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2017 SHOW STATISTICS

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SPEAKERS

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TESTIMONIALS

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- Cumhuri Filik,
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Uner Plastiic

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- Peter Daniel,
Head of Sales for Africa,
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For more information on the event, please contact

Joju Adekanbi, Sales Agent - West Africa

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Cover Story on page - 28

Success and Security
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Gallus ECS 340

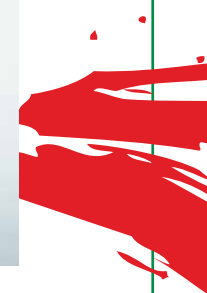
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AJIB CELEBRATES 10TH ANNIVERSARY



...DEDICATES ULTRA-MODERN HEAD OFFICE WITH BRAND NEW STATE-OF-THE-ART LABEL & PACKAGING EQUIPMENT

What is today a household name - Ajib Prints Solution Limited - actually started out in 2000 from the vision of Alhaji Ajibola Alabi Saka – a consummate fine artist with passion for creating awesome images that leave lasting impression. With same mindset of thoroughness in all he does, he registered the business name – Ajib Arts Enterprises in 2006 in a bid to formalize his operations. And in 2014, Ajib Prints Solution Limited was fully incorporated with the Corporate Affairs Commission to offer

large scale specialty printing services such as but not limited to signage, large format digital printing, direct dye sublimation, laser engraving, heat transfer, screen printing, industrial sewing and 10 years on - Ajib (as the company is fondly called) recently acquired brand new UV flexo label printing machine to offer high quality label and packaging printing services to numerous clients.

In celebrating 10 years of unrivalled print and allied services - Ajib Prints

Solution Limited hosts some of its customers, suppliers, bankers, staff and well-wishers to a celebration at its ultra-modern Head Office @ 20, Folarin Street, Mushin – Lagos, dedicated to commemorate its 10th Year Anniversary.

At the occasion, Ajib Prints Solution Limited Chairman/ CEO - Alhaji Ajibola Alabi Saka in his Thank You Speech expressed his appreciation to everyone who has (one way or the other) contributed to the success

recorded by his company over the years while assuring his customers that; “with a mindset that no client leaves our company unsatisfied, we will continue to honour our obligations to you - our clients who are our most important stakeholders as you act as advocates for our quality services and talk about us to people”.

WHERE To Print was present at the epoch-making event and presents the dedication in images:

Continued on page 22>>



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ARTWORK	Artwork can be supplied in the following formats: • EPS (please ensure fonts are converted to paths and all images are embedded CMYK) • TIFF (CMYK, 300dpi) • JPEG (CMYK, 300dpi) • PDF - Please ensure all fonts and all images are embedded CMYK • Advertisers must supply colour proof as guide during printing after PDF		TYPE
			All fonts used should be embedded (PDF's) or converted to outlines (EPS, Illustrator).
BLEEDS	Artwork for all adverts must include a 3mm bleed on all sides (see sizes above), all text and images should be at least a further 5mm from the crop guides. To ensure correct printing an appropriate white border will be added to all artwork supplied without correct bleeds.		

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Our code of ethics

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

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To Readers

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

2018 IS OUR YEAR!



Within a few weeks from now, the door of the first edition of **GULF PRINT & PACK SUMMIT 2018** will be opened in Dubai's Roda Al Bustan Hotel to usher in the two-day (specifically March 4 and 5) conference and table-top exhibition for Middle East & Africa (MEA) Region expected to address major technology areas and topical business issues for printers, converters, industry suppliers and design professionals based across the region. Register and look up the programme from Day One on page 42.

In same next month, at InterContinental Hotel CityStars Cairo in Egypt on 22nd and 23rd, participants across the world will converge for the second edition of **RT IMAGING SUMMIT & EXPO - EMEA (RTISE - EMEA)**. As the only dedicated event for digital copiers and print consumables in the MEA region, this year's show is endorsed by the Prime Minister of Egypt – His Excellency Sherif Ismail. Check out more information on how to participate with full details of the show on page 46.



Without an iota of doubt, China is now world number one super power. Therefore as discerning print investors, it's time to start looking into the direction of Chinese market for viable alternatives (if you've not started to). One sure avenue to start is to attend for **FREE Lets GoChina** with WHERE To Print magazine VIP Delegation. Lets GoChina is a unique project that serves to connect overseas buyers with technical and credible Chinese suppliers that have been pre-selected as most reliable manufacturers, along with factory visits for technical and trade problems. For more information on this trip, flip to page 36 for the article titled **FREE TO ATTEND LETS GOCHINA**. Or just download **PARTICIPATION FORM** online at www.wheretoprintmagazine.com then call me on **0803 862 9114** on what to do next. You can send completed **PARTICIPATION FORM** to: wheretoprint@yahoo.com

As I look forward to your call, flip through this bumper edition to keep abreast of happenings recorded in the



last two months across our industry in particular and the world of print in general in our **PRINT IMPACT AROUND NIGERIA** (from page 10) and **PRINT IMPACT AROUND THE WORLD** (from page 12) respectively.

Interestingly, the printing industry in Nigeria is undergoing a kind of revolution whose impact will be felt the world over. And that is because industry body and regulatory authority is at the verge of change. characteristically, your invaluable print trade resource magazine - WHERE To Print brings you the stories as they unfold starting from aptly coined **SPECIAL FEATURE** titled **STATE OF THE INDUSTRY: MOVING THE PRINTING INDUSTRY FORWARD** (from page 18) and suggestions from stakeholders on what incoming Council should do to move the industry forward in our **VOX POP** Section (from page 21).

This issue also has series of **SPECIAL FEATURE** like **AJIB CELEBRATES 10TH ANNIVERSARY** with pictorials from page 5, **BAHNET DIVERSIFIES** plus



pictures from page 14, **FUJIFILM UNVEILS ACUITY 1600 LED VERSATILITY AT OPEN HOUSE** with pictorials from page 17, as well as the Exclusive Coverage of the wedding ceremony of beautiful first daughter of erudite Printer par Excellence – Alhaji Yahaya Amfani, Chairman/ CEO of Yaliam Press LTD in supplement titled **YALIAM DAUGHTER WEDS** embedded with memorable pictures from page 26.

It's no news that 2017 was challenging for most print & allied businesses but there are few exceptions who took advantage of the challenges and turned them into solutions that warranted testimonies. One of such is Nukreationz Printing Solutions LTD whose boss (Mr. Tosin Shofu) submitted that **'2017 WAS A GOOD YEAR FOR US'**. Read and learn from

Continued on page 10 >>

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From page 9 >>

his experience in our **EXECUTIVE INTERVIEW** (on page 34). You will agree with me that his insight, market know-how and wealth of experience are worthy of emulation.

Lastly, our **COVER STORY** titled **ACHIEVE YOUR DESIRED COLORS** (pages 28 and 29) examines some pertinent issues and questions on achieving the right colour in design and printing processes.

Jettison parasites, follow your vision, plan ahead, seek advice from credible and experience sources, create value, reinvest on your passion and most importantly, commit all your endeavours to your Maker as the Author and Finisher of your faith. 2018 is our year!

We will all share great, pleasant and surprising testimonies this Business Year!

Please continue to do good!

MY TAKE FOR YOU ON 2018:

INTERNATIONAL PRINT EXHIBITIONS IN 2018

S/N	EXHIBITION NAME	DATES	LOCATION
1.	Gulf Print & Pack Summit 2018	4 – 5 March	Roda Al Buston Hotel, Dubai UAE
2.	RT Imaging Summit & Expo 2018	22 – 23 March	Intercontinental Hotel Cairo Citystars, Cairo - Egypt
3.	International Sign Expo (ISA) 2018	22 – 24 March	Orange County Convention Centre, South Hall, Orlando - Florida, USA
4.	Global Shop 2018	27 – 29 March	Chicago - Illinois, USA
5.	FESPA 2018	15 – 18 May	Messe Berlin, Germany
6.	PRINT4ALL 2018	29 May – June 1	Rho, Fiera Milano, Italy
7.	IPACK-IMA 2018 (incorporating MEAT-TECH 2018)	29 May – June 1	Rho, Fiera Milano, Italy

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S/N	EXHIBITION NAME	DATES	LOCATION
8.	FESPA Africa 2018	12 – 14 September	Gallagher Convention Centre, Johannesburg, South Africa
9.	PROPAK West Africa 2018	18 – 20 September	Landmark Centre, Lagos – Nigeria
10.	Graph Expo 2018	September 30 – October 3	McCormick Place South Chicago - Illinois, USA
11.	All in Print Chin 2018	24 – 28 October	New International Expo Centre, Shanghai, China

TO JOIN OFFICIAL NIGERIA DELEGATION TO ANY OF THE LISTED EVENT, CONTACT: NUMBERS CMYK LIMITED (RC 728214) , publisher of WHERE TO Print magazine
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Print impact around Nigeria

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Stories by Joju Adekanbi & Stephen Mangai

All model formats in the CRON HDI Flexo range come with market-leading precise laser technology, yielding standard resolutions of 5080 dpi, producing incredibly smooth gradations

and superbly round dots whatever the output speed. The new HDI Flexo H+ series models feature high power lasers that deliver almost double the production speed of previous models, and can achieve resolutions up to 9600 dpi.

OGB DIGITAL WORLD DIVERSIFIES



Mr. Olushile Ogunbanjo– MD/ CEO of Ogunbanjo Printing Works

Kaduna Digital Printer - Ogunbanjo Printing Works – popularly known as OGB Digital World is diversifying into sales, service and supply of printing machines, materials and printing inks.

According to Mr. Olushile Ogunbanjo – MD/ CEO of Ogunbanjo Printing Works WHERE To Print gathered that due to persistent scarcity or non-availability of genuine printing

Continued on page 36 >>

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Print Impact Around the World

FUJIFILM TAKES OVER XEROX IN \$6.1 BILLION DEAL



Xerox, the joint venture going back more than 50 years ago which sells photocopying products and services in the Asia-Pacific region. The two

Japan's Fujifilm Holdings is set to take over Xerox Corp in a \$6.1 billion deal, combining the U.S. company into their existing joint venture to gain scale and cut costs amid declining demand for office printing.

companies said that Fuji Xerox will buy back that stake from Fujifilm for around \$6.1 billion, using bank debt. Fujifilm will use those proceeds to purchase 50.1 percent of new Xerox shares. Plans were for the deal to be completed around July-August.

