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**18 - 20 SEPTEMBER 2018**















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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

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Page 2 (Inner Flap)		N65, 505
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<b>TYPE</b>	All fonts used should be embedded (PDF's) or converted to outlines (EPS, Illustrator).	

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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.
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# To Readers

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

## GROW YOUR BUSINESS AND MAKE POSITIVE IMPACT!



I welcome you to the 55th edition of your invaluable print companion.

This edition is characteristically embellished with major news and exclusives recorded within our industry in Nigeria from the **PRINT IMPACT AROUND NIGERIA** Section which starts from page 9 rolling over to series of **SPECIAL FEATURES** such as **INDIGO SPONSORS LASPPAN 50TH ANNIVERSARY** (page 18), **INDIGO REWARDS CUSTOMERS AT 2018 CUSTOMERS MEET** (page 20), **NUKREATIONZ OFFERS UNIQUE STRUCTURED PAYMENT PLAN FOR NUMAC CTCP BUYERS** (page 36), and **PROPAK WEST AFRICA 2018 SOLD OUT!** (page 40).

Also check out latest industry news from around the world from page 12 in the **PRINT IMPACT AROUND THE**

**WORLD** Section also with series of **SPECIAL FEATURES** reporting that **FESPA 2018 HAILED AS 'MOST INTERNATIONAL EVER'** (from page 44) and **2018 PRINT CENSUS CONFIRMS POSITIVE OUTLOOK FOR PRINT** (from page 46).

It is no gainsaying the fact that the world of media and communication has been transformed by innovative development and commercialisation of digital technologies with huge potentials to printing. We spoke with **Mr. Femi Mosaku** - the **MD/ CEO of ICON BLUEPOINT TECHNOLOGY LIMITED** - Fujifilm Exclusive Inkjet Distributor in Nigeria on some of these opportunities especially in applications such as inkjet printing, packaging and industrial printing solutions. Check out his thoughts on inkjet market and Fujifilm's vision

for the Nigerian print market in a **SPECIAL FEATURE INTERVIEW** titled: **'FUJIFILM HAS WORLD-LEADING INKJET MACHINES THAT ENABLE DIVERSE RANGE OF APPLICATIONS'** from page 22.

And as at the heart of any print project is the desire to achieve the highest possible image quality, especially in getting the colours right, this edition's **COVER STORY** captioned: **COLOUR MANAGEMENT IN DIGITAL TEXTILE PRINTING** will show you how. Turn to pages 28 and 29 to find out.

**FIRST HALF OF THE YEAR GONE: ARE YOU MEETING YOUR STRATEGIC GOAL?**

You cannot meet your strategic goal without perfecting your business model. The questions (from me to you)



before you delve into the second half of 2018 are: have you perfected your operations to achieve your business goals? What measures are in place to surmount pressures from both internal (human and capital resources) and external (especially from government and non-governmental agencies) unconsciously clogging the wheel of your business progress? On your products and services: how do you intend to - not only continually meet but also - surpass your quality and service delivery?

While you cannot eliminate interruptions, you do get a say on how much time you spend on thoughts, conversations and actions that will lead your business to success. In all, I will enjoy you to daily ask **Continued on page 10 >>**

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From page 9 >>

yourself these questions to know the extent of success or otherwise - you can dare to achieve – in order to grow your business and make positive impact!

**Before I sign out:** WHERE To Print invites you to join us to any of the last two internationally recognised and dedicated print and graphic communications exhibitions outside the shores of our country this year. One is in Johannesburg, South Africa (i.e. **FESPA Africa 2018** starting from 12 to 14 September) and the other is in Chicago, IL USA (i.e. **PRINT 18** starting from September 30th through to October 2nd). Our VIP Package includes Specialised Industry-inclined

Training and Workshops, Business Facility Visitation to Selected Top Presses and of course – our highly regarded VIP Tour Package. Speak with or **WHATSAPP Peculiar, Stephen** or **Call me** on how to attend via **0813 219 0026, 0809 701 3264, 0802 380 1705, 0703 191 8506**.

Finally, I will like to also enjoy you to remain focused, plan ahead and commit all your endeavours to your Maker as the Author and Finisher of your faith.

We will all share great, pleasant and surprising testimonies even before the year ends!

*Please continue to do good!*

**WHERE TO PRINT BY-LINE**

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**INTERNATIONAL PRINT EXHIBITIONS IN 2018**

S/N	EXHIBITION NAME	DATES	LOCATION
1.	IPACK-IMA 2018 (incorporating MEAT-TECH 2018)	29 May – June 1	Rho, Fiera Milano, Italy
2.	FESPA Africa 2018	12 – 14 September	Gallagher Convention Centre, Johannesburg, South Africa
3.	PROPAK West Africa 2018	18 – 20 September	Landmark Centre, Lagos – Nigeria

S/N	EXHIBITION NAME	DATES	LOCATION
6.	Graph Expo 2018	September 30 – October 3	McCormick Place South Chicago - Illinois, USA
7.	All in Print China 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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**Email: numberscmkylimited@yahoo.com, wheretoprint@yahoo.com**

**Print impact around Nigeria**

Stories by Joju Adekanbi

**#CHANGE@CIPPON MEETS FESPA**



Mr Akin Oduwole and Mr Malomo Olugemi with FESPA Rep



Representatives of printing industry's dynamic and forward-looking advocacy group – THE #CHANGE@CIPPON - recently met with official of Federation of European Screen Printers Association (FESPA) at its global event held in Hamburg City of Germany to learn from FESPA successes over the years and how this knowledge can help industry regulatory body - CIPPON

in particular and the industry in general.

According to Mr. Akin Oduwole – The Secretary of #Change@CIPPON, 'the aim is to learn. We will put together a number of points and send to the new Council on how an association can invest and successfully run FESPA for decades; what a proud investment for the stakeholders. There is light at the end of the tunnel for CIPPON as a forward looking generation can surely change the narratives'. WHERE To Print will bring you further information as event unfolds.

**WHERE TO PRINT WITHDRAWS FROM VISA FORMALITIES ON LET'S GOCHINA 2018 TRIP.**

Based on the prevailing visa processing and documentation issues being experienced by genuine business travelers at the Chinese embassies in Nigeria, NUMBERS CMYK LIMITED (publisher of WHERE To Print magazine) has withdrawn from visa processing assistance formalities for Nigeria VIP Delegation to this year's Let's GoChina.

According to Mr. Joju Adekanbi – Publisher/ CEO at NUMBERS CMYK LIMITED, the incessant use of touts coupled with the unfriendly and unprofessional nature of embassy officials at the Chinese embassy warranted his company's decision which will jeopardize improved balance of trade relations between Nigeria and China just as Let's GoChina 2018 Project is capable of facilitating over \$100million trade potentials between the two nations. "Just less than 45 days to start Let's GoChina in July 2018, we are only opened to undesirable characters (touts) in visa processing formalities at the Chinese Embassy in Nigeria. No Official of the Chinese Embassy in Lagos will want to even talk to us on Let's GoChina 2018. Quite disheartening!" expressed Mr. Adekanbi while noting the huge investment loss to China and Nigeria as a result.



"With our highly revered reputation in the industry, we cannot afford to tarnish

our image with the use of touts for Chinese visa processing for our highly esteemed clients. Their personal as well as official documents are important to us - thus we cannot afford to leave them with people of questionable characters and unconfirmed records. Meaning, we shall not be assisting our clients on visa processing procedures for Let's GoChina 2018. However, do note that we are willing to continually work with CBBC, China or any other interested parties that offer industry stakeholders better alternatives to aid print and allied businesses growth and sustainability in Nigeria" Mr. Adekanbi assured.

He noted further that his company will continue to market the Let's GoChina 2018 programme to interested companies and participants likewise give them all documentation support in getting their visas (if they do not have it already); "but if the visa processing and documentation formalities change at the Chinese Embassy, we are always eager to assist interested stakeholders in our professional capacity to attend the event" he explained.

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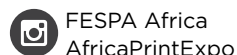
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# Print Impact Around the World

KONICA MINOLTA LATEST GENERATION OF DIGITAL PRESSES LEAD MARKET



Konica Minolta Business Solutions (Canada) Ltd. (Konica Minolta) - leader in digital production print products and solutions has introduced the latest generation AccurioPress colour digital press, copier and scanner: the C3080 Series – which includes the C3080, C3080P and C3070. Also, part of the launch is the AccurioPrint C3070L.

The new C3080 is a unique, groundbreaking offering that is unmatched in its scope of capabilities. It delivers everything needed in a colour production press and more, including enhanced productivity, expanded print services and brilliant quality.

Unrivaled in its versatility, the C3080 series is a single digital press printer with advanced features to help businesses expand into new markets and develop new revenue streams. It provides the following enhancements:

- 2-sided banner printing
- professional finishing
- high productivity with speeds up to 80 ppm
- real-time automated quality adjustments

The AccurioPress C3080 Series features an industry-leading array of finishing options such as full-bleed, saddle-stitched books and perfect bound books. It does it all, including punching, stapling and stacking.

The C3080 utilizes award-winning IQ-501 Intelligent Quality Optimizer technology to take colour consistency and registration accuracy to the next level. With highly automated image registration and colour control, the IQ-501 is a closed-loop system that

brochures, book jackets, pocket folders and more. Previously, only an offset press had such flexibility.

Unlike some of its competitors, the C3080 series' Energy Star rating ensures efficiency beyond the print

constantly monitors and adjusts printed output, and can automate colour calibration and profiling.

