "You can't build a reputation on what you propose to do". In order to ignite interest, you will need to show successful applications of the technology you are championing. The reality is that getting to these concrete examples often comes from the first

Continued on page 23 >>



FIVE WAYS TO PERSUADE A CLIENT TO BE BOLD & INNOVATIVE WITH THEIR PRINT

work being 'given away' to prove its worth. In blunt terms, you have to put some skin in the game - on your own time and from your own energy. For example; the Smirnoff Work I developed with HP and the Yarza Twins came from an email I sent the Diageo

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



Smirnoff bottle designs used to demonstrate the creative potential of HP SmartStream technology, a project led by Silas Amos in collaboration with the Yarza Twins

3. Explain the value

"We can deliver better, faster and cheaper, but can only do any two of these at a time" is a classic way of explaining your offers to clients. However, their expectations are evolving, and they now demand "all three, please." To capture your client's genuine interest, the value of the innovation must align with multiple targets:

- Cost and spread should be competitive or provide an affordable alternative in the appropriate context
- The output should match or exceed the quality of typical alternatives
- The application should enable the client to do something previously unachievable

This key factor revolves around creatively elevating the final product. Will people be willing to pay more for it? Will it generate love and increased purchases? Will it grab attention that was previously overlooked? Will it make your clients' competition appear average in comparison? If you can provide comparative evidence against these fundamental points, you'll be in a strong position to tailor your pitch to the client's specific needs.

4. Reduce the risk

Only the reckless would bet their career and core business or brand on an untested new approach. There are two magic words that can unlock the proposed project: 'Pilot scheme'.

Start small, think of the first steps as a low-risk experiment - if it fails, the only thing it has really cost is some time and energy. But if it works, the process can be reviewed, streamlined and made fit for larger and larger projects. Build trust, learn on the job, and there's a good chance more work will develop organically from the process.

One topical thing to note: copyright issues around AI are live and challenging. I am encouraging my clients to explore the tech, but hold back on publishing unless they are confident on the provenance of their work.



Continued on page 24 >>



FIVE WAYS TO PERSUADE A CLIENT TO BE BOLD & INNOVATIVE WITH THEIR PRINT



An individually numbered set of 2000 Heineken bottles designed by Silas Amos in collaboration with illustrator Emily Forgot

5. Join forces

In the competitive landscape of creative agencies and solution-providers in the print industry, a 'dog-eats-dog' approach is commonplace. However, when it comes to innovation, solely focusing on selling your unique offerings may result in losing sight of your clients' larger challenges and future processes. To achieve significant breakthroughs, it's crucial to collaborate with other key suppliers and teams.

An analogy that resonates with this idea is the stained-glass window, which is arguably the world's first example of mass communication. Engineers devised techniques to create openings in load-bearing walls using flying buttresses, craftsmen mastered the art of colouring and shaping glass into images, and the marketing department weaved a compelling story about being the light. By combining these elements, Sunday worshippers could experience their faith in a whole new way. When I aimed to promote HP's SmartStream software, which underpins their digital printing solutions, I recognised that I couldn't make progress alone. It was essential to enlist the talents of esteemed artist - Sir Peter Blake and skilled printer - F E Burman to connect the dots. Together, alongside HP Indigo software developers, we pushed the boundaries of technology and initiated a dialogue on its cultural relevance. By

others, we have the power to truly transform the industry we operate in.



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

About Silas Amos



Constantly drawing since he could hold a crayon, Silas Amos thinks in pictures, and aims to talk in plain English. He works as both a creative director and strategist directly into big guys like HP and Unilever, small guys like eve sleep, and global groups like Dentsu Aegis Network.

Silas was a founder employee of branding agency - jkr, spending 25 years with them learning his trade. As their strategic director on the overhaul of brands such as Budweiser, he became increasingly excited about how technology is evolving the way packaging is designed and put to work.



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	
26	PAPEREX 2024	Chennai Trade Centre, Nandambakkam, Chennai India	5-7 December, 2024	

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.



Print Impact

Around the World

sessions at the Future State Theater are always a "must attend." There will be keynote addresses from the industry's brightest minds to multiple educational tracks as attendees will also learn about opportunities for expanding revenue streams and business operations, as well as hear about the latest topics such as AI, sustainability, and colour management with new G7+.

Women in Print Unite at the Expo

The **Women in Print Alliance**, an Alliance community dedicated to attracting, retaining, advancing, and advocating for women in the printing industry through education, personal and professional development, networking and community building; will host a multitude of events at this year's Expo. The group has an official hotel block at the renowned Fontainebleau Las Vegas, where women in the industry can stay and participate in meetups and cocktail events being hosted throughout the week. A special networking luncheon and keynote speaker is being planned; and so much more. Visit womeninprintalliance.org for the latest information.

Register Today

Register for this year's Expo now at www.printingunited.com for an unforgettable experience and to best explore areas for diversification within your business operation.

To take advantage of member-exclusive experiences at PRINTING United Expo 2024, as well as having direct access to leading industry experts, services, and resources, visit www.printing.org/membership to learn more about all the benefits of being an Alliance member.

EPSON SELECTED FOR INCLUSION IN FTSE4GOOD INDEX SERIES

Seiko Epson Corporation has again been selected for inclusion in the **FTSE4Good Index Series** designed by FTSE Russell, a London Stock Exchange Group company as part of its contribution to social sustainability.

