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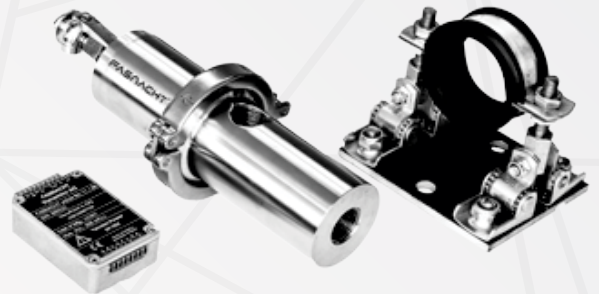
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- We are modeled to be principled, factual, balanced and fair in our editorials, reports and commentaries.
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To Readers

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

WE WILL CONTINUE TO PURSUE AND SUPPORT PROGRESSIVE THOUGHTS IN THE INDUSTRY

From reports across the spectrum of printing, we know with hindsight that the future of printing is quite bright. Though not everyone will agree to this assertion but from such report from industry's Intelligence Agency – Mintel (check out pages 14 and 15 on **SPECIAL FEATURE REPORT** titled: **TOP TRENDS IN PACKAGING FOR 2019**); it is advised that it is essential that all stakeholders' join hands to sustain moves to progressive growth and development in technology, sustainability, consumer demand and innovations in (our) industry.

This is the fallout of our focus in this edition that seeks to promote positive progress in the industry. By this, we have series of **SPECIAL FEATURE INTERVIEWS** with major proponents of progressive change starting with **MR. IKE OKORAFOR** - the **Secretary** of the newly inaugurated Interim **Caretaker Committee of Chartered Institute of Professional Printers of Nigeria (ICC - CIPPON)** that came into being as a result of Court Judgement dated 18th December 2018 on CIPPON SUIT NO: FHC/L/CS/362/2018 filed by aggrieved CIPPON members that



sacked the hitherto CIPPON Council led by Mr. Muhammed Lawal. He shares his Committee's plan for the industry as he enjoins all to: **'THINK WHAT WE CAN DO FOR THE INDUSTRY NOT WHAT THE INDUSTRY CAN DO FOR US'** - read this on pages 18 and 19. Then to the **Chairman of Organizing Committee of the First Nigerian National Printers Conference and Coordinator of #Change@CIPPON Group - MR. OLUGBEMI MALOMO** on pages 20 and 21 where he futuristically predicts that: **'A NEW CHAPTER FOR THE INSTITUTE HAS HOWEVER STARTED WITH A LAND-MARK JUDGEMENT'**. Then, the **Secretary of #Change@CIPPON Group - MR. AKIN ODUWOLE** reconfirms the Group's commitment to continuous progressive change in the industry as he declares that: **'THERE ARE STILL ROOM FOR BIG REVOLUTIONS IN THIS INDUSTRY**

SO LET'S KEEP THINKING AND ENCOURAGING EACH OTHER'. Read his thoughts to know why and how this can be done on pages 24 and 26.

As the edition exclusively devoted to **PROGRESSIVE THOUGHTS**, we also spoke with other critical stakeholders like **MR. VICTOR AGBRO, CEO – INGRAM PRESS LTD** and **MR. SAM ODIMAYO, CEO - ALPHA PRESS LTD** on the State of the Industry albeit from business angle (these can be read from pages 34 to 41), however their advice is summarized thus: **"BUY MACHINES ACCORDING TO THE NEEDS OF YOUR CUSTOMERS"** according to **MR. VICTOR AGBRO, CEO – INGRAM PRESS LTD** and **'DO NOT TAKE CREDITS BASED ON PROJECTIONS, WHERE YOUR PRESENT ACTIVITIES AND OPERATION CASH FLOWS CANNOT SUSTAIN'** – **MR. SAM ODIMAYO, CEO - ALPHA PRESS LTD** softly advices.

While we apologise for our unavoidable absence at this year's edition of Middle East's leading trade show for the commercial and package printing sector – **Gulf Print & Pack 2019**, we



however bring you the **POST SHOW REPORT** titled: **DEALS WORTH MILLIONS OF DOLLARS SEALED AT GULF PRINT & PACK 2019**. Read this on pages 30 and 39 noting the 2021 dates.

And as we will continue to pursue and support progressive thoughts in

Continued on page 10 >>

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From page 9 >>

the industry, we also enjoin you to please flip through this edition to keep abreast of happenings recorded in the last two months across the industry in particular, and the world of print in general in our **PRINT IMPACT AROUND NIGERIA** (from page 10) and **PRINT IMPACT AROUND THE WORLD** (from page 12) respectively. But before we conclude this issue, also read our highly motivating **SPECIAL FEATURE article** on: **SMART WAYS PAPER MAKES YOUR DAY MORE PRODUCTIVE** (on pages 46 and 50) to boost your personal and work performance.

Lastly, don't be caught unaware of dynamic and changing print business landscape bustling daily with advancement of technology. So, read and learn from our strategic **COVER STORY** titled: **IMPORTANT ASPECTS TO CONSIDER IN T-SHIRT PERSONALIZATION BUSINESS** to effectively manage and increase your business ROI. Flip to page 28 and 29 to know how.

We cherish your constructive criticism and thoughts on moving the industry forward – your phone is just a finger away. We're eager to hear from you!

Please continue to do good!

INTERNATIONAL PRINT EXHIBITIONS IN 2019

S/N	EXHIBITION NAME	DATES	LOCATION
1.	FESPA Africa 2019 	11 - 13 September	Gallagher Convention Centre, Johannesburg, South Africa
2.	PROPAK West Africa 2019 	17 - 19 September	Landmark Convention Centre, Lekki Lagos Nigeria
3.	PRINT 19 	3 - 5 October 2019	McCormick Place, Chicago, IL USA

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S/N	EXHIBITION NAME	DATES	LOCATION
4.	PRINT(ING) UNITED 2019 	23 - 25 October	Kay Bailey Hutchison Convention Centre Dallas, Texas USA

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Print impact around Nigeria

OLADELE RE-ELECTED INTO BOARD OF GLOBAL ALLIANCE



The immediate past President of the Nigerian Institute of Public Relations, Dr Rotimi Oladele, has been re-elected as a member and regional-delegate-at-large for Africa on the Board of the Global Alliance for Public Relations and Communication Management in Sao Paulo, Brazil.

According to a statement, as the regional delegate-at-large for Africa, Oladele will provide advisory leadership roles for public relations bodies in Africa. He was earlier elected into the board in 2015 in Milan, Italy.



At the Sao Paolo election, the Global Alliance, which is the umbrella organ of public relations bodies in the world, elected Justin Green from the Public Relations Institute of Ireland as its new president. Other members of the new board are Joe Truncale of the Public Relations Society of America as treasurer; Fiona Cassidy of Public Relations Institute of New Zealand as secretary.

Other delegates-at-large in the board are Alastair McCapra of the Chartered Institute of Public Relations, United Kingdom; Sarah Hanel of the Canadian Public Relations Society; Hamilton dos Santos of the Brazilian Association for Business

Communication; Prita Kemal Gani of the Asean Public Relations Network, Indonesia; Ángel Alloza of the Corporate Excellence of Spain who is an academic/

researcher; and Paula Portugal Mendes of the Portuguese Association of Corporate Communications, Portugal.

LSPC TO SUPPORT NIJ STUDENTS ON MAGAZINE PRODUCTION

The Management of Lagos State Printing Corporation has expressed great delight in taking up printing of students' magazine for the Post Graduate class of the Nigerian Institute of Journalism (NIJ) Ogba - Ikeja area of Lagos State.

The General Manager, Mr. Sakirudeen Odusanya stated this while receiving the editorial team of NIJ Students' Magazine on a courtesy visit to the Lagos State Printing Corporation at Awolowo Way, Ikeja.

Odusanya, represented by the Head, Public Affairs Unit, Mrs. T. M. Aiyegbusi, said the Corporation was glad to grant the students' request for assistance in the printing of the magazine, stressing that the students are members of the same media family from a reputable institution,



not only in Nigeria but in the whole of Africa.

The Editor of the Magazine, Samson Ademola, therefore, thanked the Management of the Corporation on behalf of his colleagues for supporting the production of the magazine to be published by the Postgraduate class as a mandatory prerequisite for graduation.

Continued on page 14 >>



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Print Impact Around the World

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Tarsus Group (owner and organizer of the Labelexpo and Brand Print Global Series of trade shows) and the Association for PRINT Technologies (owner and organizer of the PRINT® event) have announced that they will combine efforts to launch **Brand Print Americas**. This will take place in lieu of PRINT® 2020 and will be co-located with the 2020 edition of Labelexpo Americas, happening at the Donald E Stephens Convention Center in Rosemont, IL, from September 15 to 17.

Tarsus Group, a global leader in the labels and package printing space, and the Association for PRINT Technologies, a leader in the commercial print industry, are uniting decades of expertise and knowledge of the whole print market

by merging PRINT® 2020 into Brand Print Americas and co-locating it with Labelexpo Americas 2020. Brand Print Americas will offer printers, converters and brand owners access to solutions for their varied printing needs.

Research demonstrates that there is a growing diversification in the print industry. Brands that have labels and packaging requirements also need to source printed materials to meet their other marketing needs, including, point of purchase, collation packs, outdoor advertising, fleet graphics, direct mail and much more. These two events bring together the whole supply chain under one roof, and therefore provide greater synergies and opportunities for printers, converters, manufacturers, suppliers, and creatives.

Lisa Milburn, Managing Director for Labelexpo Global Series and Brand Print, said: "We are delighted to collaborate with the Association for PRINT Technologies on the first Brand Print Americas. By combining efforts where we see crossover among segments, we are strategically connecting the print supply chain. This will give printers and converters access to a huge platform for exploring all of their print needs and finding the right solutions at a single venue."

Thayer Long, President of APTECH, said: "We are thrilled to merge PRINT 2020 into this new event and partner with Tarsus and Labelexpo on Brand Print Americas. This is

a strategic response to the market as printers look to diversify their offerings and manufacturers want to maximize their marketing dollars by bringing audiences together under one roof. We are taking a collaborative approach to bring together two well-known brands, two unique audiences, and multiple market segments together."

Milburn added: "Brand Print Americas joins our newest global portfolio of events for the branded printing sector, and is a natural extension of our hugely successful Labelexpo Global Series for the labels and package printing industry."

