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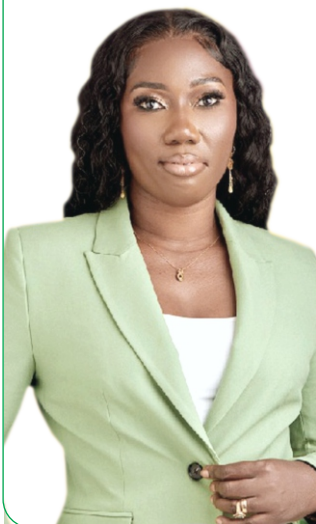
VOL. 4 | NO.7 | JUL-SEP 2024 | NMC | C.I 39 | 20|4045



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

COVER STORY on page 18-20

SPECIAL FEATURE INTERVIEW & ARTICLES



"AT APPOINTED TIME PRINTING, MY TEAM BELIEVES IN REPEAT BUSINESS BY OFFERING MORE VALUE FOR THE MONEY OF OUR CLIENTS THROUGH HIGH-QUALITY PRODUCTS AND EXCEPTIONAL CUSTOMER SERVICE."

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

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UNFOLD YOUR POTENTIAL

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How to reach us

Our e-mail address is: wheretoprint@yahoo.com.

All submissions become the property of NUMBERS CMYK GHANA LIMITED. Please do not hesitate to also call us on Tel (Nigeria Mobile): +234(0)803 862 9114.

Our Ghana Office is located at Central Link, Spintex Road, Accra. Location Code: GZ-121-5376P.0 SR 324 Spintex Road, Tema, Ghana.

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- We are modeled to be principled, factual, balanced and fair in our editorials, reports and commentaries.
- We believe and accept that these principles and code of ethics form the basis of public trust and confidence.
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To Readers

By Joju Adekanbi | jojuadekanbi@yahoo.com | +234 803 862 9114, +233 50 916 6828

WE CELEBRATE YOUR RESILIENCE AND DETERMINATION!

Despite the difficult economic and geopolitical conditions and higher material, energy, and personnel costs et al, 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



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**. While **PRINT IMPACT AROUND GHANA** (on page 8) and **PRINT IMPACT AROUND THE WORLD** (from page 10) characteristically feature breaking news, special reports and latest trends recorded in the last two months in Ghana and around the world to ensure you keep abreast of happenings generally recorded in print and allied businesses world, we invite you to flip over to pages 9, 14 and 15 for the **POST SHOW REPORT OF PROPAK GHANA 2024** that illustrates how: **PROPAK GHANA 2024 CONFIRMS PROPAK BRAND LEADERSHIP IN AFRICA**. That is why organiser – **Afrocent Montgomery** declares that the 2025 edition will come with many innovations. Turn to page 9 to find out.

As one of the leading printing firms in Ghana, **Appointed Time Printing** humbly began operations in 2003 initially focusing solely on screen printing but over time, expanded her product lines to include commercial printing, digital printing, publishing and currently packaging. Now in her twentieth year, this diversification has allowed the forward-looking firm to meet the growing and varied needs of her clients, and in the process - maintaining commitment to quality and excellence. Check out this edition's **SPECIAL FEATURE INTERVIEW** with **Appointed Time Printing** Managing Director - **Mrs. Jacqueline Afful** - a financial expert turned print professional who shares her team's belief, uncover trade secrets, and other insightful business nuggets that you should adopt to take your business to the next level. Turn to pages 22, 23, 24, 25 and 26 for the **SPECIAL FEATURE INTERVIEW** captioned: **"AT APPOINTED TIME PRINTING, MY TEAM BELIEVES IN REPEAT BUSINESS BY OFFERING MORE VALUE FOR THE MONEY OF OUR CLIENTS THROUGH HIGH-QUALITY**



WITH MY CO-PRINT JOURNALISTS AT THE PRESS OFFICE. L-R: WHERE To Print - Joju ADEKANBI, Graphics World - Hye-Jeong Ahn, Polyplex - Anuj Sharma, and Indian Printer & Publisher/ Packaging South Asia - Naresh Khanna.

PRODUCTS AND EXCEPTIONAL CUSTOMER SERVICE."

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 16 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.

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 18, 19 and 20 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 perspectives on print & packaging innovation** (2024 edition). Watch out for more!

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 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 33.

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!

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To submit news/ editorial or place advert/ supplement:
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RCPL SUPPORTS KNUST TO DEVELOP PACKAGING INDUSTRY IN GHANA

Over the last two months, **Royal Crown Packaging Limited (RCPL)** has been supporting **Kwame Nkrumah University of Science and Technology (KNUST)** through various laudable initiatives geared towards the continuous growth and development of Ghana Packaging Industry. These include but not limited to; inspiring KNUST packaging students through facility visit for a first-hand, practical experience of packaging operations; sponsoring KNUST students to win the coveted **WorldStar Global Packaging Awards** held in Bangkok, Thailand; and

towards building skills and knowledge in packaging to support Ghana's economic and industrial development, while inspiring attendees to adopt sustainable and artistic packaging design practices.