EPSON
EXCEED YOUR VISION



This marks the 21st consecutive year that Epson has been selected due to its continuous aspiration to achieve sustainability and enrich communities

FTSE4Good

over the long term. The company therefore sees its inclusion in this index as objective evidence that its efforts to address environmental and social issues have been recognized, and that it is seen as a sustainable company. This makes Epson also selected for inclusion in the FTSE Blossom Japan Index, FTSE Blossom Japan Sector Relative Index, MSCI Nihonkabu ESG Select Leaders Index, MSCI Japan Empowering Women Index (WIN), S&P/JPX Carbon Efficient Index, and the Morningstar Japan ex-REIT Gender Diversity Tilt Index. These are ESG investor indexes comprised of Japanese stocks that are used by the Government Pension Investment Fund (GPIF).

The FTSE4Good Index Series was created by global index provider FTSE Russell and is designed to measure the performance of companies that demonstrate strong environmental, social and governance (ESG) practices. The FTSE4Good Index Series is widely used to create and evaluate sustainable investment funds and other financial products.

SCREEN TAKES OVER CGS ORIS



CGS Oris product range includes proofing, ink optimisation, and colour management

CGS Oris product range includes proofing, ink optimisation, and colour management

Screen's Graphic Solutions business has acquired long-term partner - CGS Oris.

According to industry veteran - Kunio Muraji who becomes the new COO of CGS Oris, the two firms plan to deliver advanced colour management solutions through the integration of CGS know-how with Screen's workflow systems, which include Equios. Screen said it had helmed the development of a number of its flagship products, including the Truepress Jet 520 range to CGS Oris who also works with a range of digital press specialists including Canon, Epson, Fujifilm, HP, Konica Minolta, Landa and Xerox.

Therefore, Screen will take the wraps off its new 150m/min Truepress Jet 560HDX inkjet web press targeted at commercial print, publishing and direct mail. Screen noted that the acquisition will further enhance the business synergy already shared by Screen GA and CGS; "Going forward, the partners will work to integrate CGS's colour technologies with the core colour management systems used in Screen's Truepress series of digital inkjet presses and workflow products. This is expected to drive significant new innovations in intuitive, high-function printing technologies," Screen stated.

HYBRID SOFTWARE UNVEILS PACKZ 10



HYBRID Software - developer of innovative productivity tools for label & packaging printing has announced the release of **PACKZ 10**, the latest version of its popular all-in-one PDF editor.

As a prepress application for both digital and conventional printing, PACKZ 10 introduces groundbreaking features including seamless integration with EngView's CAD software, advanced 3D viewing capabilities for metal can printing, and enhanced functionality for managing small print runs. New features in PACKZ 10 include:

Connectivity to EngView

PACKZ 10 offers deep connectivity to EngView Packaging Suite CAD software, providing robust support for existing EngView users and a modern, user-friendly CAD alternative for folding carton printers. This collaboration enhances the extensive range of editing and automation tools in PACKZ 10, representing a significant advancement in packaging production for folding cartons.

Capture 3D technology

With advancements in HYBRID Software's Capture 3D technology, PACKZ 10 delivers supreme quality and detailed printing on metal cans. The software now features precise deformation grids and live 3D viewing, unlocking new opportunities for branding and metal can packaging. This innovation follows the game-changing shrink sleeve technology launched earlier this year.

Packimizer enhancements

Packimizer, HYBRID Software's auto layout and step-and-repeat technology for roll-fed digital labels and stack offset printers, includes new features to manage short print runs and smaller quantities. Packimizer intelligently analyzes the order data to optimize the layout and repetitions of labels on the roll based on quantity, offering maximum substrate usage and press uptime.

Continued on page 34 >>

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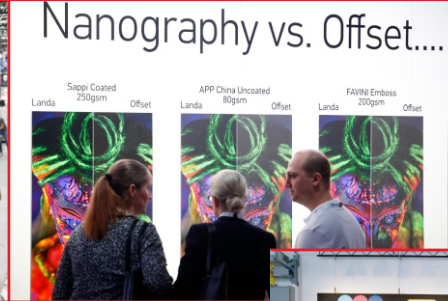
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503, 5th Floor, Mercantile House, 15, KG Marg, Connaught Place
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Sustainable technologies in focus

Technology is the key to achieving sustainability goals - exhibitors at drupa illustrated this with numerous practice-orientated developments and concrete solutions. Top priority is given to **resource efficiency** and **the path to a functioning circular economy**. In addition, **Touchpoint Sustainability** from the **VDMA**, the German Machinery and Equipment Manufacturers' Association, showcased current state of the art innovations, presented best-practice use cases and gave a far-reaching outlook into the future of a sustainable printing industry.

Valuable knowledge transfer

The extensive supporting programme with its five high-calibre special forums **drupa cube**, **drupa next age (dna)** and the **Touchpoints Packaging, Textile and Sustainability** was very well received. In times of constant change and the resulting new business models, they ensured an intensive transfer of knowledge and provided important guidance. Together with its partners, drupa focused on impressive industry expertise and the future topics of its target groups. **Guided tours** on various key topics rounded off the trade fair experience.

The next drupa will be held in 2028, see you then!

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DRUPA 2024: EXHIBITOR'S TESTIMONIALS



Canon

"drupa is an important industry event for Canon, and it's been great to return to the show after an eight-year break. The 2024 event has been particularly impactful and impressive, with vendors able to show innovations that have been developed over almost a decade. For those wishing to accelerate their digital print journey, we have been able to share a glimpse into the exciting possibilities that lie ahead. Through real-life case studies and collaborations with forward-thinking businesses, we've demonstrated print's power to captivate and drive change – now more than ever before. Together with customers and partners, Canon is innovating and helping to shape the future of our industry, from solutions, to diversity of applications to high-volume personalisation. For me, drupa is an important meeting point and a wonderful showcase of the versatility of print. It allows visitors from all over the globe to harness our expertise in technology and business innovation, enabling people and businesses to grow and prosper. With the influx of visitors on Canon's stand, first results show that new contacts created, and contracts signed exceeded expectations."