To more, visit www.printtechnologies.org

FESPA RETURNS TO MUNICH, GERMANY FOR FESPA GLOBAL PRINT EXPO 2021



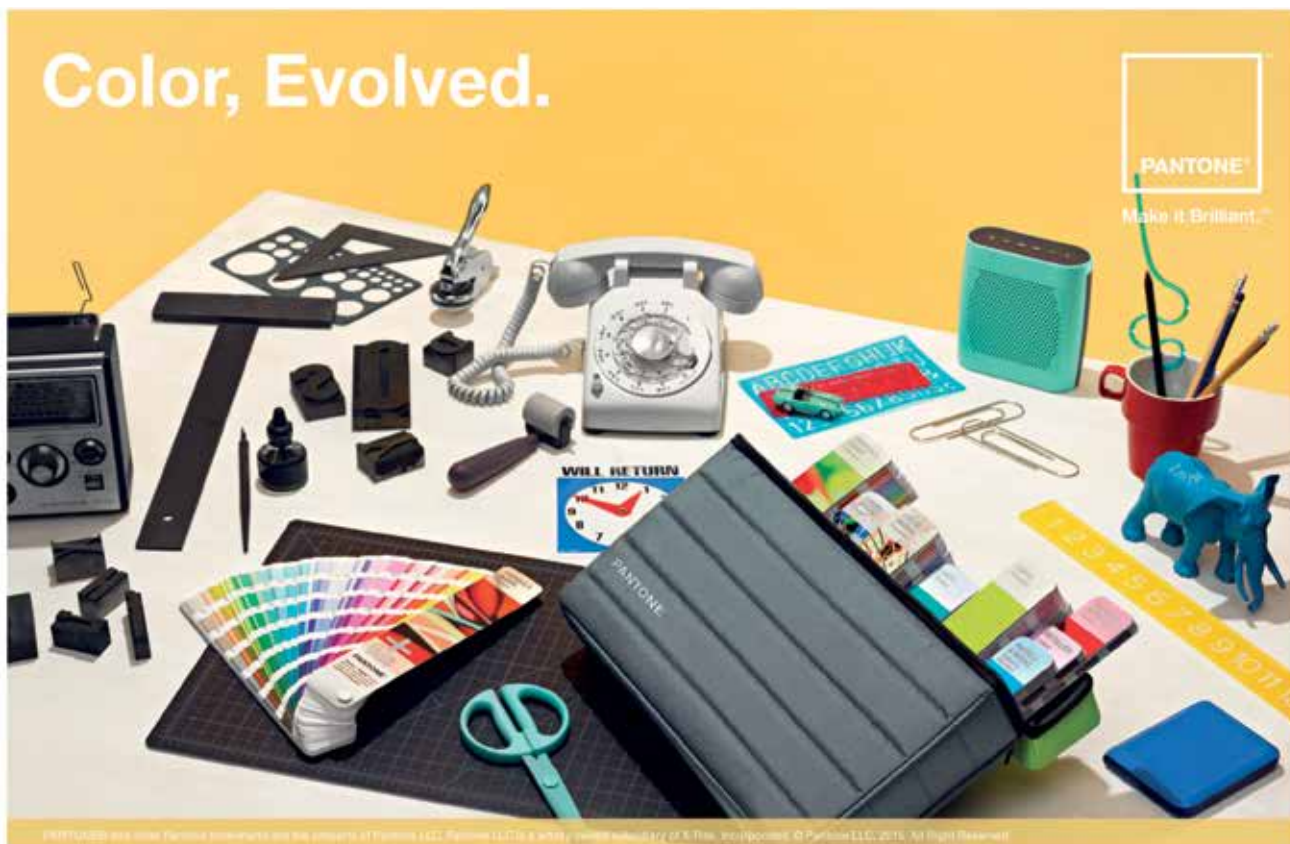
FESPA today announces that the flagship Global Print Expo will return to Munich,

Germany in 2021, together with its co-located event for non-printed signage, European Sign Expo. As this will be the event's sixth return to the

Bavarian capital, it will run for four days, from 18 to 21 May 2021.

Roz Guarnori, Exhibitions Director at FESPA comments: "On the back of a successful event in Munich this year, we're delighted to be returning in 2021. The city has always proved a popular location with visitors and

Continued on page 15 >>



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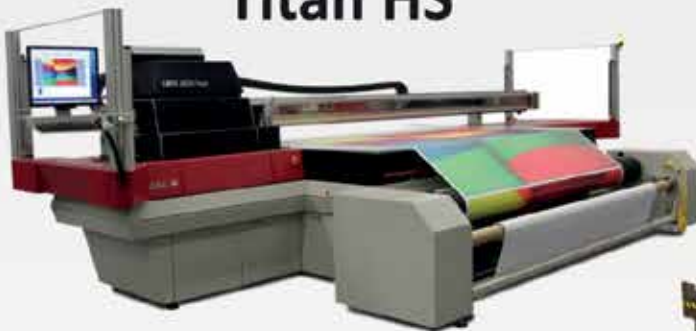


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TOP TRENDS IN PACKAGING FOR 2019

Mintel have just released their highly anticipated Global Packaging Trends 2019 report, which is essential reading for anyone in the packaging industry. Here are the highlights.

Every year, market intelligence agency Mintel releases an influential report into the global packaging industry, highlighting the top trends that are shaping this fast-moving sector. This year, it's honed these trends down to four, which take in developments in technology, sustainability, consumer demand and innovation.

1. CONNECTED PACKAGING

One of the biggest developments in retail packaging is the addition of chips, codes and interactive elements that allow the brand to connect directly with the consumer, creating new marketing opportunities to drive engagement and sales. Those

“**With consumers already thinking that recyclable packaging is standard, brands have an opportunity to ride consumer awareness of recycling issues by being part of the solution**”

elements include digital markers such as 'Snapcodes', Near Field Communication (NFC), Radio Frequency Identification (RFID), Bluetooth and Augmented Reality (AR).

For the brand this offers a chance to connect the consumer to the online space, as well as an opportunity for data collection to improve knowledge of the customer and measure campaign performance. Meanwhile, for the consumer, connected packaging adds value to the shopping experience and provides an online platform to receive promotional offers and discounts.

“With consumers already thinking that recyclable packaging is standard, brands have an opportunity to ride consumer awareness of recycling issues by being part of the solution”

2. CLOSING THE LOOP

Of course, sustainability has been high on the agenda for the packaging industry for years, but it's only recently that increased consumer awareness has driven many companies to push it right to the top. While many brands shout out their commitment to using 100% recyclable materials, claims to include recycled content are still rare, so they now need to improve their use of the circular economy.

According to Mintel's research, greater clarity on the parts of food packaging that can be recycled is the top factor that would encourage consumers to recycle more frequently.

“With consumers already thinking that recyclable packaging is standard, brands have an opportunity to ride consumer awareness of recycling issues by being part of the solution and committing to using recycled material in new packaging,” the report states.

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TOP TRENDS IN PACKAGING FOR 2019



3. REINVENTING THE BOX

Packaging and brand experts both agree that the biggest trend shaping the packaging industry is the rapid rise of e-commerce. With global e-commerce sales reaching more than \$2.1tr in 2017 and expecting to reach \$3.8tr by 2021, the vast amounts of packaging required to keep up with such consumer demand is affecting all aspects of packaging, from the design of the box to the incorporation of new technology into the supply chain.

This phenomenal rise brings with it a unique set of challenges for the brands, but it also offers a range of marketing and environmental opportunities as companies think about the next generation of packaging, one that provides new innovations in distribution efficiency and sustainable design.

4. PLASTIC-FREE

There's little doubt that eradicating the use of single-use plastics is now a large priority for any

brand. In the UK, plastic pollution is now the most pressing environmental concern, cited by 47% of UK adults as the most important environmental issue.

So there's currently a huge amount of activity in plastic-free shopping, whether it's stores offering plastic-free aisles or companies creating new, sustainable forms of packaging, such as the UK dairy brand a2 Milk, which uses 100% recyclable FSC-certified paper-based cartons.

"Brands should act now," says the Mintel report, "either to ensure a place in emerging plastic-free zones by switching to acceptable pack materials, or by engaging with the debate, clearly explaining the benefits of plastic packaging to their product and addressing plastic pollution concerns with appropriate end-of-life pack solutions."

Article written by Sam Upton
Submitted by: The Two Sides Team
© www.twosides.info

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Print Impact Around the World

exhibitors, and this is reinforced by the feedback we've received during the 2019 event."

The 2020 Global Print Expo will take place in Madrid, Spain, from 24 to 27 March 2020 at the IFEMA exhibition centre. European Sign Expo and the recently announced Sportswear Pro event will run alongside the main Global Print Expo.

Forthcoming FESPA events include:

- **FESPA Mexico**, 22-24 August 2019, Centro Citibanamex, Mexico City, Mexico
- **FESPA Africa**, 11-13 September 2019, Gallagher Convention Centre, Johannesburg, South Africa
- **FESPA Global Print Expo**, 24-27 March 2020, IFEMA, Madrid, Spain
- **European Sign Expo**, 24-27 March 2020, IFEMA, Madrid, Spain
- **Sportswear Pro**, 24-27 March 2020, IFEMA, Madrid, Spain
- **FESPA Global Print Expo**, 18-21 May 2021, Messe Munich, Munich, Germany

For information on FESPA Global Print Expo 2020 visit: www.fespa2020.com

SWANSEA PRINTER FINED NEARLY £30,000



Tinplate printing firm Wales-based - Tinmasters Swansea has been fined after an accident that resulted in a serious operator injury.

The accident happened in June 2017 when an employee was trying to fix an intermittent fault on one of its printing presses and his hand became trapped between the rollers resulting in his hand being crushed and degloved.

At the time the business was trading independently as Afon Tinplate, before it was acquired by Tinmasters parent firm CMDH in August 2018.

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Print impact around Nigeria

CIPPON ICC INAUGURATED

...OPENS OFFICE, WEBSITE FOR EASE OF COMMUNICATION

The newly inaugurated Interim Caretaker Committee of Chartered Institute of Professional Printers of Nigeria (ICC - CIPPON) has swung into action to immediately deal with issues affecting the printing industry in Nigeria particularly in organizing elections into elective offices in the leadership of CIPPON.

While election guidelines will soon be made available to the

and Director of FC Exports Nigeria LTD, he is supported by veterans in the industry including Alhaji Yahaya Amfani (Chairman, Yaliam Press LTD, Abuja); Mr. Babs Fashanu (pre-press guru and Director at Academy Press PLC); Mr. Femi Jolaolu (veteran Graphic Design cum Print Expert); Princess 'Layo Okeowo (Chairperson of the Printing, Publishing and Allied (PPA) Group of Lagos Chamber of Commerce & Industry (LCCI)

offices of CIPPON to validate their membership as "it is the first step to conducting election into the Council of the Institute" the statement jointly signed by Chairman – Mr. Bankole and Secretary – Mr. Okorafor reads. Accordingly, the revalidation exercise which commences from the 15th of May 2019 and will close on the 5th day of June 2019 is expected to provide an updated list of members and information



form. When completed, you will receive an acknowledgment if all information required is provided or better still, send an email to: info@cippon.org or ccim@cippon.org with all the requirements and your mail will equally be acknowledged when necessary documents are complete.

It would be recalled that the Interim Caretaker Committee came into being as a result of Court



MR. LAI BANKOLE



MR. IKE OKORAFOR



ALHAJI YAHAYA AMFANI



MR. BABS FASHANU



MR. FEMI JOLAOLU



PRINCESS 'LAYO OKEOWO



MR. DELE OKANLAWON



public, stakeholders are enjoined to support and make meaning contributions to rebuild CIPPON through telephone - 0809 224 7766 or visit its official website www.cicc.org or come directly to its temporary office located at 3, Metal Box Road, Off Acme Road, Ogba Industrial Scheme, Ogba – Ikeja, Lagos.

Chaired by Mr. Lai Bankole - MD/ CEO of Lapat Associates

and owner of FAE Envelopes); and Mr. Dele Okanlawon (the highly versatile and dynamic print expert). Secretary of CIPPON ICC is German-trained print expert with special interest in packaging, Mr. Ike Okorafor who is also the MD/ CEO - Premium Pack LTD.

Meanwhile, the Interim Committee has released a public notice to interested members who desire to be in the elective

on who is eligible to vote or be voted for. Information required for the exercise include among others: Full Name, Gender, Address (including State), Phone No., Email Address, Certificate Number, Photo proof of last clearance, and Status of Membership: i.e. Fellow, Member, Associate, Affiliate.