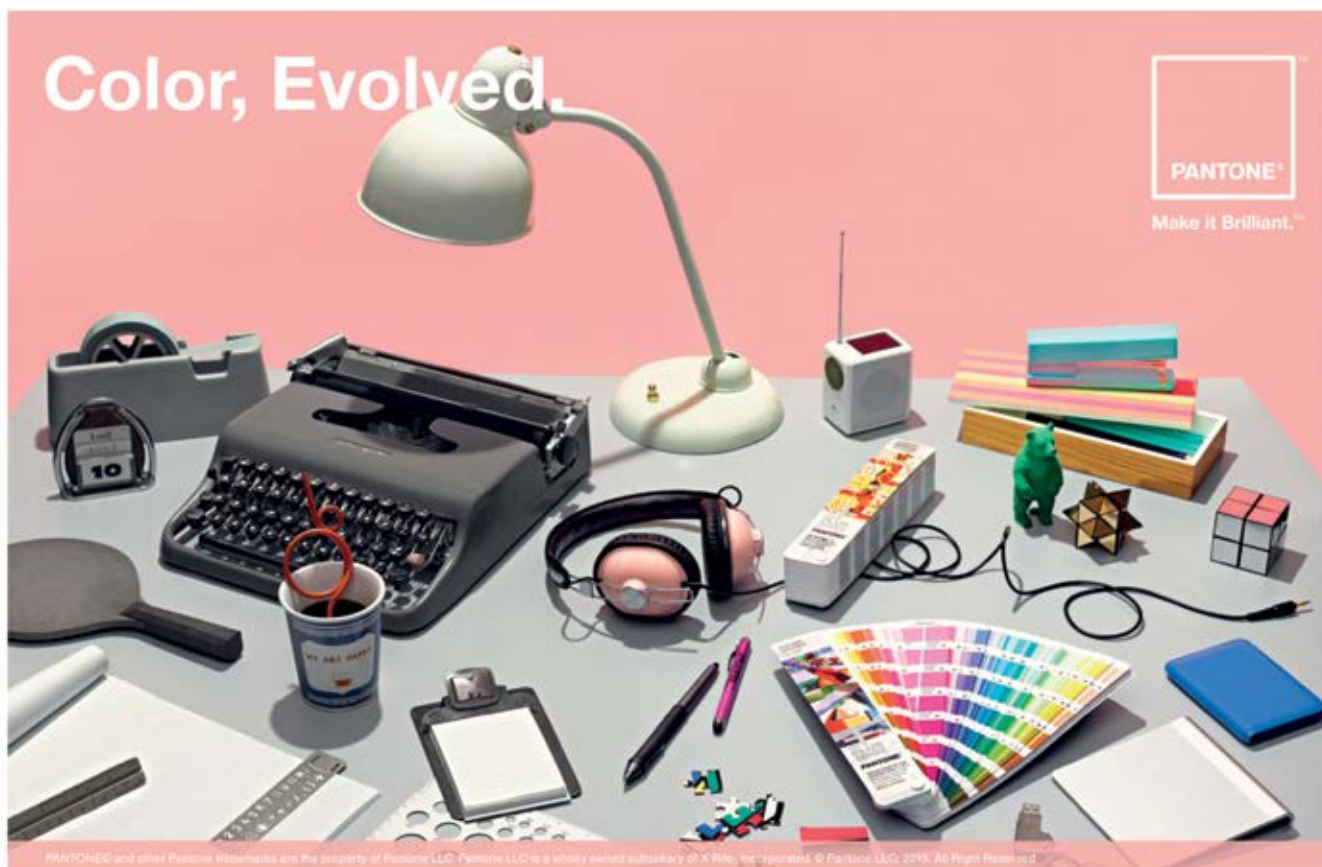
Print after print, the C3080 delivers superlative image quality on thick paper (up to 350 gsm,) and embossed media and envelopes. It improves efficiency levels through:

- simple setup procedures
- an ultra-reliable paper path
- exceptional print speed
- outstanding automatic image stability

This all adds up to world-class productivity on every production print job. Furthermore, the auto-duplex banner printing option allows for the production of 6-page tri-folds,

floor. Plus, it has enhanced Open API and IWS applications support and is the fastest dual-colour scanner on the market. The AccurioPress C3080 also provides a choice of production print controllers including Konica Minolta, Fiery and Creo. "Customer demand for production grade quality is constantly accelerating. By applying Konica Minolta's technology we're creating market disruption and increasing customer satisfaction," said Norm Bussolaro, Senior Director, Marketing. "The new AccurioPress lineup brings compatibility with the IQ-501, and integration with Konica Minolta's latest accessories, further expanding

[Continued on page 24 >>](#)



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# Print impact around Nigeria

Stories by Joju Adekanbi

WHERE TO PRINT PARTNERS PRACTICAL PUBLISHING ON GROWING PRINT BUSINESS AT FESPA AFRICA 2018

...INTRODUCES ADOBE AND CORELDRAW WORKSHOP



...with Practical Publishing Directors - Charnia Yapp and Dyelan Copeland

NUMBERS CMYK LIMITED – publishers of WHERE To Print, the leading print and allied magazine in Nigeria is again teaming up with Practical Publishing PTY (organisers of FESPA Africa, Sign Africa & NEON Exhibitions) across Africa to grow print businesses during this year's FESPA Africa 2018 coming up from 12th to 14th of September at Gallagher Convention Centre, Johannesburg South Africa.

To this end, WHERE To Print has concluded arrangement to have a Special Practical Adobe and CorelDraw Workshops for VIP Delegation from Nigeria attending the show on How Best to use the latest versions of CorelDraw and Adobe softwares to grow their print

and signage businesses. This workshop will be facilitated by Adobe Certified Instructor at the show ground covering other top tips for graphics professionals in signage, digital and screen printing.

Apart from practical sessions on the all new CorelDRAW Graphics Suite, participants at this highly technical workshop will also learn how to prepare artwork correctly for print, laser cutting and vinyl cutting tips and tricks with CorelDRAW. They will also be taught on how to make the most



...WHERE To Print Joju Adekanbi with PIFSA Training Director - Colin De Jager

of UV Printing and Engraving with CorelDRAW as well as Image Retouching with the new Corel PaintShop Pro 2018 Ultimate.

In a related development, Printing SA (the specialist arm of Printing Industries Federation of South Africa – PIFSA) will also be training Nigeria Delegation on Costing, Human and Waste Management amongst others in a Two-Day Certified Print Management Training Programme. This will be preceded by Technical/ Business Facility Visits to specially selected top print and allied companies within Johannesburg, South Africa in order for Delegates to learn and share experience in managing both human and material resources in print business likewise build lasting relationships with their counterparts in South Africa.

FESPA Africa is the region's largest dedicated print and signage exhibition co-locating with Sign Africa and Africa Print where internationally recognised brands showcases their innovative products and services along with a wide range educational features, including Technical Screen Print and Textile Talks, T-shirt and bag printing workshops, the Speed Wrap Challenge and numerous business opportunities in print, signage and LED lighting.

WHERE To Print invites you to join over 6,000 industry professionals all coming together to network. Dare to discover and grow your business by registering as part of VIP Delegation from Nigeria. Speak with or WHATSAPP **Peculiar, Stephen** or **Joju** on how to attend via **0813 219 0026, 0809 701 3264, 0802 380 1705, 0703 191 8506, 0803 862 9114.**

## AGFA VISITS NIGERIA CUSTOMERS



Mr. Edi Venturin - representative of world leading supplier to the printing industry – Agfa Graphics recently paid courtesy visit to some of Agfa customers in Nigeria.

Hosted by top management of Bancod and Technology Global Services, Mr. Venturin - who is visiting Nigeria for the first time – met with top Agfa customers among whom are BioColours, DigitalReality Print, Printserve, Alpha Press and Sodunke Adegoke Enterprises (Model Graphic).



...at DigitalReality Print LTD Team

Continued on page 15>>



The august visit was not only to express Agfa profound gratitude

to them for their unalloyed support over the years, but to also assure

them of Agfa absolute support services and commitment to grow their businesses.



...with Printserve LTD MD - Mr Akinlabi



...with BioColours MD - Mr Ogundogba



...with Sodunke Olagoke Ent - Model Graphic



...with Alpha Press MD - Pastor Odimayo



...with THE SUN Team



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# Print impact around Nigeria

Stories by Joju Adekanbi

## TTK PRESS manager graduates



Manager of one of industry's One-Stop-Shop for fast and quality print - TTK Press Limited – Mr. Segun Salau has now achieved one of his most important career goals – graduating from the prestigious University of Lagos (UNILAG) with a Bachelor of Science (B.Sc) Degree.

Considered by many as a thoroughbred printer, Mr. Segun Salau is also a dedicated hard-worker with a focused mind which has seen him not only commended and promoted by TTK Press Directors but also celebrated among his colleagues and customers alike.

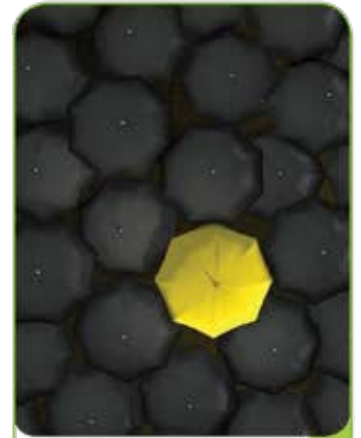
WHERE To Print rejoices with Mr. Segun urging him to strive and conquer his next goal – congratulations!



...jubilant Segun Salau



...Segun with Course Mate - popular Nollywood Actor - Mr. Odunlade Adekola



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- SPECIAL FEATURE

# Print impact around Nigeria

Stories by Joju Adekanbi

## INDIGO SPONSORS LASPPAN 50TH ANNIVERSARY

### ...OTUNBA ANTONY ISSAC AWARDED LIFE PATRON

Due to his invaluable support and contributions to the development and well being of members of Lagos State Photographers Association of Nigeria (LASPPAN), Indigo Digital Press boss - Otunba Antony Issac has been awarded Life Patron of the Association.

Awarded during the 50th Anniversary Celebration of the Association sponsored by the foremost synthetic



Lasppan  
50TH  
Anniversary Celebrations



Continued on page 19>>



# Print impact around Nigeria

Stories by Joju Adekanbi

## INDIGO SPONSORS LASPPAN 50TH ANNIVERSARY

photo book producer in West Africa  
- Indigo Digital Press, the event saw

professional photographers from  
across Lagos State in a joyous,

funfair mood. WHERE To Print  
captures the event in images.



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...



## INDIGO REWARDS CUSTOMERS AT 2018 CUSTOMERS MEET ...LAUNCHES INDIGO SLEEK PHOTOBOOK



Free flight tickets to Dubai, 3-Night Fully-paid Stay in Dubai both in United Arab Emirates, Brand New Laptops among other exciting consolation prizes were won by loyal customers of foremost synthetic photo book producer in West Africa - Indigo Digital Press at the yearly customers' get-together tagged: Indigo Customers Meet (ICM) 2018.

Raffle Draw during ICM 2018 who were visibly elated expressed gratitude to Otunba Antony Issac led Indigo Digital Press for his thoughtfulness, innovation and putting customers first.

