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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.
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# To Readers

By Joju Adekanbi | [jojuadekanbi@yahoo.com](mailto:jojuadekanbi@yahoo.com) | 0803 862 9114

## WE THANK YOU!

Over the years, we've witnessed ups and downs, highs and lows, prosperity and recession, in a volatile economy such as ours in Nigeria but in all, we've learned overtime that in overcoming business challenges, one should take cognizance of the peculiar nature of the market, the target audience and the polity. That is why in understanding these elements; we at WHERE To Print also believe that we must recognise the unflinching support of our customers, partners, suppliers, and other strategic stakeholders that have (and still are) helped us achieve our purpose. On this, from the very bottom of our hearts - **WE THANK YOU!**

### GIVING BACK

By the 4th of next month (November), we will begin the count-down to WHERE To Print magazine 10th Anniversary Celebration. To us, it's really not enough to just say thank you without giving back to the industry we benefitted tremendously from. Having interviewed different strata of stakeholders on the needs in the industry, and by observing the trends, we've come up with **WHERE TO PRINT MENTORSHIP** Programme

dedicated to nurture and grow great dreams in the industry. On this CSR Programme, participants will be given: unlimited 24/7 access to mentors (specially selected); invited to networking functions and exhibitions; trained on ethics, professionalism, managing finance amongst other numerous benefits. If interested to join us, I'm just a dial away - **0803 862 9114** (also WhatsApp) or email: [jojuadekanbi@yahoo.com](mailto:jojuadekanbi@yahoo.com)



### ANOTHER GOOD NEWS....

It's also good to let you know that from this issue, WHERE To Print is now FREE! We actually started WHERE To Print about a decade ago as a free print trade magazine. Now, we've looked though, observed and experience the dynamics in the industry with lots of uncertainties but obvious positive change on

the horizon. We're prepared and ready. Just get your courier to pick a copy or copies for yourself and colleagues. Your invaluable print trade companion is indeed FREE!

### BACK TO THIS EDITION

We start this edition loaded with latest information from around the world and Nigeria in our regulars: **PRINT IMPACT AROUND NIGERIA** (from page 10) and **PRINT IMPACT AROUND THE WORLD** (from page 12). There are also **SPECIAL FEATURES** on technical topics and happenings in the industry



WHERE To Print Team

Continued on page 10 >>

### FLEX

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From page 9 >>

such as **CBN GUIDELINES FOR ACCESSING REAL SECTOR SUPPORT FACILITY (RSSF) THROUGH CRR AND CORPORATE BONDS** (on pages 24 and 26), **TWO SIDES RELEASES INFOGRAPHICS FOR PRINT SUSTAINABILITY** (on page 40) and **STAKEHOLDERS CANVASS FOR FUNCTIONAL PAPER INDUSTRY** (on page 46).

Significantly, this issue exclusively reports all local and international print and allied industry exhibitions in **POST SHOW REPORTS** such as the just concluded **FESPA AFRICA 2018** in Johannesburg, South Africa; **PRINT 18** in Chicago, USA; **NIPEX 2018** in Lagos, Nigeria and of course **PROPAK WEST AFRICA 2018** also in Lagos, Nigeria in a series of **SPECIAL FEATURES** titled: **FESPA AFRICA 2018 HAILED A MAJOR SUCCESS; PRINT 18 IGNITES INDUSTRY; PRINT BUSINESS: INNOVATION & PROFITABILITY; and PROPAK WEST AFRICA 2018 EVOKES OPTIMISM IN THE MARKET**

respectively from page 22 to 50.

With these trade-specific exhibitions, you may be mooting the idea of investing in a machine or the other. That's a good thing to do but as you know us at WHERE TO Print, we strive to always give you the best possible options to influence your purchase decisions. That is why the focus of this edition's **COVER STORY** (from page 28) is aptly captioned: **IS OUTSOURCING RIGHT FOR YOU?** It offers you the invaluable information on the Pros and Cons of outsourcing versus buying new equipment. It's a **MUST READ** if you're thinking on investing in a new press! Flip over and enjoy the read!

As I leave you to savour this edition, I will like to use this opportunity to again thank you for supporting us over the past 9 years. We as a Team cherish your patronage and continuous positive criticisms.

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.	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:**  
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## Print impact around Nigeria

### FC COMMISSIONS LARGEST BREWERY IN WEST AFRICA



The Federal Government of Nigeria has commissioned multimillion dollar brewery plant, the largest in West Africa, at Orile Imo Community in Obafele Omode Local Government Area of Ogun State, South West Nigeria.

President Muhammadu Buhari, while inaugurating the plant, restated his Government's commitment to securing business environment so that foreign direct investment (FDI) could flow into the country as he also noted that the impact of the N90 billion world-class plant would not only

reverberate across the economy but also positively affect the life of the people and development of the host State - Ogun – the host. Buhari who was represented by the Secretary to the Government of the Federation – Mr. Boss Mustapha, also thanked Ogun State Government for creating the enabling environments for investors.

Plant creates 600 direct and over 2000 indirect jobs WHERE To Print gathers that the plant has created 600 direct and over 2000 indirect jobs along the value chain

particularly in the print labeling and packaging sectors which is a major boost to employment generation in the country. The impact of the brewery will also cut across various sectors of the economy, ranging from agriculture, manufacturing to haulage services as it will also boost activities in the Small and Medium Enterprises

(SMEs) sector.

As the sixth largest listed company on the Nigerian Stock Exchange (NSE) with N275 billion market capitalisation, the impact of the brewery christened 'Gateway Plant', will no doubt be felt across all cadres in the Nigerian economy.

### INDIGO AWARDS FUJIFILM ON REGULAR SUPPLY OF CHEMICALS AND PAPERS



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businesses in Nigeria. The award which was presented to Fujifilm at world's biggest photography event - Photokina in Cologne, Germany by Indigo Digital Press boss - Otunba Antony Issac was equally received on behalf of Fujifilm by Fujifilm Director General Adjoint - Mr. Masato Yamamoto.

Continued on page 14 >>



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# Print Impact Around the World

HEIDELBERG INVESTS IN DIGITAL POSTPRESS  
WITH TAKEOVER OF MBO GROUP



## HEIDELBERG

Heidelberger Druckmaschinen AG (Heidelberg) is taking over the international MBO Group in a bid to further expand its offerings in the growing market of postpress operations for digitally printed products.

The move will also see the company gain access to new customers in the pharmaceutical industry and add mailing system offerings to its offset portfolio. This decision highlights the company's strategic focus on consistently aligning its portfolio and new business model with the growth segments of digital and packaging. Furthermore, Heidelberg aims to use

this extended offering to tap into new customer groups for its entire product portfolio.

"The planned takeover of the MBO Group enables us to attain further sustainable and profitable growth by leveraging new technologies and customer segments," said Rainer Hundsdoerfer, CEO of Heidelberg. "By acquiring MBO's digital portfolio, we are closing a gap for our customers and helping them achieve a smooth industrial process in the digital future. We also expect to see synergies in our own value added chain, which will bring about tangible benefits for customers, too."

The acquired operations account for a sales volume of around €50 million and will see Heidelberg expand its postpress offerings. The acquisition involves, among other things, taking over the sites in Oppenweiler and Bielefeld, Germany, and the production site in Perifita, Portugal, which employ a total of approximately 450 staff. Besides the German sites, the efficiently structured site in Portugal opens up particularly interesting opportunities for the entire Heidelberg Group.

"Even when postpress operations

are running efficiently, there is still huge potential for boosting productivity throughout the entire print shop," claims Stephan Plenz, Member of the Management Board responsible for Digital Technology. "The takeover is another important step in offering our customers a comprehensive portfolio that generates value and covers everything from technology and consumables right through to service."

**Strong MBO Brand to Be Retained**  
The MBO brand is well-established on the market and its technology complements the Heidelberg product range well. Continuing to expand offerings together will optimize the portfolio and supply chain, while leveraging the MBO dealer and service network will also result in mutual benefits. Overall, the acquisition is set to create a better basis for unlocking shared potential for future-focused developments that are geared toward market demands.

The planned takeover of the MBO Group is another strategic step for Heidelberg as it seeks to secure its future by pursuing continuous innovation for the benefit of customers. The aim is to increase productivity

Continued on page 19 >>

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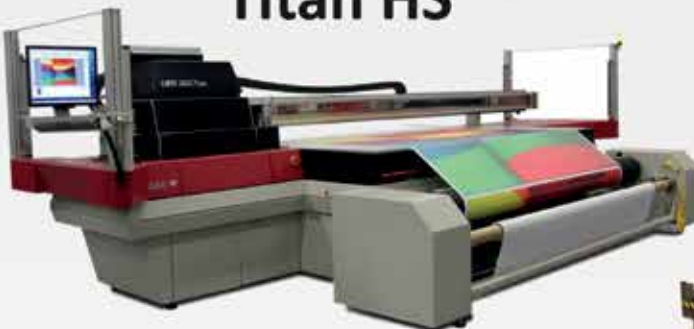


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## Print impact around Nigeria

## CORPORATE SOCIAL RESPONSIBILITY: HEIDELBERG TRAINS OPERATORS FREE ON PRINTING INK



As part of its corporate social responsibility, one of industry's foremost print equipment manufacturers and suppliers of consumables - Heidelberg Nigeria Limited on Saturday 22nd of September 2018 brought together operators from its customers' offset printing and packaging businesses

from across the country for a free training programme on ink chemistry, formation and usage particularly for food and edible packaging.

The Printing Ink Training which was held at Heidelberg Nigeria Training Centre was exclusively covered by WHERE To Print in images below:



Heidelberg Manager - Mr John giving key notes



Heidelberg Consumables Support duo - Dayo and Charles addressing participants







World renowned printing equipment manufacturer, Agfa Graphics has reiterated its commitment to fortify activities in the inkjet sector in Nigeria so as to make the market more vibrant and profitable to the players.

The print equipment manufacturing giant reaffirmed its dedication during an Open House Discussion Forum it hosted for Top Inkjet Players in Nigeria aimed at listening to their challenges with a view of assuring them of Agfa readiness to bring the sector back to its old days when quality was the watchword through Agfa renowned inkjet printer – JETI which unarguably set the pace for quality large format printing decades ago.

While addressing the inkjet sector players, Agfa General Manager, Middle East, Africa and SAARC, Graphics/ Inkjet - Mr. Som John said the organization was ready to proffer solutions to the challenges being faced by Agfa inkjet customers as he urged them to put forward their challenges to enable both parties provide lasting solutions. According to Mr. John, “we want to bring back profitable inkjet business in Nigeria. We are committed to the sector and we have the confidence that the sector is bouncing back. Our partner, Technology Global is ever ready to provide the needed after sales support and the headquarters will also give all the needed support”, he assured while urging the players to embrace UV technology, pointing out that solvent technology was fading out. “Solvent technology will soon fade out completely. Players in the sector should embrace UV because it is environmental friendly and it is good for the operators as well as the

country. Let’s forget the past and move to UV. We are ready to give the necessary support”.