To participate, log on to: www.cippon.org and fill the validation

Judgement dated 18th December 2018 on CIPPON SUIT NO: FHC/L/CS/362/2018 filed by aggrieved CIPPON members that sacked the hitherto Council CIPPON led by Mr. Muhammed Lawal. Its term of reference include finding and setting up of an interim office and secretariat for CIPPON and organize elections into elective offices in the leadership of CIPPON

FC GROUP INTRODUCES KODAK SONORA X AND SWORD MAX PLATES



Kodak Authorised Distributor in West Africa - FC Group has introduced the all new Kodak SONORA X and Sword Max



Plates into the market with value-added benefits.

KODAK SONORA X PROCESS-FREE PLATES: A WIN-WIN-WIN FOR OFFSET PRINTERS

Now 80% of printers can benefit from the cost savings and environmental advantages of process-free without compromising on productivity or efficiency.

Committed to helping printers profitably grow that their businesses, FC Group is also equipping them for the future with new technology by bringing environmental and cost benefits of process free plate making to more printers than ever before, SONORA X Plates has run lengths, imaging speeds, resolutions, and handling capabilities that match most unbaked processed plates and can be used by up to 80% of offset printers. You might be surprised to see what other customers are

printing with SONORA Plates... which is just about anything....

- Offset packaging and labels
- UV and low-energy UV print
- Heatset web applications
- Newspapers (high-volume & automated)
- Long-run commercial print
- VLF applications
- And more...

KODAK'S SWORD MAX THERMAL PLATES BOOST GROWTH FOR PRINTERS WITH HIGH

Continued on page 16 >>

Print impact around Nigeria

PERFORMANCE

SWORD MAX Plates are flexible enough to be used for commercial print, offset packaging, web, publication, book, and UV or low-energy UV applications.

For printers looking to boost growth and performance with processed plate technology, the commercially available and new KODAK SWORD MAX Thermal Plates is a no-preheat, positive-working, wet processed plate offering high-speed imaging, high productivity, and excellent resolution. It is the one processed plate you can trust to grow your business.

- One plate for multiple

applications

- Delivers superior quality on many different substrates, such as metal, PET, heavy-duty card, and more
- Extremely robust - designed for excellent scratch and scuff resistance

"Kodak is committed to helping printers profitably grow their business while equipping them for the future with new technology," said John O'Grady, President, Print Systems Division, Kodak. "The new SWORD MAX Plates deliver a step change in performance over other processed plates, so our customers can confidently say 'yes' to more business."



According Jack Dean, Sales Manager for the FC Group in Lagos, "The new **Kodak SONORA X** and **Sword Max** Plates are what the industry has been looking for and most customers wouldn't want to forgo the benefits of the **Kodak SONORA X** Process-Free Sustainable Plates as well as increased run length, UV resilience qualities, and extended shelf life of the **Sword Max**. I look forward to meeting and sharing benefit with customers at Propak West Africa 2019".

PRINT ACADEMY BEGINS PRACTICAL TRAINING ACROSS NIGERIA



Nation's human capacity development partner of choice – Print Academy Consulting LTD has begun intensive and practical-oriented training across the country to enable outstanding efficiency and professionalism in the printing industry.

Starting with the just concluded MASTER SERIES 2 – CTP/ CCTP Training, participants were not only taught on understanding the business of CTP/ CTCP but where equally shown practical tips, benefits and trade secrets of different brands, models of CTP/ CTCP machines as well



as Return-On-Investment on each brand backed by practical demonstrations from industry-trained veteran Facilitators on design, photo-imaging, colour

management, preparing CorelDraw/ PDF for print and quality print production management. The practical session at Lagos MASTER

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MR. IKE OKORAFOR

'THINK WHAT WE CAN DO FOR THE INDUSTRY NOT WHAT THE INDUSTRY CAN DO FOR US'

German-trained print expert with special interest in packaging, Mr. Ike Okorafor is without doubt a passionate print practitioner whose major trust in returning to Nigeria even in the face of juicy offers of appointments and innumerable opportunities in Europe is his determination to contribute his quota to the development of the country starting from his beloved profession – printing.

With this strong determination to entrench ethics and standards especially in print practice, Ike who is currently the Secretary of Chartered Institute of Professional Printers of Nigeria Interim Caretaker Committee (CIPPON ICC) speaks on the formation of CIPPON ICC brought about by December 18th 2018 Court Judgement of the Federal High Court which surmised their responsibilities amongst others thus: find and set up an interim office and secretariat for CIPPON and organize elections into elective offices in the leadership of Chartered Institute of Professional Printers of Nigeria. How far has these assignments been implemented? POINT GROUP NIG. LTD boss – Mr. Okorafor, in an exclusive chat with WHERE To Print reveals CIPPON ICC plans in the excerpt below:

CAN YOU PLEASE ENLIGHTEN US HOW YOUR COMMITTEE CAME INTO BEING?

The Caretaker Committee is a product of the CIPPON Court Judgement of 18th December 2018 which granted all the prayers of aggrieved members that challenged the sit-tight Council which held sway for over 8 years and still wanted to hang on to power, thereby rendering the Institute's charter status useless. The plaintiffs/applicants are: Messrs. Akintola Olarewaju, Eloho Gideon and Princewill Joseph who sued on behalf of other members of CIPPON. The

“ We are working on gathering all the pieces of the work in progress and whatever is left of an Institute that was going into extinct. ”

Honorable Justice Buba of the Federal High Court Ikoyi granted all their prayers of which the 10th is the Caretaker Committee to oversee the affairs of the Institute and to organize elections for a new Council.

ARE YOU NOT SUPPOSED TO BE INAUGURATED BY THE SUPERVISING MINISTER I.E. THE HONOURABLE MINISTER OF INFORMATION AND CULTURE?

I believe that will be taken care of. Besides, our task is an interim one that will end as soon as elections are conducted. We shall however do due diligence by approaching the Honourable Minister and his officers.

WHAT IS THE TIME-LINE OF YOUR COMMITTEE?

There is no time line forced on us but we are very

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'THINK WHAT WE CAN DO FOR THE INDUSTRY NOT WHAT THE INDUSTRY CAN DO FOR US'

busy people who want to get this added responsibility off our neck as quick as possible.

IT'S OVER THREE MONTHS NOW THAT YOU HAVE YOUR MANDATES, WHAT HAS BEEN DONE?

Permit me to remind you that the Judgement came just a few days before Christmas and

“ **The Committee Members are not the organizers of #Change@CIPPON but honorable men and women of proven integrity who are serving the best interest of the Printing Industry** ”

the subsequent holidays until January. We needed to have a copy of the Judgement before convening the Committee to begin work. We are on course.

SPECIFICALLY, WHAT IS YOUR COMMITTEE WORKING ON RIGHT NOW?

We are working on gathering all the pieces of the work in progress and whatever is left of an Institute that was going into extinct. There was no due process. Recall that the Institute was not able to organize any elections or AGM for almost 8 years. All that is going to be done now - with a lot of hard work, within a few months - so that we can have leaders that will work hard, and use their know-how to improve the lot of our members and stakeholders.

PART OF YOUR COMMITTEE MANDATE IS TO ORGANISE ELECTIONS INTO ELECTIVE OFFICES IN THE LEADERSHIP OF THE INSTITUTE, HOW FAR HAVE YOU GONE INTO THIS?

This is our utmost responsibility and every effort is being put together to achieve this in the best possible time.

ON THE MINDS OF MOST PRINT STAKEHOLDERS IS THE ELECTION, WHEN WILL YOUR GUIDELINE BE OUT?

The timetable and guidelines will be published soon.

WHO IS ELIGIBLE TO VOTE OR BE VOTED FOR?

The CIPPON Act will be interpreted to the fullest. Only full members who have their certificates of membership at different levels and recognized by the law will be eligible to vote and be voted for.

OBSERVERS BELIEVE AS MEMBERS OF THE #CHANGE@CIPPON PRESSURE GROUP, YOUR COMMITTEE WILL BE BIASED IN YOUR ACTIONS PARTICULARLY BEFORE, DURING AND AFTER THE ELECTION?

It is the uninformed that will be so myopic in thinking. The Committee Members are not the organizers of #Change@CIPPON but honorable men and women of proven integrity who are serving the best interest of the Printing Industry but not for clannish, sectional or personal interests. I will personally not be here if the contrary is the case.

HOW CAN WE HAVE UNITY OR COHESION IN THE INDUSTRY?

In every union, people disagree to agree. If every member of CIPPON drop his or her personal agenda and commit to the betterment of the industry, then we shall make progress. ICAN is an Institute like ours but they have built on excellence because the founders had integrity and worked for a common goal instead of living on handouts. Think what we can do for the industry not what the industry can do for us.

AS A STAKEHOLDER IN THE INDUSTRY, WHAT HOPE CAN YOU GIVE PLAYERS, WOULD-BE INVESTORS AND UP-COMING GENERATION BASED ON YOUR COMMITTEE'S MANDATE?

We are determined to give the industry a sound footing by electing men of knowledge, honour and integrity that will chart the positive course of our industry. Investors and the future generation can be rest assured that with a sound CIPPON, our industry will work and progress again. Investments will be protected while the new generation will be equipped with the right knowledge to excel. An industry that is the highest employer of labour after agriculture must not be allowed to die.

THANK YOU FOR YOUR TIME SIR.

You are most welcome.



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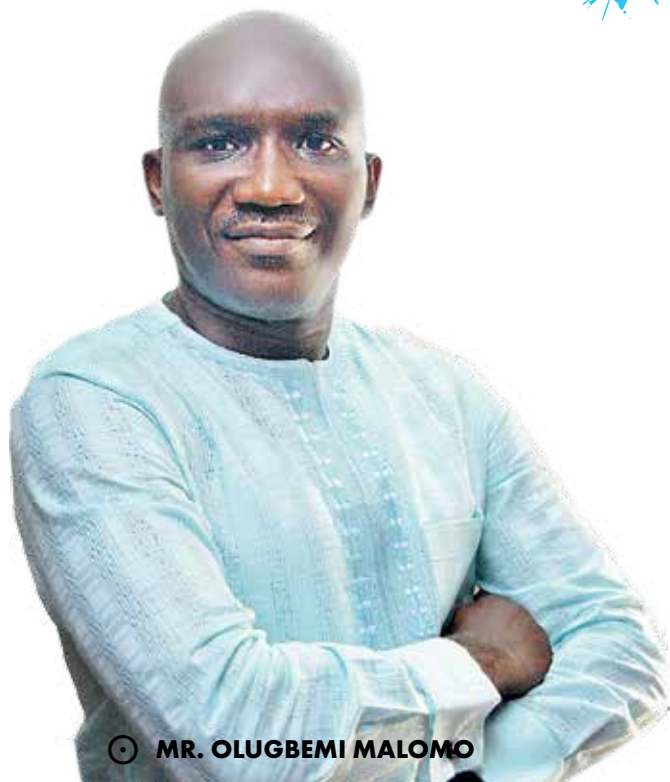
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1. Academy - free & paying courses/training (practical).
2. Access to resource Material online.
3. 24/7 access to mentor subject to mentors availability.
4. Free events to attend.
5. Participation in Business, Design etc competition finding.
6. Free 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 - Research/ feasibility studies/ statistics of industry to aid print business purchase decisions.