It would be recalled that **KNUST Student Team of Edna Akyaa Amo-Duah, Barthelomew Nyarko, and Maxine Naa Adoley Allotey-Quist** cleared the prestigious **WorldStar Global Packaging Awards** with the creation of **Alpha Biopac Packaging** – an innovative yet functional sustainable packaging solution crafted from eco-friendly water hyacinth fiberboard that provides robust



Obviously elated Mr. Kofi Essuman, former Chairman of RCPL now Vice President of Education for the World Packaging Organisation (WPO) with one of the KNUST Award-winning Students – Miss. Edna Akyaa Amo-Duah displaying the prestigious awards during the award ceremony at WorldStar Global Packaging Awards held in Bangkok, Thailand.



The much-anticipated PackWeek 2024 officially commenced on KNUST campus, marking the first event of its kind.



RCPL hosted KNUST students of The Department of Wood Science & Technology Management on a two-day industrial tour that inspired the young professionals with first-hand glimpse of inner workings of packaging operations.

supporting the first-ever **PackWeek 2024** – an initiative of KNUST in conjunction with the Technology Faculty of Renewable Natural Resources Packaging Technology Students' Association geared

solution for handling, storing, and transporting smoked fish. This creation not only earned the team the coveted **Overall Winner Gold Medal** in the **International Packaging Design Student Competition** but also the following awards:

- Gold Medal for Best Food Packaging
- Silver Medal for Sustainable Packaging
- Bronze Medal for Packaging that Saves Food

Thank you RCPL, for supporting packaging development in Ghana!



HP INTRODUCES HP LASERJET PRO SERIES INTO GHANA

Global technology conglomerate, **HP** has successfully launched the all-new **HP LaserJet Pro 3000 and 4000 printer series** into the Ghanaian market.

Designed to elevate and future-proof businesses, these state-of-the-art printers are set to revolutionize the way businesses operate, offering unmatched performance, reliability, and efficiency. This is because both HP LaserJet Pro 3000 and 4000 series come equipped with cutting-edge technology designed to meet the demands of modern businesses, enhancing productivity and ensuring seamless operations. From sharp print quality to robust security features, these printers are a game-changer for any business environment.

Available in both mono and colour print capabilities, these printers deliver high-quality, two-sided printing and true-to-life colours using HP Terrajet toner, enhance productivity with advanced features like centralized printer fleet management through HP Web Jetadmin that permits easy updates of these devices. Check out the images from the luncheon courtesy **Sophie Anjorin** and **Talal Akar**, HP Category Manager and OPS Category Manager, East and Central Africa respectively.



PROPAK GHANA 2024 CONFIRMS PROPAK BRAND LEADERSHIP IN AFRICA



The second edition of **PROPAK Ghana** came and went with a confirmation that the PROPAK brand is the foremost exhibition dedicated to the packaging, plastics, printing and processing industries. According to the **POST SHOW STATEMENT** from the organiser - **Afroset Montgomery** - the second edition of **PROPAK Ghana** this year continues to enhance the manufacturing sector. **WHERE To Print** reports:



The event, which took place from **Tuesday 23rd to Thursday 25th April 2024** at the **Grand Arena - ICC, Accra** brought together industry leaders, innovators and enthusiasts from across the region with a considerably increase on those traveling into Ghana from its neighbouring countries.

Overall, the event grew from the first edition with visitors' numbers reaching **1,992** and a total of **58 exhibitors** showcasing their brands onsite.

The Opening Ceremony kicked off proceedings to a packed auditorium on the Tuesday morning with **Dr. Afua Asabea Asare**, CEO, **Ghana Export Promotion Council (GEPAC)**, **Seth Twum-Akwaboah**, CEO, **Association of Ghana Industries (AGI)** and **Kwame Sarpong Barnieh**, Partner, **KPMG** welcoming attendees. Through their welcome address they all reiterated the importance of high-quality packaging in raising the profile and value of Made-in-Ghana produce while ensuring best practice measures in regards to sustainability were observed. This led onto the **Packaging Innovations Summit** that ran throughout the first day.

KPMG then followed on with day two's theme of **'Winning with Sustainability'**. Its relevance and

appeal meant there was not a seat free in the house and many were left standing at the back to gain an insight on what that meant for their businesses. The final day saw Africa Trade Academy's (ATA) esteemed facilitators lead **Executive Masterclasses** to another full auditorium. **Dode Seidu**, CEO at ATA said "It has been a fantastic and engaging crowd, with mid and senior level managers looking to trade and export their products throughout West Africa and we look forward to providing the same again next year".

Alongside the conference program, the exhibition floor was busy with companies representing **16 countries** from around the world, looking to build their footprint in the region. With products being showcased from bottles, containers, adhesives, injection mold machines, recycling lines, liquid fillers, pelletizers, films and foils among so many others, the international appeal for PROPAK Ghana is clear and will continue to grow along with the event.

The organisers would like to thank their Headline Sponsor, **Mohinani Group** and



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DREAM?



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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.