The acquisition comes as Xerox has been under pressure to find new sources of growth as it struggles to reinvent its legacy business amid waning demand for office printing. Fujifilm is also trying to streamline its copier business with a larger focus on document solutions services. Consolidation of R&D, procurement and other operations would enable Fuji Xerox to deliver at least \$1.7 billion in total cost savings by 2022, the two companies said.

The combined company will keep the Fuji Xerox name and become a subsidiary of Fujifilm, with dual headquarters in the United States and Japan, and listed in New York. It will be led by Xerox CEO Jeff Jacobson, while Fujifilm CEO Shigetaka Komori will serve as chairman. The joint venture accounts for nearly half of Fujifilm's sales and operating profit.

...read more at www.wheretoprintmagazine.com

Fujifilm now owns 75 percent of Fuji

HP ANNOUNCES MOST SECURE LARGE FORMAT PRINTERS FOR GIS MAPPING



HP Inc. has introduced HP DesignJet T1700 printers, next-generation 44-inch solutions for CAD and geographic information system (GIS) workgroups to produce highly accurate documents and maps with powerful processing and a new level of security.

New added features on the HP DesignJet T1700 make it the most secure large format workgroup printer available today. The improved security is designed to help enterprises print CAD and GIS applications while protecting printers and data from unauthorized or malicious access in infrastructure construction, urban planning as well as utilities industries such as oil, water, gas, and electricity.

"Security is a top concern in enterprises today as connected devices and increasingly open office spaces are pervasive. At the same

time, data breaches are growing at an alarming pace. In the first half of 2017, the worldwide breach level index was up more than 160%," said Guayente Sanmartin, General Manager and Global Head, HP Large Format Design Printing, HP Inc. "The HP DesignJet T1700 Printer Series includes unique advanced security technologies designed to keep corporate network printers, their documents and data protected."

Features include a new self-encrypting hard drive on the printer ensures it is only readable by the printer itself, even if removed from the device. For additional device security, HP Secure Boot ensures BIOS protection, and Whitelisting only allows approved firmware to be installed and run on the device.

...read more at www.wheretoprintmagazine.com
Continued on page 32 >>

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Print impact around Nigeria

Stories by Joju Adekanbi & Stephen Mangai

BAHNET DIVERSIFIES ...LAUNCHES NEW WEBSITE FOR BRANDING & SIGNAGES



With the quest of providing easy access to its clients' visual signage production and brand item identities needs, Bahnet Multimedia Agency has diversified and birthed a new, highly focused company - Signfix with a new website – www.signfix.ng – aimed to strategically help its clients improve their brand value and market

identification.

According to Mr. Hammed Ayobami, the Managing Director of Bahnet Multimedia Agency (parent company of Signfix); "The website was launched for easier brand items' market identification in order for our customers to see the correct signage

product/service for their brand activations. They can also purchase promotional brand items and also request signage fabrications and construction services on the new website", explained Ayobami during the launch of www.signfix.ng

WHERE To Print gathered that with

the launch of www.signfix.ng, brand experts, advertising/ marketing promotional agencies, blue-chip and multinational companies now have unfettered access to unique, quality and professional marketing promotional and advertising services of Bahnet Multimedia Agency at the click of a button.



Mr. Hammed Ayobami, the Managing Director of Bahnet Multimedia Agency presenting the new website to Customers



Print impact around Nigeria

Stories by Joju Adekanbi & Stephen Mangai

ASSPPON IKOTUN ZONE HOSTS MEMBERS TO END-OF-YEAR GET TOGETHER



ASSOCIATION OF PROFESSIONAL PRINTERS OF NIGERIA
ALIMOSHO DIVISION (IKOTUN ZONE)

Present:

2017

GET TOGETHER /THANKSGIVING & QUIZ COMPETITION

ASSPPON Ikotun Zone of Alimosho Local Government in Lagos State hosted its members to a well deserved End-of-Year 2017 Get-Together in an atmosphere of merriment and celebrations.

Tagged: **2017 GET-TOGETHER THANKS GIVING & QUIZ COMPETITION**, the event was held at Mr. BIGGS Hall opposite First Bank Ikotun Lagos with two lectures by industry veterans titled - **MOVING THE PRINTING INDUSTRY FORWARD IN NIGERIA** and **THE ROLE / IMPORTANCE OF PRINTING WITHIN AN EMERGING ECONOMY** by Mr. Tony Akinsoyinu - Publisher of Printing

News and Mr. Gbemi Malomo - MD of Printequip respectively.

With Welcome Address by Chairman of ASSPPON Ikotun Zone, Mr. Kolapo Abiodun and a presentation from Chartered Institute of Professional Printers of Nigeria (CIPPON) on the Institute, the highlight of the event was **THE QUIZ COMPETITION** where 15 participants took part which at the end emerged 1st, 2nd, and 3rd Positions each winning brand new laptop, brand new standing fan, and brand new 3 phase cooking gas burner respectively. Other major point of the event was when the MC - Mr. Chucks Bernard

(from ASSPPON Surulere Branch) called out recharge card pin numbers for fast fingers in the audience to punch into their phones.

Apart from Hon. Kolapo Abiodun, ASSPPON Chairman of Alimosho Division, other Executives in attendance were amongst others the Vice Chairman - Abdullaah, Muhammad-Lawal Oladimeji and the Secretary - Hon. Saeed Ismail.

Characteristically, WHERE To Print presents some images that made the event memorable:



QUIZ COMPETITION Prizes



QUIZ COMPETITION Participants



...rapt attention during lecture



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FUJIFILM UNVEILS ACUITY 1600 LED VERSATILITY AT OPEN HOUSE

Fujifilm South Africa in conjunction with its Nigerian partners – Icon Bluepoint and Vision in Print recently exposes its latest UV large format printer – Acuity LED II at an Open House in Lagos.

WHERE To Print gathered that the Acuity LED 1600 II unique features incorporate the following:

- **Two or three-layer one-pass printing:** simultaneous two or three-layer printing with colour, white and clear inks provides the ability to produce high value creative prints. Print colour-white-colour layers in one pass for two-sided images on transparent materials.

...Fujifilm SA Tomo presenting

- **Emboss effect:** LED UV cures the ink instantly so there is no need to wait for the print to dry before finishing or shipping. This technology enables you to print multiple layers: you can print an imaged raised up to nine times

- **Heat sensitive materials:** LED UV lamps use a fraction of the energy of conventional curing systems, which means you can work with heat-sensitive media without deformation, saving you money on power consumption and substrates.

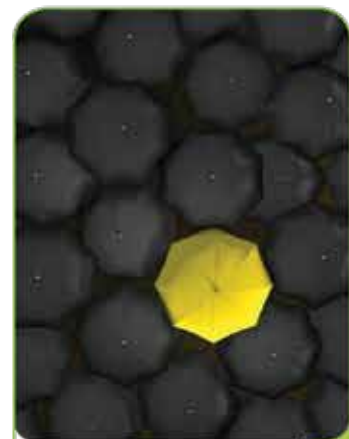
- **Added value with clear and white inks:** clear ink offers the luxury to highlight or enhance print with high-gloss spot finishes. High density white ink can be used to produce creative

effects on clear and coloured media. Colours, white and clear inks can be printed simultaneously.

- **Print directly on to roll or rigid:** quick switch between roll and rigid printing. Flatbed feed and receive tables are used for printing rigid media. It supports substrates up to 1610mm wide and can print on rigid sheet substrates up to 13mm thick.

- **Print on coloured materials:** high density white ink and multiple layer print enables Acuity LED 1600 II users to print vibrant images on a wide range of coloured substrates and achieve high value special effects.

See images from the Open House:



Do you want a design that will stand your product and service out amidst the lots ?

Move a step forward...



...VIP Tunji presenting



Continued on page 19>>

Print impact around Nigeria

Stories by Joju Adekanbi & Stephen Mangai

MOVING THE PRINTING INDUSTRY FORWARD



CIPPON President - Mr Muhammed Lawal

IN THE BEGINNING

Established by Act of Parliament No. 24 of 2007 with the responsibilities of regulating, managing and administration of Printers and for related purpose in Nigeria, Chartered Institute of Professional Printers of Nigeria (CIPPON) first and arguably only 25 Member Interim Council (which observers believe is now a full Council) was inaugurated at the Radio House, Abuja FCT by the Supervising Minister for the industry - former Minister of Information and Communications, Hon. John Ogar Odey.

It was however in 2011 CIPPON Council had its first Annual General Meeting (AGM) in Lagos with most hitherto inaugurated Council Members duly elected albeit with a change of posts and responsibilities ostensibly shared among members of the three major proponents of CIPPON Charter Status – The Association of Professional Printers of Nigeria (ASSPPON), Association of Nigerian Printers (ANP) and Institute of Printers, Nigeria (IOPN).

LIMITED ACTIVITIES

Over the years, CIPPON had limited

activities to its credit which include amongst others very few industry-focused training for selected print and allied firms, seminars and workshops in various parts of the country, endorsement of PROPAK West Africa exhibition, clampdown of non printers and unregistered printing houses, and overseas training and collaboration with Printing Industries Federation of South Africa (PIFSA) in Johannesburg, South Africa in cooperation with NUMBERS CMYK LTD publisher of WHERE To Print magazine. However, CIPPON Council's misgivings from some stakeholders were perceived lack of understanding of the importance of the Charter Status of the Institute coupled with the will to take advantage of the strength of large number of professionals and allied stakeholders in the industry to bargain with government and other institutions to move the industry forward.