The event who took place at Indigo Digital Press Office in Ikeja Lagos on Wednesday 1st of May 2018 was graciously attended by over 200 Indigo customers from across Nigeria who are majorly renowned photographers,

print media executives as well as photography and print equipment distributors. Indigo management used the occasion to thank their customers – appreciating them for not only standing by them but most importantly inspiring Indigo's innovation in the industry. For this, Indigo Digital Press will soon launch its very latest Indigo SLEEK Synthetic Photo Album – The Indigo SLEEK PHOTOBOOK specially design for customers who yearn for

extreme quality, special effects, and durability in a personalised form.

Other side attractions that made the 2018 event memorable were entertainments by Stand-up Comedian - KOFFI, Special Recognition of Top Customers and Best Photographers' Awards aside Indigo feasting their customers to sumptuous meals. As usual, WHERE To Print presents Indigo Customers Meet 2018 in adoring pictures.

Winners of the Indigo Photo Book



# Print impact around Nigeria

Stories by Joju Adekanbi

INDIGO REWARDS CUSTOMERS AT 2018 CUSTOMERS MEET



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MR. FEMI MOSAKU, MD/ CEO –  
ICON BLUEPOINT TECHNOLOGY LIMITED

# FUJIFILM HAS WORLD-LEADING INKJET MACHINES THAT ENABLE DIVERSE RANGE OF APPLICATIONS.'

## FUJIFILM

*It is no gainsaying the fact that the world of media and communication has been transformed by innovative development and commercialisation of digital technologies. Printing is no exception; with digitisation beginning in small format home and business applications, and increasingly becoming more mainstream in the sign & display and commercial print markets. The potential for inkjet technologies to continue to transform not only these markets, but the burgeoning worlds of industrial and packaging printing, is huge.*

*One of the world-leading graphics manufacturing companies – Fujifilm – is at the forefront of driving progress by the development of core technologies and a wide range of applications including inkjet printing, packaging and industrial printing solutions, inks, and media of the future.*

*WHERE To Print caught up with Mr. Femi Mosaku the MD/ CEO of ICON BLUEPOINT TECHNOLOGY LIMITED - Fujifilm Exclusive Inkjet Distributor in Nigeria. Mr. Mosaku reveals his partnership with Fujifilm, opportunities in the inkjet market and Fujifilm's vision for the Nigerian print market. Excerpt below:*

### CONGRATULATIONS ON YOUR APPOINTMENT AS FUJIFILM INKJET REP. IN NIGERIA: HOW IS THIS NEW BUSINESS AS COMPARED TO YOUR MEDICALS REPRESENTATION?

They're a separate industry entirely. Looking at Fujifilm, their equipment is always quality. For Fujifilm to appoint us as their representative again in inkjet graphics is a testimony of our mutual relationships. We did not disappoint them in medicals, that is why we were offered the graphics particularly the digital large print market.

### WHAT'S THE FLAGSHIP PRODUCT YOU'RE OFFERING THE NIGERIAN MARKET AND WHY?

Fujifilm has world-leading inkjet machines that enable diverse range of applications. The Acuity LED 1600 II is a unique machine that can print on virtually any surface. It features two or three-layer one-pass printing which provides the ability to produce high value creative prints in colour or white in one pass for two-sided images on transparent materials. It also has an emboss effect where LED UV cures the ink instantly

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 image raised up to nine times. The 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. This is particularly applicable to the epileptic nature of our power situation in this country; our Acuity LED has low power consumption

which fits not only the Nigerian market but help saves cost of operations. In addition, it prints directly on to roll or rigid material of substrates up to 1610mm wide and can print on rigid sheet substrates up to 13mm thick.

### IT'S BEEN OVER THREE MONTHS THAT THE BRAND WAS INTRODUCED TO THE MARKET, WHAT'S THE CUSTOMERS PERCEPTION?

It has been encouraging. We recently  
**Continued on page 34>>**





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- PLATINUM DIGITAL MEDIA FILM
- EXCELPRO DIGITAL COLOUR PRINTING PAPERS
- PS. PRINTING PLATES
- CTCP –UV- PRINTING PLATES
- CTP PHOTO POLIMER PLATES
- FUJI CTP THERMAL PLATES
- ENOVA GLOSS PRINTING INKS
- PLATINUM PRINTING INKS
- WEB OFFSET PRINTING INKS
- IMAF CTP THERMAL PLATE DEVELOPER
- LAMINATION FILM ROLLS – GLOSS/MATTE/JUMBO.
- ZENITH PRINTING ROLLERS –KORD/SORD/Z-SPEEDMASTERS
- VISTANOVA WATERBASED/ OIL BASED OVERCOATING VARNISHES
- IMAF PRESS ROOM CHEMICALS – WASHES/ FOUNT SOLUTIONS.
- LARGE FORMAT FLEX/ SAV/ ONE WAY VISION MEDIA / ROLLUP STANDS/ SNAPFRAME



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

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# Print Impact Around the World

**SKYSAT** the functionality and capability into a compact, affordable footprint." With its ability to print two-sided banners and professionally finished books at high speeds on a wide variety of stocks, all with automated colour and registration, the AccurioPress C3080 is an ideal colour digital press for:

- commercial printers
- print for pay outfits
- quick printers
- franchise printers
- CRDs
- in-house marketing departments

predecessors - AccurioPress C2070, C2060 and AccurioPrint C2060L - are no longer available, the new C3080 delivers enhanced productivity, expanded print services and brilliant quality. The unique digital press provides two-sided banner printing and high productivity with speeds up to 80 ppm while the AccurioPress C3080 Series features finishing options such as full-bleed, saddle-stitched books and perfect bound books.

All in all, it offers the industry a whole new realm of print production possibilities.

is the first Xerox digital press to ship exclusively with a Fiery DFE since EFI's acquisition of the FreeFlow Print Server.

Fiery features including Fiery Metallics and Fiery ImageViewer support the Iridesse while the EX-P 6 Print Server processes over 7TB of data per hour to drive the printer's engine at its rated speed of 120ppm, utilising 1,200dpi and 10-bit resolution and six-colour output. Xerox cut-sheet business Vice President and General Manager Ragni Mehta said: "We worked hard with our partners at EFI to find a DFE with the power and flexibility to drive the new press. "The Xerox Iridesse production press, in combination with the Xerox EX-P 6

print server, will bring new capabilities and business opportunities to our customers."

The Fiery Metallics feature enables users to create metallic shades of custom spot colours at the DFE, with no additional pre-press work required. And with Fiery ImageViewer operators can view a raster image of all inks used in a job, including the speciality dry inks, to ensure high-value jobs print right the first time. EFI Vice President of Fiery Marketing John Henze said: "Customers get the best of both worlds: the ability to utilise their legacy workflows plus best-in-class Fiery performance, colour, and usability."

WHERE To Print gathers that while the

## AGFA CONFIRMS PLATE PRICE RISE



Plates: aluminium is biggest cost component

Agfa has announced immediate plate price rises of up to 10% due to rocketing aluminium costs.

Agfa Graphics President Stefaan Vanhooren described the increases as "exceptional" but said that corresponding uplift in the value of scrap aluminium should help mitigate the move. Aluminium makes up the majority of the costs involved in producing metal printing plates. "Soaring prices of aluminium... are the main reason for this decision," Vanhooren said. However, thanks to the increased intrinsic recycle value of the used printing plates, the price increase

will not necessarily result in a cost increase to our customers."

In addition, Agfa highlighted the potential economic benefits of the group's ECO3 framework, which stands for "Economy, Ecology, and Extra Convenience" and is aimed at increasing productivity and efficiencies in the prepress department and pressroom.

The printing industry has been hit by a raft of price increases in recent months affecting ink, paper, and now printing plates.

## FESPA REVEALS FINDINGS OF 2018 PRINT CENSUS



a key investment focus for 53% of those surveyed. Revenue from UV, latex and direct and dye-sublimation was found to be growing, in contrast to declining use of solvent, aqueous and

analogue technologies.

Conducted in partnership with InfoTrends, a division of Keypoint Intelligence, 1,405 respondents were surveyed from 102 countries, representing a 59% broader geographical reach than the 2015 research.

Key findings included 83% of respondents stating that they are optimistic for the future of their business, up from 80% in 2015. 72% of respondents reported increasing demand for fast turnaround, 61% have seen a growing requirement for short runs, and 59% noted rising expectations of just-in-time delivery.

The sign and display applications landscape continues to be dominated by banners, with 68% regularly producing these and half of respondents seeing continued growth potential. Signs and billboards, meanwhile, maintained their 2015 position among the other top applications being produced by respondents.

The continued growth of printed decor applications was also evident, with 74% of respondents identifying wallpaper and interior decor as a growth area for their business. 54% of respondents cited increased capacity as their main motivation for capital spend, up from 34% in 2015. Cost reduction is a factor for 53%, while diversification into new markets and product offerings remained

While textile printing is still dominated by analogue processes, 56% of printers focused on textile have made digital investments, and 19% plan to do so in the next two years. Screen and textile printers expect digital's contribution to textile printing revenues to grow by 12% in the next two years. The Census also found that environmental investments are heavily influenced by customer expectations regarding sustainable manufacturing and materials. 76% of respondents said customer demand for environmentally responsible products is shaping business strategy, while more than one in five said it is a major influence.

Data was collected throughout 2017 at Fespa events and from association members in Europe, Eurasia, Mexico, Brazil, Thailand and South Africa. The Census collected data from a wide range of printers that defined their business focus as: digital printing (17%); screen (15%); sign and display (10%); textile fabric and direct-to-garment (10%); commercial print and reprographics (13%); graphic arts and creative (11%); packaging (4%); and other (20%).

**Read the abridge summary of the Report in our SPECIAL FEATURE pages 46 and 47.**

**Continued on page 30>>**

## EFI LAUNCHES FIERY DFE FOR XEROX IRIDESSE



EFI has launched a new Fiery digital front end (DFE), the Xerox EX-P 6 Print Server, for Xerox's new Iridesse

production press.

Launched in Europe and the US earlier this month, following a November launch for the Asia Pacific region by Fuji Xerox in November, the Iridesse

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# FESPA 2018 HAILED AS 'MOST INTERNATIONAL EVER'



The global event held concurrently with **European Sign Expo 2018** and newly introduced **Digital Corrugated Experience** took place from 8th to 12th of May at the Hamburg Messe in Hamburg, Germany has been hailed as the "most international ever", with delegates from 139 countries visiting across the five days.