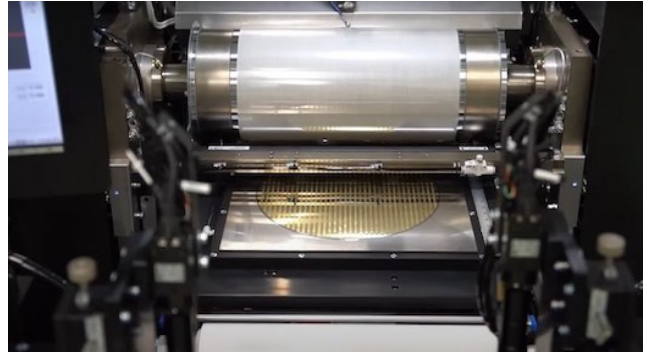
A popular feature of **The Print Show UK**, the Gala Party will return this year on Wednesday, September 18th, the middle day of the show, and is being held at the iconic National Motorcycle Museum.

Both exhibitors and visitors are welcome to attend with the 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.

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Print Impact Around the World

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 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
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Pentax 17: classic design

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 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."



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Print Impact Around the World

EPSON INVESTS IN 'PRINthead FACTORY OF THE FUTURE'



•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.



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

DUPLO LOOKS TO THE FUTURE WITH MULTIGRAF BUY



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



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

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



•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;

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Print Impact Around the World

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 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+.

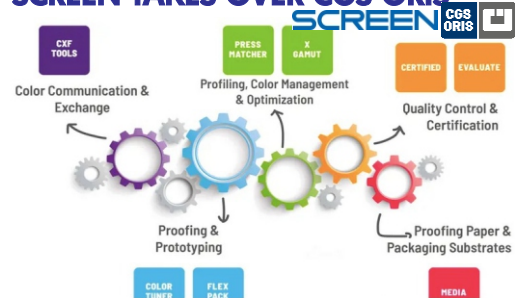
Women in Print Unite at the Expo

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.

SCREEN TAKES OVER CGS ORIS



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.

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.



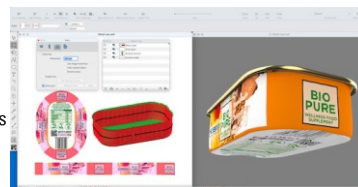
FTSE4Good

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

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.

Packzimizer enhancements

Packzimizer, 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. Packzimizer 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.



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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.





Headline Partner, the **Association of Ghana Industries** along with sponsors: **Tetra Pak West Africa** and **Jaykay Global** as well as all other partners, exhibitors and stakeholders.

Next year **PROPAK Ghana** returns from the **17th to 19th June 2025** to Accra. To build on the success of this year's event, new features will be launched to continue its drive to represent the industries it serves. These are firstly the profiling of the PROPAK Pillars:

- Print & Labelling Production – Setting the tone for the future of print
- Food & Beverage Processing – Serving up innovations in processing
- Plastic Recycling Processes – Reshaping the future of plastics

These pillars will be represented on the exhibition floor and

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PANEL SESSION: THE ROLE OF DIGITAL PRINTING TECHNOLOGIES: ITS IMPACT ON PRODUCT BRANDING & LABELLING & HOW THESE TECHNOLOGIES ENABLE QUICKER TURNAROUND TIMES & COST-EFFECTIVE SOLUTIONS FOR THE PACKAGING & MANUFACTURING INDUSTRIES



PRESENTATION SESSION: GHANA'S PACKAGING INDUSTRY: BRIEF OVERVIEW, TRENDS, CHALLENGES AND PRIORITY AREAS FOR INVESTMENT WITH A FOCUS ON THE FOOD & BEVERAGE, PHARMACEUTICAL, COSMETICS AND MANUFACTURING SECTOR:



PANEL DISCUSSION SESSION: SMARTER MANUFACTURING: A CLOSER LOOK AT THE ADVANTAGES OF LEVERAGING TECHNOLOGY AND DIGITIZATION TO ENHANCE THE QUALITY OF PRODUCT PACKAGING WITHIN GHANA'S MANUFACTURING INDUSTRIES



promotional activities will ensure that the core areas of the event are put at the forefront of everyone's minds.

And finally, the **PROPAK Leaders' Summit** – ECOWAS edition will run concurrently to **PROPAK Ghana** and will be an unmissable platform for

networking, sharing of innovative ideas and debate by bringing together the regions public and private sector leaders with a view of enhancing the manufacturing sector.

For more information, visit www.propakghana.com



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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.

"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.