Jennifer Kolloczek, Senior Director, Marketing & Innovation, Production Printing, Canon EMEA



HEIDELBERG

"Heidelberger Druckmaschinen AG (Heidelberg) is very pleased with its showing at the drupa trade fair in Düsseldorf. Our stand attracted a great deal of interest from customers around the world, who also invested in the innovations on display. Our drupa team won over customers with a fabulous stand and future-proof innovations. The positive spirit among customers and staff alike was simply mind-blowing. Heidelberg is a true partner of the printing and packaging industry. The large number of orders placed across all technologies during the trade show emphasizes our customers' trust in the company as a leading system provider. We offer the entire spectrum – from toner to inkjet and from offset to flexo printing – all controlled from a common Prinect workflow."

Dr. David Schmedding, Head of Sales and Marketing, Heidelberg Druckmaschinen AG (and Board Member for Sales and Service)



KONICA MINOLTA

"After eight long years, drupa has been a perfect platform to meet customers, partners, journalists and analysts as well as friends and help customers to see the potential in print, packaging and the unstoppable digital transformation of our industry. drupa has certainly met and exceeded our expectations. Our must-see stand was extremely busy every day – and the feedback from our customers and partners has been fantastic. Visitors told us that our stand – covering world firsts in software and machine demonstrations, complete print factory set-ups, as well as advanced Industry 5.0 and AI advances – was inspiring and holistic. The icing on the cake was that we have had an unprecedented number of show sales, plus new business leads that we know will lead to more customer announcement stories soon. We look forward to drupa 2028."

Olaf Lorenz, General Manager International Marketing, Konica Minolta Business Solutions Europe



Landa DIGITAL PRINTING

"drupa is the heartbeat of the industry. For Landa, the show came at a perfect time to demonstrate the value of our systems, their amazing print quality, colour fidelity and productivity – as well as the ability to share the growth and success of our customer base around the world. This has been an amazing show for us. I have to say that witnessing the enthusiasm and excitement of visitors - representing businesses of all sizes - while watching a B1 digital press running live, was a great reminder of the immense transformation we are delivering to the market. drupa has always been a landmark event for the industry, and drupa 2024 was certainly one to remember."

Sharon Cohen, Chief Business Officer, Landa Digital Printing



durst

"Digitalization has fully arrived in the printing industry – not to replace traditional methods, but to offer automated production processes through hybrid systems "on demand" and to complement existing technologies. We are thrilled with the response from the high-quality professional audience and say thank you, drupa. We will see you again in Düsseldorf in four years."

Christoph Gamber, CEO & Co-Owner, Durst Group



HEIBER + SCHRÖDER

"Participation in this year's drupa was extremely valuable for our company. Not only were we able to generate good leads, but we also successfully closed deals. We were particularly pleased that topics such as sustainability and connectivity were strongly emphasized."

Andre Garmer, Geschäftsführer, Heiber + Schröder Maschinenbau GmbH



FlintGroup

"Eight years is a long time so we didn't exactly know what to expect. drupa turned out to (re)claim the pole position in bringing the printing industry together on a global level. For Xeikon this global function is vital to attract new customers. Running a drupa is like running a marathon, it takes strict preparation, clear goal setting, smart execution and the result will be a lifetime memory."

Danny Mertens, Marketing manager, Flint Group Digital



Henkel

"After an eight-year break, it was a pleasure for us to exhibit at drupa again and gain valuable experience. We received confirmation that our focus on sustainability and collaboration along the entire value chain is the right approach. We were particularly pleased with the positive atmosphere and the opportunity to discuss industry issues face-to-face."

Malgorzata Kolton, European Vice President, Henkel Packaging Adhesives

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DRUPA 2024: EXHIBITOR'S TESTIMONIALS



Kodak

Denisse Goldberg, CMO and Head of EAMER Sales, Kodak

"drupa was an excellent opportunity for Kodak to demonstrate its commitment to innovation across its complete portfolio of both offset and digital solutions. Printers who visited the Kodak booth learnt how Kodak can help make their business more efficient and profitable in today's era of print. Kodak is able to serve their customers comprehensively in both innovative digital technology and modern, highly automated solutions for traditional offset. As a result, we have achieved strong sales for our digital and traditional portfolio during the show."



KURZ

"Leonhard Kurz had an outstanding presence at drupa, highlighted by amazing contacts and significant machine sales. The event was both productive and enjoyable, showcasing our team's strong camaraderie. Exciting discussions about future business opportunities have laid a solid foundation for our continued innovation and growth."

Markus Hoffmann, Member of the Managing Board, Executive Senior Vice President Business Area Packaging and Print and Business Area Application, Leonhard Kurz Stiftung & Co. KG



Mimaki

Danna Drion, General Manager Marketing & PM EMEA, Mimaki Europe

"After an eight-year break, drupa remains an invaluable part of Mimaki's sales strategy as attendees look to this global event to offer the latest innovations to digitalise workflows and diversify applications. Pleased to see that both sustainability and social responsibility were also at the forefront of conversations, as seen on exhibitor's booths and across the stages like drupa cube and drupa dna. Being an international show, this is an incredibly important platform to further these conversations about the future of our industry."



MÜLLER MARTINI

"We are very pleased with how the show went. Our booth was very well attended and we not only generated many leads, but also closed good sales deals on site. At drupa we have closely followed the growing interest in digital sheetfed printing, as we now offer a convincing finishing application with the combined Muller Martini/Hunkeler solution Sheetfolder/Vareo PRO."