## WHAT NEW?

While the **European Sign Expo** (Europe's leading annual exhibition dedicated to non-printed signage) achieved a 42% increase in exhibitor numbers and a 58% increase in stand space, compared with 2017 figures, making this the biggest European Sign Expo in the show's six-year history, the **new Digital Corrugated Experience** at FESPA Global Print Expo 2018 was an educational and experiential area, which showcased commercial and production advantages of digital print for corrugated packaging and

the packaging and speciality printing communities in the technology solutions, materials and workflows required to take advantage of digital print for short run and customised packaging. This is supported by independent research by Smithers Pira, which predicts that digitally printed corrugated material will accelerate from a global value of **\$1.44 billion** in 2018 to be worth over **\$2.35 billion** by 2020.

## OTHER INTERESTING FIGURES

There were more than 700 exhibitors across nine halls, with the Messe split into three distinct zones, devoted to screen print, digital wide-format and textile printing. This year also saw the return of the World Wrap Masters and the Printeriors architectural design centre. Visitor numbers were down on Fespa's last outing in Cologne 2015, with the 20,456 unique visitors and 39,224 total visitors representing a dip of more than 10%. Divisional Director Roz

had had been fantastic; the floorplan for 2018 is already so busy that we've had to extend the proposed layout. "You never know until after a show the true value of what's been converted but having taken the decision to launch an annual event we already have feedback from companies saying this is a really good decision because it gives them that opportunity every year when they want to reach the market to know that it's there for them." While this year's event overlapped slightly with Interpack in Düsseldorf and clashed with the Techtexil trade show, which took place at the Frankfurt Messe in the same week, Guarnori said she suspected this had limited impact.

"It's challenging doing a show in May in Germany. What we did find is that from an international perspective visitors welcomed the fact they could visit more than one show on one trip. So from a visitor perspective it worked and from an exhibitor perspective we tried to support our exhibitors in any way we could."

## NEW LAUNCHES

The global wide-format exhibition operating in its first year since becoming an annual event, saw a number of key manufacturers launch new products. Among these are the B1 inkjet prototype from **Fujifilm** and **Inca**, new Latex machines from **HP** and kit from the likes of **Durst**, **Kornit** and **Mutoh**. **Mimaki** and **Ricoh** also used the show to move into new



retail display applications, aimed to show packaging converters and box-makers the benefits of integrating digital technology into their production mix. It would be recalled that the launch of FESPA Digital Corrugated Experience reflects growing interest from both

Guarnori said that this was largely due to a dip in German visitors, although she highlighted that visitor numbers from Asia and the UK, for example, were up.

Guarnori said: "The feedback we've

Continued on page 27 >>

**SPECIAL FEATURE - FESPA 2018 POST SHOW REPORT - FESPA 2018 HAILED AS 'MOST INTERNATIONAL EVER'**

spaces, with Mimaki showing a prototype of its **first 3D machine** and Ricoh launching its **new direct-to-garment (DTG) printers**.

Specifically, Fujifilm focused on award-winning Acuity B1 modular system exhibited at the Global Print Expo 2018 area while it announced at the Digital Corrugated Experience in combination with Inca Digital displayed the Onset X platform to produce corrugated displays and packaging with all inherent benefits.

**Swiss Performance Chemicals** launched digital packaged solutions aimed at the sublimation transfer printing market and for outdoor blue back paper applications.



At the show, we saw digital production line for the transfer paper printing segment based on their Panthera S4 digital printing machine with their premium sublimation Sublim C+ inks amongst others. **Mutoh** also presented its **new 64" wide UV LED roll-to-roll printer - the ValueJet 1638UR (VJ-1638UR)** - a new addition



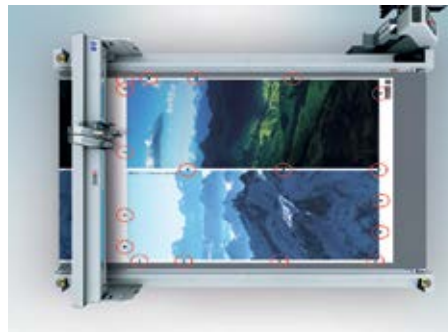
to Mutoh's existing ValueJet 1638UH hybrid UV LED printer which was acknowledged as the "best flatbed/hybrid printer up to 20 sqm/h" by the European Digital Press Association (EDP). **CANAPA Paper Technologies** also proved its power in sublimation printing by showcasing their **ShiningStar** and **Genesys Series** as well as 18 products at the show while **Ricoh** collaborated with **Bianchi** to drive creative innovation and display the power of print



including the DTG capabilities of the Ri 600 model.

**Mimaki** pulled out all the stops at FESPA 2018 to showcase their innovative solutions for the Industrial Textile, Sign Graphics and 3D markets.

Another noticeable 3D advocate is **Massivit 3D** which introduced new 3D printing solutions for visual communication applications with the



launch of its **Massivit 1500 Exploration 3D**



**Printer.**

As a Gold Sponsor, **Aleph** exhibited their latest developments in technology - **the LaForte Studio Paper 340** - an effective solution for sublimation paper on wide formats. **HP** also revealed rigid latex printing technology at **FESPA 2018** which enables latex printing on numerous surfaces including breakthrough - **the HP White Latex Ink** just as **Zünd** demonstrated the numerous applications of its workflow solutions and digital cutting systems.

Not forgetting both **Roland DG** that showcased widest range of advanced print and cut and UV-LED solutions (**the TrueVIS Print & cut** eco-solvent wide-format solutions) and **OKI** which demonstrated its large portfolio of Graphic Arts printers that included a special preview of their latest innovation like the new Pro9000 Series Envelope Print System for lucrative short-run envelope printing. Finally, **MS Printing Solutions** launched its new **JPK UV** with heavy stress on applications, as a major theme of the show, there were also new products from the likes of **Contra Vision** and **Senfa**.

**2019 & 2020 DATES PLUS VENUES ANNOUNCED**

**FESPA announced that the 2019 edition of the Global Print Expo will take place over four days from 14 to 17 May 2019 at the Messe München, Germany.**



The event will occupy six halls at the exhibition centre, covering screen, digital and textile

Continued on page 44>>



# COLOUR MANAGEMENT IN DIGITAL TEXTILE PRINTING

*At the heart of any print project is the desire to achieve the highest possible image quality, and especially getting the colours right. This COVER STORY shows you how.*

## Preamble

One of the most rapidly growing segments of digital printing is printed fabrics. As in every other area of digital printing this means that it won't only be textile production experts who will provide artwork for and initiate print projects on many types of fabrics. At the heart of any print project is the desire to achieve the highest possible image quality, and especially getting the colours right. But to get there all the involved parties need to cooperate fully, and each do their part to ensure a successful and pleasing result.

As with any printing technology digital print quality, and the colours that can be achieved, depends on three main factors: the print technology used, the inks and, not least, the substrate used. There are some technical factors to consider when it comes to image quality, and for pixel-based images (photos) the two major concerns are resolution and sharpness. The images need to be of a high enough resolution for the images to be scaled up. The rule of thumb says you need twice the resolution in terms of pixels per inch (ppi) relative to the screen ruling you will use in print.

In commercial print conventional screens are still common, and a screen ruling of 150 lines per inch (lpi) used to be very common, and while higher screen rulings are more common nowadays, an image resolution of 300 ppi is often stated as the required resolution for images. But in digital printing many types of screening technologies are used, and the calculation of necessary image resolution is not always as straight forward as it used to be. And if the printed product will be viewed at a distance, you may get away with a lower end resolution of the image, maybe down to around 100 ppi, after scaling. If in doubt, ask the print service provider what image resolution they recommend for the type of print you are planning.

Logos and other vector based artwork can be scaled up and down freely, and aren't restricted to a certain resolution as can be the case with photos. But this means that these types of images and illustrations need to be created using software such as Illustrator or similar, which defines the artwork as spline curves (often called line art or vector graphics).

## HOW MANY COLOURS DO YOU NEED?

Not all spot colours can be reproduced in the colour space available when using the CMYK process colours. The coloured cubes in the illustration represent single spot colours, while the inner sphere represents the colour gamut of offset print on coated stock. About 40% of the spot colours are found to be out of gamut, non-printable, in CMYK.

All printing devices are limited as to how many colours they can reproduce. So, when you plan your print production you will need to ask yourself what colours are most important in your artwork.

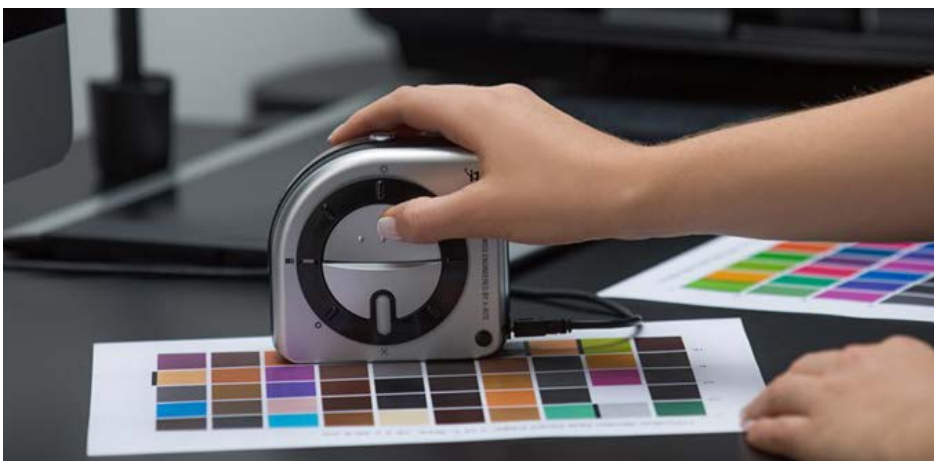
There are two main categories of printing inks used in the industry. For general use the inkset for process colours (Cyan, Magenta, Yellow and Black) is most commonly used to reproduce a reasonably large colour gamut of around 400,000 unique colours. But for brand colours, such as a specific logo colour, spot colours are used.

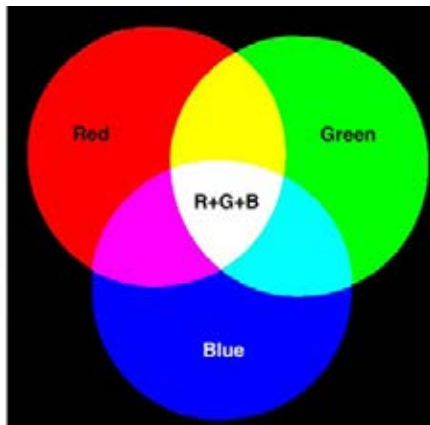
One of the most well-known manufacturers of spot colours is Pantone, which offers over 1000 special hues in the Pantone colour system. If you try and reproduce those special spot colours using CMYK you will find that only about 60% of the spot colours can be accurately colour matched using the CMYK ink set. So, if one or several spot colours are critical for your print, you will need to pay extra for the printer to use these special inks.