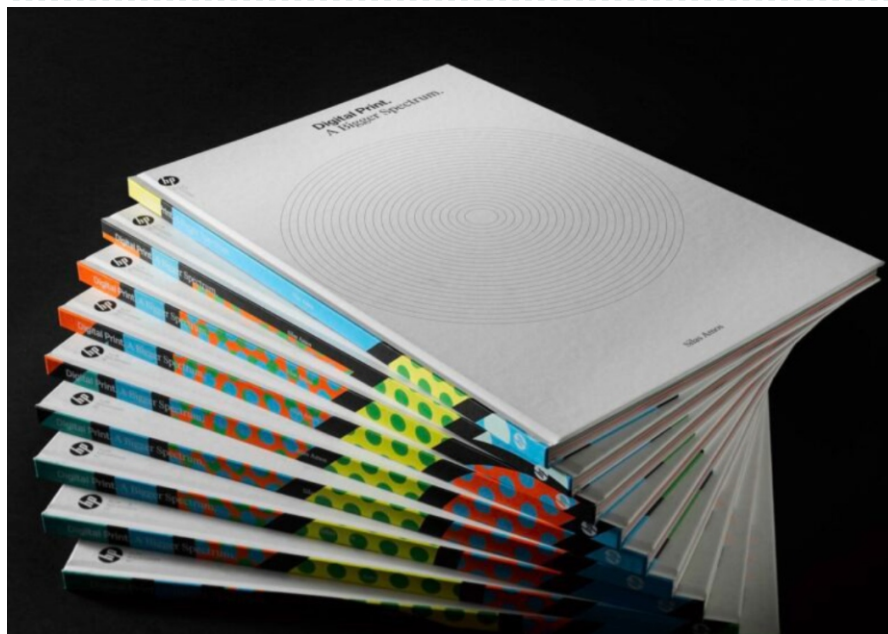
Sabine Geldermann



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

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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:

- a. Cost and spread should be competitive or provide an affordable alternative in the appropriate context
- b. The output should match or exceed the quality of typical alternatives
- c. 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.



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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 connecting the dots with the assistance of

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, 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 eye 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	PAPERREX 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.



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CONGRATULATIONS ON MAKING 20 YEARS IN BUSINESS; WHAT ARE YOU MOST PROUD OF IN THE LAST 2 DECADES AND WHAT ARE YOU GRATEFUL FOR?

Thank you very much. Over the past two decades, our printing firm has undergone significant growth and diversification; expanding from a screen printing business to encompass commercial press, publishing, and packaging services. Reflecting on this journey, there are a few key accomplishments that stand out as sources of pride:

Diversification: One of our proudest achievements is successfully diversifying our services beyond screen printing. By adding commercial press, publishing, and packaging capabilities, we have positioned ourselves as a comprehensive printing solution provider, catering to a broader range of our clients' needs.

Adaptability: The printing industry has seen numerous technological advancements and shifts in consumer preferences over the past two decades. Our ability to

As one of the leading printing firms in Ghana, **Appointed Time Printing** humbly began business operations in 2003 initially focusing solely on screen printing but over time, expanded her product lines to include commercial printing, digital printing, publishing and currently packaging. Now in her twentieth year, this diversification has allowed the forward-looking firm to meet the growing and varied needs of her clients, and in the process - maintaining commitment to quality and excellence. **WHERE To Print Ghana** in this **SPECIAL FEATURE INTERVIEW** with Appointed Time Printing Managing Director - **Mrs. Jacqueline Afful** discovers the secrets of the two-decade success and the award-winning company's plans for the next twenty years. Read on for other insightful business nuggets from the financial expert turned print professional that you can adopt to take your business to the next level:

adapt to these changes, embrace new technologies, and stay ahead of industry trends has been crucial to our success.

Client Relationships: Building and maintaining strong relationships with our clients has always been a top priority. We take pride in the trust and loyalty we have earned from our customers over the years, serving as their go-to printing partner for all their needs.

Quality and Innovation: Whether it's delivering high-quality prints, implementing innovative printing techniques, or staying eco-friendly, we're proud of our commitment to excellence and continuous improvement in all aspects of our business.

In addition to these achievements, we're also incredibly grateful for several factors that have contributed to our success such as following:

Dedicated Team: Our team of talented and hardworking individuals is the backbone of our company. We are grateful for their dedication, creativity, and unwavering commitment to delivering exceptional results.

Supportive Partnerships: From suppliers and vendors to strategic partners and industry associations; we are thankful for the support and collaboration of all those who have helped us along the way.

Community Support: As a local business, we are grateful for the support of our community. Whether it's through word-of-mouth referrals, patronage, or participation in local events, we appreciate the support of our community members.

Overall, as we look back on the past two decades, we are proud of how far we've come as a printing firm and grateful for the many people and factors that have contributed to our success. We look forward to continuing to serve our clients; pioneer innovation in the printing industry; and strive for excellence in the years to come.

WHAT BUSINESS CHALLENGES DID YOU OVERCOME, ESPECIALLY IN TERMS OF GOVERNMENT POLICIES AND MARKET FORCES?

Challenges in business are inevitable especially in relation to a growing economy such as ours. In relation to Government policies and market forces, the following are some of the key challenges and how we have been able to overcome them:

Regulatory Compliance: Adhering to government regulations and compliance standards in the printing industry can be complex and demanding. We invested significant time and resources into ensuring that we stay up-to-date with all relevant regulations, whether related to environmental sustainability, workplace safety, or data privacy.

Technological Advances: The rapid pace of technological change in the printing industry has presented both challenges and opportunities. While embracing new technologies has allowed us to improve efficiency and expand our capabilities, it has also required ongoing investment in equipment, training, and infrastructure.

"We aim to provide unmatched value to our clients and solidify our position as a leader in the printing industry."

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Market Competition: The printing industry is highly competitive, with numerous players vying for market share. We have had to differentiate ourselves through innovation, quality, and customer service to remain competitive in an increasingly crowded marketplace.