Bruno Müller, CEO Muller Martini



RICOH

Eef de Ridder, Vice President, Graphic Communications Group, Ricoh Europe

"For Ricoh, drupa has been an unprecedented success. We appreciated the opportunity to welcome tens of thousands of visitors to our beautiful stand, where we have been privileged to explore with them how our technical solutions and specialist insights could support their diverse businesses and help them prepare for the challenges of the future. We are also delighted with how many visitors have chosen drupa 2024 as the time and the place to invest with Ricoh, which provides further evidence that drupa is where the print industry comes to do business."



tesa

"It's great to attend drupa, the leading trade show for printing and packaging solutions. We've seen innovative and groundbreaking technologies, with a strong focus on more sustainable solutions. At tesa, we value partnerships and innovation, constantly improving our adhesive solutions. We enjoyed engaging with industry leaders at drupa to strengthen partnerships and work towards..."

Andreas Tanzer, Head of Sales & Marketing PPS Europe, tesa SE



VDMA

Thomas Schiemann, Member of the Board of Management, Printing and Paper Technology Association, VDMA e. V.

"After eight years, drupa is a great success: it is back and remains the leading trade fair for the printing and paper industry. This year confirms a very high quality of visitors, especially decision-makers. This is underpinned by the impressive sales success of the exhibitors. drupa is and remains the industry's global showcase for performance and innovation. The growth of the packaging and sustainability sector was excellently reflected."



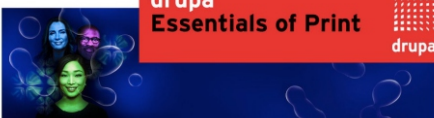
WINDMÖLLER & HÖLSCHER

"For Windmüller & Hölscher, the focus at drupa 2024 was on personal exchange. We are delighted with the high quality of the discussions with experts from all over the world. It was great that the industry met again in Düsseldorf after eight years."

Dr. Falco Paepenmüller, CEO, Windmüller & Hölscher Gruppe



drupa Essentials of Print



WHERE TO PRINT DRUPA 2024 MEMORABILIA



It was not all print technologies breakthroughs, innovations, demonstrations and deal signings that set the just concluded world's no. 1 printing technologies fair apart. In this **SPECIAL FEATURE ARTICLE** with pictorials, **drupa Media Partner** in Africa - **WHERE To Print** represented by **Joju ADEKANBI** gathers other human interest mementos that ensured **drupa 2024** truly exceeded all expectations...

A day before **drupa 2024** opens - on **Monday 27 May** - I excitedly to check in as Press @ **The Press Centre**, Messe Düsseldorf where I met my friend - **Messe Düsseldorf Executive - Apostolos**; then partook in **drupa 2024 Guided Photo Tour for Journalists** to select exhibitors' stands to see first-hand - what they have in store for visitors where I took this picture with the Ferrari; then met up with the amazing **Cary Sherburne**, Senior Editor at **WhatTheyThink** who interviewed me on the **Global Perspective Series** with emphasis on West Africa (Ghana and Nigeria in particular being **WHERE To Print** magazine coverage areas) for **drupa DAILY**. It was also great meeting the incredible, unmissable, action-packed and interesting **Deborah Corn**.

After-which I started welcoming **WHERE To Print magazine/ FLOURISH COLOUR VENTURES** packaged drupa attendees to a stress-free check-in experience at **Best Western Comfort Business Hotel Neuss Dusseldorf** while meeting other attendees like the **PRINTING SA duo** of **Jermaine Naicker** and **Abisha Katerere**. A **Welcome Dinner** was held for the delegates who



Press Registration completed @ The Press Centre, Messe Düsseldorf



Press Registration completed @ The Press Centre, Messe Düsseldorf



...with Messe Düsseldorf Executive - Apostolos



...on drupa 2024 Guided Photo Tour for Journalists to select exhibitors' stands to see first-hand - what they have in store for visitors where I took this picture with the Ferrari



...with amazing Cary Sherburne, Senior Editor at What They Think who interviewed me on the Global Perspective Series with emphasis on West Africa (Ghana and Nigeria in particular being **WHERE To Print** magazine coverage areas) for **drupa DAILY**.



It was great meeting the incredible, unmissable, action-packed and interesting **Deborah Corn**.

relished the Nigerian Dishes prepared by Essen based **Afrolink Restaurant**. After settling down, we all began our incredible milestone meetings, connections, and collaboration with other industry professionals from all over the world captured in the subsequent news images....

Continued on page 36 >>

Thinking **Quality Print Solution?**
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Print Impact Around the World

DURST WINS EDP AWARD FOR SMART EDITOR SOFTWARE

Manufacturer of advanced digital printing and production technologies - **Durst** has won the European Digital Press Association (EDP) award for layout, design and editing with its Smart Editor software.



Announced at drupa 2024 in Düsseldorf, Germany, the EDP Technical Committee's citation said Durst's cloud-based application enables customers to get exactly what they want.

Durst Smart Editor is a cloud-based solution that allows the design of personalised print products directly in the customer's web-to-print solution. Easily connected via plug-in and API, it allows users to get exactly what they want with real-time product personalization and realistic previews, receiving the orders as print-ready files. Serge Clauss, Product Manager, Durst Software & Solutions, said: "It is an honour for us to receive this award. It is further recognition of the quality of our products and the commitment of our experts."

Established in 2006 as a not-for-profit association dedicated to promoting leading digital innovation through its own major industry awards, the EDP Association awards cover best-in-class innovation in digital printing, publishing, and packaging.