#CHANGE CIPPON MOVEMENT

Initiated by young, dynamic and forward-looking print professionals, the hashtag #Change CIPPON seeks to move the industry forward. Significantly, the movement within

three months of existence galvanised industry stakeholders across the geopolitical and socio-economic genres of the country to register as CIPPON members particularly to vote and be voted for at the forthcoming CIPPON

2018 AGM coming up 15th March.

ELDERS

With the underground membership drive activities of #Change CIPPON Movement, carefully selected 'Elders'



Chief Ogundogba



Mr Jolaolu



FAE Princess Okeowo making presentation



#Change@CIPPON Secretary making presentation



Rev Nnorom



...group photograph after the meeting

Continued on page 30>>

Print impact around Nigeria

Stories by Joju Adekanbi & Stephen Mangai

FUJIFILM UNVEILS ACUITY 1600 L&D VERSATILITY AT OPEN HOUSE ...attentive



FUJIFILM



Don't you think its high time you change that bland and unprofitable design for a rewarding and impactful crowd puller design ?

Take a step further to know how...



...see the output quality



...Customers asking Engineer technical questions



Print impact around Nigeria

Stories by Joju Adekanbi & Stephen Mangai

INDIGO BOSS BAGS CHIEFTAINCY TITLE



The Chief Executive of nation's foremost quality digital printing and synthetic photo book producer -

Indigo Digital Press hitherto Mr. Isaac Antony has been awarded with the Alaseyori of Itele of the Ijebu Itele Royal Kingdom in Ogun State along with his wife – Yeye-Alaseyori of Itele by His Royal Majesty – Alayeluwa Oba Dr. (Engr.) M. A. Kasali MFR (J.P).

recognition of Indigo Digital Press boss significant contributions to the overall development and humanitarian efforts to the Kingdom took place on Thursday 1st of February 2018 at the Oba's Moyegeso Palace in Ijebu Itele, Ogun State which saw him and his wife been crowned and they will henceforth be addressed as Otunba Antony Isaac (the Alaseyori of Itele) and Yeye Mary Antony (the Yeye-Alaseyori of Itele) respectively.

WHERE To Print wishes the newly crowned Chiefs – congratulations!

The Iwuye Ceremony which was in



Otunba Antony Isaac (the Alaseyori of Itele) and Yeye Mary Antony (the Yeye-Alaseyori of Itele) with His Royal Majesty – Oba Dr. (Engr.) M. A. Kasali MFR (J.P)



PRINT ACADEMY STARTS 2018 TRAINING



Industry's manpower development partner of choice - Print Academy Consulting Limited has commence 2018 industry-focused training programme with January edition that took place on the 18th and 19th in Lagos on D.T.G & Screen Printing.

With highly experienced Facilitators from the printing industry, participants were exposed to different processes and alternative to D.T.G & Screen Printing as well as how to sell and

market their print services.

WHERE To Print reliably gathered from Print Academy Managing Director - Mr. Rotimi Johnson that arrangements have been concluded to hold the March 2018 Edition which will be on Costing & Estimation, Computer To Plate (CTP) & Computer To Conventional Plate (CTcP), Sales & Marketing of Print Products, and Print Management & Leadership. For more information on date, venue and cost, call **Mr. Johnson on 0803 911 6488 or email: rotimi@printacademyng.com**



...some of the participants with Facilitators after the training

DTG FACTORY RELOCATES TO NEW CORPORATE OFFICE

Home of quality garment printing – DTG Factory has moved to her new ad conducive corporate office located at 134, Bode Thomas Street, Surulere - Lagos.



existing Direct To Garment machines at its stable.

The move, WHERE To Print Magazine gathered, is part of the company's expansion plans which has seen to DTG Factory acquiring one of the most advanced M&R screen printing equipment in addition to the

It would be recalled that DTG Factory carved a niche for itself as a fully focus Direct To Garment company offering high quality T-shirt printing for individuals, corporate and middle-men desirous of unparalleled quality garment printing.

EXCEPTIONAL COLOURS PROMISES EXCEPTIONAL SERVICES IN 2018



Consolidating on customer satisfaction last year 2017 without resting on its oars, forward-looking printing company with a difference – Exceptional Colours has promised its highly esteemed customers in Kaduna State and environs – best quality print services at an affordable price under one roof throughout this 2018 Business Year.

Speaking exclusively to WHERE To Print, renowned print expert and owner of Exceptional Colours – Mr. Abiola Eleja noted that his company can quickly achieve its strategic goal for 2018 by offering his customers second-to-none unique blend of conventional, digital and large format print and allied services to its teeming customers. "Because we are very passionate, committed and quality print service provider, our aim is to continually offer our professional services to our customers thereby further contribute our quota to the overall development of the Nigerian print and allied industries," explained

Mr. Eleja while adding that his staff will be continually trained to aid their performance and overall well-being.

The exceptionally humble CEO also disclosed that with the three DI printing machines; more than four large format digital printing presses; two 4-Colour and one 2-Colour SpeedMaster (SM) presses; Computer To Conventional Plate (CTcP) machines, and not to mention various finishing post-press machines, Exceptional Colours is more than ready to provide exceptional quality printing services to its numerous customers in 2018.



Mr. Abiola Eleja

Print impact around Nigeria

Stories by Joju Adekanbi



STAKEHOLDERS' RECOMMENDATIONS FOR A VIRILE REGULATORY BODY

There's no gain-saying the fact that industry regulatory body - Chartered Institute of Professional Printers of Nigeria (CIPPON) is about to experience change of baton at the top; thus the onus lies on stakeholders to set its direction through viable and practical suggestions on what the incoming Board should do to positively move the industry forward.

That is why as the industry only licensed magazine - WHERE To Print magazine through our WHATSAPP GROUP PLATFORM lends its voice to positive change @ CIPPON in a poser to REAL STAKEHOLDERS in the industry to share their constructive thoughts and invaluable recommendations that will go a long way to set in motion the best, practical and sustainable ways to achieve the industry of our dreams. Below is the excerpt of their invaluable contributions:

We must all contribute our tireless efforts to see to the progress of the Nigerian Printing Industry.

As we prepare for a successful AGM & Election, I plea with us all to go for credible leaders, Excos and Council Members with high degree of integrity, vision, morality, charismatic, selfless, experience, dedicated, diplomatic, influential and respecters of CIPPON laws.

Don't forget that GOOD LEADERS HARDLY SEEK FOR POSITIONS, THEY ARE CALLED UPON BY FOLLOWERS BASED ON THEIR TRACK RECORDS...Our interest is to have a respected, functional CIPPON where rules and procedures are respected.

MAY GOD GIVE US THE COURAGE & THE WISDOM TO CHOOSE THE BEST NEW EXCO & COUNCIL MEMBERS FOR CIPPON COME MARCH 2018...AMEN.
YAHAYA AMFANI, CHAIRMAN/CEO - YALIAM PRESS LTD, ABUJA FCT.



Personally, I have been in the frontline of the #Change@CIPPON campaign. I agree that we need to set a plan for the incoming...the easiest way is to analyze the short comings of the present Executive so we can set right expectations.

1. Registration process is too tiresome. New Council needs to explore the use of online registration processes.
2. Presently, CIPPON has divided the industry. My believe is that we can use a professional body like CIPPON to unite all the other associations and bodies.
3. Currently, CIPPON doesn't classify printers as advised by the Act. It will also be good for the new Excos to look at setting up an Institute that will set examinations to bring in people at different levels. This will also help develop printing training institutes that will be CIPPON approved!
4. Current CIPPON hasn't made membership attractive to non-members; I will like to see a new creative Excos that will ensure membership is attractive to drive in more members.
5. Should CIPPON not be the voice of the people and interact with government? We will like to see a regime of 0% duty for equipment and 5% duty on print consumables
6. I don't know about you but let's change CIPPON logo. 7. Finally, I will like to see a new CIPPON that will honour and appreciate those who fought to get us this powerful professional industry tool.

AKIN ODUWOLE, MD/CEO - TECHNOLOGY GLOBAL SERVICES LTD, LAGOS.



If CIPPON will buy this, I propose that to begin with; we on this (WHERE To Print magazine WHATSAPP GROUP) Forum can contribute funds to sponsor a competition for the re-design of CIPPON logo among Nigerian students studying graphics, printing & related courses. That may be a 1st step towards "Walking the Talk". My thoughts: this will pull a good number of graphics art people to register as CIPPON members. Best design gets a reward.

UCHE NNAMANI, GROUP HEAD - PREPRESS & COMMERCIAL, THE SUN NEWSPAPERS, LAGOS.



Manpower development has been the bane of any sector without proper regulations because unskilled, poorly - training and remunerated employees can drive a potentially viable business underground. That is where body like CIPPON comes in but it cannot do it alone. CIPPON new Body/Board needs to partner with reputable training institutes to regularly train and develop capacity of man power thereby reducing rate of staff turn-over, industrial dispute and crisis management that causes business collapse. We are Print Academy and we are here to help.

www.printacademyng.com

ROTIMI JOHNSON, MD - PRINT ACADEMY CONSULTING LTD, LAGOS.



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Continued on page 32>>

Where To Print | VOL.10 | NO.53 | FEBRUARY 2018 | ISSN: 2006-7402





...dignitaries



Continued on page 24>>



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PORT-HARCOURT: 2270, Trans Amadi Industrial Layout, Triana Ltd Compound, Near LG Shop Opp Mainstreet Bank, Port Harcourt, Rivers State, Nigeria. Tel: 08126300427

IBADAN: 8, Ajia Street, Behind Capital Building, Off Ring Road, Ibadan. Oyo State, Nigeria. Tel: 08126300108, 027506000, 07026829860

KANO: Kundalia Road, Bombai Industrial Layout, Bombai, Kano State, Nigeria. Tel: 09053807968, 08056755583, 07090507702

AJIB CELEBRATES 10TH ANNIVERSARY

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...dignitaries



...cutting cakes



Continued on page 49>>

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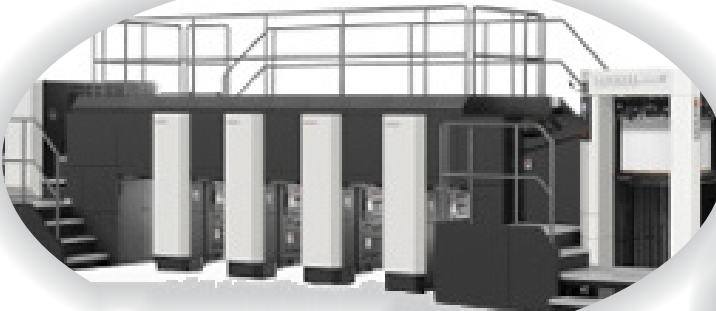
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YALIAM DAUC

The people of Zaria in Kaduna State, North West Nigeria were in celebration mood throughout the entire 3rd week of December 2017 when erudite Printer par Excellence – Alhaji Yahaya Amfani, Chairman/ CEO of Yaliam Press LTD, Abuja gave out his beautiful first daughter – former Miss Zeenat Yahaya in a Wedding Fatiha to Bala Mohammed Kolo – son of Makaman Agaie, late Alhaji Mohammed Kolo.