MR. OLUGBEMI MALOMO

‘A NEW CHAPTER FOR THE INSTITUTE HAS HOWEVER STARTED WITH A LANDMARK JUDGEMENT’

Owner of the hitherto popular but now rested printing house in the heart of Shomolu (home of printing in Nigeria) - Soma & Associates and presently CEO of Print Equip LTD, Mr. Olugbemi Malomo is the Coordinator of #Change@CIPPON Group, a pressure group in the Printing Industry coupled with being the Chairman of the Organizing Committee for the First Nigerian National Printers Conference. In a chat with Mohammed Shosanya of Daily Independent Newspaper, he spoke on a wide range of issues adversely affecting the nation’s Printing Industry and how the industry can contribute to Nigeria’s Gross Domestic Product. Read excerpt below:

WHAT ARE YOUR CONCERNS OVER THE STATE OF THE NATION’S PRINTING INDUSTRY?

The Nigerian Printing Industry, an industry employing one out of ten working Nigerians in its entire value chain has continued to suffer neglect from government and sit-tight leadership that it is

“What is needed is the will on the part of government to work with industry stakeholders and come up with a National Policy on Printing that will create an enabling environment for investment into local production of paper.”

feared that it may not be able to contribute its quota to economic development in Nigeria like it is done in other countries of

the world.

Inconsistent government policies, poor or lack of regulation have over the years allowed contractors and non-professionals to infiltrate the industry resulting in huge economic losses. Billions of Naira is being spent on printing outside Nigeria, and the country is the loser for it. For instance, can you imagine the amount of tax that should have accrued to government if all those jobs are printed in Nigeria? The industry is stagnated. Businesses are on a downward spiral, and there has not been any concerted effort or attention to an industry employing the highest number of Nigerians in its entire value chain after traditional farming.

All over the world, Governments are turning to industries rooted in skill for employment generation and economic development, however my fear is that the Nigeria Printing Industry may not be able to contribute her quota to economic development the same way printing is doing all over the world. The industry for years has been grappling with portfolio contractors with little or no knowledge about printing, now we also have to contend with foreigners who are also

“We spend close to a trillion naira in importation of paper into Nigeria, both in terms of raw paper and finished product that is a drain on the economy.”

competing with us at retail or lowest level of printing.

THERE ARE CONCERNS OVER THE LOW PATRONAGE OF INDIGENOUS PRINTERS GIVEN ROOM FOR TIERS OF GOVERNMENT IN NIGERIA TO IMPORT PRINTING MATERIALS OUTSIDE THE SHORES OF THE COUNTRY. WHAT DO YOU THINK SHOULD BE DONE TO REVERSE THIS TREND?

The whole nation is the loser with billions of naira spent on printing annually. Inconsistent Government policies, poor

Continued on page 21 >>



'A NEW CHAPTER FOR THE INSTITUTE HAS HOWEVER STARTED WITH A LANDMARK JUDGEMENT'

regulation, and lack of advocacy has over the years allowed contractors and middlemen to infiltrate the industry resulting in huge economic losses in form of taxes, employment etc.



The industry attained a chartered status since 2007 - an instrument capable of solving more than 50% of the industry problem effectively.



The whole nation was held to ransom during the last Presidential Election because of the greed of a few unscrupulous clients who decided to put self-interest before the nation by printing the Presidential ballot paper outside Nigeria. We cannot wait to make our case at the commission of enquiry into the reason why the election was postponed. Currently, we spend close to a trillion naira in importation of paper into Nigeria, both in terms of raw paper and finished product that is a drain on the economy.

NIGERIA'S PAPER MILLS WERE PRIVATIZED SOME YEARS AGO, BUT THESE ASSETS ARE DEAD NOW. WHAT IS THE PROBLEM AND HOW DO YOU THINK THE COUNTRY CAN BRING BACK THESE NATIONAL ASSETS?

The raw material for paper production are available locally, what is needed is the will on the part of Government to work with industry stakeholders and come up with a National Policy on Printing that will create an enabling environment for investment into local production of paper.

The foreign exchange spent on importation of paper is monumental with over 2 million metric tons of paper imported annually and 1 million in form of finished goods. A reversal of such will bring employment generation and ease pressure on the exchange rate.

WHAT INFORMED THE RECENT CONVOCATION OF THE MAIDEN NIGERIAN NATIONAL PRINTERS CONFERENCE LAST YEAR?

The desire to contribute to national development and change the narration of printing business in Nigeria to become a driver of Nigeria economy, particularly as we are divesting from oil, in terms of employment

generation and economic development. The Conference was historic; the first of its kind, a comprehensive Post Conference Report which I believe can be a blueprint for development in the Printing Industry will soon be presented to Government.

TELL US ABOUT THE #CHANGE@CIPPON GROUP?

#Change@CIPPON Group is a pressure group consisting of young and patriotic printing professionals who cannot continue to watch their businesses slide into oblivion and decided to do something about it. The industry attained a chartered status since 2007 - an instrument capable of solving more than 50% of the industry problem effectively. In fact, it was the very first bill signed by late President Yar'Adua, that's over 12 years ago and since then we have had three Presidents in Nigeria. However contrary to the regulation of the Act that stipulates 2 terms of 2 years for leadership, that is - a maximum of 4 years, we have had the same set of leaders for over 12 years.

The only thing to show for those years are dues paid by members, even some members' offices were locked up for inability to pay until #Change@CIPPON Group legally got them out. The same set of leaders was there until the #Change@CIPPON Group legally got them sacked and set the stage for a new dawn. CIPPON has been in comatose for a decade, aside of the money they collected, there is nothing tangible or notable that we can point to that they achieved. However that narrative is about the change.

WHAT IS YOUR RELATIONSHIP WITH CIPPON, ESPECIALLY IN THE AREA OF PROFESSIONALIZING AND STANDARDIZING PRINTING INDUSTRY IN NIGERIA?

CIPPON is the regulatory body of the industry empowered by Act of Parliament. It's a very good avenue provided by Government to bring development to the industry. Unfortunately sit-tight leadership has held it bound over the years. A new chapter for the Institute has however started with a landmark judgement that sacked the old guard and set up a Caretaker Committee to organize election.

WHAT ARE THE SUCCESSES AND CHALLENGES OF THE CHANGE GROUP?

#Change@CIPPON Group has grown into a movement, a beckoning light for an industry in darkness. It's an epitome of the will and resolve of the people to change their situation.

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RECEPTIONIST: IN WHAT WAY DOES YOUR POSITION INFLUENCES PRODUCTIVITY, EFFICIENCY AND OVERALL PROFITABILITY OF THE COMPANY?

First impression they say matters; therefore RECEPTIONIST is often the first person and sometimes the only person that people have contact with when getting in touch with an organization and their initial judgment of the business is based on their experience with this individual. For this reason, he/she plays an extremely important role in representing the organization to clients/ visitors who walks in daily for one form of service or the other.

Having that in mind, WHERE To Print VOX POP Crew hit the streets of Lagos to hear out from the horse's mouth; on how (print) receptionists/ front desk personnel positions specifically influence productivity, efficiency and overall profitability of the company they work for. Read excerpt below:

As the front desk officer of the company, I am the first person the customer comes in contact with. So, first impression really matters because - the kind of treatment they get from me as the receptionist determines if the customer comes back or not. A customer that is badly treated from the reception may not come back even after getting a good service, but a customer that is warmly welcomed by the receptionist will likely come back. As a receptionist, I am the face and voice of the company.



AJAYI OLUWAFUNKE - NUKREATIONZ PRINTING SOLUTIONS LTD

My position in the company has greatly influence our productivity because when I take phone calls from clients; I get their orders and see to it that they are done and delivered efficiently. This has made our company grown from one level of profitability to another especially in ensuring that other workers perform optimally while our boss (with busy schedules) can devote quality time to other assignments and businesses.



SALAUDEEN TAIWO - PRINTVIEW METRO INTEGRATED BRAND

As the Team Leader at Imagination Media, I drive all necessary variables and parameters by engaging stakeholders and all necessary resources to achieve our business model.



OBI AUSTINE CHIEDOZIE - IMAGINATIONS MEDIA

My position as the front desk person of PrintHub enhances the overall profitability of PrintHub. Because as the first point of contact with the customers, I take their orders and ensure operators and graphics artists do quality and efficient job to the utmost satisfaction of our clients. I also give our customers prices that keep them coming back thereby helping my company maintain good profit margin.



OKE DAMILOLA - PRINTHUB

As the receptionist and first contact person, I am the face of the company which leaves me with the responsibility to impress and tolerate our customers, so the more friendly I am to them, the more they love to always do business with us. In other words, I bring more profit to the company with my ability to stay calm in attending to customers - so, there is a mutual relationship amongst us.



VICTORIA - B2EDGE

I'm the face of the business and also manage the account of the business. I try as much as possible to attend to our customers, giving them appropriate hospitality they deserve and creating positive culture with them.



HABIB AMOO - DAMOND PRINTS NIG LTD

Continued on page 23>>

RECEPTIONIST: IN WHAT WAY DOES YOUR POSITION INFLUENCES PRODUCTIVITY, EFFICIENCY AND OVERALL PROFITABILITY OF THE COMPANY?



My position makes it easier for time management and it aids deliverance and persistence to achieving a greater goal of the company. Good attitude is one of the best tools of interaction; and since I have that, it makes my work productive as it enhances good interactions between myself and our customers.

ANUOLUWA – 1ST POINT DIGISEP

I believe that what attracts a customer which inevitably is turned into productivity and profitability of the company can be classified into various forms. One of these is the visual representation and image building of the company. Good and warm reception goes a long way in dictating a company's efficiency and ability to deliver.

OMOLARA – 88 PRINTS



My position helps the company in the sense that; first I have good communication skills and also friendly with all clients or customers because in every organization, communication comes first. I also know how to manage clients with aggressive attitudes. By that, I know the company will achieve its goals and having customers coming back to do more business with us.

TIJANI FATIMAH OLUWASEUN – DITTO ALABY LARGE FORMAT



Continued on page 42>>

I try my possible best to attend to customers in a very friendly and accommodating manner which is required of me and also see that their needs are met accurately and on time.

SAMUEL ODUSANYA – SKD PRODUCTIONS



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MR. Akin Oduwole

‘THERE ARE STILL ROOM FOR BIG REVOLUTIONS IN THIS INDUSTRY SO LET’S KEEP THINKING AND ENCOURAGING EACH OTHER’

Managing Director of Technology Global Services LTD (a well known name in print equipment engineering and servicing) - Mr. Akin Oduwole is fully committed to restoration of lost glory of the print profession in Nigeria. Quite dynamic and forward-looking, Mr. Oduwole is presently the Secretary of industry’s number one advocacy group - #Change@CIPPON. In an exclusive chat with WHERE To Print, he sheds more light on the Group’s activities, aims and future plans for an industry of our dreams. Excerpt below:

#CHANGE@CIPPON - CAN YOU BRIEFLY LET US KNOW WHY THIS PRESSURE GROUP CAME INTO BEING?

It was in the last quarter of 2017, we came together, a group of younger generation in the Printing Industry; authorities in our own rights to review the condition of our industry and agreed the industry will do better if we had a functional Institute. We decided to do something about the daily decay which has cumulated into printers losing their presses, printing graduates choosing to rather drive Uber than add their strength to grow the industry and how investors are beginning to prefer real estate and farming to this ever lucrative printing business. As we don’t have any other means of livelihood we thought to play our part, #Change@CIPPON was given birth to and today that mere pressure group has grown to become a movement.

OBSERVERS BELIEVE YOUR GROUP IS FORMED BY DISGRUNTLED STAKEHOLDERS WHO WANT TO TAKE OVER CIPPON LEADERSHIP FOR SELFISH REASONS – WHAT CAN YOU SAY TO THIS?