In the same vein, Regional Sales Manager, Agfa Middle East Inkjet, Mr. Rajesh Patki stated that one of the areas Agfa would be reactivating Nigeria Inkjet market was through total support particularly on pricing structure on consumables and spares that would make inkjet players businesses grow profitably. “We understand the issue of no capital which is one of the biggest challenges right now; we will proffer workable solutions to the challenges; we only need some level of commitment from the customers and everything will work out. We are ready to support more than ever before”, Patki expressed. He added that Agfa through its partner, Technology Global Services LTD would fix the machines that may have stopped working and bring them to workable condition. To Rajesh Patki; “like never before, we are ready to support the players but the players only need to change their mindsets. They should corporate with us so that we can all work together to bring the business back and all of us will be happy at the end”.

Earlier in his presentation, the Managing Director of Technology Global Services LTD - Mr. Akin Oduwole gave assurance that inkjet business in Nigeria can be profitable again. According to Oduwole, nobody would stop Chinese machine from coming into the Nigerian market but advised inkjet players who buy Chinese machines because they are cheap to examine their Return On Investment (ROI) and profitability

as they would end up spending more than they ought to spend on repairs as against buying durable machines that would give premium quality and also last longer. “Chinese equipment lacks the capacity for some jobs, it’s better to embrace specialty jobs which end up being more profitable”, Mr. Oduwole noted as he also enjoined players to collaborate and pull resources together in a bid to order consumables in bulk, stating that bulk ordering would make them get consumables at cheaper rate which would in turn make their businesses competitive thus translate to increased profitability.

Mr. Oduwole who is the initiator of the face-to-face Discussion Forum between Agfa Graphics top management representatives and top players in the inkjet sector in Nigeria, expressed optimism that his organization together with Agfa would bring back the lost business in the inkjet sector by giving all necessary support to players.

Some of Nigeria’s top inkjet players present at the Open House Discussion Forum are the MD of Bio Colours LTD - Mr. Bayo Ogundogba, MD of Spec Digital LTD - Mr. Biyi Bamgbose, MD of Print Options LTD - Mr. Felix Enumajuru, MD of Indoor Design & Concept LTD - Mr. Kingsley James, Chief Operating Officer of Digital Reality Print LTD - Mrs. Elsie Akin-Adesola, MD of Immaculate Publications – Mr. Ezech, MD of Megaplux – Mr. Paul Inyang and CEO of Jott - Mr. Thomas Osobu. Other companies represented at the forum include Printserve LTD, Townsway LTD among others.



Do  
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**MENTOR**  
dedicated  
to  
help  
**GROW**  
your  
**DREAM?**



flip  
to the  
**Next Page**

# VACANCY

**Due to expansion, a leading-edge general printing & branding company with offices in Lagos, Abuja, Port-Harcourt, Kano, Onitsha & Yenagoa requires experienced candidates for the following positions:**

## General Manager

(Expatriate or Nigerian) B. Sc, BA, HND in Economics, Bus -Admin. Marketing or any other related discipline. MBA or professional certification in Business Management will be an added advantage. Ability to co-ordinate team, passion for achievement and excellence. Attention to details, creative and innovative. Must be self driven & possess high level of integrity. Ability to achieve Sales/Marketing targets and drive an organization to profitable heights. To initiate appropriate policies and oversee the Operational, Marketing, Business Development and staff improvement activities of the company. To develop the system and procedures to improve operation. To visibly drive overall profitability and growth in the company. Work experience - 5 years & Above. Location - Port Harcourt or Lagos.

## Accountants

B.Sc , HND in Accounting- Hardworking and Articulate, Attention to details. Excellent Communication and analytical skills, A Team Player, Ability to work Under Pressure, Must be familiar with Recent Developments in the Accounting Profession. Knowledge of at least one accounting software will be an added advantage. Preparation of final account, Generation of monthly Mgt. Report. Preparation of Balance Sheet. Preparation of Annual Budget. Variance Analysis for Decision Making. Work experience - 4 Years & Above Location - Port Harcourt, Yenagoa, Onitsha, Lagos.

**Production Managers** B. Sc in Engineering, Social sciences or any other related discipline, with previous printing experience in supervisory role.- Good communication skills. High degree of sense of urgency. Must be a good team leader. Ability to work under pressure. Must not be allergic to inks and strong chemicals. To supervise and manage all the units in production dept. To provide on timely basis all reports that will enable the management in making decisions for improved quality products and services. Work experience - 4 Years & Above. Location - Lagos, Port Harcourt, Yenagoa, Onitsha.

## Graphic Designers

O'level, OND- Must have Excellent Creative Abilities in Graphics Designs. Very good speed at Generating Designs. Good Communication Skills. Ability to work under pressure. Work experience - 4 Years & Above Location - Lagos, Port Harcourt, Yenagoa, Onitsha.

## Large Format Machine Operators

Minimum of SSCE - Must have excellent operating skills of inkjet/large Format machines. Must be intelligent, Agile & Hardworking. Ability to Navigate Inkjet Rip Software. Work experience - 3 Years & Above. Location - Kano, Port Harcourt, Onitsha ,Lagos.

## Direct Imaging (DI) Digital Printing Machine Operators

Minimum of SSCE -Must have Previous Printing Experience with either 2 colors or 4 colour Offset Press in addition to any Digital Press.- Must have Excellent Operating Skills of a Digital Press such as Prestek DI, HP Indigo 0r any other Contemporary Digital Press. Must be intelligent and hardworking. Ability to work long hours when the need arises. Must be agile, articulate and pay attention to details Work experience - 3 Years & Above. Port Harcourt, Onitsha and Lagos.

## Monogramming Digitizer

Minimum of SSCE with experience in similar position - Must have excellent knowledge of at least a Digitizing software. Must be intelligent and hardworking. Ability to run monogramming machine is an added advantage. Work experience - 4 Years & Above Location - Port Harcourt, Onitsha and Lagos.

## Human Resources Manager

BA/B. Sc in Human Resource Management, or any other related discipline with professional certification in Human Resources.- Excellent Communication and analytical Skills. Excellent Human Resource and management skills. Must be familiar with recent developments in labour industry. High sense of urgency. Must be a good team leader. Ability to work under pressure. To oversee the Human Resources Department of the company and handle such matters as staff recruitment, interviews, discipline and handling of staff grievances of the company both at the Head office and Branches. To give effective support to the Company's operations by way of promoting policies toward excellent quality control and effective customer satisfaction scheme. To play an active role in promoting the image and public relations of the Company. Work experience - 4 years & Above. Location - Port Harcourt or Lagos

## Business Development Managers

B. Sc, BA, HND in Economics, Bus -Admin. Marketing or any other related discipline.- Passion for marketing, Excellent communication skills, Goal oriented, Must be creative and innovative. Must be able to generate good business opportunities without supervision. To develop new business opportunities and put in place strategies to maintain the existing customers. To achieve minimum sales target set by the management. Work experience - 4 Years & Above Location - Port Harcourt, Yenagoa, Onitsha, Lagos, Kano.

## Branch Managers

B. Sc, BA, HND in Economics, Bus -Admin. Marketing or any other related discipline. Previous experience in a printing company is preferred. Ability to Co-ordinate Team, Passion for Achievement and Excellence. Attention to details, creative and innovative. Self Driven & Possess High Level of Integrity. Ability to Achieve Sales/Marketing Targets. Effective & Efficient running of a branch. Profitable use of resources Within his/her disposal. Creating & maintaining Existing/New market. Work experience - 4 Years & Above. Location - Port Harcourt, Yenagoa, Onitsha , Lagos, Abuja.

## Accounts Assistants

Minimum of OND (Accounting)- Must have integrity Computer Literate Hardworking, Honest & Intelligent Good knowledge of Accounting Must have worked in similar capacity. Preparation of Vouchers, Receipts, maintains Stock records. Keep all necessary books for preparation of Final Accounts. Any other duty as may be assigned to him from time to time. Work experience - 3 Years & Above. Location - Abuja, Port Harcourt, Yenagoa, Onitsha, Lagos.

## Marketing Officers

B. Sc, BA, HND in Economics, Bus -Admin or Marketing. - Passion for marketing - Excellent communication skills, Goal oriented -Very Pleasant and Amiable Personality.- To Achieve at least the Minimum Sales Target Set by the Management. Work experience - 2 Years & Above Location - Port Harcourt, Yenagoa, Onitsha, Lagos

## Monogramming Machine Operator

Minimum of SSCE with experience in similar position- Must have excellent operating skills of the machines. Must be intelligent and hardworking. Ability to work long hours. Must be articulate and pay attention to details Work experience - 4 Years & Above. Location - Port Harcourt, Onitsha and Lagos.

## Plastic Bag Making/Printing Machine Operator.

Minimum of SSCE with experience in similar position. Must have excellent operating skills in either Blowing Machine, Flexo Gravure Printing Machines or Plastic Bag Making Machines. Work experience - 3 Years & Above Location - Port Harcourt, Lagos.

## Group Accountant

B.Sc , HND in Accounting, with Professional Certification (ICAN ) Excellent knowledge of Taxation. Ability to work under pressure. Knowledge of one of the following Accounting Softwares: QuickBooks, Sage. Familiar with recent developments in Accounting Profession. Hardworking and articulate, Excellent Communication and analytical skills. To be responsible for the Group Consolidated statutory and management accounts. Develop a financial system to enhance budgeting, forecasting and planning as well as establishing and maintaining the necessary procedures & controls. Preparation of final account, Generation of monthly Management report. Preparation of Balance Sheet. Preparation of Annual budget. Variance analysis for decision Making. Work experience - 5 years & Above Location - Port Harcourt or Lagos

## Operations Managers

B. Sc, BA, HND in Economics, Bus -Admin. Marketing or any other related discipline. Previous experience in a printing company is required. Ability to understand, attend to and satisfy diverse customers' needs. Good communication skills. High sense of urgency. Must be a good team leader. Ability to work under pressure. Ability to Coordinate the Departmental Staff & drive them to Greater Efficiency & Productivity. To supervise and manage all the units in operations dept. To provide on timely basis all reports that will enable the management in making decisions for improved customer services. Previous printing experience required. Work experience - 4 Years & Above. Location - Lagos, Port Harcourt, Yenagoa, Onitsha.

## Operation Officers

B. Sc, BA, HND in Economics, Bus -Admin. Marketing or any other related discipline. Ability to understand, attend to and satisfy diverse customers' needs. Good communication skills. High degree sense of urgency. Must be a good team leader. Ability to work under pressure.- To supervise all the units in operations dept. To provide on timely basis all reports that will enable the management in making decisions for improved customer services. Work experience - 3 Years & Above Location - Port Harcourt, Yenagoa, Onitsha and Lagos.