The problem is that few digital printing systems, if any, can load all the Pantone spot colour inks in the press. For this reason more and more printing systems have started to use what is called an extended colour gamut, which means that the traditional CMYK base colours are complemented with Orange, Green and Violet.

Using an extended colour gamut ink in the printing press, around 90% of the Pantone spot colours

**Continued on page 29 >>**





can be reproduced faithfully, depending on what substrates are used. If you have used the Pantone colour guides you will have noticed that they come in at least two base versions. One guide is printed on glossy paper, and will show the most saturated and rich colours. Another colour sampler is printed on uncoated paper, and the same colours will now look less saturated.

This is just how it is, a physical phenomenon, and every type of printing substrate has its limitation in terms of what colour gamut it can reproduce, given a specific inkset. So, if certain colours in your design are crucial for you, make sure the printer can reproduce them in a colour accurate way, and ask for printed, colour-accurate proofs beforehand, so you are not disappointed when you receive the final prints.

#### HARD OR SOFT PROOFS?

The beauty of using a digital printer for print production is that you can then normally use that printer as the proofing device. It should be possible to print an example of your artwork in the very same printer that will be used for the final print run. But there is a way to simulate the printed result on other digital devices, including a monitor. This is by using the ICC profile created to calibrate and characterise the digital press.

In applied colour management we handle both the Subtractive (left) and Additive (right) colour systems, as well as the special colours available when using spot colour ink setups.

This technology has been around for many years now. The International Color Consortium which introduced the technology was founded in 1993. But for some reason this colour management technology is not entirely understood or used in all parts of the graphic arts industry.

Correctly implemented it means that every device that is used to create, modify or reproduce colours can be calibrated and characterised using ICC technology. At the core of this is the ICC profile, the data file which describes what colour gamut the device is capable of reproducing. So, if you save your images (photos) in Adobe RGB, for example, you work in a colour gamut of around 1.2 million colours. If you save them as sRGB (very common in consumer cameras and images prepared for web publishing), instead, you work in a smaller colour gamut of around 800,000 colours. Every printing press has limitations for how big a colour gamut it can reproduce, meaning how many unique colours there are in its colour space.

A common reference colour gamut is the offset

gamut of colours printed on good quality coated stock, using standard CMYK process inks. This colour gamut covers about 400,000 colours. It may sound like this is far from sRGB or Adobe RGB but, since the primary colours for a monitor are RGB, while in print the primary colours are CMYK, the visual result is not so different because those two colour systems work in a completely different way from each other.

The monitor (and camera) colour system use an additive colour system, since different wavelengths of light are added to produce the colour by emitting light directly into the eyes. When all wavelengths are present at full strength, we perceive this as being white. In print however the CMYK colour system is based on a subtractive process, where light is projected to the surface, and then reflected through a thin layer of ink film.

When we add colours to the printed surface the reflected light will give the appearance of different colours depending on the mix. If all colours are present we get black (or almost black, because of impurities in the CMY pigments). So, we add a pure black ink and call it K because it is the "Key colour". It is also practical when printing black text.

There are some colours in the CMYK subtractive system which are not present in either sRGB or Adobe RGB, especially the saturated Yellows and Cyan. Visually however, the Adobe RGB colour gamut matches the gamut of high quality offset

quite well, and this is in part why the offset gamut is used as a reference colour gamut when using many other printing processes.

#### WHAT TO DO?

When you set up a proofing device, and this could be your own colour printer, you need first to calibrate it to a set status, for a certain type of paper. You will need a spectrophotometer to do this, but there are quite affordable solutions on the market, for example the X-Rite ColorMunki.

In order to colour manage print you need a spectrophotometer. One of the most affordable is the X-Rite ColorMunki, shown here. The ColorMunki can also be used to calibrate a monitor.

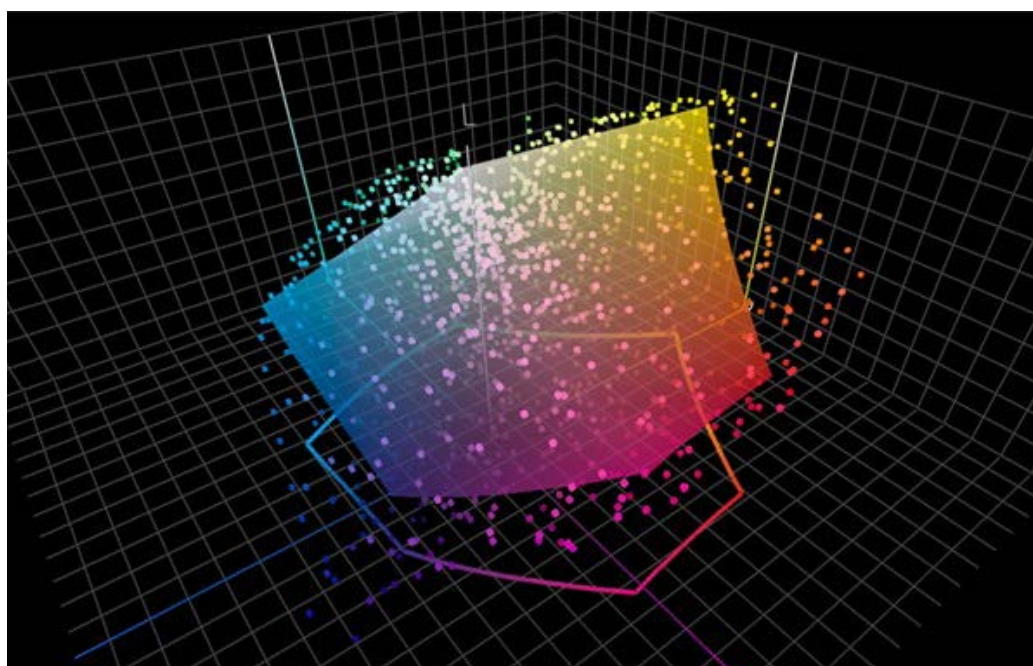
The ColorMunki can by the way also be used to calibrate your monitor, so you'll get a long way using it. After you have calibrated your device you print (or on a monitor project) several colours and measure them with your spectrophotometer. Those measurements are then used to create the ICC profile for the device.

When you apply colour management you use the necessary ICC profiles to either convert colours between colour spaces, or simulate colours on one device using the ICC profile for another device. Once you have understood how this works you can manage all colours in your printing project, and have serious discussions with your print service provider if you think that they should be able to manage the colours better.

If you use the Adobe Creative Cloud or similar one when creating your artwork, you can set the colour settings to use the correct ICC profiles to either make hard-copy proofs on your calibrated printer, or do what is called softproofing on your monitor.

From now on there shouldn't be any nasty surprises when you get the final prints because you have checked that the colours are what they should be early on in the process using hard or soft proofs.

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# Print Impact Around the World

## NEW HEIDELBERG DIGITAL UNIT BOOSTS E-COMMERCE BUSINESS



### HEIDELBERG

With the launch of the Heidelberg Digital Unit - HDU (<https://hdu.heidelberg.com>) - Heidelberger Druckmaschinen AG (Heidelberg) is realigning its e-commerce and digital marketing activities and is on course to achieve its goal of establishing the print media industry's leading digital ecosystem. The company's exclusive partner for this initiative is IoT (Internet of Things) specialist iQ! GmbH based in Munich. iQ! will give the HDU rapid access to digital expertise and both e-commerce and big data know-how.

The HDU's task is to create a single omnichannel platform that combines, harmonizes, and coordinates the company's various sales channels. The new digital unit also covers all marketing activities that focus on expanding and shaping the digital customer experience when initiating business and during ongoing customer contact. This means customers can expect consistent service across all functions at Heidelberg and advice on all products according to their specific needs. As well as expanding its e-commerce platform, Heidelberg will for its part benefit from efficiency gains when supplying consumables and services.

"We founded the Heidelberg Digital Unit to create a platform that gives our customers the world's leading digital ecosystem in the industry," says Professor Ulrich Hermann, member of the Management Board and Chief Digital Officer at Heidelberg. "In an initial step, customers can order and pay for all key consumables, services, spares, and wear parts required for print shop operation online on dedicated websites. We'll gradually be extending the portfolio in the direction of our new digital business models such as the subscription model," he adds

HDU develops digital value-added offerings from data knowledge

The Smart Print Shop that Heidelberg has been offering its customers since drupa 2016 is based on extensive software integration and connection of installed equipment to the Heidelberg cloud. This also represents a shift in the focus of customer relations. The one-time sale alone is no longer the key factor, but rather maximizing value added for customers over a lengthy period. This also means new sales and marketing requirements for Heidelberg together with segmentation and customization options.

The machines connected via the cloud and the data/software expertise provided by Heidelberg lay the foundation for the HDU to offer customers continuous service and additional benefits for which they are prepared to pay. This is also a way of observing and analyzing customer needs and satisfaction directly instead of relying on market research and customer surveys. In addition, using data and software not only to ascertain at any given time whether and how customers are benefiting from full capacity utilization, but also to predict print shop operating statuses forms the basis of the new Heidelberg subscription model under which customers only pay for usage, that is to say the number of sheets printed.

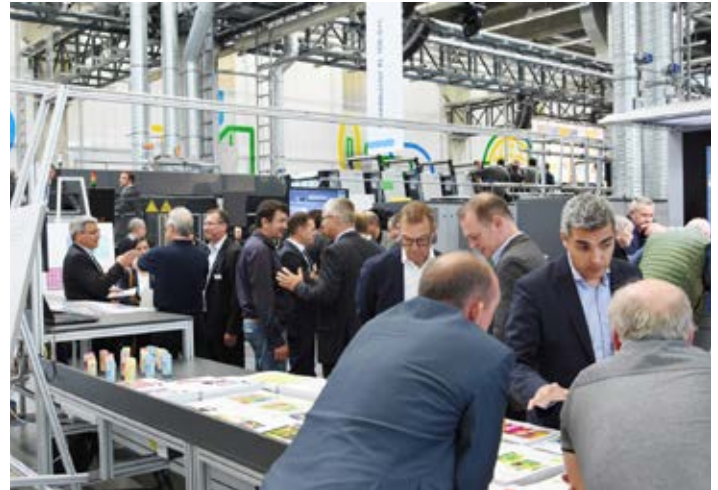
HDU start-up intended to significantly boost Heidelberg e-commerce sales. Organizationally speaking, the HDU is a subsidiary of Heidelberg at the Wiesloch-Walldorf site. It takes the form of a digital start-up with a modern workspace in an old factory building and harnesses synergies with the company's IT and software expertise at this site. Branches have already been established in China, the United States, and Asia. Heidelberg is looking to use the HDU to significantly increase its global e-commerce sales, which currently amount to EUR100 million. It is starting out with 50 employees and is set to grow quickly as e-commerce business increases. The digital start-up

will also appeal to a new generation of employees with its state-of-the-art working environment.