Those who have held the Institute to ransom, have a few attack dogs that have been painting so many pictures about the group. We have heard statements like the educated trying to own an Institute that the uneducated fought to get chartered. So, I am not surprised to hear that CIPPON is about to be taken over for selfish reasons.

Can I ask; what can be more selfish than suspending the Act which setup CIPPON and holding on to power for over 11 years? You must recall that before #Change@CIPPON decided to head to court, very many moves were made to help former leadership see the need to let’s work together to move the industry forward, rather what we saw was that the same people bought nomination forms for themselves and even their children; please help me figure out who has displayed selfish interest. Thank God for this movement, because we believe their plan was to make the Institute a family business, or how do

“As we don’t have any other means of livelihood we thought to play our part, #Change@CIPPON was given birth to and today that mere pressure group has grown to become a movement.”

we explain moving the Institute address to a person’s home, the documents of the Institute under the bed of someone and only one signatory to the Institutes account?

On the contrary, members of #Change@CIPPON are some of the most hardworking and innovative groups in the industry. You will be amazed how closer printers have become and how much information is available today only because the change movement opened up some space.

WHAT ARE YOUR PAINS IN THE INDUSTRY AND HOW DO YOU THINK YOUR GROUP CAN HELP TACKLE AND SOLVE THEM PERMANENTLY?

Everyone in the industry can feel the pain of and not limited to;

- Unskilled staffs,
- Conflicting Government policies,
- Foreigners taking away Nigerian jobs,
- Professionalism eroding the practices in the industry,
- Price war has become the order of the day because the regulator of the industry is asleep or probably lacks ideas,
- Lack of adequate funding,
- No credible and charismatic interface with Government.

In short, an industry that contributes so much to Nigeria GDP yet has no voice. Akin Oduwole is a mere messenger, I was asked to be the spokesperson for the group and accepted to do this as my little quota to the development of this industry that has been extremely kind to me. We honestly believe that with a structured CIPPON a lot of these problems can be fixed by mere creativity.

Continued on page 26>>

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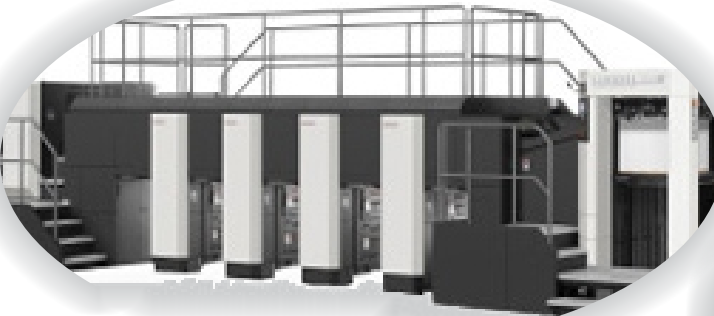
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‘THERE ARE STILL ROOM FOR BIG REVOLUTIONS IN THIS INDUSTRY SO LET’S KEEP THINKING AND ENCOURAGING EACH OTHER’

PART OF YOUR ACHIEVEMENTS ARE THE FIRST NIGERIAN NATIONAL PRINTERS CONFERENCE IN ABUJA LAST YEAR AS WELL AS THE COURT JUDGEMENT IN YOUR FAVOUR – WHAT ARE YOUR MAJOR CHALLENGES AND HOW HAVE YOU BEEN ABLE TO FORGE AHEAD?

The First Nigerian National Printers Conference in November 2018 and the victory for the people at the Federal High Court Ikoyi are both possible only because the people (stakeholders in the Printing Industry) decided to forge together. Some of the challenges like funding, manpower, deployment of resources, and creating a structured platform to carry everyone along, with today’s benefit of insight tells us that we have a community ready to build together; it also shows that our major problem is leadership. So what we should call challenges are strengths waiting for expression. The people have funded all what the Group has done and provided ideas and manpower for all the successes so far, and in my opinion - the people can still do much more with a sincere leadership in place.

WITH THE SACKING OF THE EASTWHILE ADMINISTRATION, WILL THIS BE THE END OF YOUR GROUP; IF NOT, WHAT SHOULD THE INDUSTRY EXPECT FROM NOW ON?

Remember I am a mere spokesman for the Group, and so far I have not received any brief on the future of the Group, all effort geared is towards ensuring that a vibrant and deserved leadership is in place to manage the affairs of our Institute, and I will say we are getting close to achieving this.

IN YOUR OVER TWO DECADES EXPERIENCE IN THE INDUSTRY, WHAT DO YOU THINK ARE THE MAJOR REASONS STAKEHOLDERS ARE NOT ENJOYING THE BENEFITS OF THEIR INVESTMENTS?

I will like to elaborate here that - not all stakeholders in the industry are printers. Meanwhile, this is normal because all in the Banking Industry can’t be bankers too. So, it is important to first understand that there is a whole value chain to consider. For instance: Printing is capital intensive but also very lucrative and as such INVESTORS are a major stakeholder. They invest their money and expect a profit, so there should be some succor in place to ensure investors make money so they can keep expanding their investments. Those who studied printing didn’t do it on their own so they need the ACADEMICIANS who happen to also be major stakeholders – they must be given the platform to ensure that professionalism is entrenched in the industry. The printers who are the CONVENERS of all other stakeholders are also major stakeholders who should ensure that the industry remains lucrative for

the investors and help the academia ensure there are raw practical opportunities for the professionals who are pushed into the printing job market. Other major stakeholders are equipment manufacturers, engineers, consumable manufacturers and sellers, accountants, business development experts, HR and admin personnel, tax experts etc. without everyone, the industry ceases to be effective. For stakeholders to enjoy benefits there should be rules and synergy.

HOW CAN THESE BE CORRECTED?

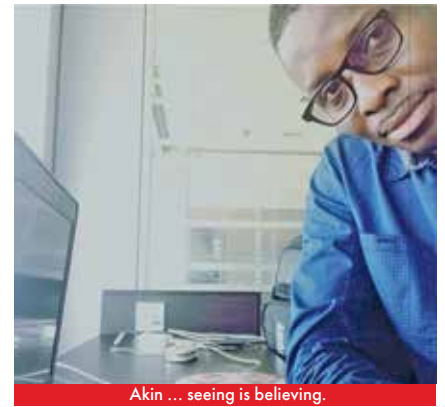
The body that can ensure there are benefits is one that can provide education, regulate, interface and generally help with information that will move each individual and groups forward. If I need a staff as a new investor, I should be able to go to the Institute for information. The academia after training in the higher institutions or whether the traditional apprenticeship method, will collate a database and use the Institute to prepare this ready-to-work group for the Nigeria printing space. We all know that a functional Institute has numerous benefits and can fix a lot of the man-made problems the industry is currently experiencing.

IT’S OVER THREE MONTHS NOW THAT THE COURT SACKED MR. MUHAMMED LAWAL LED ADMINISTRATION, GIVING POWER TO A CARETAKER COMMITTEE TO RUN THE AFFAIRS OF THE INSTITUTE ESPECIALLY IN CONDUCTING AN ELECTION INTO NEW CIPPON COUNCIL – WHAT ARE YOUR EXPECTATIONS FROM THIS CARETAKER COMMITTEE?

As much as I know, I cannot speak for the Caretaker Committee but I also can imagine that they have a task to re-unite the industry and gather as much support as they can get and if you ask me those kind of task are better done behind the scene. Today, the Caretaker Committee seems the hope for resetting CIPPON and conducting a fair election for leaders who will hit the ground running and ensure we birth the CIPPON of our dreams.

OBSERVERS BELIEVE THAT AS MAJORITY OF THE CARETAKER COMMITTEE MEMBERS ARE ALSO MEMBERS YOUR GROUP - #CHANGE@CIPPON PRESSURE GROUP – THEY WILL BE BIASE IN THEIR ACTIONS AND INACTIONS PARTICULARLY TOWARDS THE ELECTION – WHAT CAN YOU SAY TO THIS?

It will be good to know who those observers are because the only young person representing #Change@CIPPON in that Committee is Mr. Okanlawon. Mr. Bankole and Mr. Fashanu have served in various capacities in the various life of the CIPPON of yesterday; Mr. Jolaolu was one



Akin ... seeing is believing.

of the elders that were begged to interface between the pressure group and the old Council Members, Alhaji Yahaya Amfani was a former Council Member. Mummy Princess ‘Layo Okeowo is from Manufacturers Association of Nigeria (MAN) and also LCCI Chairperson for the Print and Publishing Sector. In any case these names were not challenged in court so the old guards would also have considered them credible and thought that challenging the list might have been a waste of time, so please name these observers so we can understand where they are coming from.

AS A STAKEHOLDER IN THE INDUSTRY, WHAT HOPE CAN YOU GIVE PLAYERS, WOULD-BE INVESTORS AND UP-COMING GENERATION?

If we honestly compare our industry to those abroad we will notice that we still have a big room to improve and do a lot more. We haven’t started at all in some areas of textile printing, metal decoration and even some parts of label and packaging, even in the offset sector that seems saturated; there is still a big space to start manufacturing inks and major consumables locally. I always say that creativity will sell prints like wild fire; new comers have to see how they can leverage on technology. There are still room for big revolutions in this industry so let’s keep thinking and encouraging each other.

WHAT ARE YOUR PLANS FOR THE INDUSTRY IN THE NEXT TWO OR THREE YEARS?

Personally, I am working on a made-in-Nigeria printing machine; I’m also determined to up education, as ignorance is hindering the growth of this industry. I will probably also write a book or two once I can find that time to focus on it.

HOW CAN WE HAVE UNITY THAT WILL MOVE THE INDUSTRY FORWARD?

There is so much distrust at the moment but my consolation is that time heals. We must ensure we vote in leadership that will move us forward against all odds of ethnic or religious division. We need to as a matter of urgency, start that baby step in leadership and that will signify a beginning of new things to come.

THANK YOU FOR YOUR TIME SIR.

You are most welcome sir



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It is important to widespread your services to the right customers. While opting for the personalization for your business, it is important to have the right kind of business strategy. An all-rounder web-to-print solution could help you serve the wider audience and grow your business.

And when you have a store, you do not have to worry about the manufacturing costs as there are endless suppliers available in the market. If you want to manufacture you need to pre-plan for that as well.

CONFIGURATIONS

While your customers can leverage the freedom of product customizations, it is important that the overall customer

experience is up to the mark. And that you can control by setting the right configurations to your products. For example, for products, you can set design areas, choose the element pricing, set discount offers in order to make customer's experience smoother.

Therefore, before adding a product customizer to your store, make sure that it's not too complicated to use.

CONSIDER DEMANDS & QUERIES

Customer demands are very important when it comes to personalization. There can be a scenario when your product could not perform the way you expected.

Or there can be a situation where the final product would not look as customer anticipated. In such scenarios, it is important to provide prompt responses and give your customers the support they deserve. Make sure to attend their each and every query in order to expand your brand reach.

GOAL TO SUCCEED

In the cut-throat competition industry, it is important for e-store owners to understand that the product

personalization is the future.

But when there are giants like Amazon available in the market, it is time to brace yourself and start developing something out of the box to attain success. Because you don't want your customers to redirect to the competitor's website as they could not find the right product or customization at your website.

So, make sure you understand the market trends and update your inventory accordingly.

Get all your elements in alignment. That should include supply-chain, logistics, marketing, and more.

When they would work as a whole they would make all the difference to your business. Make sure to proactively look for the ways to advertise in order to increase your customer base.