Economic Downturns: Like any business, we have faced economic downturns and market fluctuations that have impacted demand for printing services. During these times, we've focused on cost control, diversification, and maintaining strong relationships with existing clients to weather the storm.

Supply Chain Disruptions: Disruptions in the supply chain, whether due to natural disasters, geopolitical events, or other factors, can have a significant impact on our operations. We have worked to build resilient supply chains, diversify our supplier base, and maintain open communication with suppliers to mitigate the impact of potential disruptions.

WHAT LESSONS DID YOU LEARN FROM THE CHALLENGES THAT OTHERS CAN ADOPT TO SUCCESSFULLY NAVIGATE TOUGH TIMES?

The lessons learnt are numerous though some may be unique to certain structure but generally, here are some key lessons that others can adopt to successfully navigate difficult circumstances in print and allied business:

Embrace Change: In a rapidly evolving business landscape, it's essential to embrace change rather than resist it. Be open to exploring new technologies, business models, and market opportunities that can help you adapt to changing conditions and stay ahead of the curve.

Focus on Innovation: Innovation is key to staying competitive and resilient in challenging times. Look for creative solutions to problems, whether it's streamlining processes, developing new products or services, or finding novel ways to meet customers' needs.

Build Resilience: Resilience is the ability to bounce back from setbacks and adversity. Cultivate a mindset of resilience within your organization, emphasizing adaptability, perseverance, and resourcefulness in the face of challenges.

Prioritize Relationships: Strong relationships with customers, suppliers, and other stakeholders can be invaluable during tough times. Invest in building and maintaining these relationships, fostering open communication, trust, and collaboration.

Stay Agile: Agility is essential for navigating uncertainty and rapidly changing circumstances. Be willing to pivot quickly in response to new information or market conditions, adjusting your strategies and tactics as needed to stay on course.

Invest in Talent: Your employees are your most valuable asset, especially during tough times. Invest in training, development, and support to empower your team to succeed, and foster a culture of teamwork, innovation, and resilience.

Learn from Failure: Failure is inevitable, but it's also an opportunity for growth and learning. Encourage a culture of experimentation and risk-taking within your organization, and view failures as valuable lessons that can inform future success.

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

There are several time-tested business strategies that print and allied practitioners should always be committed to in order to take their businesses to the next level. Here are some business strategies that they may consider doing differently:

Emphasize Customer Experience: In an increasingly competitive market, delivering exceptional customer experience is crucial for retaining existing clients and attracting new ones. Print and allied practitioners should focus on understanding their clients' needs, providing personalized service, and delivering high-quality results in a timely manner. By prioritizing customer experience, practitioners can build long-term relationships with their clients and differentiate themselves from competitors.

Diversify Revenue Streams: Instead of relying solely on traditional printing services, practitioners should explore opportunities to diversify their revenue streams. This could involve expanding into adjacent markets such as packaging, signage, promotional products, or e-commerce printing. By diversifying their offerings, practitioners can mitigate risk and capitalize on new opportunities for growth.

Collaborate with Technology Partners: Technology is constantly evolving in the printing industry, and practitioners should collaborate with technology partners to stay ahead of the curve. Whether it's partnering with software vendors to implement workflow automation solutions or working with equipment manufacturers to access cutting-edge printing technologies, practitioners should embrace collaboration as a means to drive innovation and competitiveness. Other business strategies worth mentioning are:

Adopt a Data-Driven Approach: Data analytics can provide valuable insights into client preferences, market trends, and operational efficiencies. Print and allied practitioners should leverage data analytics tools to track key performance indicators, identify growth opportunities, and optimize their operations. By adopting a data-driven approach, practitioners can make more informed decisions and drive business success.

Invest in Sustainability: Environmental sustainability is becoming increasingly important to consumers and businesses alike. Print and allied practitioners should prioritize sustainable practices such as using eco-friendly materials, reducing waste, and implementing energy-efficient processes. By demonstrating a commitment to sustainability, practitioners can attract environmentally conscious clients and differentiate themselves as responsible stewards of the environment.

"The next 20 years of appointed time printing will be marked by substantial growth and innovation."

ON STAFF RELATIONS: HOW DO YOU THINK MANAGEMENT OUGHT TO DEAL WITH STAFF TO BRING OUT THE BEST IN THEM FOR OVERALL GROWTH AND SUSTAINABILITY OF THE BUSINESS?

Building positive staff relations is crucial for bringing out the best in employees and

ensuring the overall growth and sustainability of a business. Here are some key strategies that managers can employ in dealing with staff to bring out the best in them:

Communication: Open, transparent communication is essential for fostering trust, collaboration, and engagement among staff members. Management should communicate clearly and regularly with employees, providing updates on company goals, performance expectations, and any changes that may affect their work. Additionally, management should encourage feedback from staff and actively listen to their concerns and ideas.

Empowerment:

Empowering employees to take ownership of their work, make decisions, and contribute ideas can enhance motivation, job satisfaction, and performance. Management should provide employees with the autonomy, resources, and support they need to succeed, while also recognizing and rewarding their achievements.

Professional Development:



Continued on page 24 >>

Investing in the professional development of staff members can boost morale, loyalty, and productivity. Management should provide opportunities for training, skill development, and career advancement, aligning individual goals with the overall growth strategy of the business. By investing in the growth and success of their employees, management can cultivate a culture of continuous learning and improvement.