Rainer Wiedmann, the owner and founder of iQ! GmbH, is in charge of the HDU and also Chief Marketing Officer at Heidelberg. "We see Heidelberg as being ideally placed to create the print media industry's number one

ecosystem. The company's leading position on the global market and the executive management's commitment to the digital transformation are key factors in this respect. We're also contributing our experience from over 20 years of digital marketing, including the creation and operation of e-commerce platforms," he stresses.

## HEIDELBERG HOSTS PACKAGING DAY



### HEIDELBERG

More than 400 guests from all over the world attended the Packaging Day hosted by Heidelberger Druckmaschinen AG (Heidelberg) at the Wiesloch-Walldorf site.

Under the slogan "Think out of the Box", they witnessed the premiere of the Primefire 106 – what up until then was only available to see in customers' print shops and in the laboratory environment is now also installed in the Print Media Center Packaging, and thus completes the extensive demo range in the world's biggest demo center for packaging solutions. Heidelberg is the only manufacturer to integrate offset and digital printing including finishing

printing and provides answers to current and future requirements in the age of digitization. We make our customers more productive and therefore also more profitable," said Rainer Hundsdörfer, CEO. Packaging Day offered the visitors a platform for getting new ideas and inspiration for their current and future business models. Three information tours – "Packaging as you like"; "Operational Excellence"; and "Special Applications" – addressed the trends in the industry and provided a comprehensive presentation of the corresponding solution from Heidelberg.

In addition to demonstrating overall



via the Prinect workflow, and is opening up new business models for packaging printing.

"With this range, Heidelberg cements its position as the leader in packaging

solutions, special highlight shows engraved upon topics such as navigated printing in large format with the Speedmaster XL 145 six-color press with coating unit. The topic of postpress

Continued on page 32>>

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

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# Print Impact Around the World

packaging showed economical solutions for postpress requirements. The Primefire 106 also had its own

exhibit on the topic of industrial digital printing.



## ROLAND'S TEXART SBL3 DYE-SUBLIMATION INKS EARN CHROMALUXE CERTIFICATION FOR OUTDOOR DURABILITY



### Roland

Roland DGA's Texart SBL3 dye-sublimation inks earned certification from ChromaLuxe for outdoor durability. This certification assures users that they can expect optimum quality and durability when transfer graphics are printed with Texart SBL3 inks and sublimated to ChromaLuxe EXT (Extended Life) UV-resistant photo panels.

In addition to the certification, Chromaluxe is backing up the UV resistance and expected outdoor life of graphics printed with Texart inks and transferred to ChromaLuxe EXT with a two-year warranty on photography-based output and a three-year warranty on signage-based output.

This certification from ChromaLuxe applies to all standard Texart SBL3 inks, which are available in 4-color

or 8-color configurations with CMYK, Light Cyan, Light Magenta, Orange, and Violet. Designed to bring out the best in Roland's advanced Texart RT-640 and XT-640 dye-sublimation printers, SBL3 inks are ideal for creating vibrant sublimated signage, apparel, accessories and hard goods. In addition to producing rich, durable graphics, these water-based, fast-drying inks contain a high concentration of dyes, which allows for reduced ink usage while retaining maximum vibrancy.

"The ChromaLuxe certification and warranties provide assurance to Texart series users that their graphics sublimated to ChromaLuxe EXT panels will stand up to powerful UV rays and the elements," said Lily Hunter, Roland DGA product manager, textiles and consumables. "They get the best of both worlds – colorful, vibrant graphics and the very best outdoor durability possible."

## HEIDELBERG PRESENTS NEW VERSAFIRE EP HIGH-PERFORMANCE DIGITAL PRINTING SYSTEM

### HEIDELBERG

The Versafire EP is based on the platform of the Versafire CP and has been systematically enhanced for the needs of customers in the graphics

industry. Like the recently introduced Versafire EV, which was released March 20, 2018, the Versafire EP has been developed for flexible production and maximum performance.

Continued on page 38 >>

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# FUJIFILM HAS WORLD-LEADING INKJET MACHINES THAT ENABLE DIVERSE RANGE OF APPLICATIONS.



had an open house and the turnout was impressive. Our price has been pocket friendly but the exchange rate is quite discouraging.

### WHAT OTHER PRODUCTS ESPECIALLY IN OTHER SECTORS SUCH AS LABEL AND PACKAGING YOU'LL BE OFFERING THE MARKET AND WHY?

We intend to transform flexo printing sector with our award-winning Illumina LED Retrofit System. Fujifilm new Illumina LED retrofit system converts any traditional UV or water-based flexo press to UV LED curing and delivers incredible productivity and cost-saving benefits. UV LED flexo printing uses light-emitting diodes to convert electrical current into light without producing equipment-damaging and potential health-compromising ozone emissions. Gone are the noisy exhaust fans and oppressive heat

exhibited by traditional UV flexo presses. In addition, no more UV ink odour or mercury bulb disposal worries. Fujifilm Illumina key features include the ability to run high-shrink films with no chill rollers; reduced energy cost by 86% to 90%; and lower maintenance costs with LED lamps that last 20,000+ hours compared to 1,000 hours for mercury lamps.

### SERVICE IS A MAJOR FACTOR FOR ANY INVESTOR ACQUIRING NEW MACHINE: HOW DO INTEND TO SERVICE YOUR CUSTOMERS ACROSS THE COUNTRY NOT ONLY IN TERMS OF SPARE PARTS AND OTHER ACCESSORIES BUT ALSO CONSUMABLES, TRAINING OF OPERATORS AND 24/7 BACKUP?

We have factory trained engineers on ground 24/7. We also have enough supply of parts, consumables and online support by Fujifilm South Africa because our machines are digitalised to diagnose any fault remotely. So no problems at all!

### CAN YOU BRIEFLY LET US KNOW HOW YOU STARTED?

We started as an IT company. We serve a lot of medical companies with Fujifilm products. Fujifilm has a philosophy; they won't sell a product without support. We are already in I.T support for over 10years. We understand support services and that's why we were given the franchise in the first place. It has been a profitable journey so far.

### WHAT ARE THE INITIAL CHALLENGES AND HOW DID YOU COPE?

The major challenge we had was the foreign exchange rate to Naira. Most of the time, you have to pay 100% before orders are fulfilled. But we have been opportuned to work with Fujifilm that always help to accommodate our peculiar market with invaluable support and technical backup.

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

Interest rate was as high as 34%. Sourcing of capital for investment

was the major challenge last year. Majority of business owners in Nigeria do not have the cash to acquire needed machines that will help them work optimally and contribute to the economy. This is the area where the Federal Government must come in with an Intervention Fund for the industry.

### WHAT ARE YOUR PLANS FOR YOUR CUSTOMERS THIS YEAR?

We are going to be sensitizing the market on our wide range of graphic products. What they can do and how we can help them achieve their business objectives this year. We are also going to the offering our customers flexible payment plans where they pay minimum amount and spread the balance without any interest attached.

### ARE YOU OFFERING ANY INCENTIVES?

Apart from the above mentioned, we are also offering our customers 24/7 after-sales support. We have highly trained engineers who are ready to solve their problems. We are also backed up by Fujifilm South Africa either remotely or physically. We are just 6hours away from each other.

### THANK YOU FOR YOUR TIME SIR.

You're welcome.



Illumina LED Retrofit System



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We provide you with an  
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vital insight



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## AccurioPress C3070/C3080

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# NUKREATIONZ OFFERS UNIQUE STRUCTURED PAYMENT PLAN FOR NUMAC CTcP BUYERS

## ...NOW ONE-STOP SHOP UNDER ONE ROOF



**MD/ CEO Mr. Tosin Shofu**

Official Business to Business Partner for Nigeria and West Africa of NUMAC Computer to Conventional Plate (CTcP) machine manufactured by Shenzhen Yintech Co. China - Nukreationz Printing Solutions LTD is offering both present and intending customers structured payment plan that ease procurement of its high quality and value-driven NUMAC CTcP machines.

According to the Managing Director of Nukreationz Printing Solutions LTD - Mr. Tosin Shofu, WHERE To Print gathers that the structured payment plan is specially designed to make acquisition of brand new NUMAC CTcP possible with peace of mind noting that; "when investors are not constantly harassed by lenders on debt payment but have a well-structured payment plan that is workable and favourable to both parties, they will devote their energy and time on growing their businesses and in return have peace of mind". Though observers believe this is not the first time structured payment plan has been introduced

in the market without much success, WHERE To Print gathers that the uniqueness of Nukreationz structured payment plan is banking on an extensive discussion with their customers, in-depth market research and the company's experience in the industry.

WHERE To Print also gathered that Nukreationz payment plan has taken care of all grey areas especially in terms of cash-flow projections, peculiar market forces and mutually agreed payment plan by parties concerned. According to Mr. Shofu; "we don't just introduce this into the market, we have done our home where our integrity and quality service delivery speak for us. Again, our terms and conditions are very easy to fulfil. We will make it easy for you to have your own brand new CTcP without stress but with peace of mind knowing fully that we are not just selling your our machine but your are one of our most valued customers that we will support with after-sales service, spare parts and consumables. This is because



In a related development, Nukreationz Printing Solutions Limited digital, commercial offset and printing machine sale of its flagship brand – NUMAC CTcP is now under one roof situated at the popular WHITE HOUSE 33, Shipeolu Street, Opposite Akeju Street, Shomolu, Lagos. WHERE To Print gathers that the move is to ensure seamless and improved service delivery in a conducive and friendly environment. "Being under one roof in a serene, easily accessible part of Shomolu, Lagos is another way to strategically affirm our commitment to the industry. We are here for the long run and we take our

customer satisfaction as a priority" explained Mr. Shofu while disclosing that the inauguration of the one-stop office will take place on Nigeria's politically significant date of June 12, 2018. WHERE To Print will bring you exclusive report plus images of the event in our next edition.