IN A NUTSHELL

Keeping your eCommerce business up-to-the-date with the market trends in a necessity. Only this way, you can survive in this competitive industry of personalization.

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DEALS WORTH MILLIONS OF DOLLARS SEALED AT GULF PRINT & PACK 2019



Gulf Print & Pack 2019 – the Middle East & North Africa (MENA) region’s leading trade show for the commercial and package printing sector – ended on a high note as business deals worth millions of dollars were sealed during the bi-annual event.

The show, which was hosted at World Trade Centre in Dubai, took place from **15 to 18 April**, and attracted **8,737** visitors from **90** countries. Afra International, Canon, HP, Konica Minolta, Phoenix Technologies, Prestige Graphics, Ricoh and Xerox were among the many leading manufacturers taking part in the exhibition, which generated a significant number of leads.

Canon, which sold more than 30 machines, anticipates that sales will reach \$1.5 million. Xerox, meanwhile, sold more than 6 Xerox Iridesse and 22 Versant 180 Press machines at the show. Among others were Afra International, who sold its lamination and packaging machines.

Al Mahir Printing, which saw onsite bookings of 5 units, was expecting 10-15 more deals later. Its Chief Executive Officer - Dilawar Dalwai said, "Lots of customers are coming next week to visit the office then finalize deals." In the same vein, Amit Radia, Chief Executive Officer of

Atlas Group, said: "This year, Gulf Print & Pack was very focused, and with a wide variety of equipment on show. Considering the market environment, it was great to see such a positive response from the attendees. I believe we are seeing light at the end of the tunnel for the print industry in the region and those who have reinvented themselves will see positive growth after the last few challenging years."

Lisa Milburn, Managing Director, Gulf Print & Pack, said: "We are delighted to hear that exhibitors have signed a significant number of business deals during the show. They are still calculating the combined worth of transactions as a large number of business deals will be finalized shortly."

She continued: "The introduction of the Innovation Trail, with live machinery and technology demonstrations at this year’s show, was aimed at making Gulf Print & Pack 2019 visitors see just what’s possible and experience the latest technologies and trends in the market live in action. This really paid off, as we received positive feedback from visitors about the demonstrations throughout the entire four days of the show, which is fantastic."

Echoing this enthusiasm, Chris Lynch, Head of Production Technology and Graphic Communications Services, Xerox Middle East & Africa, said: "We were delighted with the level of interest in the Xerox stand and record sales of our Iridesse and Versant machines. This was helped hugely by being part of the Innovation Trail, which really created momentum in the run up to and during this year’s show, and all our live demonstrations had a fantastic turn out. The seminars we hosted in the dedicated presentation area on our stand were likewise well attended."

This was also reflected in visitor feedback. Kimi Yang, Business



[Continued on page 38 >>](#)



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🕒 Sir Victor Agbro CEO INGRAM PRESS LTD

Popularly called **Papa V** due to his fatherly wisdom and disposition disposition to people around him, **Ingram Press LTD** boss – **Sir Victor Agbro** is the quintessential printer with an undying love for total customer satisfaction. Quite knowledgeable in print production management, **Papa V** is easily seen as a printer passionate about quality which makes him a widely travelled print business executive to exhibitions and events that relate to printing. Not only that, his quest for knowledge has also been transverse to his staff as constant on-the-job training is a core business strategy Ingram Press LTD adopts. **WHERE To Print** caught up with **Sir Agbro** who bares his mind on a number of issues in Nigeria’s print market while sharing his wealth of experience via advice. Do make use of his invaluable counsel excerpted from the interview below:

CAN YOU PLEASE REVIEW FIRST QUARTER OF 2019 BUSINESS YEAR COMPARED TO LAST YEAR?

This year’s first quarter is not anything to write home about though it would have been far better with the 2019 General Election but the printing of election materials didn’t quite go round. So far, so good - Nigeria is still moving on.

THEN HOW HAVE YOU BEEN ABLE TO SUSTAIN YOU PRINT BUSINESS?

We are relatively not new in the market. We have our own fair share in the industry.

“ What sustains print business is quality. As a printer, you must know your onions to be part of the business. ”

But most importantly, we have trust that our customers can rely on us anytime, any day to meet and surpass their expectations. Our biggest miss was the INEC job. We were short-listed for the job, infact – we scored very high but for

the reason best known to INEC, we were dropped. That could have been the icing on the cake for us!

SPECIFICALLY, WHAT DO YOU THINK KEEPS YOU IN THIS PRINT BUSINESS?

Quality. What sustains print business is quality. As a printer, you must know your onions to be part of the business. You should also be trusted and work with quality people. Train your workers everytime.



.. with (on his right) Mr. Charles Ifidi (Chairman, Ingram Press LTD) and on his left - Dr. Rotimi Oladele (former President, Nigerian Institute of Public Relations) @ drupa

Continued on page 36 >>



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FC Group New Demonstration Building in Ogba



FC GROUP BIRTH NEW DEMO CENTRE

Kodak's long-established partner in West Africa with full local and Head Office infrastructure - FC Group has opened a brand new Equipment Demonstration Building that will be instrumental in refurbishing and re-selling Kodak Computer To Plate (CTP) machines to existing and new customers across West Africa.

Expectedly, the FC Group are delighted to have taken from its brand new demonstration premises, on Tuesday 14th May 2019, a Kodak Trendsetter 800 Platesetter. Another CTP expertly re-furbished equipment, commissioned and prepared for Abba Mussa of Media Trust, a long-term existing customer and publishing company with corporate headquarters based in Abuja.

“As distributors of the latest Kodak equipment and consumables, the FC Group is proud to also help clients transform their business through use of affordable and highly- refurbished digital technologies throughout the region. And customers frequently see a considerable uplift in their business activity as a result of quicker turn-around, improved quality, reliability and cost effectiveness”, according to Fenton Curley, Managing Director of the FC Group.

With headquarters in close proximity to London and local offices in Nigeria and Ghana, the FC Group has established a reputation as a trusted, reliable and professional industry partner over the last 20 years. For the FC Group, helping clients identify the correct equipment solution for their needs is the start of a successful and long-term business relationship. Many pre-press and printing businesses across West Africa are thriving thanks to knowledgeable

and supportive advice combined with installation and maintenance programmes provided by the FC Group.

...INTRODUCES KODAK SONORA X AND SWORD MAX PLATES

In a related development, FC Group has also introduced the all new Kodak **SONORA X** and **Sword Max** Plates that come along with value-added benefits. According Jack Dean, Sales Manager for the FC Group in Lagos, “The new Kodak **SONORA X** and **Sword Max Plates** are what the industry has been looking for and most customers wouldn't want to forgo the benefits of the Kodak SONORA X Process-Free Sustainable Plates as well as increased run length, UV resilience qualities, and extended shelf life of the **Sword Max**. I look forward to meeting and sharing benefit with customers at Propak West Africa 2019”.

FIT YOUR NEEDS, FIT YOUR FUTURE

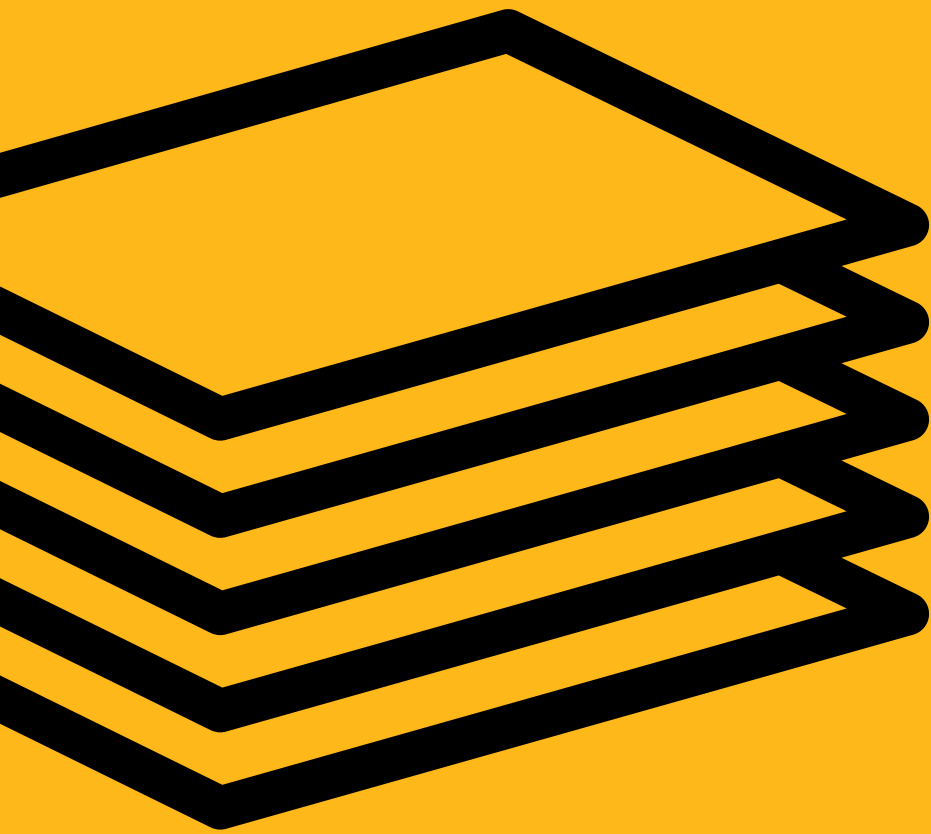
The FC Group is Kodak's long-established partner in West Africa with full local and Head Office infrastructure including sales, service, consumables and parts. We supply new and refurbished pre-press equipment to Nigeria, Ghana, Ivory Coast and other parts of Africa and provide the best after sales service.



Jack Dean, FC Group Sales Manager with Abba Mussa of Media Trust



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“BUY MACHINES ACCORDING TO THE NEEDS OF YOUR CUSTOMERS”

ANY ADVICE FOR WOULD-BE INVESTOR?

Printing is generally a profitable business but everything has its do's and don't's. You must have the right machine to do the right job. You must have well-trained workers but most importantly, buy machines according to the needs of your customers. There are different machines for different job and capacity. There are even some quite good machines that an average Nigerian printer is not aware of like the Komori though I'm still an Heidelberg fan. For a start, aside your computers, go for Heidelberg machines like the PrintMaster, the QuickMaster. These belong to the GTO family. For bigger size jobs, go for SpeedMaster from the A2 size then larger ones, go for SpeedMaster 102. Then as you grow, add more machines but as I said earlier, buy machines according to the needs of your customers.

HOW CAN YOU BUILD STAFF/CUSTOMER RELATIONSHIP?

That's the sustenance of any print business

as well as the industry itself. There must be a very good rapport between the customer and your staff. This is where training is important. We are in business because of the customers. They're what makes our machines work. To us, our customers are kings. We always celebrate them.

HOW CAN WE HAVE UNITY OR COHESION IN THE INDUSTRY?

So far, so good, I must commend the efforts of some stakeholders in the industry particularly the latest one - #Change@CIPPON. You can see the development they brought to the industry in the last one or two years. For the first time, we had the First Nigerian National Printers Conference (1st NNPC) in Abuja - the Federal Capital Territory. Now the Governments are talking to us about National Policy on Printing. This is the first time we have enlightened, educated and well brought up individuals who can meet eye ball to eye ball with any Government official and tell them the truth about our profession. We will continue to support

them and I know with time, we will have the unity or cohesion we desire in the industry.

HOW CAN WE ACHIEVE PROGRESS?