Recognition and Appreciation: Recognizing and appreciating the contributions of staff members is essential for maintaining morale and motivation. Management should regularly acknowledge and celebrate employee achievements, whether through formal recognition programs, team events, or simple expressions of gratitude. By demonstrating appreciation for their hard work and dedication, management can foster a positive and supportive work environment.

Work-Life Balance: Promoting work-life balance is important for employee well-being, satisfaction, and retention. Management should encourage flexible work arrangements, provide resources for managing stress and burnout, and respect employees' boundaries between work and personal life. By prioritizing work-life balance, management can help employees feel valued and supported, leading to greater overall happiness and productivity.

Inclusion and Diversity: Creating an inclusive and diverse workplace where all employees feel valued, respected, and included is essential for fostering innovation, creativity, and collaboration. Management should promote diversity and inclusion initiatives, address biases and discrimination, and ensure equal opportunities for all staff members. By embracing diversity and fostering a culture of belonging, management can harness the full potential of their workforce and drive business success.

HOW DO YOU THINK DIVERSE BACKGROUND OF STAFF CAN BE USED TO BUSINESS ADVANTAGE ESPECIALLY FOR PROFITABILITY AND BUSINESS SUSTAINABILITY IN THIS ECONOMY?

Employees from diverse backgrounds bring unique perspectives, experiences, and ideas to the table. By fostering an inclusive culture that values and encourages diversity of thoughts, businesses can leverage on this to their advantage in several ways. The benefits of staff diversity include but not limited to the following:

Innovation and Creativity: Fostering inclusive culture promotes creativity and innovation. This is because different viewpoints can lead to more innovative solutions to business challenges, product development, and service delivery, ultimately driving competitive advantage and profitability.

Market Insights: A diverse workforce can provide valuable insights into the needs, preferences, and behaviors of diverse customer segments. Employees from different cultural, ethnic, and socioeconomic backgrounds may have a deeper understanding of specific market segments or customer demographics, enabling businesses to tailor their products, marketing strategies, and





customer experiences more effectively. This targeted approach can lead to increased customer satisfaction, loyalty, and profitability.

Global Perspective: In an increasingly interconnected global economy, businesses that embrace diversity are better positioned to navigate diverse markets and cultural landscapes. Employees with diverse language skills, cultural competencies, and international experience can help businesses expand into new markets, forge strategic partnerships, and adapt to diverse regulatory environments. This global perspective can enhance business resilience and sustainability by reducing reliance on any single market or region.

Talent Attraction and Retention: A commitment to diversity and inclusion can make a business more attractive to top talent from diverse backgrounds. Employees are more likely to be engaged, productive, and loyal when they feel valued, respected, and included in the workplace. Businesses that prioritize diversity and create a welcoming environment for all employees are better positioned to attract and retain top talent, reducing turnover costs and enhancing long-term profitability.

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

This year excites us with the promising opportunities in the printing industry, particularly due to the upcoming election, which we anticipate will boost our screen printing revenue significantly. We are also thrilled to monitor and manage the growth of our publishing and packaging divisions. As this is our first year experiencing revenue and customer feedback in these areas, we are committed to refining our processes to meet and exceed customer expectations while effectively competing in the market. The increased demand for campaign materials and our expansion into publishing and packaging energize us to innovate and excel. By staying agile, investing in quality, and prioritizing customer satisfaction, we are confident in our ability to navigate challenges and seize growth opportunities. This dynamic environment fuels our motivation to succeed and drive the business forward.

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

On a personal level, I started practicing mindfulness and time

management, which have been working exceptionally well for me. Mindfulness helps me stay focused and calm, allowing me to make more thoughtful decisions and see good results for every input made. Effective time management ensures I prioritize tasks efficiently, leading to increased productivity and better work-life balance.

I also believe in playing hard with my subordinates, creating a dynamic and energetic work environment. This approach not only fosters camaraderie but also encourages creativity and innovation. Furthermore, I empower my team to exceed their limitations by providing them with opportunities for growth, continuous learning, and challenging projects. This not only boosts their confidence but also drives the overall success of the team.

By adopting these habits, I have seen significant improvements in both personal and professional aspects of my life, and I encourage others to try them for enhanced performance and satisfaction.

WHAT ARE THE KEY CUSTOMER RELATIONSHIP TIPS THAT YOU KNOW WILL BE VITAL TO BUSINESS GROWTH AND SUSTAINABILITY?

Key customer relationship tips vital to business growth and sustainability include building trust through consistent communication, delivering on promises, and always meeting delivery deadlines. At Appointed Time Printing, my team believes in repeat business by offering more value for the money of our clients through high-quality products and exceptional customer service. We focus on understanding our clients' needs, providing personalized solutions, and promptly addressing any issues. Ensuring customer satisfaction and fostering long-term relationships are central to our approach, as we aim to exceed expectations and make every client feel valued and appreciated.

ANY NEW PRODUCT OR SERVICE OFFERINGS TO DISTINGUISH YOU FROM THE COMPETITION?