It should be noted that NUMAC CTcP machine which was first unveiled and introduced to the Nigerian print market at last year's PROPAK West Africa 2017 has sold more than four machines so far. And with the introduction of the flexible structured payment plan, observers believe more than ten brand new NUMAC CTcP Machines would be installed before the end of this year.



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# Print Impact Around the World



Both machine models from Heidelberg feature the Prinect Digital Frontend (DFE) and an intuitive user interface that simplifies prepress work. The Prinect DFE uses the Heidelberg renderer technology for the production of digital and offset printed products.

This seamlessly optimizes consistency of color and form between the two production methods.

"With the machines from the new Versafire generation, we offer our customers in commercial printing exactly the right solution for their applications," said Stephan Plenz, member of the management board responsible for digital technology at Heidelberg. "The Versafire EV comes into its own in creative applications with

many spot colors, while the Versafire EP is the high-performance machine for high volumes."

The Versafire EP is available as a four-color press with redundant toner supply and technology geared towards stable, safe, efficient, and reliable production. It will be available in Europe from June, with other markets to follow soon afterwards.

The Versafire EP produces 115 or 135 A4 pages a minute, and can process papers up to 450 g/m<sup>2</sup>. The automatic inline calibration ensures maximum color consistency and there is now a mechanical lateral register for the inline register, which ensures the best possible register accuracy.

## OKI URGES NEW INVESTMENT IN DIGITAL PRINT



# OKI

PRINTING SOLUTIONS

OKI has issued a call for start-up businesses in the print industry carefully invest in the right technology if they are to succeed with their venture.

Citing a recent GEM national report, OKI said that more than 100-million start-up companies are launched every year, which equates to approximately three start-ups every second.

Pamela Ghosal, General Manager, Marketing Communications at OKI Europe, said with a growing influx of new companies, new markets are constantly emerging, and in order to

take advantage of this expansion, proper investment is critical. There are increasing opportunities for print businesses and investing in digital print is the obvious route to profiting from these opportunities," Ghosal noted.

"Often, existing and long-established businesses are vulnerable to start-ups stepping into their markets and taking their business. For print businesses however, this means that there is a constantly growing pool of potential customers from both new and existing businesses pushing strong marketing activity in order to compete.

"The ability to print high quality, eye-catching materials affordably means print businesses can attract customers with impactful marketing collateral. This

is only achievable through the adoption of new innovations in digital print."

Ghosal also spoke about the importance of personalisation with customers and how ongoing development in the digital print sector is allowing companies to take on work they perhaps would not have been able to in the past, which in turn is enabling them to meet challenging client demands.

"Gone are the days of huge volume printing or generic content," Ghosal said. "Customers expect a more personalised approach when we communicate with them. Continuous development in digital printing means

new investments are inevitable as businesses strive to do more with less.

"OKI's digital LED printers are capable of handling a huge variety of media types, sizes, weights and formats with a minimum volume of one, the opportunities for personalisation are endless."

OKI showcased some of its latest technologies such as the new Pro9000 Series Envelope Print System, alongside its range of ColorPainter large-format printers such as the ColorPainter E-64s and the ColorPainter M-64s at the FESPA Global Print Expo 2018 in Germany.

## HEIDELBERG REITERATES GROWTH TARGETS DESPITE SALES SLIP



Heidelberg Chief Executive Rainer Hundsdörfer has described his €3bn turnover target as "increasingly within our grasp", despite the group posting a drop in sales its preliminary results.

For the 2017/18 financial year ended 31 March, group sales were €2.42bn (£2.13bn), down €104m on the prior year. Heidelberg said this was mainly due to negative exchange rates, "and the deliberate avoidance of trading activities in low-margin remarketed equipment".

Incoming orders were €2.588bn (2016/17: €2.593bn), which the company said was encouraging in a post-Drupa year. Hundsdörfer said the business had made "excellent progress with its digital transformation" during the period. "Both our new subscription model and the new digital presses are in high demand. Given that this will be reflected in the company's sales and result to an ever-greater extent in the years ahead following the current start-up phase, our medium-term targets will be increasingly within our grasp," he said.

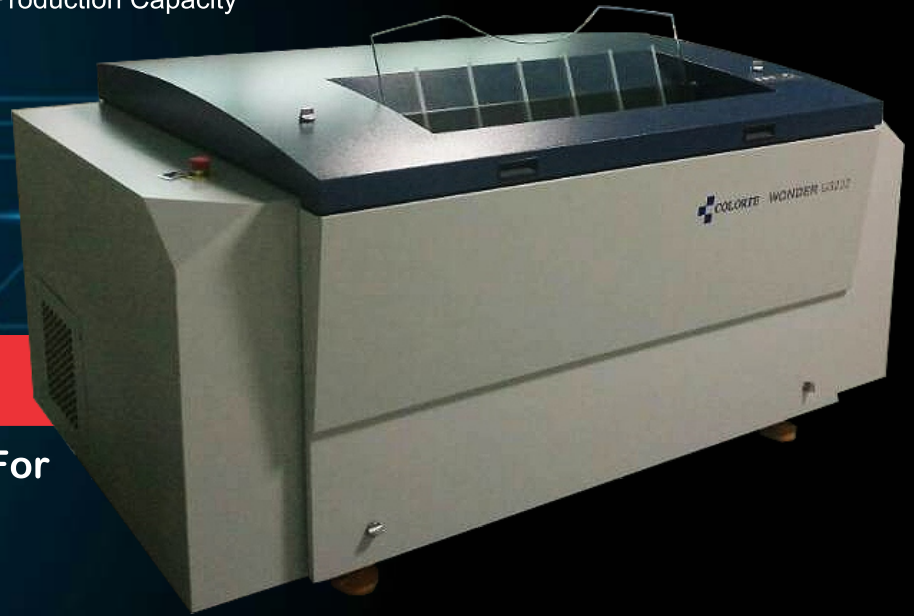
EBITDA slipped from €179m to €172m, while restructuring costs were €16m. Net profit after tax was €14m, once a €25m charge due to the US tax reform charges was taken into account. Without the US charge the net profit would have been €3m higher than the prior year's figure of €36m. Heidelberg reiterated its goal of achieving a net profit after tax of over €100m by 2020.

The manufacturer stated that it had in excess of 30 customers in its sights for its new subscription model, which should generate circa €150m over the five-year business model of the subs offering. In addition, the Primefire and Labelfire digital presses have now entered series production, which is expected to deliver "an increasingly positive impact on sales". Chief Financial Officer Dirk Kaliebe also said that the firm remained on the lookout for further potential acquisitions on the back of the revamp of its finance facilities. Heidelberg shares slipped by 2% to €3.19 after the announcement.



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# PROPAK WEST AFRICA 2018 SOLD OUT!



## PROPAK WEST AFRICA 2018

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PROPAK West Africa sold out completely in June ahead of its 2018 edition in September.

Organisers of West Africa's largest packaging, plastics, processing and printing exhibition – PROPAK West Africa - Afrocet Montgomery - have

confirmed stands for the upcoming event have all but sold out. With over 89% of the floor already allocated to various industry brands, all eyes are on the show to deliver what will be the biggest edition to date.

With the likes of Heidelberg, Afra, Skysat, Kronos, Snetor Chimie, Piovan, Beaumont Aromatics and Pan-Asia Tech confirmed, the news is of no surprise to organisers following the year on year growth trends the show has experienced. Since the inaugural show in 2014, the number of companies represented has grown by 68% to 160 exhibitors.

In a statement to the press, George

Pearson, Regional Director for Afrocet Montgomery said; "We are extremely happy with the show's progress so far, with four months to go we are confident the exhibition will completely sell out. We are working hard to bring to life new features and a world class conference program to ensure that September exceeds expectations for all in attendance."

When asked if there is a reason behind this success, Mr Pearson

...networking activities @ some of the exhibitors stands during PWA 2017 Continued on page 41 >>



From page 40 >>

## PROPAK WEST AFRICA 2018 SOLD OUT!

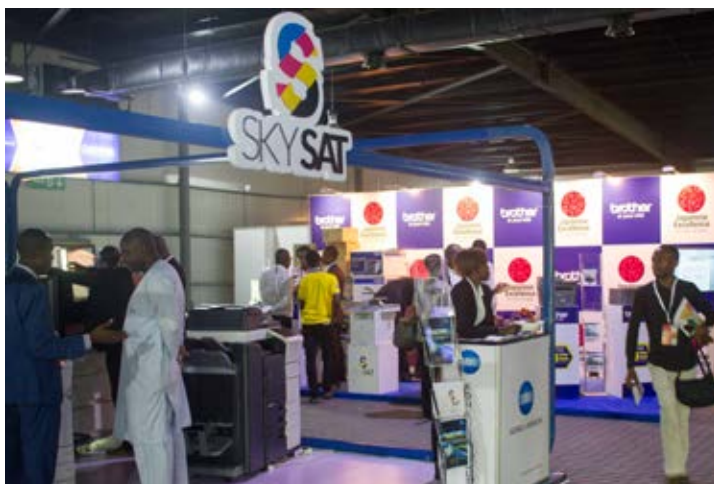
answered; "New consumer trends and the continued growth in the manufacturing sector in Nigeria and across West Africa have had a significant impact on the printing and packaging industry as a whole, which I think is reflective of why so many businesses are keen to participate. Our show will look to promote innovative print and packaging solutions, discuss key issues around market trends and provide tactile advice for industry members."

The show is expected to draw 4,000 visitors over the three days from more than 30 countries

worldwide. With onsite networking events and the conference bolstering the added value of PROPAK West Africa, this year's show will offer unparalleled trade opportunities for all attendees. One of the prominent draws will be the conference, hosting daily free-to-attend sessions with leading experts discussing the latest issues affecting the market and providing exclusive insights. The schedule for this conference is expected to be announced in the coming months.

Taking place from 18 to 20 September 2018 at the Landmark

**Continued on page 42 >>**



From page 41 >>

## PROPAK WEST AFRICA 2018 SOLD OUT!

Centre in Lagos, Nigeria, PROPAK West Africa will bring together senior packaging and print professionals from across the region. Limited stands are still available and those looking to book should contact [Othello.Rolet@montex.co.uk](mailto:Othello.Rolet@montex.co.uk) for more details and the show brochure.

Entry to the show will be free; you can register online in advance to avoid queueing on the day. Online registration has not yet opened, but you can sign up to receive show updates so you don't miss anything via the website – [www.propakwestafrica.com](http://www.propakwestafrica.com)



...networking activities @ some of the exhibitors stands during PWA 2017



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printing, and will also be co-located with European Sign Expo 2019. FESPA exhibitions have previously taken place in Munich in 2005, 2010 and 2014. Munich is a major international business hub, with good air, rail and road transport links and a wide range of accommodation and hospitality options.