The glamorous event highlight was on Friday 22nd December 2017 which traditionally was dedicated to the Womenfolk saw dignitaries, friends and families of both the bride and groom in attendance to share in the joy of the occasion and to wish the happy couple a blessed union. Thus Samaru district of Zaria in Kaduna State stood still for the Yaliam and Kolo families as crowd of people converged from across





DAUGHTER WEDS

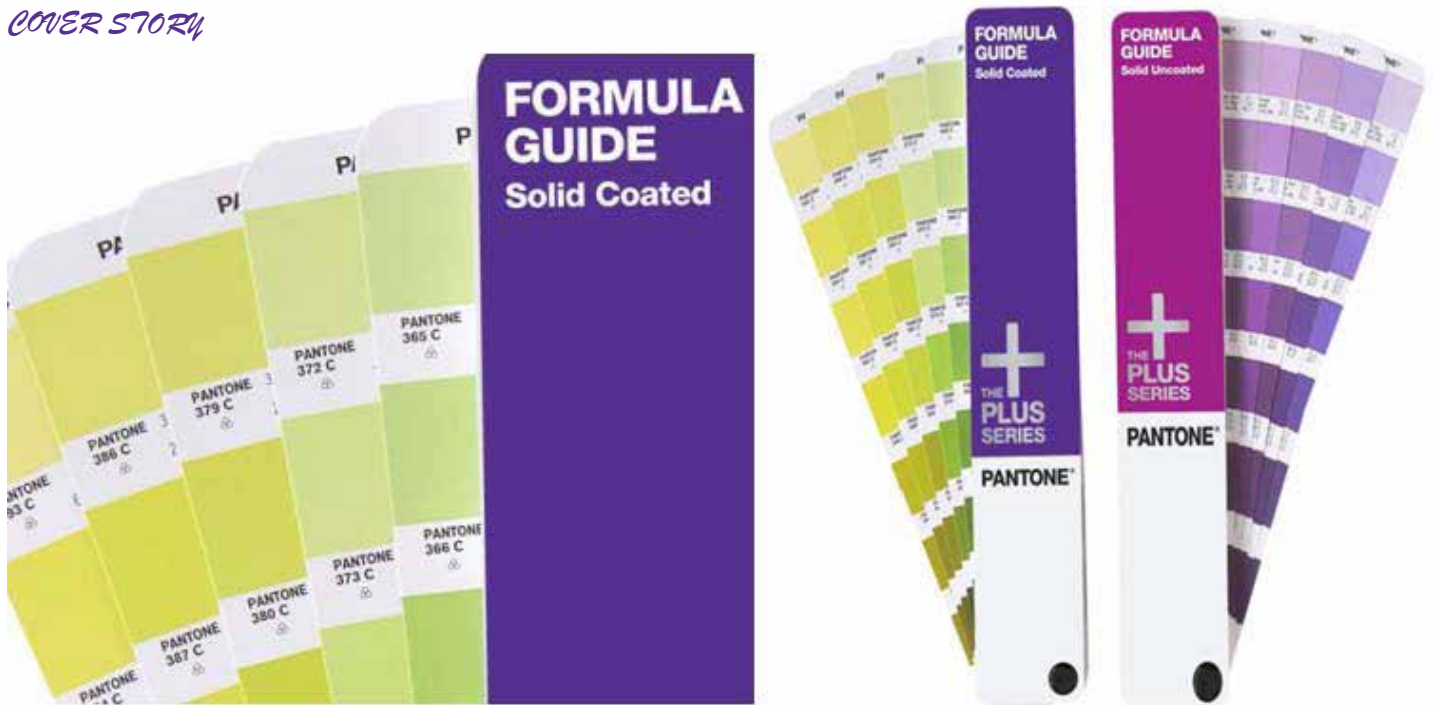
the country and beyond. These were top government functionaries, business associates, community as well as religious leaders not forgetting the good people of Kaduna State.

and business associates in attendance. Reception follows immediately at Alhaji Yahaya Amfani's Residence on Sarkin Pawa Road, Zaria Kaduna State.

Next day, the **WEDDING FATIHA** formally took place at the Central Mosque, ABU Main Campus, Samaru Zaria, Kaduna State under the Chairmanship of Mutallawalin Zazzau with top politicians as well as government functionaries

WHERE To Print exclusively covered the once in a lifetime marriage solemnization and presents the wedding ceremonies in images:





ACHIEVE YOUR DESIRED COLORS

In print process, achieving the right color can be a daunting task that can cost you to lose not only money, but also your most valuable customer. However when used effectively, color is the communication tool which connects together all of the visual elements of a page. With its ability to direct attention and unconsciously persuade, color can be used to subliminally lead the user's eye around the page, influencing consumer engagement and purchasing decisions.

Color defines our world. Impactful and influential, color elicits emotion and guides behavior, making the understanding of how to strategically apply color to a critical element of an integrated design process crucial. In this COVER STORY, WHERE To Print examines some pertinent issues and some questions that PANTONE can help to solve in design and printing processes.

WHY CAN'T MY PRINTER MATCH MY PANTONE COLOR?

There are several issues to look at when these problems occur:

1. Age of the Pantone Guide being used.

If the Formula Guide is old, it may have faded or the paper aged to the point that the Guide is no longer reliable. These changes are more noticeable in the lighter colors. Pantone recommends that the Guide be replaced one year from the date of first use to maintain accurate color communication. This recommendation is clearly stated on the outside back cover of current Guides.

2. Base inks being used.

Printers should be purchasing inks from a PANTONE Licensed Printing Ink Manufacturer. Chances are, if the PANTONE Trademark appears on the ink can label, this condition is being met. Further, users should not substitute base colors. For example, if the formula calls for PANTONE

Black and the printer uses PANTONE Process Black (one of the SWOP colors), there will likely be a color variation.

3. Relative strength of base color pigments.

Oftentimes, this turns out to be the problem. Users should check with their ink supplier's technical staff. For example, if one base ink is slightly strong, and the other is weaker, this can cause a color variation. In this case, adjustments to the formula may be necessary to match the color. Ink suppliers are often aware of these variables and can provide the appropriate guidance.

WHAT IS PANTONE® EXTENDED GAMUT COLOR PRINTING?

The basic premise of PANTONE EXTENDED GAMUT "XG" Printing is adding three additional base inks (Orange, Green and Violet) to the traditional CMYK ink set in order to "expand" the color gamut of typical process color printing. This enables printers to reproduce a wider range of colors. This fixed ink set can then be used to accurately simulate PANTONE Spot Colors.

Extended color gamut printing is not a new concept. It has been utilized by commercial printers and packaging converters for the past two decades. Widespread adoption



has been limited until the last few years. With the alignment of industry associations, prepress technology partners, press manufacturers, and plate manufacturers, XG is now mainstream and accessible for the market segments that want to take advantage of it.

Understanding the design challenges around multiple spot color printing and also the needs of our industry, Pantone has created this **seven-color printing guide** as another universal language and reference of colors that brand owners, designers and printers can all speak and agree upon.

HOW TO CROSS-REFERENCE CMYK/RGB/HTML/L*a*B* DATA TO PANTONE COLORS I have CMYK/RGB/HTML/L*a*b* values: How can I find the closest PANTONE color?

Pantone does not provide a defined cross-reference between color data to solid PANTONE colors. You can use Adobe Photoshop to enter values and cross-reference



to the internal PANTONE libraries. Photoshop will default to the closest mathematical color. The steps to do this are as follows:

- From the main toolbar, click the foreground/background color square to launch the Adobe Color Picker
- Type the desired values into the text boxes provided. Note the change in color on the picker window.
- Click the Color Libraries button
- Select your desired PANTONE library from the droplist
- Photoshop will display a range of seven colors, with one color outlined with a black border. This is the default color which is closest to the values entered

It is important to note that the above results are mathematical, and are also dependent upon the color settings used in Photoshop. Results should always be compared to a current PANTONE guide or book to insure accurate colour.

Continued on page 29 >>

From page 28 >>

HOW DO I READ THE FORMULAS IN THE PANTONE FORMULA GUIDE?

The PANTONE formula guide expresses the ink formula in a percentage mixture. The percentage formula is a percentage-of-the-whole formula, which is why the numbers add up to 100. To use this formula, you must first determine the volume of ink that you are going to mix. As an example, assume that you wanted to mix one pound of ink to match PANTONE 185. Since 1 lb = 16 ounces, 16 is your whole. The formula would break down as follows:
PANTONE Warm Red - 16 x 50% = 8 oz
PANTONE Rubine Red - 16 x 50% = 8 oz

WHAT DOES THE PANTONE EXTENDED GAMUT PRINTING PROCESS MEAN TO THE BRAND OWNERS AND DESIGNERS?

The PANTONE EXTENDED GAMUT workflow removes many of the standard limitations and frees designers to focus on creativity. Designers can specify as many colors in their designs as they wish without being told they need to limit their color palette to CMYK and 2 spot colors. Graphic designers who design for the XG workflow are able

to maintain highly impactful colors and, at the same time, create more dynamic designs than ever before.