## Production Officers

B. Sc in Engineering, Social sciences or any other related discipline.- Good communication skills. - High Sense of Urgency. - Must be a good team leader. - Ability to work under pressure. - Must not be allergic to inks and strong chemicals. -Strong Ability to coordinate the staff and activities of the production Dept. - To supervise all the units in production dept. - To Provide On Timely Basis, all reports that will enable the management in making decisions for improved Quality Products & Services. Work experience - 3 Years & Above Location - Kano, Port Harcourt, Yenagoa, Onitsha, Lagos.

## 4 Colour Offset Press Operator

Minimum of SSCE with experience in similar position. Must have excellent operating skills in operating a 4 colour Press such as Heidelberg, Komori, Sakurai or Ryobi.. Must be intelligent and hardworking. - Ability to work long hours. Must be one who pays attention to Details. Work experience - 4 Years & Above Location - Port Harcourt, Onitsha and Lagos.

**Interested candidates should forward their Applications and Curriculum Vitae latest 31st October 2018 via email to: [themgtconsultants@gmail.com](mailto:themgtconsultants@gmail.com) or Post through: The Mgt Consultant, P. O. Box 13622, Port Harcourt, Rivers State.**



## Print impact around Nigeria

### INDIGO AWARDS SUPPLIERS INDIGO AWARDS HP ON SUPPORT



Foremost digital lab and synthetic photo-book producer in West Africa - Indigo Digital Press has recognised the invaluable contributions of HP in growing and developing photography and print businesses in Nigeria.

In the light of this, Indigo Digital Press - Otunba Antony Issac recently awarded HP during world's biggest photography event - Photokina in Cologne, Germany. According to Otunba Issac, HP was also awarded for supporting Indigo Digital Press with after-sales services. The award was received by MR. Graham Dove EMEA Commercial Business Manager, HP Indigo Digital Press on behalf of HP.

### INDIGO AWARDS TENAUI ON GOOD TECHNICAL SUPPORT



For good technical support on machines and constant availability of innovative products, foremost digital lab and synthetic photo-book producer in West Africa - Indigo Digital Press has awarded Tenaui Africa LTD for its invaluable

contributions to developing photography and print businesses in Nigeria.

The award which was presented to Tenaui Africa CEO - Mr. Yasser Elfarrar at world's biggest photography event - Photokina in Cologne, Germany by Indigo Digital Press boss - Otunba Antony Issac was also in appreciation of Tenaui's efforts in supporting Small and Medium Enterprises (SMEs) in Nigeria.

### INDIGO AWARDS TECHNOVA ON INNOVATION



In appreciation of its practical and innovative products with high return on investment (ROI), Technova has been awarded by foremost digital lab and synthetic photo-book producer in West Africa - Indigo Digital Press.

The award which also takes cognizance of Technova's innovative products especially high gloss papers is also in recognition of Technova's constant touch with her customers on how best they can be served. For these reasons, Indigo Digital Press - Otunba Antony Issac presented the award to Technova Mr. Ranjan Bhardwaj during world's biggest photography event - Photokina in Cologne, Germany.

### INDIGO AWARDS PINNACLE ON TROUBLE-FREE MACHINES



and unique environment, foremost digital lab and synthetic photo-book producer in West Africa - Indigo Digital Press has awarded Pinnacle for its invaluable contributions on growing and developing photography and print businesses in Nigeria.

Pinnacle was specially singled out from his array of suppliers for always listening to the market before manufacturing its machines. "That is way Pinnacle machines are always trouble-free" reveals Otunba Issac while presenting the award to Pinnacle CEO - Mr. Niles Parmar at the just concluded world's biggest photography event - Photokina in Cologne, Germany.

In a related development, Indigo Digital Press has been appointed as the authorised dealer for Pinnacle products in Nigeria.

For deploying trouble-free machines according to customers' specification

According to Indigo Digital Press - Otunba Antony Issac,



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







The Federal Government has transferred its 21 per cent shares (equivalent to 12.69 billion shares) in the Nigerian Security Printing and Minting Company (NSPMC) to Central Bank of Nigeria.

According to the Federal Government, this divestment will help to bring experts on board of NSPMC also known as The MINT to effectively run company. Vice-President Yemi Osinbajo, who is the Chairman of the National Council on Privatisation, pointed out that the move was to also engender partnerships between the public and private sectors in complex projects that require cutting-edge technology. "Security printing has taken new dimensions; it is

no longer what it used to be. As a matter of fact, there are those who think that today there is more of technology than merely security printing. If you look at some of the cards that are being printed today, that the chips are not just security, they are actually technological assets. So, there are new assets and new dimensions, and there are new ideas, and it's just the private sector that can really be at the cutting edge of technology and innovation" expressed Osinbajo while adding that the government would stick to its regulatory and incentivising roles in business, while allowing the private sector to bear the risks. "Government should stick to its regulatory role and its incentivising role and allow



the private sector to do business, allow the private sector to take the risk where possible," the Vice-President added.

In his remarks, Central Bank Governor, Godwin Emefiele informed that the NSPMC was producing all the currencies needed in the country and had the capacity to produce for other countries of the Economic Community of West African States (ECOWAS). He said, "The capacity of the MINT has increased, and it now produces all the currency that is needed in the country.

The MINT's capacity has been expanded to where it has idle capacity that can produce for other ECOWAS countries.

"We intend to embark on aggressive marketing to see to it that not only does it produces for itself, but also produces for other important stakeholders that may require its services in the area of currency printing." The apex bank Governor added that; "in the area of security documents, we are working assiduously given the fact that the MINT in the past produced passports, visas and other very sensitive security documents. Our next phase is to see to it that the NSPMC eventually begins the printing of the digital Nigerian passport."



## INDIGO OPENS WARRI BRANCH



Foremost digital lab and synthetic photo-book producer in West Africa - Indigo Digital

Press has opened a new branch in Warri, Delta State. WHERE To Print gathers that other cities in line are Onitsha, Port Harcourt, Jos and Kano.

Located on 3rd Floor, Office C2, Our Lady's Plaza, Airport Road, Warri the new office, as well as other ones soon to be opened, according to Indigo Digital Press boss - Otunba Antony Issac will remain passionate about quality,

innovation and putting customers first.

In a related development, the INDIGO 2018 CHRISTMAS/ NEW YEAR SUPER BUMPER PROMO has started. With fantastic prizes of brand new Fuji Frontier DX 100 printer, Free flight tickets to Dubai on a 3-Night Fully-paid Stay in Dubai both in United Arab Emirates, and other exciting consolation prizes to be won by loyal customers, this year's promo will surely add spark to Indigo Digital Press customers' celebrations this season. The promo starts 10th of October 2018 and will end 31st of May 2019.

serene and hitch-free atmosphere, Chief Soremekun expresses his gratitude thus: "On behalf of myself and the entire Soremekun & Olukuewu families, I say a big thank you to all our friends & well-wishers, for your prayers, love, presence and gifts for the success of our children - Modupe & Abayomi's wedding tagged #MOYO2018. On this unique date:

18.8.18. We appreciate you all so much. God bless you and yours. Good things that call for joy and rejoicing will never cease in all our lives, homes & families in Jesus Mighty Name, Wonderful & Glorious Name. Amen."

WHERE To Print magazine exclusively captured the event in images:



Chief & Chief (Mrs.) Abiodun Soremekun



## DENABOS GIVES OUT DAUGHTER

Unique day of Sunday 18th of August 2018 (i.e. 18.8.18) was a memorable date for the Founder & CEO of Denabos Printing - Chief & Chief (Mrs.) Abiodun Soremekun and family as he gave out his beautiful daughter former

Miss Modupe Soremekun to the Olukuewu family in marriage to Abayomi Olukuewu.

With the glamorous wedding celebration attended by both families and well-wishers in a



# Print Impact Around the World

From page 12 >>

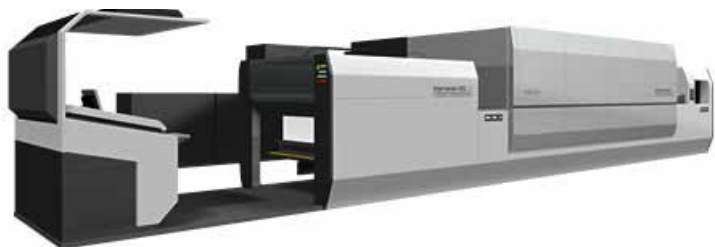
## HEIDELBERG INVESTS IN DIGITAL POSTPRESS WITH TAKEOVER OF MBO GROUP



and decrease costs by achieving maximum efficiency across all print shop processes. The Heidelberg

Push to Stop concept and the company's industrial digital print portfolio for the packaging market, which includes the Labelfire and Primefire product ranges, is driving

## KOMORI PLANS FIELD TESTING OF IMPREMIA NS40



Komori Corporation has announced plans to hold field testing of the 40 inch sheetfed Nanographic Printing® System, Impremia NS40 during spring of 2019.

KOMORI Impremia NS40 is a printing system which incorporates convenience, wide gamut printing

features of digital printing. It achieves excellent productivity in commercial and even broader field of printing, through its advantageous printing speed of 6,500SPH in B1 format.

The Impremia NS40 was shown in a technical exhibit at drupa 2016. Based on the license agreement

forward digitalization. In this regard, integrated postpress solutions are playing an increasingly important role when it comes to optimizing the end-to-end process.

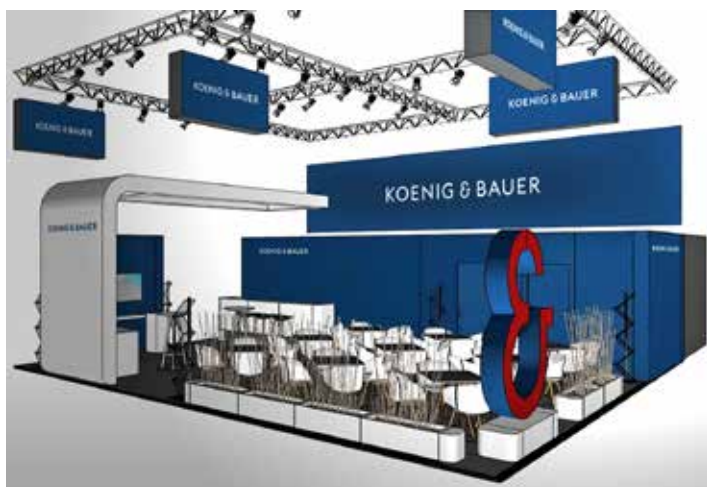
Subject to the agreement of the antitrust authorities, the takeover is due to be completed provisionally by the end of 2018.



with Landa Corporation and employing its core Nanography® technology, Komori has been developing the printing system for more than two years in a customer oriented manner. Aiming at higher reliability, stability and ease of use the printing system will incorporate Komori's unique control technologies.