Progress is simple – as I said, we are already on the line of progress. When we have like-minds working together, progress is certain. With the 1st NNPC in Abuja; we thinking of our own Paper Mills; floating our own banks for printers and government is now aware of the kind of money they can make from printing alone to add to the nation's GDP, then progress is certain. We have the population, we have the market and we have what it takes to be the best in our economy.

ON A LIGHTER MOOD, WHAT WILL MAKE A PRINTER HAVE LESS STRESS IN HIS PRINT BUSINESS?

You must love and enjoy what you do. You must take time for yourself. Eat good food and do exercise. For me, though I work late into the night but I don't resume to the office before 10am. The bottom-line is love what you do.

HOW DO YOU HANDLE DEBT IN THE BUSINESS?

You must note that there is always credit in business. The only thing is that don't bite more than you can chew. Give credit of what your capacity can carry. Credit is good but when not managed properly, it ruins businesses. Note also that whatever could go wrong, would go wrong. You must be on your guard always.

THANK YOU FOR YOUR TIME SIR.

You're welcome.



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Development Director, Chen Lui Printing Press, China, said: "We are delighted with the caliber of the business people who we've met at this event. This exhibition has provided quality leads. We had some very interesting discussions immediately after our visit to certain stands. This is our first time and the exhibition provided us with ideal solutions for our business. We will definitely share this with other businesses in China. We are definitely looking forward to visit again".

Milburn added: "We are pleased with such positive feedback from both exhibitors and visitors who came to this year's show. It shows that despite a challenging period, the growth prospects of the commercial and package printing sector in this part of the world are improving, and maintains the UAE's position as a vital commercial and package printing hub in the MENA region and beyond."

Lynch summed it up by saying: "The show was certainly more international than ever before – we saw a greater number of visitors from around the world than in previous editions, and our international presenters were extremely well received. Visitors valued being able to listen to presenters sharing views and trends from the broader global print market beyond the MENA region. All in all, a tremendous show."



Gulf Print & Pack is due to return to World Trade Centre in Dubai from 6 to 8 April 2021.

GPP 2019

Displaying the newest in multi-substrate presses, wide and narrow format digital presses, laser die-cutting, smart labels/packaging, and software, **Gulf Print & Pack** is aimed primarily at printers, service providers, brand owners and designers. **Gulf Print & Pack 2019** attracted a total of **8,737 visitors** from **90 countries** – **63%** of which came from the UAE. Over **250 exhibitors** took part.



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4

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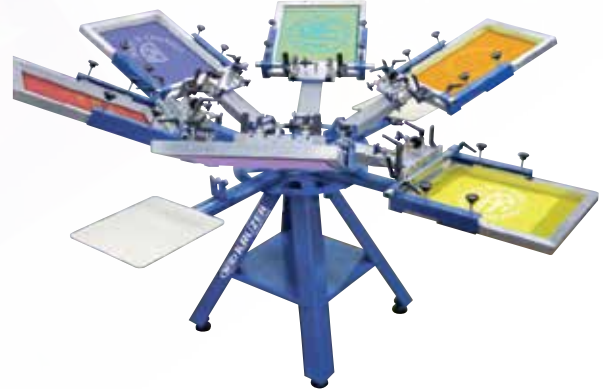
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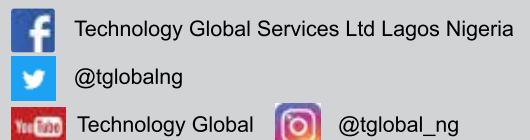
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Mr. Sam Odimayo

'DO NOT TAKE CREDITS BASED ON PROJECTIONS, WHERE YOUR PRESENT ACTIVITIES AND OPERATION CASH FLOWS CANNOT SUSTAIN'

With a degree in Hydrobiology/ Fisheries from the prestigious first University in Nigeria – University of Ibadan fondly referred to as UI – Alpha Press LTD boss, Mr. Sam Odimayo is no doubt a print entrepreneur per excellence. Highly focused and passionate about personal and community development, Mr. Odimayo is always at the forefront of initiatives that drives developments such as that of his community - Ode Irele Kingdom of Ondo State and the recent crop of progressives that seek to rebuild and refocus the stagnant Institute that controls the print profession in Nigeria – #Change@CIPPON. In this SPECIAL FEATURE INTERVIEW, WHERE To Print speaks with Mr. Odimayo on a wide range of issues such as the print market, the Nigerian economy and his views on the state of the industry particularly on #Change@CIPPON Pressure Group. Excerpts below:

CAN YOU PLEASE REVIEW FIRST QUARTER OF 2019 BUSINESS YEAR COMPARED TO LAST YEAR?

I would say the first quarter of this year is an improvement of last year. Generally business activities this year is very dull but still there is an improvement from last year.

THEN HOW HAVE YOU BEEN ABLE TO SUSTAIN YOUR PRINT BUSINESS?

It is just by the grace of God and by continuously adding value to our clients. For example if they needed a job delivered in a week, we deliver even before the week elapse. We give discounts too whenever they complain of the economy. This way, they keep coming back.

SPECIFICALLY, WHAT DO YOU THINK KEEP YOU IN THIS PRINT BUSINESS?

Honesty, reliability and the ability to deliver on time with good quality jobs

ANY ADVICE FOR WOULD-BE INVESTORS?

I would advise that they trade carefully and not going 'head on' (in investing in machines) but gradually and in phases. This is how print business can be grown otherwise it would end in slow rate of return on investment especially because of the terrain we are in that involves middle men, external competitors and intermediary portfolio printers.

“

We can build up staff/ customer relationship by first; setting up a client service department where they would undergo training but they must first have basic education.

”

Continued on page 41 >>

'DO NOT TAKE CREDITS BASED ON PROJECTIONS, WHERE YOUR PRESENT ACTIVITIES AND OPERATION CASH FLOWS CANNOT SUSTAIN'

HOW CAN YOU BUILD STAFF/CUSTOMER RELATIONSHIP?

We can build up staff/customer relationship by first; setting up a client service department where they would undergo training but they must first have basic education. They should also attend workshops and seminars. Continuous training and we can also invite stakeholders in the business to educate them. Lastly, having a system of feedback mechanism from clients.

AS ONE OF THE LEADING MEMBERS OF #CHANGE @ CIPPON PRESSURE GROUP, WHAT CAN YOU SAY ABOUT YOUR ACHIEVEMENTS AND LIKELY PLANS FOR THE INDUSTRY IN THE NEAR FUTURE?

#Change@CIPPON has achieved a lot in the area of awareness about state of industry; the potentials of the industry and what #Change@CIPPON should do to position the industry for profitability. For example being able to organize the first ever First Nigerian National Printers Conference which has yielded huge success because stakeholders from across the country and captains of industry were well represented to address issues affecting our noble profession. #Change@CIPPON was also able to achieve the positioning of CIPPON after we got court judgment against the sit-tight Council. Now, the court has constituted an Interim Caretaker Committee to reposition the Institute and organize elections into the Council.

HOW CAN WE HAVE UNITY OR COHESION IN THE INDUSTRY?

Today the industry is largely unprofessional, but with a proper Institute, print businesses will be professionalized with appropriate rules and regulations. Once this is achieved, printers would see themselves as professionals and carry out their businesses within the ethics of the profession. That I believe would go a long way in bringing unity to the industry.

WHAT WILL YOU THINK CONSTITUTE PROGRESS IN THE INDUSTRY AND HOW CAN WE ACHIEVE THESE?

CIPPON; because the printing industry is a huge one that generates over 200 billion annually. Without CIPPON in advocacy and to lobby government for proper policy, we cannot make progress but with proper advocacy and lobby, there would be progress. And I believe these policies would control our jobs, which will in turn improve the business.

ON A LIGHTER MOOD, WHAT WILL MAKE A PRINTER HAVE LESS STRESS IN HIS PRINT BUSINESS?

- Power;
 - High bank interest rate is a major challenge that needed drastic reduction;
 - Poorly trained man power;
- Once these are resolved, then we can have less stress in print our businesses.

HOW DO YOU HANDLE DEBT IN THE BUSINESS?

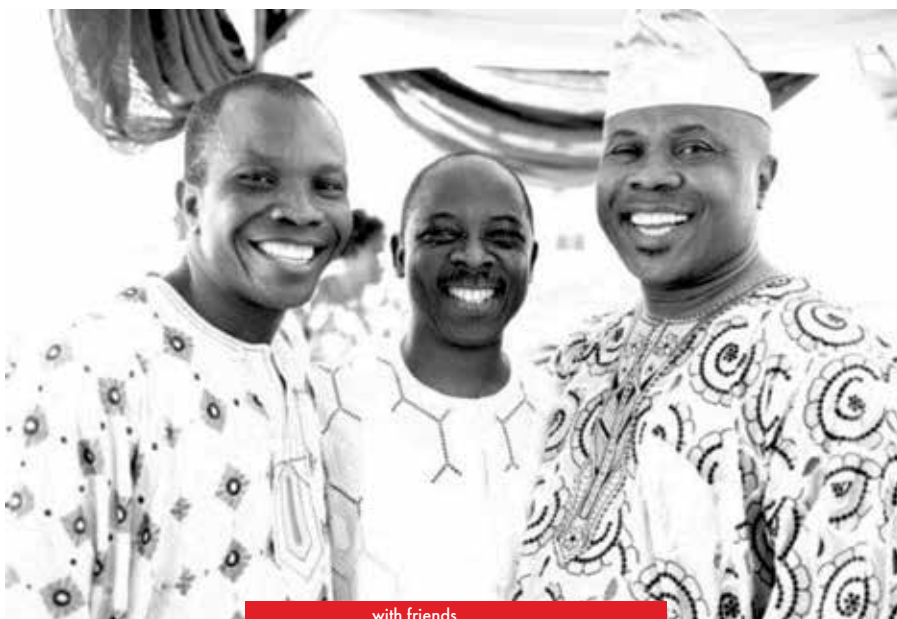
I try as much as possible to run away from debt. Do not take credits based on projections, where your present activities and operation cash flows cannot sustain. If it can, you can take.

AS A STAKEHOLDER IN THE INDUSTRY, WHAT HOPE CAN YOU GIVE WOULD-BE INVESTORS ESPECIALLY UP-COMING GENERATION ABOUT PROFITABILITY AND SUSTENABILITY OF PRINT BUSINESS IN NIGERIA?

The economy generally is unstable because there is no national economic vision and goal but, there is hope for the up-coming printers because #Change@CIPPON would definitely make it a reality and once we have a vibrant Institute, then we will have a great industry ahead.



Pastor Odimayo



...with friends



...with wife - on vacation

Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi

RECEPTIONIST: IN WHAT WAY DOES YOUR POSITION INFLUENCE PRODUCTIVITY, EFFICIENCY AND OVERALL PROFITABILITY OF THE COMPANY?

My position as the receptionist to the company influences our productivity by assuring our customers that their products will be well delivered and services rendered will not go beyond agreed deadline. I also offer them needed information of our services and through my position, I ensure good communication skills that brings customers back for more of our services.



I give innovative solutions to different challenges by providing accurate information about the business to our customers. I also maintain good relationship with every employee as I believe that having the good interpersonal skills for both customers and staff is key in ensuring both efficiency of our business operations and overall profitability of our company.



ADEOLA OKUBOTE – IMAGES PRINTSHOP LTD

OLADEINDE TAIWO – TTK PRESS LTD

My position influences the productivity of the company due to the way I attend to customers and put in all my best to make them patronize us more with jobs.



I try my best to attend properly to customers' needs and assure them of good quality services. I am also very accommodating and tolerant to various unpleasant attitudes of some customers.