PRINTING UNITED ALLIANCE AND STAHL'S FORGE NEW PARTNERSHIP IN EDUCATION



PRINTING United Alliance, the most comprehensive member-based printing and graphic arts association in North America, and **STAHL'S**, a renowned leader in garment decoration technology; are pleased to announce a strategic collaboration aimed at enhancing employee education and development.

Under this partnership, STAHL'S' team members will gain access to a range of educational and certification programs offered by the Alliance's iLEARNING+ educational platform. These programs, curated specifically to empower professionals in the printing and garment decoration sectors, align seamlessly with STAHL'S' commitment to fostering excellence and innovation among its workforce.

Carleen Gray, CEO of STAHL'S, underscores the significance of investing in employee education, stating; "Just as STAHL'S' has always believed in educating our customers to help them succeed, investing in education to create more successful employees is also a top priority." Gray emphasizes the company's enduring dedication to nurturing talent and ensuring employee satisfaction, noting that these educational initiatives

contribute to creating engaged, productive associates who feel valued.

Recognizing the pivotal role of career development in fostering employee satisfaction, STAHL'S' has responded to feedback from its workforce by integrating educational opportunities into its training framework. With a focus on enhancing customer service excellence and refining color management proficiency, STAHL'S' employees will benefit from a comprehensive curriculum designed to elevate skills and performance standards across departments.

James Martin, Group President, Association, PRINTING United Alliance, lauds STAHL'S' longstanding commitment to customer service training and education, stating, "STAHL'S' has always led the industry in customer service training and education." He expresses gratitude for the opportunity to collaborate with STAHL'S' in augmenting their training processes with a diverse array of iLEARNING+ courses and certifications, including CMP Fundamentals, CMP Direct to Garment, and Customer Service Professional. Martin emphasizes a shared commitment to staff education, retention, and workforce development, underscoring the alignment of values between both organizations.

This collaboration exemplifies a mutual dedication to excellence and innovation in the printing and garment decoration industries. By leveraging the collective expertise and resources of STAHL'S' and the Alliance, employees will be equipped with the knowledge and skills necessary to thrive in an ever-evolving landscape, further solidifying the industry's reputation for quality, consistency, and unparalleled customer service.

The newest iLEARNING+ courses and certifications, including the latest Spring 2024 release, can be found at: www.ilearningplus.org

SCREEN FINALIZES DEVELOPMENT OF TRUEPRESS PAC 520P AND LAUNCHES DIGITAL PRIMER OPTION FOR TRUEPRESS LABEL 350UV SAI S

Truepress LABEL 350UV SAI

Truepress ink Primer



SCREEN Graphic Solutions has announced advancements to its label and packaging division including the final development of the **Truepress PAC 520P** and the introduction of a digital primer option for its flagship label press, the **Truepress LABEL 350UV SAI S**. The developments are a testament to SCREEN's commitment to the highly regulated flexible packaging market and the growing label industry.

A water-based inkjet press designed for paper packaging, the Truepress PAC 520P can accommodate paper up to 520 millimeters wide and run at speeds up to 80 meters per minute. The Truepress PAC 520P uses newly developed proprietary aqueous pigment inks that comply with food-safety regulations. Additionally, the press offers eco-friendly solutions including the use of lightweight, easily recyclable bag-in-box units for ink tanks. With its small footprint, commercial and label printers can easily and seamlessly expand into the paper packaging market without having to make a huge investment in facility space.

Now available for the Truepress LABEL 350UV SAI S press is a digital primer that addresses one of the biggest challenges in UV digital inkjet printing—poor ink adhesion on certain substrates. Once solved by pre-priming the full substrate surface before printing the labels, poor ink adhesion is now addressed with the digital primer—which is printed immediately prior to the label image, eliminating the requirement to pre-coat, reducing chemistry, and retaining the surface characteristics of the label substrate. The Truepress LABEL 350UV SAI S is equipped to print on multiple substrates using CMYK, orange, blue and white ink. By incorporating the digital primer directly inside the press, label printers can now save time and resources.



BEE Printing Mechanical Company



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Started welcoming WHERE To Print magazine/ FLOURISH COLOUR VENTURES packaged drupa attendees to a stress-free check-in experience at Best Western Comfort Business Hotel Neuss Dusseldorf while meeting other attendees like the PRINTING SA duo of Jermaine Naicker and Abisha Katerere before having a Welcome Dinner of Nigerian Dishes prepared by Essen based Afrolink Restaurant.



After settling down, we all began our incredible milestone meetings, connections, and collaboration with other industry professionals from all over the world....(L-R): L-R: Mr. Joseph Esho (MD - Creative Affairs), Mr. 'Sole Adakanbi (MD - 1st Point Digisep), Dr (Mrs.) Florence Falaiye (MD - Afkar Printing & Publishing), Mr. 'Dapo Elegbe (MD - Whycross Prints), Mr. Jacob Adewunmi (GM - Afkar Printing & Publishing), and Mr. Joju ADEKANBI (Publisher - WHERE To Print magazine).



At SHS-CAS Graphische Maschinen Stand....(L-R): L-R: Mr. Jacob Adewunmi (GM - Afkar Printing & Publishing), Mr. 'Sole Adakanbi (MD - 1st Point Digisep), Mr. Joseph Esho (MD - Creative Affairs), Mr. Lukasz Silozin (Director - SHS-CAS Graphische Maschinen), Mr. 'Dapo Elegbe (MD - Whycross Prints), Mr. Joju ADEKANBI (Publisher - WHERE To Print magazine), and Dr (Mrs.) Florence Falaiye (MD - Afkar Printing & Publishing).