We are excited to announce several new product and service offerings that distinguish us from the competition. We have diversified into publishing and packaging, expanding our capabilities and market reach. Currently, we have 54 titles of textbooks, ranging from pre-schools and primary schools up to the junior high level. Our goal is to promote these books across all schools in Ghana and explore partnerships in Nigeria and other West African countries to extend our educational impact.



advancements, and we invest in state-of-the-art equipment and training to keep our team at the forefront of the printing industry.

Furthermore, we value the trust our clients place in us and are dedicated to fostering long-term relationships built on transparency, reliability, and excellence. By consistently delivering high-quality prints and ensuring timely delivery, we guarantee that our clients can depend on us for all their printing needs, now and in the future. As we always say to our clients: 'Your satisfaction is our top priority, and we are committed to being your trusted partner in success'

AS ELECTION YEAR, WHAT ARE YOUR EXPECTATIONS BEFORE AND AFTER THE GENERAL ELECTION?

As we approach the election year, our expectations are both hopeful and strategic. Before the general election, we anticipate a significant increase in demand for election paraphernalia, a market we have consistently supported over five successive elections. Despite the current challenges posed by the depreciation of the Cedi, we are committed to maintaining competitiveness in pricing, quality, and affordability.

Our goal is to provide parliamentarians with high-quality election materials, thereby gaining their confidence and fostering long-term business relationships. We believe that delivering exceptional election paraphernalia will open doors for future transactions and collaborations.

We are optimistic that our dedication to quality and service will solidify our reputation as a trusted partner in the printing industry, ensuring sustained growth and success for our business.

FINALLY, WHAT WILL THE NEXT 20 YEARS OF APPOINTED TIME PRINTING BE LIKE?

The next 20 years of Appointed Time Printing will be marked by substantial growth and innovation. We anticipate our business expanding twentyfold, building on the solid foundation we have established from our beginnings to where we are now. This success journey has provided invaluable experiences that will continue to guide us forward.

We will constantly develop agile strategies to adapt to the evolving market landscape, ensuring that we meet and exceed the changing needs of our customers. By investing in cutting-edge technology, we aim to streamline our operations and enhance our service offerings, maintaining our commitment to quality and efficiency.

Our vision includes becoming a leader not only in printing but also in publishing and packaging, with a strong presence across West Africa. We are excited about the future and dedicated to making the next two decades even more successful, innovative, and impactful for our clients and the communities we serve.

THANK YOU FOR YOUR TIME

It's my pleasure



Additionally, we have introduced mono-cutting packaging solutions tailored for the pharmaceutical, cosmetic, and food industries, addressing the growing manufacturing needs of our country. These innovations not only meet the highest standards of quality and efficiency but also reinforce our commitment to supporting the local manufacturing sector. By continuously expanding and enhancing our offerings, we aim to provide unmatched value to our clients and solidify our position as a leader in the printing industry.

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

To celebrate our two decades of success in the printing industry in Ghana, we are thrilled to offer a special promotion as a token of our gratitude to our clients. We are extending a 20% discount on every business order throughout the entire year. This is our way of giving back to our loyal clients and the society in general for their unwavering support over the past 20 years. This promotion is a heartfelt thank you for helping us achieve this significant milestone. By providing this discount, we hope to continue fostering strong relationships and express our appreciation for the trust and loyalty our clients have shown us. This year-long offer underscores our commitment to delivering exceptional value and quality while celebrating our journey with those who have been integral to our success.

WHAT ASSURANCE ARE YOU GIVING YOUR CUSTOMERS THIS YEAR 2024 AND BEYOND TO GUARANTEE YOUR COMMITMENT TO THEIR NEEDS ANYTIME, ANYDAY?

In 2024 and beyond, we assure our customers of our unwavering commitment to meeting their needs anytime, any day. At Appointed Time Printing, we are dedicated to continuously improving the quality of our services by enhancing our process flows and adhering to international standards. This ensures that our prints meet the highest international quality benchmarks.

We are leveraging digitalized industrialization to refine every aspect of our production process. By integrating advanced technology from ordering to finishing, we ensure that each product is meticulously tracked and checked for durability and exceptional quality. This technological integration allows us to maintain consistent excellence and reliability in every project we undertake.

Our commitment extends beyond just meeting expectations; we aim to exceed them by delivering superior products and unparalleled customer service. We recognize the importance of evolving with industry

BRIEF ABOUT MRS. JACQUELINE AFFUL & APPOINTED TIME PRINTING

With zeal to make a difference in the printing sector in Ghana where indigenous print service providers compete favourably with international printing firms, Jacqueline Afful is a passionate finance professional, chartered accountant, and print professional with over a decade of experience in the printing industry. Married with three lovely children, the consummate business strategist currently serve as the Managing Director at Appointed Time Printing, a subsidiary of the Jospong Group of Companies.

As one of the leading printing firms in Ghana, Appointed Time Printing humbly began operations in 2003 initially focusing solely on screen printing but over time, expanded her product lines to include commercial printing, digital printing, and publishing. This diversification has allowed the forward-looking firm to meet the

growing and varied needs of her clients, in the process - maintaining commitment to quality and excellence. No wonder Appointed Time Printing won *The Most Cost Efficient Subsidiary, The Best Subsidiary Profitability and Exceeding 2023 Planned PBT Target* amongst Jospong Group of Companies in 2023 Business Year.