If a critical color has been identified in your design, it is suggested that you compare the PANTONE EXTENDED GAMUT Coated Guide to a PANTONE PLUS SERIES FORMULA GUIDE, to ensure there is an acceptable match. If there is not an acceptable match, it is suggested that you retain the critical color as a PANTONE Spot Color.

After installing the PANTONE COLOR MANAGER Software, be sure to specify from the PANTONE EXTENDED GAMUT Color Palette so your printing partners will know your acceptable process colors and reproduce your artwork to your satisfaction.

PROBLEM MIXING INKS ACCORDING TO PANTONE FORMULA GUIDE OR PANTONE GOEGUIDE FORMULA

How does PANTONE COLOR BRIDGE differ from the PANTONE FORMULA GUIDE?

PANTONE COLOR BRIDGE displays a side-by-side match between the PANTONE solid color on the left, and the closest CMYK simulation on the right. sRGB and HTML data is printed beneath the solid color, and CMYK values beneath the simulation. The product serves as a 'bridge' between solid color printing, CMYK printing and Web design; hence the title PANTONE COLOR BRIDGE. Guides are available individually on coated or uncoated paper, or



as a two-guide set. PANTONE FORMULA GUIDE displays the 18 basic PANTONE mixing colors, and then displays a palette of formulated colors using the base inks in varying proportions. Each color is displayed with the PANTONE reference number, and precise ink mixing formulas displayed as percentages by volume.

Pantone uses the finest quality substrate materials, but all paper stocks will yellow over time, which can change the appearance of the color of the inks printed on them. Product color appearance will also change from handling. Pantone recommends replacing color tools annually to ensure accurate color matching. This recommendation is clearly stated on the outside back covers of current product.

HOW DO I ACTIVATE PANTONE COLOR MANAGER IN 'TRIAL MODE'?

You can download PANTONE Color Manager in trial Mode for 30 days at no charge, by going to www.pantone.com > Customer Support > software downloads

- or create one if you don't already have one.
- Go to helpCENTER/software downloads and download the current installer for PANTONE Color Manager for Mac or Windows.
- Launch PANTONE Color Manager and verify that the 'activation' screen opens.
- On the activation screen, click the activate trial button. This will activate the software and begin the trial countdown.
- With each subsequent launch of PANTONE Color Manager you will see the activation screen with the days remaining in your trial. Simply click on continue trial to use the software in trial mode.

It should be noted that the trial version is fully functional in all respects. All PANTONE libraries or custom palettes saved or exported from the software during the trial period will remain viable after trial expiration. You may permanently activate PANTONE Color Manager with a serial number at any time during or after expiration of the trial period.

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Print impact around Nigeria

Stories by Joju Adekanbi & Stephen Mangai

MOVING THE PRINTING INDUSTRY FORWARD



...some members of CIPPON SR Committee with DigitalReality Managers



...some members of CIPPON SR Committee with Jpaac MD and GM

in the industry were chosen to meet with present CIPPON Council with a view to first change the date of the proposed AGM forward from hitherto end of 2017 date with assurance that CIPPON Council Members will

ensure free and fair election and most importantly, relinquishing of power by CIPPON Council to new, dynamic and forward-looking individuals that could take the industry to the promised land.

CIPPON 2018 AGM BUILD UP

INAUGURATION & OUTCOME OF 2018 STANDING COMMITTEES

With 2018 CIPPON AGM fixed for Thursday 15th of March 2018, the Council inaugurated two Standing

Committees (CIPPON 2018 AGM ELECTORAL AND SPONSORSHIP REQUEST COMMITTEE) to ensure a truly successful CIPPON AGM that all stakeholders will be proud of.



...some members of CIPPON SR Committee with Academy Press ED



...some members of CIPPON SR Committee with Bancod MD



...some members of CIPPON SR Committee with KUNSMAN



...some members of CIPPON SR Committee with Heidelberg MD and Manager

However, all did not go as planned as observers believe that the Committees were not given freehand by the Council to operate.

Stakeholders believe that while the Electoral Committee could not come up with Electoral Guidelines and Membership Lists on time to aid decisions and plans of would-be electorates especially of those qualified to vote and be voted for as stipulated by CIPPON Act, the Council



...CIPPON SR Committee Secretary with Printserve MD

Continued on page 40>>

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PORT-HARCOURT: 2270, Trans Amadi Industrial Layout, Triana Ltd Compound, Near LG Shop Opp Mainstreet Bank, Port Harcourt, Rivers State, Nigeria. **Tel:** 08126300427

IBADAN: 8, Aja Street, Behind Capital Building, Off Ring Road, Ibadan. Oyo State, Nigeria. **Tel:** 08126300108, 027506000, 07026829860

KANO: Kundalia Road, Bombai Industrial Layout, Bombai, Kano State, Nigeria. **Tel:** 09053807968, 08056755583, 07090507702



STAKEHOLDERS' RECOMMENDATIONS FOR A VIRILE REGULATORY BODY

There's no gain-saying the fact that industry regulatory body - Chartered Institute of Professional Printers of Nigeria (CIPPON) is about to experience change of baton at the top; thus the onus lies on stakeholders to set its direction through viable and practical suggestions on what the incoming Board should do to positively move the industry forward.

That is why as the industry only licensed magazine - WHERE To Print magazine through our WHATSAPP GROUP PLATFORM lends its voice to positive change @ CIPPON in a poser to REAL STAKEHOLDERS in the industry to share their constructive thoughts and invaluable recommendations that will go a long way to set in motion the best, practical and sustainable ways to achieve the industry of our dreams. Below is the excerpt of their invaluable contributions:

With the new incoming CIPPON leadership, we hope emphasis will be laid in the direction of equipment funding and developmental support in the industry. However, the Nigerian Government needs to come to terms with the reality and importance of the industry for (achieving) any meaningful (boost in the) economy. Government should be able to encourage and support this industry by way of waivers in import duties on importation of printing equipment to ease the cost of establishment and management of printshops. These efforts could also be complemented through equipment leasing. With a vibrant New CIPPON, all these and more are possible.



AJAYI ABAYOMI, MD - SUNAJ PRINTS LTD, LAGOS.

On expectations for new CIPPON, I hesitated to contribute before now to allow all eminent VIPs air their views. Permit me put across few words in this regard; First, the euphoria of change shouldn't becloud our judgement of selection of real industry leaders who have track records against their names. Secondly, as Nigerians, we like titles President, VP, Secretary General etc when it comes election many will signify interest but they will not be willing to do the jobs associated to the offices. Any intending Exco must have the requisite abilities, mental, financial capacities and zeal to do the job. Thirdly, zonal arrangements (structures) should be put in place for efficient coordination of CIPPON activities nationwide. Fourthly, the new Excos should appoint an Executive Secretary who will be the Chief Executive of the Institute reporting to the Council. The idea of President and Chairman in Council hasn't helped us. Please let us know:- if you know that you do have the time and resources to spare for CIPPON, do pick up form for any elective or appointment; permit me to pause for now.



JOHN ONUGBULEM, BUSINESS UNIT MANAGER - HEIDELBERG NIGERIA LTD, LAGOS.

Print Impact Around the World

ROLAND DG TRANSFORMS IMAGINATION INTO REALITY WITH NEW APPLICATIONS WALL



It's been a busy few months at the Roland DG UK Academy and Creative Centre at the company's Clevedon HQ. As well as hosting a range of educational courses and holding a highly successful open day, Creative Centre Manager, Joe Wigzell, has been busy creating a new applications wall showcasing the breadth of applications that can be achieved using Roland DG technology.

Roland DG Academy courses have been a useful and popular resource for customers to learn about Roland DG products, how to get the best out of them, and the processes involved in various design and print processes.

Based on the Roland DG strapline, 'Transforming Your Imagination Into Reality', the Roland DG applications wall was developed over a two-week period and showcases just what can be achieved with Roland DG technology.

The feature wall was the idea of Academy and Creative Centre Manager Joe Wigzell, who created the eye-catching application wall to demonstrate elements of the design and creation process and the kind of results that can be achieved using techniques taught on the academy courses. He

commented: "I really wanted to inspire guests visiting our headquarters and capture the imagination of dealers, customers and colleagues about what can be achieved using Roland DG technology. "By demonstrating how the design process works - from initial sketches through to application and merging a range of technologies - I wanted to create an embodiment of our ethos 'Transforming your Imagination into Reality'."

The wall highlights a wide range of techniques including: the design to output process; foamboard printing; reverse printing; wall graphics; textured and embossed materials; backlit panels; milling; dye-sublimation printing; hemming and eyeletting; apparel; heat pressing; and more.

All of the applications were created with Roland DG solutions including: the TrueVIS VG-640 wide format printer/cutter; the SOLJET EJ-640 high volume printer; the VersaUV LEF-200, VersaUV LEF-300 and VersaUV LEF-12i flatbed printers; the Modela MDX-540 benchtop milling machine; and the Textart XT-640 high volume dye sublimation printer.

The new applications wall can be viewed in the foyer of Roland DG UK's Clevedon headquarters. You can also view the creation of the various elements of the wall, and the installation

process here: <https://www.rolanddg.co.uk/company/pressroom/roland-dg-transforms-imagination-into-reality-with-new-applications-wall>. For more information on upcoming courses at the Roland DG Academy, including Intermediate Digital Print, Versa LEF

Course and Vehicle Wrapping visit: <https://www.rolanddg.co.uk/support/roland-academy/courses/training-courses>

...read more at www.wheretoprintmagazine.com

TRELLEBORG LAUNCHES VULCAN METAL-BACK BLANKET FOR NEWSPAPER PRINTING



Trelleborg's printing solutions operation has announced the launch of a major addition to its range of metal-back offset blankets for newspaper printing with the introduction of Vulcan Metal Times. The blanket offers a multitude of improved features and benefits, including a new structure that reduces heat generation during operation.

The new design delivers better smash resistance and reduced stress at high indentation, particularly critical for demanding, long run, print jobs. The top compound of Vulcan Metal Times offers improved ink release, while also reducing the risk of ink build-up.