At KODAK Stand....(L-R): L-R: Jack Deen and Dee Broni (both of FC Group - Kodak & Mclercon rep in Africa) with Joju ADEKANBI (Publisher - WHERE To Print magazine).



...with Anja Kirton (Fujifilm South Africa).

L-R: Mr. Akeem Moronfolo (MD - B2Edge), Mr. Jacob Adewunmi (GM - Afkar Printing & Publishing), Mr. 'Sole Adakanbi (MD - 1st Point Digisep), Dr (Mrs.) Florence Falaiye (MD - Afkar Printing & Publishing), Mr. Joseph Esho (MD - Creative Affairs), Mr. 'Dapo Elegbe (MD - Whycross Prints), and Mr. Joju ADEKANBI (Publisher - WHERE To Print magazine).

....with George Ugwu (MD, Exact Solutions - Koenig & Bauer rep in Nigeria) at Koenig & Bauer Stand.

Continued on page 37 >>



L-R: Mr. 'Dapo Elegbe (MD - Whycross Prints), Mr. 'Sola Adekanbi (MD - 1st Point Digisep), Mr. 'Sola Adekanbi (MD - 1st Point Digisep), Mr. Ben Bellot Brahima (Trade Fair Services Ghana - Messe Düsseldorf rep), Dr (Mrs.) Florence Falaiye (MD - Afkar Printing & Publishing), Mr. Jacob Adewunmi (GM - Afkar Printing & Publishing), and Mr. Joju ADEKANBI (Publisher - WHERE To Print magazine).



...with Mr. Mehdi Baby Berrada (Founder, Icon Digital - Kornit Digital et al rep in MEA).



...with the duo from Heidelberg biggest West African installation - Ro-Marong Nigeria Mr. Nasser El Rihawi and Mr. Nabil Jarl with Heidelberg Nigeria Chairman Mr. Jakob Bejer



...on the train with Comexi Group Mr. Rashid Mazouz from Egypt.



...with Yaliem Press LTD trio of Mr. Abubakar Kyari Yahaya, Mr. Yahaya and Mrs. Emilomo Airenoni.



...with other invited Trade Journalists for an exclusive dinner on legendary MS Stenberg yacht courtesy Heidelberg.



...with the duo of Mindax Publishing Mr. & Mrs. Anagwonye.



...at Orient Group Stand (The Printers House) where the GM - Mr. Pankaj Jha showed me the very latest Orient range of packaging, flexography and inkjet label presses such as Orient X-Press Flex, OrientJET, and other Orient Packaging automatic folder gluers and due cutters.



...with the duo of Bespoke Group Paola Bonfanti and Sophie Low.



L-R: Mr. Gideon Yirenyi Amfo (MD - Pentecost Press Ghana), Mr. 'Sola Adekanbi (MD - 1st Point Digisep), Ms. Favour Madu (MD - Favision Signs), and Mr. Joju ADEKANBI (Publisher - WHERE To Print magazine).



...with ESAME Paul Noumedem.



At James Burn International Stand - the ultimate in wire-o, punching and binding solutions - that was showing off its latest solutions such as Cover Punch, Alpha Doc, EX610 and many more...

Continued on page 38 >>



...with Gific Printing Solutions boss - Mrs. Ngozi Ukachukwu.



...paying homage at Gutenberg Printing Museum stand.



...with Favour Madu (MD - Favision Signs).



L-R: Mr. Joju ADEKANBI (Publisher - WHERE To Print magazine), Mr. Olawale Olanrewaju (Manager - Blended Technologies Solutions), Mr. Enahoro Asikhia (MD - Blended Technologies Solutions), Ms. Favour Madu (MD - Favision Signs), and Mr. Sola Adekanbi (MD - 1st Point Digisep).



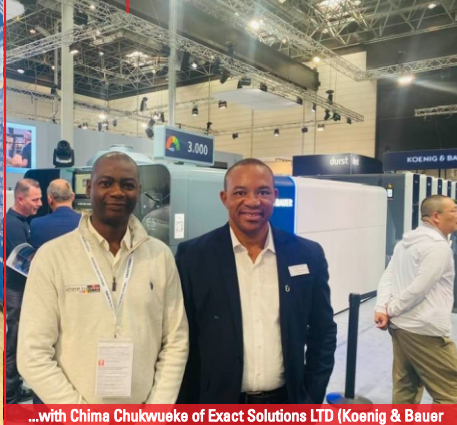
L-R: Mr. Joju ADEKANBI (Publisher - WHERE To Print magazine), Mr. Dapo Elegbe (MD - Whycross Prints), Ms. Favour Madu (MD - Favision Signs), Mr. Sola Adekanbi (MD - 1st Point Digisep), and Mr. Joseph Esho (MD - Creative Affairs).



At Heidelberg Stand - L-R: Mr. Charles Ogbor (Manager - Heidelberg Nigeria), Mr. Joju ADEKANBI (Publisher - WHERE To Print magazine), and Mr. Theobald Stephen (Manager - Achelis Tanganyika LTD - Heidelberg rep in Tanzania).



At RTC Turkey Stand with Mr. Mehmet Cagri Camlibel.



...with Chima Chukwuoke of Exact Solutions LTD (Koenig & Bauer Official rep) at Koenig & Bauer Stand.



Stopped by Pantone Stand (represented in Nigeria by WHERE To Print magazine sister company - FLOURISH COLOUR VENTURES).



At Miracilon Stand with Mr. Humphrey Wambugu (of FC Group - Kodak & Miclaron rep in Africa).



...with George Ugwu (MD, Exact Solutions - Koenig & Bauer rep in Nigeria) at Koenig & Bauer Stand.