Based on the progress of the system development, Komori plans to carry out a field test of the beta press in the Japanese market during spring 2019. This will be followed by similar plans for overseas as well. Regular sale of the product is planned from the end of 2019.

## KOENIG & BAUER TO PRESENT WIDE RANGE NEW SERVICE PRODUCTS AT WAN-IFRA 2018



As a technological pioneer, Koenig & Bauer will once again be presenting new, tailor-made and future-oriented solutions at this year's IFRA World Publishing Expo (WPE) in Berlin, Germany. On a 100m<sup>2</sup>-large exhibition stand in hall 21a (No. E15), the market leader for medium and high-

performance newspaper presses will present its broad product range from 9 to 11 October, as well as new service products for its own and third-party presses (through its subsidiary PHS) in the "Active Corner". The need for press services has been rising continuously for years due to lower



new press investments and the aging machine population.

In addition to traditional Koenig & Bauer services such as retrofits, press relocations and upgrades, more and more customers are taking an interest in digital services. Koenig & Bauer offers a wide range of products from augmented support and MobileConsole to digital analysis of pneumatic systems. Koenig & Bauer is already developing artificial intelligence algorithms and optimization methods for proactive action. They can be used to identify patterns ensuring that unscheduled breakdowns can be detected at an early stage, avoided and necessary maintenance tasks can be planned. This pilot project will be presented to trade fair visitors through live demonstrations.

## GRAPHICS OF AMERICA PRINTING INDUSTRY TRADE SHOW IS NOW UNDER SGIA OWNERSHIP



The Specialty Graphic Imaging Association (SGIA) has purchased the printing trade show Graphics of the Americas (GOA) from the Florida Graphics Alliance (FGA) (formerly the Printing Association of Florida). Following a transition

period, GOA will relaunch in Feb. 2020 in Miami Beach, Fla. SGIA acquired the show in Aug. 2018.

"GOA has a long history of bringing together an audience of exhibitors

Continued on page 32>>



## MENTORSHIP

### PARTICIPANTS' BENEFITS

1. Academy - free & paying courses/training (practical).
2. Access to resource Material online.
3. 24/7 access to mentor subject to mentors availability.
4. Free events to attend.
5. Participation in Business, Design etc competition finding.
6. Free subscription to WHERE To Print Magazine.
7. Evening Dinner with Investor/Mentor.
8. Booth Camp/ Boat Cruise.

### MENTORS' / INVESTORS' BENEFITS

1. Pool of talents to choose from/employ.
2. Great companies to invest in.
3. Free - Reseach/ feasibility studies/ statistics of industry to aid print business purchase decisions.





Lagos State Governor Rep. Hakeem Adeniji cuts the tape to declare PROPAK West Africa 2018 open

## PROPAK WEST AFRICA 2018 EVOKES OPTIMISM IN THE MARKET

...173 EXHIBITORS

...4,265 INDUSTRY STAKEHOLDERS IN ATTENDANCE

...38 INDUSTRY SPEAKERS

...\$50M WORTH OF DEALS SEALED IN 2 DAYS



**PROPAK**  
WEST AFRICA 2018

• PACKAGING • PROCESSING • PRINTING • PLASTICS

**18 - 20 SEPTEMBER 2018**

LANDMARK CENTRE • LAGOS • NIGERIA

**With over 4,200 quality visitors in attendance, the just concluded PROPAK West Africa 2018 that took place at Landmark Centre, Victoria Island, Lagos from Tuesday 18th to Thursday 20th September generated a number of firsts in its sixth year edition.**

According to Jamie Pearson Operations Director at Afrocet Montgomery, Organisers of PROPAK West Africa, the leading international print, plastics and packaging exhibition also a recorded a number of firsts at this year's show such as 173 exhibitors from across the globe to do business with 4,265 quality visitors not only from across Nigeria but also from over 4 African countries as well as 38 industry-speakers that advanced and promoted business knowledge through collaborations and synergies at value-driven 3-Day Conferences. WHERE To Print gathers that this has further reinforced PROPAK West Africa position as a truly leading international event expected to boost the economy of the entire West African Sub-region.

**OPENED BY THE BIGGEST STATE ECONOMY IN WEST AFRICA**  
**PROPAK West Africa 2018** was officially opened on Tuesday 18th of September 2018 by the Executive Governor of the biggest State economy in West Africa - Lagos State – His Excellency, Akinwunmi Ambode who commended the leadership of PROPAK West Africa for providing a unique platform to showcase various opportunities in the manufacturing sector as well as promote intra-regional collaboration towards a sustainable development of the manufacturing space of West Africa.

Represented by the Director of Commerce in the State's Ministry of Commerce – Hakeem Adeniji, Ambode noted that; 'for us to be in the mainstream of the global economy of the 21st century, we need to promote our manufacturing sector by addressing issues hindering its growth. We must make the economic environment very attractive, through favourable policies not only for the growth and development of local entrepreneurs but also with the objective of making our region attractive to foreign investors'.



Crowded registration area



Lagos State Governor Rep. Hakeem Adeniji



Continued on page 34>>





## PRINT 18 IGNITES INDUSTRY

*The printing and graphic communications industry is ever-evolving. Print business success depends on stakeholders evolving along with it in conjunction with purpose-driven international gatherings such as PRINT 18 offering all the education, tools, products and innovations needed to grow print and allied businesses.*

*As one of the premier events for the entire community of printing and graphic professionals—from creatives to executives, production specialists to sales and marketing teams—this year's event that took place in Chicago from September 30th to October 2nd 2018, at McCormick Place South was tailored to the unique needs of each specialty. Whatever the goal, PRINT 18 helped to get there thereby igniting the spark.*

### ENGAGING EDUCATION SESSIONS

PRINT 18 was a problem-solving adventure for INFORMED purchasing decisions and trusted solutions as visitors saw innovative technologies, explored 80+ education sessions, and networked with peers in an extensive exhibit floor where they also learn, shop, strategize and solve complex challenges with unconventional thinking, innovative products and trusted solutions that could be implemented immediately to provide real value to GROW print business.

### GUIDED EXHIBIT HALL TOURS

New to PRINT 18 — visitors got an exclusive look at the Exhibit Halls through the lens of industry experts on special guided tours. These free tours follow

topic-specific education sessions in the Exhibit Halls Learning Experience Theater (Booth 1652) - run each day of the event.

Such topics include but not limited to Automated Solutions for Today's Finishing; Emerging Trends Reshaping Print; For In-Plants the Secret for Success Can be Found in Two Things; High Speed Ink-Jet Print Advancements; Ideas Around Specialty Print and Embellishments; and Print is Flying in the Cloud amongst others with industry analysts ready to answer burning questions with practical solutions.

### LEARNING EXPERIENCE

From dozens of educational sessions that address Continued on page 23>>



where to print  
MAGAZINE

### MENTORSHIP

is industry's only

### DEDICATED PLATFORM

geared towards

reviving the

### GRAPHIC COMMUNITY

by

### BOOSTING

the morale of

### YOUNG

### PROFESSIONALS

by carefully

### SELECTED

### INDUSTRY

### PERFORMERS

### & ICONS

whose **WEALTH** of

**EXPERIENCE** is a

### REFERENCE

POINT.

JOIN

@

[www.wheretoprint-](http://www.wheretoprint-)

[magazine/mentorship](http://magazine/mentorship)



topics of impact to the graphic communications industry in today's print business world, visitors learn from the experience of industry veterans and gurus who discussed on topical issues that range from business management, sales, opportunities and new markets, to operational improvement, technical "how it's done" and the big picture topics that affect us all (the economy, industry, culture and the future).

#### @PRINT18 ADDS NEW DIMENSION TO PRINT 18 TRADE SHOW

PRINT18 also offered attendees the opportunity to get their own copy of a unique publication that was distributed at the show. Not only does it feature stunning variable covers, but it contains a wealth of original thought leadership content that benefit attendees during the show and long afterward.

Some of the special covers created for @PRINT18.

#### NINE GAME-CHANGING PRODUCTS RECOGNIZED WITH RED HOT TECHNOLOGY VANGUARD AWARDS

On the eve of PRINT 18's official kickoff, the

Association for PRINT Technologies (APTech) announced the inaugural Red Hot Technology Vanguard Awards recognizing innovative products and services that promise to advance the graphic communications industry. Nine awards were made, five receiving Breakthrough Awards and two apiece getting Collaboration and Pioneer Awards.

A panel of industry experts and practitioners judged the awards. The winners include two color-management systems, two digital presses two workflow automation solutions, an imposition system, sales and management system, and marketing / multi-channel solution. The award winners are:

#### Breakthrough Awards

Breakthrough Awards recognize products and services that advance an existing technology or process, pushing the boundaries of what products in the category can accomplish.

#### • Color-Logic Touch7 Neon Suite from Color-Logic, Inc.—The Touch 7

Neon Suite provides tools enabling designers and printers to use the common Adobe CC platform for easily adding neon colours



to an original image for printing on neon-capable analog and digital presses. The suite saves time and money by automating the time-consuming process of manually creating separations for extended gamut printing.

#### • Pitstop Pro 2018 from Enfocus

**BVBA**—The 2018 version of 20-plus-year-old Pitstop Pro pre-flight software offers a

**enfocus**  
**PITSTOP**  
**PRO<sup>2018</sup>**

unique capability to capture and display user analytics that can improve operations by measuring overall

performance, identifying bottlenecks and helping streamline processes. Pitstop 2018 also is distinguished by the addition of vector editing tools, a method to clean files and hard crop extraneous line art, a visualizer to monitor each step in an Action List, and better PANTONE colour functionality.

#### • RICOH Pro VC70000 from Ricoh USA, Inc.—

The RICOH VC70000 is a high-speed, colour continuous-feed inkjet press that offers the benefits of digital printing with speeds rivaling offset—as fast as 492 ft./min. (130,000 A4/letter impressions per hour) at 1200 x 1200 dpi on coated and uncoated papers. New Ricoh-developed inks provide a significant boost in colour gamut and savings in paper costs, enabling production of high-quality applications traditionally expected from offset presses to truly bridge the gap between offset and digital printing.



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**PRINT 18 IGNITES INDUSTRY**

print jobs are meeting expectations, for analysis by authorized personnel in any location. By automating monitoring processes and intelligently guiding the operator on how to bring the device back into colour conformance when problems arise, the solution saves time and ensures quality targets are met.

**Pioneer Awards**

Pioneer Awards recognize technologies, processes or products that are the first of their kind or entirely new to the graphic communication industry.

**• AccuEngage from AccuZIP—**

AccuEngage is the first service that assists mailers and marketers in creating campaigns using the USPS technology, Informed Delivery, which provides consumers with digital previews of their household mail. By offering training, campaign set-up and professional services support, AccuZIP is demystifying and

eliminating confusion about this new USPS technology, helping all participants in the mailing industry to pioneer a new marketing tool.