Cristiano Bettè, R&D Director at Trelleborg's printing solutions operation, says: "The technology surrounding the creation of metal-back offset blankets is extremely demanding, which is one

of the reasons why only the industry's leading manufacturers produce these sorts of products. Trelleborg has been a pioneer in this area for many years and this latest launch takes us into a new era of reliability and productivity.

"Vulcan Metal Times is suitable for use with all newspaper presses, including old and new models, and provides an even better performance over long runs than previous products. In countries such as India, there is often a requirement for a blanket to successfully print under extreme printing conditions and high ambient temperatures. In addition, the use of manual washing with aggressive chemicals means that the blanket's top surface needs to be highly resistant to chemicals. We make this possible with the new Vulcan Metal Times."

Vulcan Metal Times has a stainless steel base. The nominal thickness is 1.75 mm without underpacking. The paper-feed quality is neutral/slightly positive and the ink compatibility is hybrid. The blanket will be available worldwide from February 2018.

...read more at www.wheretoprintmagazine.com

Continued on page 48 >>



DODI^{LINE} ONLINE CTCP

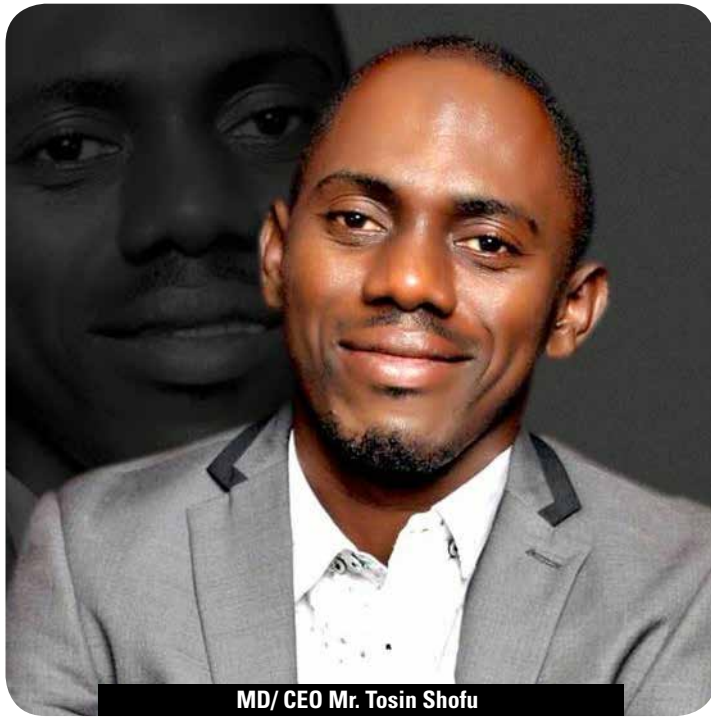


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MD/ CEO Mr. Tosin Shofu

CONGRATULATIONS ON THE SUCCESSFUL LAUNCH OF NUMAC CTCP IN NIGERIA; HOW MANY HAVE YOU INSTALLED IN THE LAST 4 MONTHS OF LAUNCHING?

Thank you sir. By the Grace of God, two have been installed and running without any hitches.

WHAT HAVE YOU HEARD YOUR CUSTOMERS SAY ABOUT YOUR CTCP?

That the quality output of their work is enhanced compared to others.

HOW MANY ORDERS ARE COMING IN THIS YEAR?

Four are certain and confirmed but this may increase due to customers' confidence in our NUMAC CTcP.

WHAT MAKES YOUR MACHINE DIFFERENT FROM OTHERS?

Our NUMAC brand is different from others due to its:

- High-speed import laser that can fix any type of plate.
- Marble base that makes the machine work under stable and accurate condition.
- Modular design that makes NUMAC machine to be easily upgraded and maintained.
- Automatic tracking and focus system.
- Long range diagnosis technique; and
- Our lasers can be upgraded, changed and maintained by a specialized arrangement.

ARE YOUR CONSUMABLES AND PARTS READILY AVAILABLE?

We have spare parts of all our

machines available here in Nigeria. Our consumables are also readily available.

WHAT AFTER SALES SERVICE? HOW MANY ENGINEERS ON GROUND TO SOLVE PROBLEMS AND MEET CUSTOMERS' NEEDS?

We provide after sales support and regular maintenance for our esteemed clients. We have more than two factory-trained engineers on ground. Our engineers are also undergoing a refresher training to update themselves of new development in the CTcP world.

HOW DO YOU SEE LAST YEAR'S BUSINESS - THE CHALLENGES?

The business environment was generally challenging but we took advantage of the challenges. We saw the challenges as opportunities to provide solutions to those affected and it paid off for us. In the midst of these challenges, we had a good year. We came into the

'2017 WAS A GOOD YEAR FOR US'



NUKREATIONZ
PRINTING SOLUTIONS

Nukreationz Printing Solutions LTD was the only CTcP Company in the country that launched its brand of CTcP twice simultaneously in one year i.e. during PROPAK West Africa 2017 and at an Open House in its Head Office both in Lagos. Called NUMAC CTcP from the stable of Shenzhen Yintech Co., LTD, China - MD/ CEO Mr. Tosin Shofu explains why NUMAC CTcP has taken the industry by storm. Excerpt below:

market and made a statement and our country. impact was felt positively. 2017 was a good year for us.

WHAT SHOULD PRINTERS DO DIFFERENTLY THIS YEAR?

My advice to everyone is that, we should put God first and be focused. Don't do things because others are doing it; do it because God is leading you to do it. Don't struggle to do what others have Grace to do. Set smart goals and work hard to achieve them. Thanks.

Thank you for your time sir.

WHAT ARE YOUR PLANS FOR YOUR CUSTOMERS THIS YEAR?

We have different packages that will enhance our clients' productivity. We have a flexible arrangement that



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NUKREATIONZ
PRINTING SOLUTIONS



OGB Digital World with Wonderful Graphics - Mr Felix Adeleye and WTP in Kaduna

digital machines, parts, materials, and inks especially in northern part of the country particularly Kaduna State - Ogunbanjo Printing Works has

decided to ameliorate the situation by bringing in quality digital machines and materials to fill the needs of the market.



in, export advice, market knowledge and pricing in terms of maximising their profit margins.

team to solve production problems and observe five years plus machine operation to acquire needed maintenance skills to cost-effectively solve pre-printing, offset printing, MIRCO Flute Board, E,F, G Flute Coated Board with high precision printing technologies that boosts productivity.

FREE TO ATTEND LETS GOCHINA



Discerning print investors have been enjoined to attend Lets GoChina - a unique project that serves to connect

overseas buyers with technical and credible Chinese suppliers by pre-selecting most reliable manufacturers, arranging China factory visit, technical and trading problems.

Brought to you by China Beijing Bosom International Exhibition Co., LTD (CBBC) in conjunction with their Exclusive Partners in Nigeria - NUMBERS CMYK LTD publishers of WHERE To Print magazine, Lets GoChina is meant for print & allied investors or would-be investors who are not familiar with Chinese market and hoping for free professional advice on suitable machines to invest

According to International Market Manager of CBBC - Ms Winnie Li, interested participants from Nigeria are also offered free hotel accommodation and transfers throughout the Lets GoChina programme taking place from 15th through to 20th of July 2018 in Guangzhou China; "What we offer to pre-qualified overseas buyers are free 4 nights hotel accommodation, 5 days transportation, meals and city sightseeing, B2B meeting with trustworthy suppliers (that you will) establish long-term connection with" explained Li.

Not only that, there will also be TOP Level Technical Sessions with Experts within the Chinese Corrugated, Packaging, Flexo and Offset Printing Sectors giving participants varied knowledge and experience for alternative One-stop solutions to boost their capacity.

Participants will visit Chinese Corrugated factory, see management process, talk with Technical Experts

WHERE To Print gathered that China Beijing Bosom International Exhibition Co., LTD (CBBC) enjoys support from Chinese machines, materials and consumables manufacturers and with its strong China Manufacturing Database divided by its rating system (which is according to manufacturing capacity, export experience, and credit record) CBBC assures would-be participants of valuable experience with genuinely verified suppliers who are also backed with standard industry certification.

To attend, download **PARTICIPATION FORM** online at www.wheretoprintmagazine.com then call **Joju** on **0803 862 9114** for more information and send completed **PARTICIPATION FORM** to: wheretoprint@yahoo.com

SECRETS OF PARTNERSHIP - MEADAL GRAPHICS



For those looking at sustainable partnership, Kaduna based Printers - Meadal Graphics LTD is advocating mutual respect, understanding, and trust as some of the invaluable secrets that partners must guide jealously.

In an exclusive chat with the duo of Meadal Graphics LTD Directors - Mr. Tunde Salawu and Alhaji Tunde Badero, WHERE To Print reliably gathered that sharing same idea, humility and not giving room to conflict thereby resolving



Meadal Graphics LTD Mr Tunde Salawu

disagreement on-time are other secrets of sustainable partnership.

WHERE To Print magazine couldn't agree less as it shows on Meadal Press co-owners who have been in strategic partnership for almost



Meadal Graphics LTD Alh Tunde Badero

2 decades. Another critical factor worthy of emulation in Meadal Graphics Directors' relationship is that they did not allow their religious beliefs to affect their friendship, socio-economic and business relationships.



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- Expert Consultation:** Talk with technical Experts team, solve produce problems.
- Mechanical Stability:** See 5+ years operation machinery, find maintenance skills
- Cost-effective:** Meet 100+ machinery suppliers



New Technology

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 MIRCO Flute Board: E,F, G Flute Coated Board with high precision printing

What Do We Offer to Buyers

All qualified overseas buyers are free to enjoy these privileges

- 4 nights four-star hotel accommodation
- 5 days transportation, meals and city sightseeing
- B2B meeting with trustworthy suppliers



Establish long-term connection with manufacturing bases
 Professional business consulting service

Four Major Parts of Our Lets GoChina Solution

Quality Control



All the suppliers in our China Manufacturing Database are divided by our rating system, according to their *operational capability, export experience, and credit record*. Only verified suppliers and products with certificates will be introduced to you.