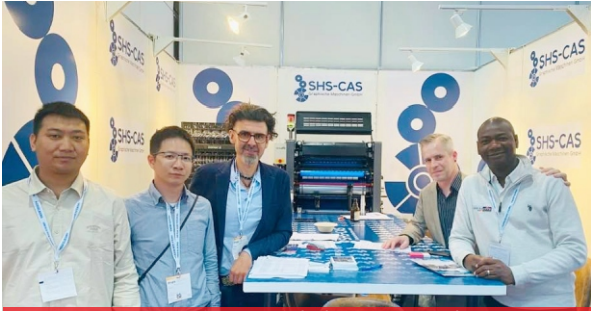


...with Mr. Gideon Yirenyki Amfo (MD - Pentecost Press Ghana).



...by the way; who carries drupa 2024 customised folder bag better? Me or drupa Director - Sabine Geldermann

Continued on page 39 >>



At SHS-CAS Graphische Maschinen Stand... (L-R): L-R: Mr. Luequn Li (Zhongke Scientific & Technical), Mr. Zhang Zhen (Original Graphic Machinery), Mr. Lukasz Silezin (SHS-CAS Graphische Maschinen), Mr. Heiko Wulff (SHS-CAS Graphische Maschinen), and Mr. Joju ADEKANBI (Publisher - WHERE To Print magazine).



...the trio of Bancod LTD (Komori rep in Nigeria) at Komori Stand. L-R: Mr. Segun Adetayo, Mr. Bankole Odukale and Mr. Charles Falokun.



L-R: Mr. Bankole Odukale (MD, Bancod LTD), Mr. Demola Kasumu (MD, KAS Digital Prints), and Engr. & Mrs. Akinola (Marvelous Mike Press).



L-R: Mr. Bankole Odukale (MD, Bancod LTD), Mr. Demola Kasumu (MD, KAS Digital Prints), Engr. & Mrs. Akinola (Marvelous Mike Press), Mr. Segun Adetayo and Mr. Charles Falokun (both of Bancod LTD).



Mr. Bankole Odukale (MD, Bancod LTD) with Mr. Princewill Ihedigbo (Petra Digital Press).



...with Mr. Kazeem Olalekan (KPD Concept).



At Heidelberg Stand with Mr. Theobald Stephen (Manager - Achelis Tanganyika LTD - Heidelberg rep in Tanzania).



At Landa Stand with the unmissable Deborah Corn.



VDM Awards recipients including Mr. Benny Landa of Landa Digital Printing.



textile design talents



durst



HTWK



drupa cube



on Hop-on Hop-off Bus Tour of the City of Düsseldorf.



...with Mr. & Mrs. Atoyegbe (of Platenberg Printers LTD).



L-R: Mr. & Mrs. Atoyegbe (of Platenberg Printers LTD), Dr (Mrs.) Florence Falaiye (MD - Afkar Printing & Publishing), and Mr. Joju ADEKANBI (Publisher - WHERE To Print magazine) at the airport at departure.

Also witnessed at drupa were **Innovation Awards** by the **DNA** ...our drupa 2024 beautifully ended with a **Hop-on Hop-off Bus Tour** of the City of Düsseldorf...and as I reminisce on my last few and exhausting days of drupa, it was great connecting with industry like-minds whose energy further stirred up my passion for print...grateful to **Tim Felgner** of **Terminal A0 GmbH** (a very helpful hand and an invaluable print resource), **Pierre Borot** of **Techniweb** (whose solutions keep the press printing), **Cumulus** duo of **Ir. Wil Sampers MTD** and **Charles Boekhout** (the perfect engineers in humidification), and the joyous **Heidelberg Indonesia Team** (whose excitement was truly infectious)...in all; as I thank drupa for bringing the world together, I know before the next show in 2028 our happenstance connection will be an enduring and mutually beneficial relationships to all!



...with Pierre Borot of Techniweb



...with Cumulus duo of Ir. Wil Sampers MTD and Charles Boekhout



...with Tim Felgner of Terminal A0 GmbH



...with the joyous Heidelberg Indonesia Team (whose excitement was truly infectious).

UNFOLD YOUR POTENTIAL



Cross section of participants from around the world inside Heidelberg Wiesloch Factory being presented with print solutions from prepress, press, postpress and even packaging to address 'a world of constant change'.

In the season of **drupa**, world renowned print solutions provider - **Heidelberger Druckmaschinen** characteristically hosted a cross section of top print professionals from around the world to its expansive **Wiesloch Factory** to experience some of the latest and best-in-class machines in its stable for commercial printing, folding carton and label/ packaging print production. **WHERE To Print** writes:



L-R: Mr. 'Dapo Elegbe (MD - Whycross Prints), Mr. 'Sola Adekanbi (MD - 1st Point Digisep), Mr. 'Yemi Olumuyiwa (Heidelberg Nigeria Marketer), Mr. Benson Dzadze (Production Manager - Appointed Time Printing), Mrs. Jacqueline Afful (MD - Appointed Time Printing), Mr. Joseph Esho (MD - Creative Affairs), Dr (Mrs.) Florence Falaiye (MD - Afkar Printing & Publishing), Mr. Godwin Ogilo (MD/CEO - Heidelberg Nigeria), Mr. Tade Adegbite (MD - Eagle Package), Mr. Charles Ogbobor (Manager - Heidelberg Nigeria), Mr. Nabil Jarl (Production Manager, Ro-Marong), and Mr. Joju ADEKANBI (Publisher - WHERE To Print magazine).

participants were also shown how to easily determine the most economic path by switching between digital and offset and in the process, reduce cost of production through measured automation. The highlight of the commercial segment was the amazing discovery of how print owners can use their existing equipment to break new ground and open up attractive new business opportunities.