**• Xerox Iridesse Production Press with Color FLX Technology—**

The Xerox Iridesse Production Press is a xerographic digital press that uses Color FLX Technology to print as many as six colors in-line, at its 120-ppm rated speed, including underlays or overlays of metallic gold, metallic silver or clear, individually or mixed, to create iridescent effects in a single pass. By combining four-colour printing with special embellishments and the digital advantages of personalization, the Iridesse expands the opportunity to maximize the value and impact of print.

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**• Tilia Phoenix 7.0 from Tilia Labs Inc.—**

Tilia Phoenix 7.0 is an imposition, planning and estimating automation solution that integrates with workflow and MIS systems to provide single-source management of imposition, ganging and nesting for all print and post-print processes on digital and conventional sheetfed and roll-fed printers. The solution significantly advances cross-platform workflow automation, enabling fast accurate estimates, reducing pre-press time, maximizing media usage to save on consumables, and reducing post-press complexity.

**• Ultimate Impostrip® 2019 from Ultimate TechnoGraphics Inc.—**

With Ultimate Impostrip® 2019, artificial intelligence

comes to page imposition enabling automatic selection of best-fit layouts based on existing templates or a specific subset of templates—or by creating optimal layouts without the use of templates. This advancement is a breakthrough for bringing time- and money-saving automation to both flat and bound work in both commercial and book printing.

**Collaboration Awards**

Collaboration Awards recognize integrations, products or solutions developed by more than one company working collaboratively.

• **Avanti Slingshot Integration with BCC Mail Manager**—The integration of BCC Mail Manager, an end-to-end mail processing management software, with the Avanti Slingshot print MIS platform has resulted in an end-to-end automated direct mail management solution that streamlines direct mail production workflow. It does this by processing variable data to determine key mailing considerations, reducing the points at which manual intervention is needed for direct mail jobs to reach the production floor and ultimately enter the mail stream.

**• ChromaChecker Connectivity to****HP Indigo Color Beat—**

The new connectivity between the cloud-based colour-conformance platform, ChromaChecker, and the HP Indigo colour monitoring tool, Color Beat, provides real-time feedback on whether

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# GUIDELINES FOR ACCESSING REAL SECTOR SUPPORT FACILITY (RSSF) THROUGH CRR AND CORPORATE BONDS



CBN Governor - Godwin Emefiele

## INTRODUCTION

*At its 119th Meeting held on 23rd and 24th July, 2018, the Monetary Policy Committee (MPC) of Central Bank of Nigeria emphasized the need to increase the flow of credit to the real sector of the economy in order to consolidate and sustain economic recovery. To achieve this objective Deposit Money Banks (DMBs) would henceforth be incentivized to direct affordable, long-term bank credit to the manufacturing, agriculture, as well other sectors considered by the CBOT as employment and growth stimulating, while Corporates/Trippl-A-rated companies will be encouraged to issue Long-term Corporate Bonds (CBs). The CBN will therefore lay more emphasis on projects targeted not only at backward integration but also at those that will enhance Nigeria's Import Substitution Strategy.*

## DIFFERENTIATED CASH RESERVES REQUIREMENT (DCRR) REGIME

Under this programme, DMBs interested in providing Credit Financing to Greenfield (new) and Brownfield (new/expansion) projects in the real sector (Agriculture and Manufacturing) may request for the release of funds from their CRR to finance the projects subject to DMBs providing verifiable evidence that the funds shall be directed at the projects approved by the CBN.

## CORPORATE BONDS (CB) FUNDING PROGRAMME

This programme involves investment by the CBN and the general public in CBs issued by Corporates subject to the intensified

transparency requirements for Tripple A-rated entities. Such requirements would include publishing through printing of an Information Memorandum spelling out the details of the projects for which the funds are required together with terms and conditions showing that these are long term projects that are employment and growth stimulating.

## OBJECTIVES OF THE FACILITY

The objectives of the Facility are to:

- Improve access to affordable finance to the manufacturing, agricultural, and other related sectors that are employment and growth stimulating to the economy.
- Stimulate growth in employment-elastic sectors.

## ACTIVITIES TO BE COVERED

The activities to be covered under this program shall be Greenfield (new) and expansion (Brownfield) projects in manufacturing, agriculture, and other related sectors approved by the Bank. Emphasis will however be placed on Greenfield (new) projects.

\* Priority shall be accorded projects with high local content, import substitution, foreign exchange earnings and potential for job creation.

\* Trading activities are PROHIBITED under the Facility and any attempt by a Deposit Money Bank (DM) to falsify information through presentation of projects that do not meet the eligibility criteria/specified terms and conditions shall attract severe penalties from the CBN.

## TYPES OF FACILITIES

### Differentiated CRR MOHR

This shall comprise loans to Greenfield or expansion projects using CRR. Emphasis shall however be on new projects.

**Tenor:** Minimum of seven years.

**Moratorium:** Two years moratorium.

The participating financial institution (PET shall bear the credit risk).

Refinancing of existing loans is PROHIBITED for funding under this program and any attempt to falsify information shall attract severe penalties from CBN.



Continued on page 44>>



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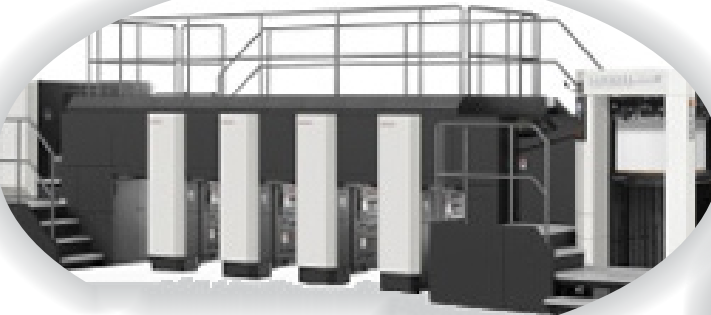
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# GUIDELINES FOR ACCESSING REAL SECTOR SUPPORT FACILITY (RSSF) THROUGH CRR AND CORPORATE BONDS



## Corporate Bonds (CBs) Program

These are financing instruments issued by Corporates and that meet eligibility criteria as specified by the CBN.

**Tenor:** As specified in the prospectus by the issuing corporate but not below seven (7) years.

**Moratorium:** As specified in the prospectus by the issuing corporate.

## MODALITIES OF THE FACILITY

**Maximum Amount:** The maximum facility shall be N10 billion per project.

## INTEREST RATE

Facilities are to be administered at an all-in interest rate/ charge of 9 per cent per annum. Bank Customers are encouraged to report any bank to the CBN's Director of Banking Supervision, where such DMB may have charged interest rates above the prescribed maximum of 9 percent per

annum.

## REPAYMENT

Repayments shall be amortized and remitted on quarterly basis to the CBN.

## ELIGIBILITY CRITERIA FOR PARTICIPATION IN THE FACILITY/CP PROGRAMME

### Participating Financial Institutions (PFIs)

(a) Only CRR contributing DMBs shall be eligible to participate under the DCRR.

(b) For CBs, all Financial Institutions and general public are eligible to participate in investing in Corporate Bonds.

### Borrower under the CB program

A borrower shall be an entity incorporated in Nigeria under the Companies and Allied Matters Act of 1990. Such borrower must not have a non-performing facility with any financial institution.

## Responsibilities of Stakeholders

For effective implementation of the Facility, the responsibilities of the stakeholders shall include:

### • Central Bank of Nigeria (CBN)

- Articulate and review guidelines for the implementation of the Facility.
- Review the CB for investment.
- Invest in CBs issued by Corporates.
- Determine the limits of DCRR and CB investments.
- Appraise, monitor and evaluate projects and the Facility.

- Render periodic reports on performance.
- The CBN shall disburse funds to projects through DMBs in agreed 'MANCHE&

### • Participating financial institution (PFI)

- Undertake due diligence based on normal business consideration.
- Forward an initial Credit request on the proposed project to the CBN for pre-funding assessment/ approval in- principle to proceed.
- Forward final approved requests to CBN for funding after meeting all Conditions precedent to disbursement of the facility.
- Disburse funds to obligors through their DMEs in agreed TRANCHES based on disbursement schedules submitted by DMBs to the CBN within five working days of release from the CBN.
- Render periodic returns as specified by the CBN from time to time.
- Monitor the projects.
- Comply with the guidelines of the Facility.

### • Borrower

- Adhere strictly to the terms and conditions of the Facility.
- Utilize the funds for the purpose for which it was granted.
- Make the project and records available for inspection/ verification by the CBN.
- Comply with the guidelines.

## DISCONTINUATION OF A CREDIT FACILITY

Where a facility is repaid or otherwise discontinued, the PFI shall advise the CBN immediately, giving particulars of the facility. Any outstanding amount under the facility is to be refunded to the CBN.

## AMENDMENTS

These Guidelines shall be subject to review from time to time as may be deemed necessary by the CBN.

## ENQUIRIES AND RETURNS

All enquiries and returns should be addressed to: The Director, Development Finance Department, Central Bank of Nigeria, Corporate Headquarters Central Business District, Abuja. Telephone No: 234-09-46238600.

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Department Central Bank of  
Nigeria, Abuja August 2018.



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# Is OUTSOURCING RIGHT for YOU?

*It's a good problem to have — your business has grown so much that you now find your current equipment can no longer keep up with the demand in some areas. And, your clients have started asking for products you cannot produce in-house. Your first instinct might be to simply purchase new equipment to increase capacity or expand your capabilities, but is that truly the best decision for your business? Or would you be better off outsourcing the additional work to a trusted partner? Before you make that choice, you should examine the pros and cons of each approach.*

*It's an age-old question, and for many printers, the first reaction is that having all the equipment — and control — in-house is the best possible scenario. But there are other factors to consider.*

*While it is true that buying new equipment will expand the work your shop can do on-site, it also has limitations; after all, you can only produce the work that machine is rated for. And what happens when, not if, your business outgrows that equipment again?*

## The Outsourcing Pros

There are a lot of reasons to consider outsourcing some of your work, especially when it comes to producing new types of jobs or adding new revenue streams.

### 1. The cost of the equipment.

Before you can sell a single job on the new equipment, you first have to purchase it. Depending on the machines involved, that can be a considerable outlay of cash up front. And that does not include the costs associated with installing the new press and getting it up and running in your shop. Outsourcing, on the other hand, has no up-front costs. By working with a trusted partner, you get all the benefits of the equipment with none of the costs — and headaches — associated with purchasing it.



### 2. Conventory.

Besides equipment cost, you will need to keep an inventory of items to run the machine, such as ink, press materials, house substrates, etc. And what if you get a request for a job on a specialty stock? Most vendors require a minimum purchase for specialty items. You may be stuck with a lot of inventory that could go to waste to fill a special request, not to

mention the storage space excess material takes up in your facility. Using an outsource partner gives you the flexibility to pay for only what you need to fulfill the job.