**In a related development, the 2020 event will return to Spain, this time to Madrid, with dates confirmed from 24 to 27 March 2020.**

To be held at Fiera de Madrid, FESPA 2020 will also cover screen, digital and textile printing and will be co-located with European Sign Expo. The Spanish capital is the third largest city in the European Union and offers excellent international air links, with Madrid-Barajas Adolfo Suárez Airport located just 12 kilometres from Madrid city centre and in close proximity from the exhibition centre.

Roz Guarnori, Exhibitions Director, FESPA, comments: "After three successive years in Germany, we are looking forward to moving back to a Southern European host city in

2020. Madrid was a clear favourite among exhibitors and visitors when we canvassed their opinions on preferred cities for a FESPA event. This enthusiasm for the host city, combined with the success of the FESPA Digital event in Barcelona in 2012, makes us confident of delivering a compelling event in Spain in 2020.

"Spain features strongly among the leader board of visitors to FESPA Global Print Expo events and we have strong support from our national Associations in Spain, Portugal, France and Italy. These Associations collaborate annually to deliver a Southern European Congress, the next edition of which takes place in Lisbon, Portugal in June 2018. This popular educational and networking event will provide FESPA with a superb platform to gather regional insights that will help us to inform the development of the 2020 content programme to meet the specific needs of the region's print service providers."

**For more information on FESPA visit: [www.fespa.com](http://www.fespa.com)**





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## FESPA PRINT CENSUS 2018

### DIGITAL TECHNOLOGY INVESTMENT

# 54%

OF TECHNOLOGY BUYERS SEE INCREASED PRODUCTION CAPACITY AS THE REASON FOR INVESTMENT

### 1 in 3 BUSINESSES PLANS TO INVEST IN SOFTWARE TO IMPROVE QUALITY CONTROL

EXPECTED INVESTMENT IN DIGITAL OUTPUT TECHNOLOGY IS **43%** HIGHER THAN IN 2015



# 2018 PRINT CENSUS CONFIRMS POSITIVE OUTLOOK FOR PRINT

FESPA 2018 Print Census, conducted in partnership with InfoTrends, a division of Keypoint Intelligence, reveals strategic responses to escalating demands in print which further confirms the power of print.

Statistically, 1405 respondents were surveyed, representing a 12% increase over the last Print Census published in May 2015. Respondents were from 102 countries, giving a significantly broader geographical reach than the 2015 research (+59%), with data collected throughout 2017 at FESPA events and from Association members in Europe, Eurasia, Mexico, Brazil, Thailand and South Africa.

The latest Print Census collated data from a diverse range of print businesses defining their business focus as: digital printing (17%); screen (15%); sign and display (10%); textile fabric and direct-to-garment (10%); commercial print and reprographics (13%); graphic arts and creative (11%); and packaging (4%).

**KEY 2018 PRINT CENSUS FINDINGS**  
Analysing the data, the key trends revealed by the 2015 research are just as strong in 2018, and in many cases are even more prevalent, fuelled by continued economic recovery and the positive impact of technology in support of mass-customisation:

**1. OPTIMISM**  
The optimism in the 2015 responses

is reinforced in 2018; 83% of respondents state that they are optimistic for the future of their business (2015: 80%). This is well-founded, with business from digital wide format continuing to grow, and respondents reporting CAGR of 4.2% since 2007. Today, digital output represents 44% of total revenues, and is forecast to grow to 53% of turnover within 2 years.

**2. CUSTOMER DEMANDS**  
Print's ongoing redefinition as a customer-driven service industry is even more pronounced today than three years ago, as businesses meet the continued trend to mass customisation. 72% now report increasing demand for fast turnaround, 61% see growing requirement for short runs and 59% observe rising expectations of just-in-time delivery (JIT).

**3. EVOLVING WIDE FORMAT PRODUCT MIX**  
Today's sign and display applications landscape is dominated by banners; 68% regularly produce these and half of respondents see continued growth potential. Signs and billboards maintain their 2015 position among

the top applications being produced by respondents.

POS/POP displays are gaining traction, with 59% of businesses experiencing growth in this area. More than half of businesses are also producing more self-adhesive applications, including wraps, vehicle graphics and decals, as they take advantage of continuous developments in digitally printable self-adhesive media.



The continued growth of printed décor applications is evident, with 74% of respondents today identifying wallpaper and interior décor as a growth area for their business.

**4. DIGITAL TECHNOLOGY INVESTMENT**  
Print businesses continue to respond to sustained customer demand for fast turnaround, short runs and JIT delivery with strategic digital technology investments.

In the face of volume growth, increased capacity is now a key investment priority. 54% of respondents cite this as their main motivation for capital spend (2015: 34%). Cost reduction is a factor for 53%, while diversification into new markets and product offerings remains a focus of investment for 53% of those surveyed.

The research also reveals increased investment focus in areas impacting customer satisfaction and

consistency. 34% plan to invest in quality control, 28% in web to print, and 27% each on cloud-based content management and colour management, supported by training spend.

Established patterns of technology evolution continue in 2018, with revenue from UV, latex and direct and dye sublimation growing, in contrast to declining use of solvent, aqueous and analogue technologies. 27% of 2018 respondents, in the sign and display segment, plan to buy a UV-cure inkjet printer (flatbed or hybrid), with a further 18% planning UV roll-to-roll or latex investments.

Productivity is the dominant buying criteria, with 63% citing faster speed as the key attribute in a new printer. The mean investment level in sign and display is 43% higher than in 2015, at Euros 144600.

**5. TEXTILE**  
The 2018 Print Census was developed to arrive at a more detailed picture of the growing textile segment. Respondents include screen print businesses with a focus on textile applications, dedicated textile producers and direct-to-garment businesses.

Garment products dominate across all textile businesses, with sports apparel, textiles for garments and fast fashion topping the growth applications 'leader board'.

Digital adoption for textile is slower than in other segments; across all textile-related segments, production is still dominated by analogue processes. However, among printers focused on textile, 56% have made digital investments, and 19% plan to do so in the next two years, aiming to reap the

Continued on page 48 >>

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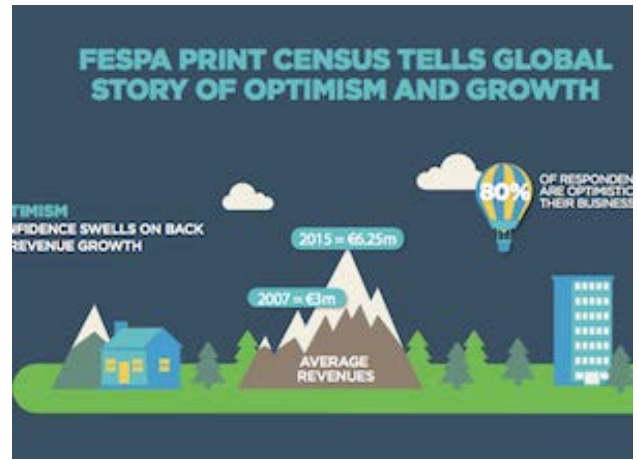
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# FESPA PRINT CENSUS



benefits of reduced time to market, customised creative collections, prototyping, and a positive impact on environmental footprint by reducing water and energy consumption.

Production speed is an investment priority for 69% of textile respondents, and 55% want the ability to print directly onto untreated materials. These investments are motivated by brand owner demand for time-sensitive production that delivers supply chain improvements such as waste reduction, optimises response to seasonal peaks and enables local delivery.

Screen and textile printers expect digital's contribution to textile printing revenues to grow by 12% in the next two years.

## 6. ENVIRONMENTAL DEMANDS

The 2018 Census question set was expanded to acquire up-to-date insights into the importance

of environmentally sustainable production.

Responses show that environmental investments are heavily influenced by customer expectations regarding sustainable manufacturing and materials. 76% say that customer demand for environmentally responsible products is shaping business strategy, with more than one in five stating that it is a major influence.

32% of those surveyed have responded by using energy-efficient or environmentally certified equipment to satisfy client demand, with other responses including training on sustainability, use of VOC-free inks and recyclable media, and end-of-life recycling programmes.

72% of PSPs have been able to invest in sustainability without increasing prices, which has preserved sales and maintained price

competitiveness.

FESPA Executive Director Sean Holt comments: "Reviewing the 2018 Print Census findings, we're delighted to again see such a buoyant global community of print businesses enjoying sustained growth and responding by expanding capacity, as well as differentiating themselves with new products and services. The findings display continued commitment among PSPs to understanding and meeting the evolving expectations of customers. Businesses are pursuing customer-centric development strategies, underpinned with planned technology and training investments."

Holt concludes: "The FESPA Print Census is particularly meaningful as a piece of market intelligence because it reflects the commercial reality for some 1400 print businesses. We believe that this 'grass roots' insight, complemented by other FESPA

research initiatives into key growth opportunities, can provide tangible benefit to our members by helping them make well-informed decisions to support their long-term growth."

"For the better part of a decade, FESPA has cemented its position as a thought leader in the industry by its continued investment in research", comments Ron Gilboa, Group Director, Production Technology at Keypoint Intelligence. "The 2018 Print Census findings will support FESPA members as they plan their future business strategy, while also guiding the global speciality community on the key growth areas in the industry and reinforcing FESPA's role as a source of timely information for innovators worldwide."

**The full 2018 PRINT CENSUS REPORT is available free of charge to members of FESPA National Associations or to FESPA Direct Members. The cost of the full report for non-members is EUR 2000.00.**



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### Speed Digital Print

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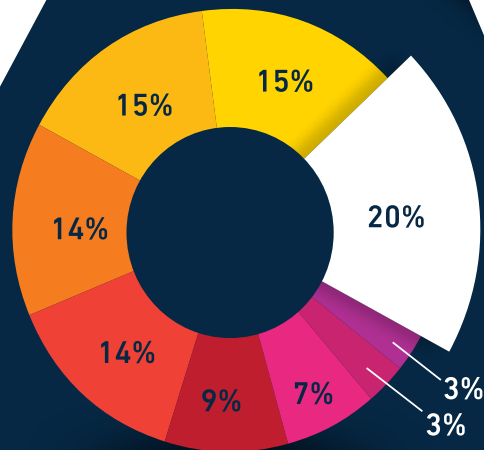
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