As early as **4:30am** on **Tuesday 4th of June 2024**, we were all ready at our **Best Western Comfort Business Suite Hotel** to catch up with the **5:30am** scheduled Düsseldorf Bus Station appointment thus onward a 3hours 15minutes journey to the City of Wiesloch - **Heidelberger Druckmaschinen** home where we were all joyfully welcomed by the exciting and professional Heidelberg Team. And straight away, we went for the business of the day after welcome presentation of **A WORLD OF CONSTANT CHANGE**.

In the **commercial print segment**, the world's leading print solutions provider showcased industrialized but autonomous presses (throughout production process) that not only give maximum competitiveness but take printing to the next level. Not only that, **Where To Print** | VOL. 16 | NO.90 | MAY/JUN 2024 | ISSN: 2006-7402



L-R: Mr. Charles Ogbobor (Manager - Heidelberg Nigeria), Mr. 'Yemi Olumuyiwa (Heidelberg Nigeria Marketer), Mr. 'Dapo Elegbe (MD - Whycross Prints), Mr. Benson Dzadze (Production Manager - Appointed Time Printing), Mr. 'Sola Adekanbi (MD - 1st Point Digisep), Mrs. Jacqueline Afful (MD - Appointed Time Printing), Dr (Mrs.) Florence Falaiye (MD - Afkar Printing & Publishing), Mr. Joseph Esho (MD - Creative Affairs), Mr. Tade Adegbite (MD - Eagle Package), Mr. Godwin Ogilo (MD/CEO - Heidelberg Nigeria), and Mr. Joju ADEKANBI (Publisher - WHERE To Print magazine).

Continued on page 41 >>



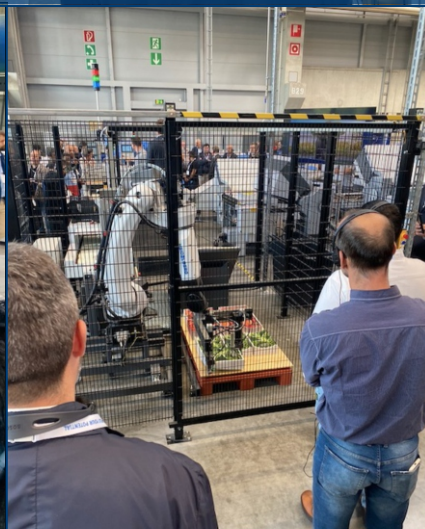
Some of the Nigerian participants during one of the presentations.



...ongoing presentation.



Some of Nigerian participants taking exclusive videos for their use back home during one of the presentations.



...ongoing presentation.



Heidelberg Nigeria MD - Mr. Ogilo in a chat with some Nigerian participants while his colleagues - Mr. Ogbor and Mr. Olumuyiwa look on.

The highlight of folding carton segment was how flexibility and speed of Speedmaster XL 106 ensure folding carton producers' competitiveness in the market place. This is because with its 70x100 format, the press not only ensures economic packaging production but also excellent quality where perfect simulation of spot colours and zero error tolerance are all in the mix. That is why the Heidelberg's press is reputed in the pharmaceutical production where safety, security, and environmental standards are sacrosanct.

Heidelberg's showcase in the label print segment was seen in Boardmaster. Simply out of this world; the industrialized printer is a master in ultra-thin plastics and in-mould production thus ensuring double productivity in high-volume packaging printing.



Great Ghana and Nigeria connection for the benefit of West Africa - Mrs. Jacqueline Afful (MD - Appointed Time Printing, Ghana) with Mr. Tade Adegbite (MD - Eagle Package, Nigeria).



Appointed Time Printing Team - Mr. Benson Dzadze and Mrs. Jacqueline Afful



Mr. Tade Adegbite (MD - Eagle Package) with Mr. Joju ADEKANBI (Publisher - WHERE To Print magazine).



SPECIAL FEATURE ARTICLE (HEIDELBERG WESLOCH FACTORY VISIT)

Other demonstrations include but not limited to **Prinect Workflow, Data Lab, FoilStar** and **Cold Transfer**, as well as partners' presentations in the postpress commercial segment were **Muller Martini** and **Polar** solutions completed the 'Unfold Your Potential' theme meant to ensure participants successes throughout their production businesses. **WHERE To Print** was among the participants and captured these images...

SPECIAL THANKS to the duo of Heidelberg's **Bernhard Nahm** and **Nicole Eppel-Sentfleber** who not only made our stay memorable but also ensured some of us caught up with our trains as we left earlier for another planned journey...



L-R: Mr. 'Dapo Elegbe (MD - Whycross Prints), Mr. Godwin Ogilo (MD/CEO - Heidelberg Nigeria), Dr (Mrs.) Florence Falaiye (MD - Afkar Printing & Publishing), and Mr. Joju ADEKANBI (Publisher - WHERE To Print magazine) at Heidelberg Welcome Foyer.



Partnership that works: Heidelberg Nigeria and WHERE To Print magazine - Mr. Godwin Ogilo and Mr. Joju ADEKANBI.



Lifelong friendship connection: Heidelberg - Samira Saleh and Carsten Deutsch with WHERE To Print magazine - Mr. Joju ADEKANBI.



THANK YOU': Mr. ADEKANBI, Dr. Falaiye and Mr. Elegbe said to Heidelberg's Bernhard Nahm.



THANK YOU': Mr. ADEKANBI, Dr. Falaiye and Mr. Elegbe said to Heidelberg's Nicole Eppel-Sentfleber.

where to print

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