### 3. Stabilized financial statements.

Saving on the cost of purchasing additional assets isn't the only benefit to the bottom line when it comes to outsourcing. By choosing to outsource, you stabilize your financial statements, and make the bottom line far more predictable — no more worrying that you don't have enough work coming in to cover the outgoing expenses. Not to mention, every printer knows that every job has a certain amount of waste — you build it into your estimates. But if you are outsourcing, rather than producing the jobs in-house, then waste expenses cease to be something you need to factor into your budget.



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## Is **OUTSOURCING** RIGHT for YOU?

### 4. Staff requirements.

Perhaps your current staff has the capacity to add running another machine to their daily work, but the odds are good you will need to add at least one skilled, trained person to your roster to manage the new equipment — especially as the volumes on that machine grow. By outsourcing, on the other hand, you don't need to add a single new person to your staff — no additional salaries, no additional benefits to pay, no figuring out new hours.



### 5. Access to more technology.

When buying a piece of equipment, you are locking yourself into a single technology or process. By choosing to work with a trusted outsourced trade print partner, you have the flexibility to use a much broader range of processes and technologies to “wow” your customers with the variety of ideas you can bring to the table. Whether it's using different types of printing, aligning yourself with a partner with a robust specialty finishing department, or even partnering with someone who can boost or expand your product offerings (like with decals, roll labels, or printed plastic items), you will find you have to say “no” to clients far less often than you would if you didn't have that outsource relationship.



### 6. Better time management.

Your time is valuable. If you purchase the equipment to do all your work in house, then a portion of that time has to go to managing your operations. You have to manage production schedules, employee hours, maintenance downtime and other problems that might crop up. When you outsource, however, all of that time is spent on the thing that makes your business the most money: sales. You can redirect the manpower of your shop into the things you do best and let your trusted print partner handle the rest.



**7. Maintenance and upkeep.** Speaking of maintenance, every piece of equipment ever created, no matter how high-tech it is, or what manufacturer you get it from, will need to be maintained. Sometimes that means monthly, weekly, or even daily routines to keep the machines running at their best. Sometimes that means days of downtime when parts need to be replaced, meaning you aren't making money on jobs. In fact, it could mean losing money, as expensive technician fees could add up quickly. Outsourcing solves all of that, freeing you from ever having to worry about juggling which machines go down for maintenance when, or for how long, or how much it will cost to get them back up again.



**8. Making the space.** Your shop only has so much floor space. Sure, you might be clearing out some old equipment to make room for the new, but as your shop continues to grow, the footprint of the presses will as well. For some shops, adding new equipment would mean either expanding the current building or moving to a new one — which comes with its own set of headaches and costs. Let's not forget about the electrical requirements as well. New equipment won't just need more floor space, it will also likely demand a larger amount of power to run at full capacity. Outsourcing, on the other hand, requires no additional space and won't cause your electric bill to skyrocket.

Continued on page 20>>



### The In-House Pros

There are a few reasons to consider bringing equipment in-house, and for some shops, it does make sense. If these specific scenarios apply to your business, it is worth at least exploring the options.

**1. You need complete control of the job.** Some shops specialize in producing work that is done to exceptionally high standards. Not to say an outsource partner won't produce high-quality work, but for those shops who stake their reputation on creating what amounts to works of art for their client base, outsourcing might seem like a bigger risk than you're willing to take.

### 2. Tight turnaround times.

Many outsource printers can produce work in very tight time frames, especially once you establish a strong working relationship. But if your business relies on producing work in hours, rather than days, outsourcing might cause more stress than it eliminates.

### 3. Dependence on someone else.

No matter how good the relationship is, when you work with a trusted outsource partner, you are relying on their staff and their suppliers to get the job done. This takes a certain amount of control out of your hands, and for some shops, that might be too big of a trade-off.

### Finding the Right Outsourcing Partner

To get the most out of outsourcing, it requires forming relationships with the right partner — or partners. Here are a few things to keep in mind as you evaluate all your options.

**Look for a trusted printer who takes customer service as seriously as you do.** You have invested in systems to make it easy for your customers to submit proof and approve jobs — why shouldn't you expect the same thing from your outsourcing partner? Make sure they have a robust system with flexible options for submitting and managing jobs. Ask if they have a system in place to blind ship orders directly to your customers — saving both you and your clients' time and money. Ask if they have job tracking and pricing tools, as well as marketing tools to make your job easier.

**Look for a partner that will never cut you out.** Not all trade shops are created equal. Before you hand over your customer data and jobs to someone else, make sure the company exclusively works for shops that resell their work to other customers — ensure they will never look to target your customers or go around you to sell to them directly.

**Look for someone with flexible capabilities.** Make sure your trusted partner has the turn-around times that fit your customers' jobs, as well as the equipment to produce even the most challenging of special requests. Make sure they have invested in the right equipment

options, so you don't have to. You may think you know how to print a specific job, but sometimes there is a more efficient and cost-effective solution. You'll want an outsource partner that can help you avoid potential pitfalls and obstacles through experience, planning, and collaborative candor.

**Look for a partner with great customer service.** You know from your own business that sometimes things don't always go to plan. Maybe your customer had a last-minute change, or maybe you have questions about the long-term durability of the product. You want to ensure there is a dedicated customer service department who will support you through every question, every problem, and every job. A great partner will proactively ensure you get what you want AND what you need, knowing that sometimes those two things may be different.

**Look for someone with competitive pricing.** One of the biggest benefits to outsourcing is having more predictable profits — but if you partner with someone who is cutting too deep into those margins, then you lose the competitive edge. It's also a good idea to keep an eye out for hidden fees such as run charges or set-up costs during the partnership agreement process — you don't want any surprises down the line.

### Outsourcing or In-House What's BEST for You?

Every shop is different, and there is no one right answer when it comes to the question over whether a shop should outsource or purchase new equipment to bring the work inhouse. The reality is that neither decision should be made in haste, without first exploring all of the options and weighing how each one could potentially impact the business — both today, and in the long-term.

Just keep in mind that an equipment manufacturer's success comes in selling you a piece of equipment and then walking away — a trusted outsourcing partner, on the other hand, is only successful as long as your shop continues to grow and succeed.

Your partner's success is measured by how many more jobs you can sell, how much more efficient they can help you become, and how much happier your customers are at the end of the day.

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**Stouse has helped thousands of print providers for more than 40 years with specialty printed items like decals, magnets, roll labels, signs, plastics, and more. The company values every one of those relationships and believes that helping your shop grow and succeed is their biggest priority. They want to help save you time and money and produce jobs you would otherwise have to turn down. Stouse understands you put your reputation on the line when you outsource and has developed high standards for manufacturing superb-quality printed products that are recognized throughout the industry.**





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# Print Impact Around the World



and attendees from North, Central and South America, as well as the Caribbean. These markets, though distinctly different in many

aspects, are vital players in the larger printing community, and are of critical interest to the supplier members of SGIA," said Ford Bowers, President & CEO, SGIA.

Over the next 18 months, SGIA and FGA will transition GOA to its new ownership and redefine it as

an integral part of the calendar of events in the printing industry with high value for attendees and exhibitors.

FGA President Gabe Hernandez said, "The printing industry is even more interconnected now, and on many different levels, than in past years. FGA has long desired to make sure that GOA continues as a venue of high value across a range of printing segments

and communities. SGIA has the reach, vision and resources to accomplish this and we are happy to be working with them to ensure GOA's success and growth into the future."

**Graphics of the Americas will take place at the Miami Beach Convention Center, Feb.**

**13-15, 2020.** More details will be available in early 2019.

## XEIKON UNVEILS NEW X-800 SOFTWARE TO IMPROVE AUTOMATION



support them, so our customers can maximise their production possibilities," comments Filip Weymans, VP marketing at Xeikon. "The Xeikon X-800 6.0 DFE builds on our highly successful and established dedicated Xeikon press software platform that works with open standards and delivers scalable functionality."

Weymans continues: "It will allow all our customers to add value no matter their specialty area. From label and packaging converters to operations with high-volume data throughput requirements, the latest version will help them streamline their workflow, reduce job preparation time for even the most complex work and become more responsive and efficient.

"Our X-800 DFE is designed from a digital printing perspective to outperform any other DFE in the market when it comes to the level of automation possible. X-800 6.0 strongly focuses on enhancing

operational capabilities, one of which is automated impositioning. Weymans explains: "Streamlining this process can easily help operations save hundreds of prepress and job preparation hours per year. This alone delivers a clear and measurable value."

To demonstrate the possible business gains for individual operations Xeikon has launched a new initiative called "Workflow Challenge". Customers can request an online review by simply mailing [info@xeikon.com](mailto:info@xeikon.com) comparing the X-800 6.0 to other workflows.

Adds Weymans: "Simply seeing the impact a software solution has on other similar operations does not always make it easy to understand how it will help your business's performance. With our Workflow Challenge, a much more direct comparison can be made helping define specific goals that will achieve tangible results. We will highlight how job automation reduces job preparation, enables variable data management and supports web to print with laser die cutting."

Xeikon has announced the newest version of its X-800 digital front-end (DFE) software to deliver maximum automation and enable the most powerful workflow in the market.

The X-800 6.0 combines superior and consistent print with industry-leading productivity to enable digital printers to process their print jobs, no matter how complex, in the fastest, most flexible and secure way. It is upgradable to all press-models from the Panther UV inkjet presses - the PX3000 and

PX2000 to the Xeikon 3000 series to the Cheetah series for labels and the Xeikon 8000 and 9000 series for the graphic arts markets.

The solution enables print service providers to reduce job preparation time, automate converting and serve a new business which can only be enabled through digital print, such as variable data.

"We are constantly innovating our press portfolio and, as a result our, software solutions that

## PANTONE LAUNCHES NEW PRODUCTS FOR GRAPHIC AND PACKAGING DESIGN



New addition to the Pantone Graphics System made-to-order in 24-48 hours, PANTONE Inc., provider of professional colour management services and tools, has expanded its offering of On-Demand Prints with the introduction of Super Chips and

Super Swatches to the Pantone Graphics System.

Designed to enable better colour communication and evaluation, new Pantone Super Chips and Super Swatches offer graphic, print and packaging designers customizable colour references for Pantone Matching System® (PMS) colours in larger formats. Designers can use Pantone Super Chips and Swatches to develop specific palettes for a project and more easily evaluate, present, and communicate colour to stakeholders and throughout the supply chain.

"We understand that designers can become frustrated by smaller

chips and swatches that aren't suitable for layering, incorporating into mood boards, evaluating colour next to larger project samples, or as leave-behinds," said Adrián Fernández, Vice President and General Manager of Pantone. "These customizable formats of the traditional Pantone chip are ideal solutions for the interactive workflow process and fit seamlessly into the Pantone Graphics System product suite, alongside the essential Formula Guide and Chip Books."