Factory Visit



Witness the manufacturing capability of your potential partners by your own eyes. *5-8 factories during one trip to China. We'll pre-select your ideal supplier and make all the arrangement for the visit.* Just tell us what product you're looking for and leave all the rest to us.

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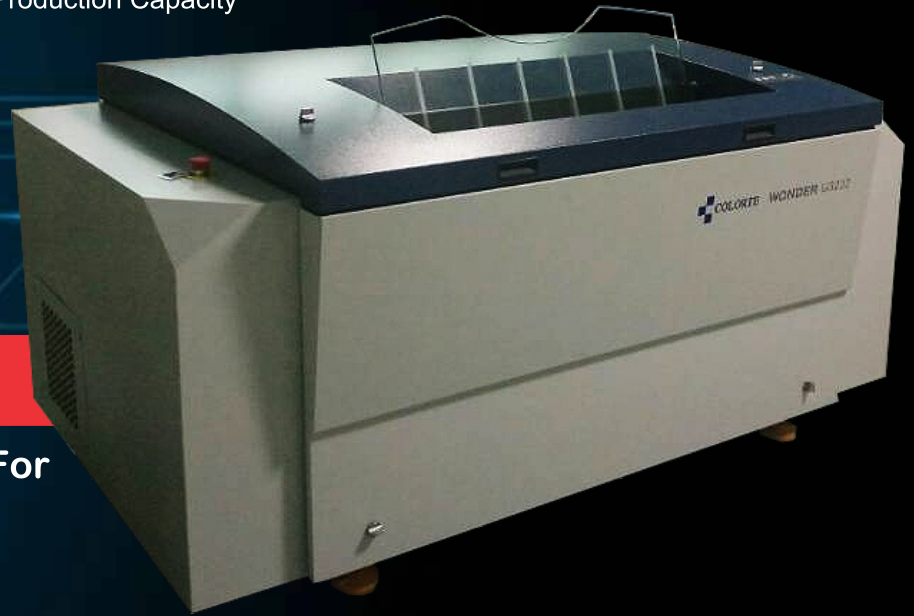


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...ASSPPON Ibadan members after the meeting



...ASSPPON Ibadan members after the meeting



...ASSPPON Abuja meeting

also rejected the venue with some of the sponsorship deals secured by the Sponsorship Request Committee. Even some of the responsibilities of the Sponsorship Request Committee that culminated in the Committee to secure more than half of the about N5million needed for the AGM were taken over by the Council. WHERE To Print further gathered that, that was what made all members of the Sponsorship Request Committee to resign enmasse citing lack of trust and question on the Committee's integrity.

PRINTERS MEET ACROSS THE COUNTRY

Just as the election date draws near, WHERE To Print reliably gathered that Printers across the country met to ostensibly strategise and possibly elect or choose who they would vote for during the AGM scheduled for Lagos.

ABUJA MEET

Extra Ordinary General Meetings were held by all Practicing Professional Printers in the Federal Capital Territory Abuja at different dates at the popular Sharon Ultimate Hotel in Area 3, Garki, Abuja.

IBADAN PRINTERS

ASSPPON Ibadan, Oyo State Chapter also met at Saki West.

LAGOS PRINTERS MEET

Significantly, Lagos – which spearheads the #Change@CIPPON Movement, had her own caucus meetings that was not made public and agreed to cancel the hitherto Pre-AGM Special and Important Meeting earlier slated to hold on Wednesday 28th of February 2018 @ Kula Mall (Goshen Printmedia LTD), 18/21, Adebaiye Street, Behind Tejuosho Market, Surulere, Lagos. Proponents of #Change@CIPPON adduced non conformity and endorsement of Mr. Muhammed Lawal's led Council as the reason for the cancelation of their proposed meeting. WHERE To Print further gathered that the Movement has concluded arrangements amongst others to seek legal action on CIPPON Council that has been running the affairs of the Institute since inauguration.

And what possible outcome this legal action will bring? WHERE To Print will keep you posted as event unfolds....



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Print impact around Nigeria

Stories by Joju Adekanbi & Stephen Mangai



SKYSAT HOSTS CUSTOMERS TO 12TH ANNIVERSARY DINNER IN LAGOS

One of the nation's foremost dealers in innovative digital printing machines and exclusive distributor for Konica Minolta Business Solutions Europe GmbH - Skysat Technologies hosted some of its esteemed customers to an Exclusive Dinner in Lagos in celebration of its 12th Anniversary as a business concern.

Restaurant of Eko Hotel & Suites, Victoria Island Lagos the 12th Anniversary Dinner - WHERE To Print gathered – was one of Skysat ways of saying thank you to its ever supportive customers for the success of not only Skysat as a company but also that of their customers who had over the years stood by them to achieve the company's vision. WHERE To Print was at the Dinner and reports in images...

Held at the newly opened Chinese





CONFERENCE PROGRAM RELEASED FOR GULF PRINT & PACK SUMMIT 2018



The conference program for the first edition of Gulf Print & Pack Summit has been published. Taking place at Dubai's Roda Al Bustan Hotel on 4-5 March 2018, the two-day conference and table-top exhibition will address major technology areas and topical business issues for printers, converters, industry suppliers and design professionals based across the Middle East region.

Day one will feature presentations on market trends and new technologies. The keynote presentation will be delivered by Chris Lynch of platinum sponsor Xerox Middle East and Africa alongside Atlas Printing Press' Amit Radia. Highlighting how digital print technology can transform the business of printing, they will examine investing and installing digital equipment, how to reduce production costs whilst improving print quality and how to serve the growing market demand for personalized, seasonal and customized products.

The opening day also features a high-level CEO printer panel discussion with confirmed participants including Vinesh Bhimani of Kimoha Entrepreneurs, Leo Pack's Chandrasain Negandhi and Sebastian Lonh from Reprotronics. Other presentations include Stewart Johnston from the Smithers Group who will be exploring marcoeconomic trends facing the wider printing

industry and discussing projected growth forecasts for the region's market and FINAT's president and managing director of OPM Group, Chris Ellison, who will be sharing his expertise in using MIS and workflow automation.

The second day focuses on the key challenges facing the industry and will also consider the future of print. Sessions will take in the latest developments in logistics labeling and tracking technologies, wide format printing and diversifying from commercial printing into the high growth segment of flexible packaging. LEONHARD KURZ's Ayhan Usulu is to speak about innovating for the future through anti-counterfeiting solutions, while Enayet Kabir from Landmark will give his insight into the strategic sourcing and procurement of offset and digital printing. The conference will close with a retailer and brand panel discussion where contributors including Sukhdev Singh Saini of General Mills and Unilever's Perwaze

Qaiser, will share their experiences and best practice tips touching upon a range of subjects such as private label versus premium brands and how to maximize brand enhancement by creating a premium look for products.

Supporting the conference program, the summit will also host some of the print industry's leading manufacturers as part of its table-top exhibition. Appearing alongside headline sponsor Xerox, fellow exhibitors include AFRA International, Anoop Plastic Products, Bobst, Durst, Heidelberg, Heliozid, Konica Minolta, Nilpeter and Vinsak.

Lisa Milburn, managing director, Gulf Print & Pack said: "We have a very strong line-up of technical sessions, candid panel discussions and best practice business case studies in store for delegates. As the first dedicated summit we have organized in the region, the event will offer invaluable sourcing and networking

opportunities with face-to-face interaction guaranteed between visitors, exhibitors and speakers. As well as being of significant educational value, the conference program delivers a comprehensive round-up of the latest technologies being released into the market and mix of timely topics designed to cover and give practical advice on how to deal with the real issues, threats and opportunities facing businesses."

Two-day delegates passes costing USD \$280 are available with an early bird registration discount until 15 February. Tickets include admission, lunch and refreshments. Two-day supplier tickets cost USD \$800. **Registration can be made by visiting <http://www.gulfprintpack.com/summit/> or visitors can register on site.**

BRING YOUR PRINT

To Life



Gulf Print & Pack Summit 2018 is an information-packed two-day conference and table-top exhibition that puts the spotlight on key areas of print. The summit features leading print and packaging experts from across the Middle East and North Africa, who will present the latest trends, technologies and strategies for print businesses. Don't miss this opportunity to improve your business and discover the future of print.

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EGYPTIAN PRIME MINISTER OFFERS PATRONAGE TO IMAGING CONSUMABLES EXPO



His Excellency, Sherif Ismail, Prime Minister of Egypt (left) officially offers patronage (right) to all participants of the RTISE—EMEA 2018 in Cairo on March 22 and 23.

Following the news that the Ministry of Trade and Industry was supporting the RT Imaging Summit & Expo—EMEA in Cairo, comes more news that the Egyptian Prime Minister has stepped in.

His Excellency Sherif Ismail wants the whole Egyptian cabinet to get behind the international event to be held at InterContinental Hotel CityStars Cairo in Egypt on March 22–23, 2018. "I welcome the international copier and printer industry to our beautiful country. Egypt is a good destination to do business." The Egyptian Prime Minister has now offered the entire government's official patronage of the event that is bringing participants from 55 countries, some as far away as China.

The RT Imaging Summit & Expo—EMEA (RTISE—EMEA), launched in Egypt in 2017, is the only dedicated copier and printer consumables event in the EMEA region. David Gibbons, Director of RT Media, expressed his delight at the Prime

Minister's support. "The government's endorsement and presence at the expo is guaranteed to attract media attention and wide exposure to the printing consumables industry in the Middle East, Africa and Europe." He indicated the RTISE—EMEA in Cairo will provide a one-stop business platform for the imaging industry. "Despite economic declines and a slowdown in the demand for printing in some regions of the world, the economy and demand in many EMEA countries, especially Egypt, has been growing. This is why RT Media is returning to Egypt after our first successful event in 2017," Gibbons added. Following the first round of government support, event organizers saw a sharp increase in the number of registrations to the RTISE—EMEA

2018. "Pre-registrations are 224% higher and are coming from come from 55 countries—52% from Egypt, 20% from other African countries, 11% from Europe, 7% from the Middle East and 10% from other regions."