Currently, Appointed Time Printing has also ventured into packaging business, reflecting her continuous growth and adaptation to market demands. With two branches located in Adabraka and Spintex, the revolutionary press is well-positioned to serve her clients more effectively. As Mrs. Afful puts it: "Our dedication to innovation and customer satisfaction drives us to keep enhancing our services and expanding our reach. At Appointed Time Printing, we look forward to continuing our journey of growth and success, setting new standards in the industry."



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05 - 07 | December 2024

Chennai Trade Centre, Nandambakkam, Chennai

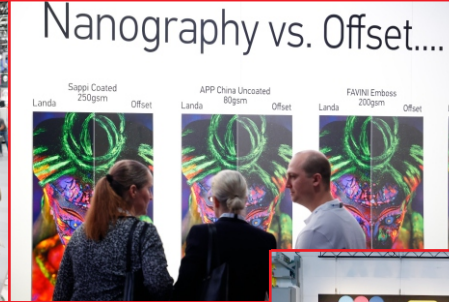
A Sneak Preview

- ▶ 250+ Leading Exhibitors from 10+ countries
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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!

Continued on page 29 >>

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 30 >>



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 Adekanbi (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 Adekanbi (MD - 1st Point Digisep), Mr. Joseph Esho (MD - Creative Affairs), Mr. Lukasz Silazn (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 & Miclaron rep in Africa) with Joju ADEKANBI (Publisher - WHERE To Print magazine).



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



L-R: Mr. Akem Moronfolo (MD - B2Edge), Mr. Jacob Adewunmi (GM - Afkar Printing & Publishing), Mr. 'Sole Adekanbi (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 31 >>



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 32 >>





...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 Aikhia (MD - Blended Technologies Solutions), Ms. Favour Madu (MD - Favision Signs), and Mr. 'Sola Adekanbi (MD - 1st Point Digisep).



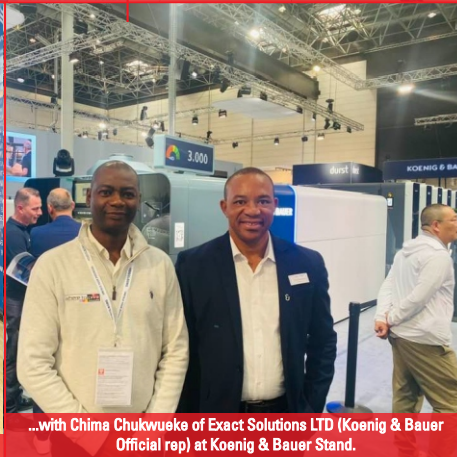
L-R: Mr. Joju ADEKANBI (Publisher - WHERE To Print magazine), Mr. 'Dapo Elegbe (MD - Whycross Prints), Ms. Favour Madu (MD - Favision Signs), Mr. 'Sola Adekanbi (MD - 1st Point Digisep), and Mr. Joseph Esho (MD - Creative Affairs).



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 Chukwueke 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.

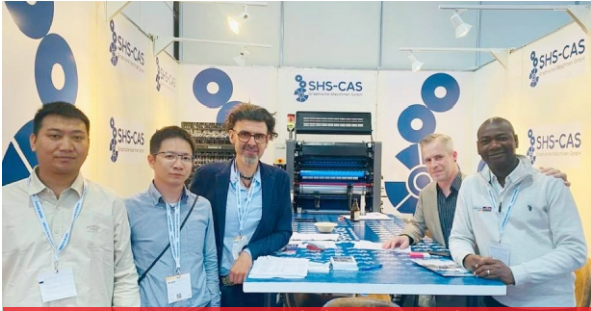


...with Mr. Gideon Yirenyki Amfo (MD - Pentecost Press Ghana).



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

Continued on page 33 >>



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



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:

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, 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.

The highlight of **folding carton segment** was how flexibility and speed of **Speedmaster XL 106** ensure folding carton producers' competitiveness in the market



L-R: **Mr. 'Dapo Elegbe** (MD - Whycross Prints), **Mr. 'Sola Adekanbi** (MD - 1st Point Digisep), **Mr. 'Yemi Olumuyiwa** (Heidelberg Nigeria Marketer), **Mr. Benson Dzakze** (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 Ogbemor** (Manager - Heidelberg Nigeria), **Mr. Nabil Jarl** (Production Manager, Ro-Marong), and **Mr. Joju ADEKANBI** (Publisher - WHERE To Print magazine).



L-R: **Mr. Charles Ogbemor** (Manager - Heidelberg Nigeria), **Mr. 'Yemi Olumuyiwa** (Heidelberg Nigeria Marketer), **Mr. 'Dapo Elegbe** (MD - Whycross Prints), **Mr. Benson Dzakze** (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).

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



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. Ogbonor and Mr. Olumuyiwa look on.



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).

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.

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-Senfleber 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...



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



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



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 - Sandra 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-Senfleber.



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CONTACT US:

Joju Adekanbi

wheretoprint@yahoo.com

+234 803 862 9114