Pantone Super Chips and Super Swatches are available for any of 1,853 PMS colours and are produced by Pantone colour technicians at the lowest Delta-E

variances for strict colour accuracy. Both formats offer ample space for easy colour, contrast, and light effect evaluation and are ideal for rush projects as they ship within 24-48 hours. Additional product specifications include:

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**Continued on page 38 >>**





## Color Bridge

Our most versatile tool for graphic and digital designers, the Pantone Color Bridge provides a side-by-side visual comparison of Pantone Spot Colors versus their closest CMYK process printing match on coated and uncoated paper. The guide also includes corresponding CMYK, Hex, and RGB values, perfect for digital designers. Use Color Bridge Set for digital design, animation, and packaging when CMYK printing is required.

Coated guide: GG6103N

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## PROPAK WEST AFRICA 2018 EVOKES OPTIMISM IN THE MARKET

While agreeing with Governor Ambode, the Director of Strategic Communications at the Nigerian Investment Promotion Commission – Mr. Emeka Offor appreciated PROPAK West Africa organizers for the commitment and perseverance in focusing on the development of the West African economy which he noted was largely shaped by the performance of the Nigerian economy being the largest and most dominant economy within the region. 'The Nigerian economy contributes about 70% of the region's gross domestic economy. The prospects of the economy of the regions remains bright, although it would remain largely dominated by the service sector, it is however expected that gross capital formation will continue to grow giving an array of hope for the manufacturing activities' stressed Offor.

### OVER \$50M DEALS CONCLUDED

Following the optimism in market, WHERE To Print Investigation reveals more than \$50million worth of transactions were concluded in just 2 days of the show among exhibiting companies such as FC Exports (Kodak @ S12), Afra Technical Concept (T18), SkySat Technologies (Konica Minolta/ EPSON/ Brothers @ T22 and T28), Guangdong C.X.K Digital Tech (P3), Process & Packaging (B22), Hopak Machinery Co. (A1), Guangdong Wanlian Precision Science (E17), Exact Solutions (KBA/ Flexotechnica @ D6) among numerous others particularly like the brand new Meper Extrusion Blow Molding Machine sold to KAMPLAST Industries in Jos, the Plateau State Capital.

### INDUSTRY-SPECIFIC TOPICAL CONFERENCE ELICITS OPTIMISM

Another dominant area for visitors was the conference arena that featured industry-specific topics addressing burning issues. This, WHERE To Print gathers further elicits optimism for the market as a whole, as evident in the energetic mood throughout the exhibition halls.

### DAY ONE: PACKAGING & PROCESSING CONFERENCE

From the first day of the show, industry veterans such as Mr. Kachi Onugbogu – the Executive Director of TGI Group took audience on the Outlook for 2019: Nigeria's Packaging and Processing Industry followed by Mr. Emeka R. Offor of Nigerian Investment Promotion Council who spoke on Promoting Investment in Nigeria: Appetite for growth in Food & Beverage manufacturing sectors; and Upholding Standards in Manufacturing, Processing and Packaging Industries in Nigeria. Others topic addressed before the Panel Session was Breakthrough Packaging Technology to boost efficiency for food producers by Mr. Alex Goma – the MD of PZ Cussons-SBU. The Panel Session was on theme: Innovation in a shifting Landscape: Consumer Behaviour Changing Packaging Adoption Strategies with speakers such as Chika Abibo (Marketing Director: Suntory Beverage & Food), Adenike Adebola (Marketing & Innovation Director: Guinness Nigeria Plc) and Charles Nnochiri (Head of Marketing: PZ Cussons) and moderated by Ediri Ose-Ediale (Executive Secretary: ADVAN).

### DAY TWO: PACKAGING & PLASTICS CONFERENCE

On day two, topics such as Enhancing Your Brand by Introducing New Products in Plastics and Bio-based Packaging; Innovations driving the PET Shrink market and continuing PET trends for Food & Beverage Packaging; and Getting More Done at Zero Cost...How to reduce your Companies carbon emission at Zero cost were discussed by industry experts such as Rotimi Oyesiji (NASCO General Brands Manager); Khan Mohammed (Factory Head, Dulfil Prima Foods Plc); Theresa AromeSuie (Head of sales & Marketing, GX Foods), and Osamede Uwubanmwen (General Manager at Biogenetics Nigeria LTD).

Others are: Mrs. Joan Ihekwa (Managing Director, UAC Restaurants); Mr. Gbolahan Sanni (Marketing Director, Coca-Cola Nigeria); Gloria Nwubuike (Head Marketing, Nestle Water); Rosemary Akpo (Marketing Director, Suntory Beverage & Food Nigeria LTD); Mr. Arjan Mirchandani (Chairman - Sona Group of Companies), Mr. W.A Ezeagu (Director at NEPC), Alkasim Abdulkadir (Presidential Committee for Victims support Fund); and Ms. Wonne Afronelly (Partner, W.H.E.N). Also speaking at the







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plastics, packaging and processing conference were Ramzi Qunnati (Head of Marketing, The Dow Chemical Company), Igbokwe Oderah Albert (Sales Manager, The Dow Chemical Company); Dr. Jean-Marc Ricca (MD of BASF West Africa); Rajesh Gagger (Head of Operations, Dufil Prima Foods Plc) and Dr. Norbert Edomah (Pan-Atlantic University Lagos). The sessions were moderated by Edafe Erhie and Oladele Oladipo both of PWC.

### DAY THREE: PRINT & DIGITAL PRINT CONFERENCE

Day three conference started with introduction of Conference Objectives by the Publisher/

CEO of NUMBERS CMYK LTD (publisher of WHERE To Print magazine) – **Mr. Joju Adekanbi** who highlighted the critical role of the conference to advance print business knowledge through collaborations and synergies. After which the MD/CEO of Print Equip LTD, **Mr. Olugbemi Malomo** made a presentation on the Outlook for 2019: **Nigeria's Print & Digital Print Industry - Challenges facing printing businesses today and what to do to mitigate the challenges of 2018 in 2019 & beyond.**

There was a brief Exhibitor Showcase by



Bobst on Mouvent – **The next big thing in digital inkjet printing** which was presented by MD, Bobst Africa & Middle East – **Mr. Samir Khoudja**. Then CEO of Print Academy Consulting LTD, **Mr. Rotimi Johnson** spoke on: **Growing the next generation of Print leaders for sustainability** while **Mrs. Rotimi Adeaga** -MD/CEO of Rovisa Ventures gave a presentation on Women in Print Business: **Reviewing the culture, operations and access to opportunities.** The last speaker was **Mr. Ike Okorafor**, Premium Pack LTD MD/CEO who gave a

presentation on Innovation in Print Business: **Moving to the next level (Opportunities & market on where to expand your business).** In all, there were 20minutes open panel with audience discussion not only on subject of discuss but also on industry matters.

In a related development, Afrocet Montgomery has announced the dates for the seventh edition of PROPAK West Africa for next year. With over 70% of exhibitors of 2018 confirmed, **Tuesday 17th to Thursday 19th of September 2019** is the new dates for 2019 edition at the same Landmark Centre, Victoria Island, Lagos.



Mr. Adekanbi



Mr. Malomo



Mrs. Adeaga



Mr. Okorafor



Mr. Khoudja







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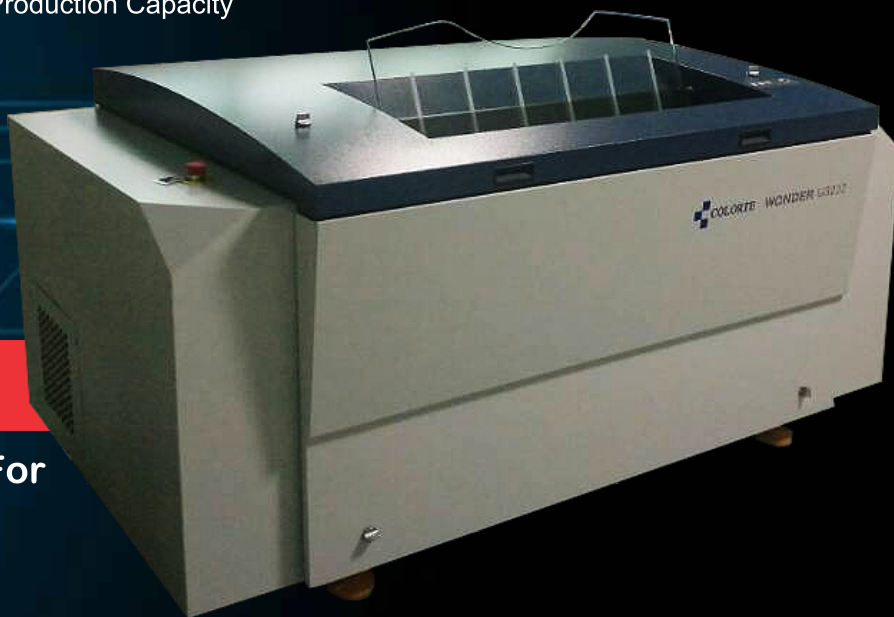






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## WHY DO SO MANY PEOPLE LOVE PRINT ON PAPER?

## IT'S ENJOYABLE, RELAXING... AND PRACTICAL!

Between 2015 and 2018, Two Sides North America partnered with global polling firm, Toluna, to conduct consumer surveys on how Americans feel about print and paper. The results may surprise you! For more information, contact us at [info@twosidesna.org](mailto:info@twosidesna.org).



# 73%

of Americans  
feel that reading  
a printed book or  
magazine is more  
enjoyable than

# 79%

agree that print  
on paper is more  
pleasant to handle  
and touch when

## TWO SIDES RELEASES INFOGRAPHICS FOR PRINT SUSTAINABILITY

Two Sides North America has released the third of three engaging new InfoGraphics on: Why do so many people love print on paper?

The series of InfoGraphic highlights the most impactful results from U.S. consumer surveys conducted between 2015 and 2018 by Toluna, a global polling firm, and Two Sides North America.

The new InfoGraphic focuses on the fact that the majority of Americans agree that print on paper is preferred for learning and retention, especially when it comes to complicated materials. "We were also surprised by the strong response of the 18 to 24 year old group - **69%** of which said it was important to "switch off" and enjoy printed books and magazines, and **62%** being concerned about the health effects of increased screen time," says Phil Riebel, President Two Sides North America.

The InfoGraphics is designed to bust key myths about the switch from paper to digital. The key facts below are highlighted:

- **88%** believe they understand, retain or use information better when they read print.
- **80%** have a clear preference for reading complicated materials in print in contrast to **13%** for computer screens and **3%** for smartphones.

- **68%** believe that books are more likely to encourage learning and the development of other skills than using screens.
- **67%** think it's important to "switch off" and enjoy printed books and magazines, including **69%** of 18-24 year olds.
- **62%** of 18-24 year olds are concerned the overuse of electronic devices could be damaging to their health.