Click the link and register now to win free accommodation: <http://rtise2018.myevents.cn/getTicketInfo> For more information about the show, please visit: www.rtmworld.com/2d/events/rtise-emea-2018

For inquiries, please contact Rachel Chen at Rachel.Chen@RTMworld.com.

About RT Media Recycling Times Media Corporation (RT Media) educates, informs and provides networking and business

opportunities for the 2D and 3D printing industries. RT Media's international team comprises of talent from Australia, the United States, Germany, Spain, Mexico, Egypt and China.

RT Media organizes the RemaxWorld Expo, the world's largest print consumables trade show event, held each year in Zhuhai, China—the world capital for the manufacturing of print consumables. RT Media also organizes the RT Imaging Summit & Expo—Americas and the RT Imaging Summit & Expo—EMEA. RT Media publishes regular inTouch TV News bulletins and monthly editions of the RT ImagingWorld magazine for the global industry. These editions have been translated into Chinese, English, Spanish, Russian and Arabic. In the 3D printing arena, RT Media organizes the popular iPrint 3D Expo. Additionally, RT Media was the first to publish a monthly Chinese magazine, focusing on the 3D printing industry, called 3D Printing World.

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www.RTMworld.com/2D



RT Imaging Summit

& Expo-EMEA 2018

InterContinental Hotel Citystars Cairo | March 22-23, 2018

SHOW INTRODUCTION

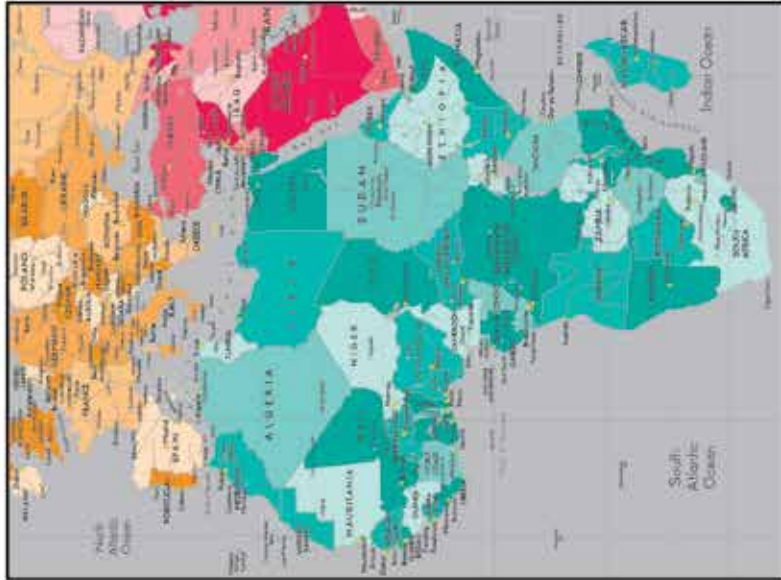
RT Imaging Summit & Expo—EMEA 2018 is a two-day event about IT & Business Services including printer consumables, copiers and suppliers industries on March 22 & 23 in Cairo, Egypt. This year, more than 70 companies from Europe, Africa, Middle East and Asia are expected to exhibit the latest products and services at the show.

8 Product Zones

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5. Production and Testing Equipment
6. Inkjet, copier & specialty papers
7. Printer & copier parts, components and services
8. 3D products

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Print Impact

Around the World

EFI LAUNCHES NEW VUTEK HS PRESSES FOR HIGH-VOLUME SIGNAGE AND GRAPHICS APPLICATIONS



During the recent EFI™ Connect users' conference in Las Vegas, Electronics For Imaging, Inc. EFI announced the addition of the EFI VUTEK® HS125 F4 and HS100 F4 inkjet presses for "Fast Graphics" out-of-home applications to its industry leading lineup of hybrid flatbed/roll superwide-format products. The two new printers reconfigure the eight ink channels of the VUTEK HS series platform in a CMYK x 2 setup, efficiently addressing the need for cost-effective production on banners, billboards, building wraps and similar applications.

The new press models offer a significant speed increase, printing up to 225 boards per hour on the HS125 F4 and up to 190 boards per hour on the

HS100 F4. The presses also include the proven, standard HS features and options customers have come to expect such as pin and cure, variable-drop grayscale imaging, and full- and semi-automated materials handling.

"Our CMYK x 2 configuration, which is available in several other EFI VUTEK superwide format printers, is an ideal offering for out-of-home applications where total cost per square foot is key," said Ken Hanulec, vice president of marketing, EFI Inkjet. "These two new printers run more than 50% faster, and a speed boost like this gives our customers an important new opportunity to increase their margins."

...read more at www.wheretoprintmagazine.com

SUN CHEMICAL INCREASES PRICES OF OFFSET INKS



Sun Chemical will increase prices on

all offset inks and coatings for its customers across all regions, effective March 1, 2018.

The percentage increase will be in the high single digits and will vary dependent on the product composition and product line. Sun Chemical will communicate specific increases directly with customers.

Since the end of 2016, costs have risen on an annual basis and further increases are expected for the remainder of 2018. These are mainly due to production and environmental restrictions on key materials, especially in China where there has been an unprecedented number of force majeure

incidents and escalations in the prices of oil, solvents, distillates and pigments.

"The high levels of raw material costs are unprecedented and as a result make it necessary for us to keep our ink prices under review," said Felipe Mellado, Chief Marketing Officer, Sun Chemical. "We work proactively with our supply chain partners to manage and minimize costs, but due to the economic reality, cost pressures have been constant and significant price increases are being passed on to the inks industry. To ensure we maintain high levels of product quality and service, it has become necessary to increase customer prices."

...read more at www.wheretoprintmagazine.com

KODAK ADDS VIOLET INK AND EXPANDS PROOFER CONNECTIVITY TO KODAK PROOFING SOFTWARE



Kodak has announced upgrades to the KODAK Proofing Software, making it easier for printers to spend less time planning

and more time printing consistent color results. New with the upgrade, KODAK Proofing Software allows you to proof spot colors with stunning accuracy with new support for violet ink proofers from the EPSON SC-P7000 and SC-P9000 family. The new upgrade also meets print buyer expectations by achieving standard targets based on ISO 12647, GRACoL, and SWOP with Certified Proofing for Color Confirmation.

While the KODAK Proofing Software gives you better management of colors, it also pairs perfectly with some of the impressive features already in the software including supporting custom media, industry leading color performance and scheduled calibration. This allows printers to calibrate after hours, meeting print buyer specifications and maintaining industry standards. The end result is to achieve top-of-the-line proofing right in the hands of the users to ensure a flawless finished product.

"KODAK Proofing Software is a

dependable, easy-to-use solution for inkjet proofing said Allan Brown, Vice President and General Manager of Kodak's Unified Workflow Solutions. "This offering reduces costs by eliminating extensive planning and allows for an overall increase in operations agility by delivering

consistent, reliable results time after time. KODAK Proofing Software builds on top of the same best in class color technology found in KODAK COLORFLOW Software and in the rest of Kodak's PRINERGY Product Suite."

...read more at www.wheretoprintmagazine.com

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AGFA GRAPHICS INTRODUCES ANAPURNA H1650I LED PRINTER



Agfa Graphics enriches wide-format hybrid Anapurna LED series for sign and display with new Anapurna H1650i LED.

Expanding its wide-format hybrid Anapurna LED series for sign and display professionals with a new 1.65 m-wide hybrid printer, the Anapurna H1650i LED is smaller hybrid printer designed as an accessible and cost-effective production tool that combines the latest LED technology with Agfa Graphics' signature high-quality output.

The latest addition to the Anapurna LED series – the Anapurna H1650i LED – is a smaller version of the popular and robust Anapurna H2050i LED printer, with which it shares several features and benefits. Like its bigger brother, the new Anapurna prints on rigid and flexible media by means of LED curing, resulting in a lower cost of ownership. It combines this with Agfa's award-winning imaging quality, ink-saving thin

ink layer technology and perfect white ink printing reliability, yet requires a smaller financial investment than other Anapurna engines.

"The hybrid Anapurna H1650i LED printer was designed as a robust, qualitative and versatile entry-level option for wide-format print service providers," explains Philip Van der Auwera, Product Manager at Agfa Graphics. "Although smaller, it is equipped with features normally reserved for higher-end printers, such as automatic head height measurement, crash prevention and an anti-static bar, thus offering the very best at a reasonable price. Of course, the Anapurna H1650i LED is driven by Asanti as well, which adds to the resulting high-quality and consistent prints."

...read more at www.wheretoprintmagazine.com

FESPA PUBLISHES CONTENT PROGRAMME FOR FESPA 2018 TRENDS THEATRE WALL



FESPA has published the framework programme for the Trends Theatre at FESPA Global Print Expo 2018, which takes place from 15 - 18 May 2018 at Messe Berlin, Germany.

The Trends Theatre seminar programme addresses the themes of a series of white papers produced by FESPA together with research organisation Smithers Pira, which explore five key areas of growth for the speciality print community: Décor; Digital Textile; Signage; Industrial; and Digital Print for Packaging. Many of these trends are also reflected in the FESPA Census, and in the focus of visitors attending FESPA events. Seminars will be presented by industry consultants and thought-leaders, providing visitors with the latest industry data and insight. All Trends



Theatre sessions are free to attend for visitors to FESPA 2018 Global Print Expo and European Sign Expo 2018.

Smithers Pira will host a daily industry trends seminar, exploring the content of the white papers in more detail, with a focus on how print service providers (PSPs) can benefit from these market growth areas. These sessions will run as follows:

- Signage: Tuesday 15 May and Friday 18 May
- Décor: Wednesday 16 May
- Digital Print for Packaging: Wednesday 16 May and Thursday 17 May
- Industrial: Tuesday 15 May and Thursday 17 May

...read more at www.wheretoprintmagazine.com





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Oyo State. Tel: 08023277879.

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TEL: 08038173378.

Speed Digital Print

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Triumph Concept

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