### WHY DO SO MANY PEOPLE LOVE PRINT ON PAPER?

#### Because it's enjoyable, relaxing and practical!

The new InfoGraphic focuses on the fact that the majority of Americans consider print on paper as enjoyable, relaxing and practical. "Our survey results confirm that, even in our increasingly digital society, a large majority of people see the benefits and value of print on paper. This not only includes leisure reading, but also critical tasks like managing finances," says Phil Riebel, President Two Sides North America.

The InfoGraphic is designed to bust key myths about the switch from paper to digital, and highlight the benefits of print on paper for learning, literacy and providing a deeper understanding of information. For example, the InfoGraphic spotlights key facts, including:

- **79%** of U.S. consumers surveyed, agreed that print on paper is more pleasant to handle and touch when compared to other media, including **73%** of 18 to 24 year olds.
- **73%** feel that reading a printed book or magazine is more enjoyable than reading them on an electronic device.
- **68%** find it easier to track their expenses and manage their finances when they are printed on paper.
- Mobiles or smartphones are seen as the least relaxing way to read with only **30%** preferring this method.

### About Two Sides

Two Sides is an independent, non-profit organization created to promote the sustainability of print and paper. Two Sides is active globally in North America, Europe, Australia, South Africa, Brazil and Colombia. Our members span the entire print and paper value chain, including forestry, pulp, paper, inks and chemicals, pre-press, press, finishing, publishing, printing, envelopes and postal operators. For more information, visit the Two Sides website at [www.twosidesna.org](http://www.twosidesna.org)





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<sup>†</sup>World Forest Resources, 1953 and UN FAO Global Forest Resources Assessment, 2010

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Two Sides is an industry initiative to promote the responsible use of print and paper as a uniquely powerful and natural communications medium.

Print and Paper.  
The **environmental** facts may surprise you





## PRINT BUSINESS: INNOVATION & PROFITABILITY

The 2018 edition of Nigeria International Print Expo (NIPEX 2018) was held recently at the Federal Palace Hotel, Victoria Island Lagos with the theme: Print Business: Innovation and Profitability, exposing the impact of innovation in business that drives profitability.

According to Mr. Tunde Obokhai – President/ CEO of DCS Integrated Media LTD – organisers of NIPEX while presenting his Welcome Address on the Opening Day; “research has shown that innovative firms perform better than non innovative ones in terms of different performance indicators such as profits and growth with reference to the relationship between innovation and profitability” as he enjoined participants to take advantage of the show to network with exhibiting companies in order to face the challenges of the market.

WHERE To Print was at the 3-Day event from 29th to 31st of August 2018 and brings you the news in images...



Key note address by the Chairman: Federal Government Printer - Mr. Ittu Tommy



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Continued on page 46>>



# PROCESS COLOR PRINTING

**Rooted in some of the latest advances in printing technology, the Extended Gamut guide provides seven-color process formulas for ~90% better PMS Color matches.**

## Extended Gamut Coated

Pantone Extended Gamut guide is Pantone's latest development in process printing technology with ~90% better Pantone Spot Color matches over CMYK by adding Orange, Green and Violet to the color gamut. Get more vibrant colors and closer matches to Pantone Spot Colors when using Extended Gamut for marketing materials, signage, and packaging. GG7000

## CMYK Guide Coated & Uncoated

The Pantone CMYK Guide illustrates 2,868 CMYK process colors and their corresponding values. These colors are unique to the Pantone Graphics System and cannot be matched to Pantone Spot Colors. Use this guide when printing in four-color process. GP5101



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## STAKEHOLDERS CANVASS FOR FUNCTIONAL PAPER INDUSTRY

Discerning print and allied stakeholders in Nigeria have rooted for a functional paper industry that will address the lingering high cost of printed matters in print and packaging businesses.

At the SINO AFRICA PAPER & PACKAGING NIGHT during the just concluded PROPAK West Africa 2018, industry practitioners are of the opinion that with a functional paper industry that is supported by government, high cost of paper (which forms more than 50percent of print input) would be a thing of the past thereby increasing capacity of investors in the sectors to not only invest in other important printing machines but most importantly their staff through manpower development, improve welfare packages as well as employ more workers.

The event which took place at Victoria Crown Plaza Hotels with support of China Beijing Bosom International Exhibition Co., LTD (CBBC) owners of Lets GoChina Concept according to International Marketing Manager of CBBC – Ms Winnie Li was put together to see where

Nigeria and China can work together to promote bi-lateral trade relations and support to the industry in the long-term. WHERE To Print was at the event and presents some news worthy images...



Chief (Mrs.) Fumilayo Okeowo



Alh. Omah



Ms. Winnie Li







## PantoneLIVE™ Design

PantoneLIVE Design gives designers and prepress teams access to Pantone Digital Color Libraries, as well as private brand color libraries for use during the inspiration, creation, and prepress phases. This software bundle allows you to visualize how PMS Coated Colors change when printed on 34 different packaging substrates, print processes, and with a variety of inks, helping you make informed color decisions and manage expectations. Work with colors in a useful desktop format or directly in your Adobe® Illustrator® design file.

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## Pantone Color Manager Software

A necessary application for syncing and keeping up-to-date all Pantone Color Libraries into design software, Pantone Color Manager is available for both Mac OS and Windows. Use this software to upload over 10,000 Pantone Colors for use in Adobe Creative Cloud®, Corel® or QuarkXPress® design programs.

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## FESPA AFRICA 2018 HAILED A MAJOR SUCCESS

**The region's largest dedicated print and signage exhibition – FESPA Africa – returned for the fifth year at the Gallagher Convention Centre, Johannesburg from 12th till 14th September 2018. Co-located with Sign Africa and Africa Print, visitors came together to view the latest developments in technology, equipment, solutions and softwares.**

**The event was a major success with increased visitor numbers and happy exhibitors. It attracted 6,494 visitors in total, with 5,907 unique visits – an increase from 2017 representing the growth and opportunities in the region.**



Visitors travelled from all over Africa with the top 10 countries from outside of South Africa being: Zimbabwe, Botswana, Mozambique, Zambia, Swaziland, Lesotho, Angola, Malawi, Ghana and the Democratic Republic of Congo. Representation from other countries also included: Namibia, Nigeria, Tanzania, Kenya, Cameroon, Ethiopia, Madagascar, Ivory Coast, Mauritius and Uganda.

As well as see the latest machinery, products and software solutions, visitors were able to take part in a range of educational features; the textile experience, a hands-on workshop where printers could learn different techniques by Charlie Taublieb, T-shirt and bag printing workshops, CorelDRAW workshops, the Speed Wrap Challenge and Business Opportunities in print and signage, which were held on various exhibitors' stands.

Exhibitors were extremely positive about the





## From page 48 >> FESPA AFRICA 2018 HAILED A MAJOR SUCCESS

quality and quantity of visitors: 'We sold all the machines on our stand to visitors from around South Africa and also Malawi, Zambia and Namibia. The show attracted serious buyers and quality customers,' said Coenraad Kuipers, Titan-Jet Africa.

'We obtained good quality leads and there was a constant flow of visitors throughout the day. We received very positive feedback from existing clients,' said Larry Smith, SA Argus.

'The show was good, we had a good flow of traffic to our stand and great interest in our full range of products,' said Sean Conrad, Wilec.

'The show was attended by a higher percentage of serious buyers this year than in prior years. We were happy with the number of leads that we generated for our newly launched Anapurna H1650i LED printer,' said Dave Reynolds, Agfa Graphics.

'We had a great response from show visitors to the specials offered by Mutoh Japan,' said Craig Carstens, MIPS Technologies.

'It was a very successful show, with lots of interest, particularly from Ghana, Zambia and Congo,' said Dean Dupen, Rep-Tech (ScreenTec partner).

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From page 32 >>

## Print Impact Around the World



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for projects Each sheet costs \$15 USD, or \$18 USD with added Lighting Indicator Sticker Pantone Super Chips and Super Swatches are now available in US and Canada and will be introduced globally throughout the remainder of the year. To learn more about On-Demand Prints or to place a custom order, click here.

## FLINT RAISES PRICES OF ALL OFFSET INKS AND COATINGS



In this final quarter of 2018, the print industry continues to face relentless raw material shortages, worsening supply chain conditions, and new disruptions.

As a result, Flint Group has

announced price increases on all offset inks and coatings in North America. Percent increases vary across product lines and technologies based on the raw materials make-up.

"The strongest raw material headwinds we face today can be

grouped into four categories," says Michael Podd, Chief Procurement Officer of Flint Group's CPS Inks division:

U.S. tariffs against China. "These tariffs affect a number of key materials used in printing inks," says Mr. Podd. The recently imposed tariffs are 10% effective immediately, and will increase to 25% in January.

Increased freight costs. "The trucking industry has faced driver shortages for years," notes Mr. Podd. "The situation has worsened over time, and is exacerbated now by equipment shortages and increased fuel costs. All modes of transportation have increased in cost." Increased costs of raw materials, including crude. "Recent increases in crude costs have caused many raw material costs to rise significantly. Carbon black, pigments oils and solvents are just

some of the materials impacted by this situation," says Mr. Podd.

European REACH regulations. The recent reclassification of certain energy-curable-related materials has, Mr. Podd explains, led "suppliers in Europe and beyond to look for alternative materials. Unfortunately, the alternative materials come at a much higher cost."

All this hits an already-strained raw material supply chain, still reeling from the unintended consequences of China's 'Blue Skies' initiative and drastic supply shortages.

"Flint Group will work closely with our customers to manage through this price increase and to benefit from our preferred status with suppliers, which makes Flint Group best positioned to meet customer needs without sacrificing quality," says Mike Green, Vice President of Sales of Flint Group's North America offset inks.

## EFI UNVEILS LATEST GENERATION OF CERAMIC TILE PRINTERS



EFI has unveiled the fifth generation of its Cretaprint range, which it said offered tile producers the industry's first smart printers for ceramics.

The C5 and D5 models were launched at the Tecnargilla expo in Italy in September. The new range features increased connectivity and advanced new software applications and replaces the

fourth generation in the Cretaprint portfolio.

While boasting the same fundamental technology, the C5 model runs eight printheads for decoration and effects, while the D5 runs 12. The inkjet machines run at speeds up to 60m/min (linear). "The new machines represent a qualitative leap into the future of ceramic tile printing with industry 4.0 capabilities and a new EFI e-D5 printhead that optimises printer performance by assuring better

alignment and higher throughput speeds," said EFI regional marketing manager Raimar Kuhnen-Burger.

"We have developed the new generation because the market was asking for steady improvements in performance and productivity, as well as industry 4.0 capabilities.

"The fifth generation of Cretaprint printers is constantly evolving as we will provide new software applications to further help daily

operations as well as improve the printers' interaction with the rest of the users' portfolio."

EFI's new machines cover widths from 710mm to 1,100mm and make use of EFI's Fiery proServer software for image processing and colour management. They are being offered alongside specialised Cretacolor ceramic inks and customer care service programmes to create an "ecosystem" of advanced tile printing capabilities for customers. Developed in Spain, both new machines are now available across international markets.





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