ADEOLA OKUBOTE – IMAGES PRINTSHOP LTD

ZAINAB – SERLEK PRINTS

My duty is to attend to customers in a respectful manner. I also count jobs that are brought in for better documentation and I also collect payments and issue out receipts. I make sure I try as much as possible to relate properly to clients to enable them come back with more jobs. It's an interesting responsibility because it enables me meet people from different walks of life.



SARAH OFFIAH – ARTLINE COMPANY LTD

OUR VERDICT

Overall, WHERE To Print believes that when employed and assigned with proper responsibilities, receptionists or front desk officers are assets to any organisation – be it small, medium or big. This is because they are not just at the front desk to receive, greet or answer enquiries, their duties also entail; directing visitors and maintaining employees/ department directives as in giving instructions on job processes; maintaining security by ensuring proper procedures, log book, issuing of visitors badges etc are followed through to the later. Strategically also, they assist business aim for efficiency and profitability by setting up of appointment, filing, record keeping, and other office tasks to enhance administrative efficiencies.

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Print Impact Around the World

The Health and Safety Executive launched an investigation into safety standards at the company, following the accident and found that the front guard's electronic interlock device was not working properly.

Furthermore, there was no risk assessment for fault finding on the printing press and no safe system of work, including providing suitable training for employees. As a result of the investigation, Tinmasters Swansea was fined £29,000 and ordered to pay costs of £1713.40 by Swansea Magistrates Court after entering a guilty plea.

According to the company website the business, which specialises in coating and printing tinplate, was founded in 1923 and currently employs eight people. Speaking after the hearing, HSE Inspector Lee Jones said: "This injury was easily preventable, and the risk of injury should have been identified. "Employers should make sure they properly assess and apply effective control measures to minimise the risk from dangerous parts of machinery, especially during maintenance and fault-finding activities."

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FESPA AWARDS 2019 WINNERS ANNOUNCED



FESPA 2019 Young Star Award: Antonio Tsigonias, of T.E.I. Athens, Department of Graphic Arts Technology, Greece.



The winners of this year's FESPA Awards were announced at FESPA's

annual Gala Dinner, which took place on Wednesday 15 May at Löwenbräukeller in Munich, Germany, during FESPA Global Print Expo 2019. The gold winners of the application categories are: **Category Company Country**
Display and Packaging on Paper & Board Perfect Packaging India
Display and Packaging on Plastic Spectrum Scan PVT LTD India
Posters VGL United Kingdom

Serigraphies and Fine Art Atelier fuer Siebdruck - Lorenz Boegli Switzerland
Decals and Printed Labels Classic Stripes PVT. LTD India
Creative Special Effects - Paper, Board and Plastics Atelier fuer Siebdruck - Lorenz Boegli Switzerland

Special Effects on T-shirts, Garments and Other Textiles Teximport Group Russia
Printed Garments iMaika

Russia
Roll-to-Roll Printed Textiles The Look Company Canada
Glass, Ceramic, Metals and Wood Products Classic Stripes PVT. LTD India

Direct Printing on Three Dimensional Products P&P Promotion SRL Italy
Non-Printed Signage Flip Ziedses Des Plantes design studio Netherlands

Functional Printing Permark Industries New Zealand
Also announced at the Gala Dinner were the winners of the three following categories:

· The **Young Star Award**, was presented to design student, Antonio Tsigonias, of T.E.I. Athens, Department of Graphic Arts Technology in Greece for his entry titled "Garden Team". The Young Star Award is marked across all print related categories and open to entrants aged between 16 and 25 working as a junior employee, trainee or student.

· This year's **People's Choice Award** winner, which is voted for online by FESPA's global speciality print community, was presented to

PVG'S Maharashtra Institute of Printing Technology in India for their entry titled "Screen Printing Graphics" submitted in the Young Star category.

· The **Best in Show Award** is judged across all categories on the work that the judges felt represented the most outstanding example of print. This year the award was presented to two companies, Atelier fuer Siebdruck

from Switzerland, for its screen printed entry "Creativ Verpacken" in the Serigraphies and Fine Art category and VGL from the United Kingdom for its digitally printed entry "Beefeater Gin Underground Poster Campaign" in the Posters category.

For a full list of the FESPA Award winners and runners up, visit www.fespaawards.com.

ZENITH MAKES TRIPLE HEIDELBERG DIGITAL INVESTMENT

Zenith Print Group is upgrading its Pontypool-based operation, Zenith

Media, with the purchase of three Heidelberg Versafire machines.



The new five-colour Versafire EV is one of Zenith's latest investments



and other printed items, bringing their unit costs down.

A Versafire EP and five-colour Versafire EV were delivered earlier this month, while a four-colour Versafire EV will arrive later this week to be installed in the repro department for proofing in an effort to cut the site's current monthly proofing spend of £3,500.

The machines, which have a combined list price of £383,000, have replaced three Ricoh devices and join an existing Heidelberg Linoprint CV and two Océ VarioPrint machines at the 6,225sqm site.

"This is a very exciting time for the Zenith Digital department, it gives us a huge scope to grow with the ability to take on short and much longer print runs for magazines, brochures, programmes and we can also run heavier stocks for low quantity packaging at competitive prices," said digital general manager Kelli-Louise Johnson.

The production Versafire EP and five-colour EV presses will run alongside Zenith's two Mono Océ VarioPrints 6160s, explained Johnston, allowing the unit to mix mono and colour prints to provide customers with books, brochures, mailing, personalisation, manuals

The five-colour EV prints CMYK plus white, neons and an "invisible red" toner option which is clear and glossy in daylight but glows under UV light opening up the option to print security protected products such as tickets, vouchers and passes, she added. All the presses can run with the banner feeder for 6pp A4 products or 4pp landscape products. "We invested in these specific presses to ensure we could offer everything possible to our customers, printing from 60gsm up to 450gsm. With the fifth colour and long sheet option, our customers now have the option to print on demand, with amazing quality, and quick turnarounds."

Group Managing Director John Mooney said: "By taking the Heidelberg digital presses we can run with their dedicated Digital Front End, have the advantage of their colour know-how and use our Prinect software to output as easily to the digital presses as we can to the litho presses. Plus we trust the advice and support we receive from Heidelberg."

This latest investment follows a

Continued on page 48 >>



BEE Printing Mechanical Company



HEIDELBERG SM102 -4



BINDING MACHINE



HEIDELBERG MOZ



HEIDELBERG SHAHL K78



POLAR 92



HEIDELBERG SM74 -5



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SMART WAYS PAPER MAKES YOUR DAY MORE PRODUCTIVE

Ever wonder whether you can sit through one more endless meeting or how you'll ever manage to get through your task list for the day? The most useful tool may be even thinner than your cell phone. The single sheet of paper, bound in a note book or taped to the fridge, may be the key to finding more time in your day.

On May 16, **National Notebook Day** celebrates the note takers, hand writers, to-do list aficionados and planner fans, offering an antidote to the digital and tech that demand our time. Why are we having trouble with time management? It could be the distraction factor. According to a **2018 Workplace Distraction Survey** by **Udemy**, 50 percent of respondents said workplace distractions cause them to be significantly less productive.

Simply keeping paper close to take notes and capture ideas restricts us to "single-tasking," enabling ideas to flow uninterrupted.

A **Journal of Educational Psychology** article reports that taking notes by hand forces you to process information in a different way and your brain activity heightens. This is because the simple act of writing lets you reflect and better evaluate a situation, helping you approach challenges with longer periods of focus.

The Paper and Packaging Board regularly surveys consumers about paper use, and results show that people consistently, and highly, value this simple tool.

- **76%** reported taking notes by hand helps retain information better,
- **72%** said seeing words on paper helps me remember what I

read,

- **77%** note they concentrate better when they read a printed book;
- And, **63%** prefer to distribute printed agendas and documents for meetings.

Keeping a notebook at hand, taking notes on paper to allow focus and idea flow are just two of the ways paper can help boost productivity.

According to **HowLifeUnfolds.com** paper invariably can help make your day more productive. Sometimes the best ideas come when one unplugs and grabs a notebook with a resolve to make this **#NationalNotebookDay** and everyday of your life - a lot more productive. Here are seven reasons to carry a physical paper notebook around with you.

1. DISCONNECTING IS GOOD FOR YOUR BRAIN.

Switching from relying on your phone in every aspect of your life to using a physical notebook can be beneficial for more than just your handwriting. You can't check social networks on your

Continued on page 50 >>



BUSTING MYTHS ABOUT HOW PAPER IS MADE

There are more trees in North America now than 100 years ago. Despite popular belief, most trees harvested from sustainably managed forests in the U.S. and Canada are NOT used to make paper but rather other forest products like lumber. This infographic shows how paper is a renewable and recyclable natural resource.

Trees are a renewable resource! In the U.S. & Canada, we grow many more trees than we harvest every year.^{1,2}

Most trees in North America are harvested to make lumber and other solid wood products, not paper.

In North America, less than 36% of the annual timber harvest is directly used for making paper and paperboard.^{3,4}

Pulpwood trees that are unsuitable for lumber manufacturing are grown & harvested specifically to make pulp & paper.

Pulpwood and wood chips are transformed into pulp using a variety of processes.

Paper is pressed, dried, and made into large rolls or sheets, which are packaged for sale to customers.

Thousands of paper products enrich our lives every day!

Use paper responsibly and recycle so it can be reused to make new products!

Paper can be recycled 5-7 times before the wood fibers break down. This is why we always need fresh wood fiber from sustainably managed forests.⁵

In North America, the share of recovered paper used in papermaking is expected to grow from 34.2% in 2014 to 39.3% in 2030 and most of that increase will be in cardboard.⁶

Paper is one of the most recycled materials in the world today, with recovery rates of 65% and higher in North America.⁷

Two Sides is a non-profit initiative by companies from the graphic communications industry. We promote the responsible production and use of print and paper, and dispel common environmental misconceptions by providing verifiable information on why print on paper is an attractive, practical and sustainable communications medium. Become a member today!

CONNECT WITH US: www.twosidesna.org

REFERENCES: 1. USDA Forest Service, 2012. 2. Conference Board of Canada, 2013. 3. Dowlat Partners, 2014. 4. Forest Products Association of Canada, 2012. 5. Metalfore (now GreenBlue), 2006. 6. Jaakko Pöyry, 2015. 7. Engel and Moore, 2013.

Print Impact Around the World

major £6m investment drive by the group last year, which saw the installation of a Heidelberg long perfecter B1 Speedmaster XL106 at Zenith Media 12-months ago, followed by a hybrid Speedmaster XL 106-5+LX3 with coater in November and the purchase of the UK's first Promatrix 106 foiling machine from Heidelberg for sister firm Zenith Print & Packaging. The group also took delivery of a Promatrix 106FC and a Stahlfolder BH56.

Johnson said this latest investment for Zenith Media has already prompted an increase in enquiries with the division having employed more staff within the digital department to support the increased capability. Zenith Print Group employs 275 staff across the group, 105 at Zenith Media with the balance across C3 Imaging, its print and display graphics arm, and Zenith Print & Packaging.
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MIMAKI ANNOUNCES JFX200-2513 EX LARGE FLATBED UV INKJET PRINTER EUROPEAN LAUNCH AT FESPA 2019



Mimaki

Mimaki Europe, a leading manufacturer of inkjet printers and cutting systems, has announced the European launch of the new JFX200-2513 EX large flatbed UV inkjet printer at FESPA Global Print Expo 2019 (Munich, Germany – 14-17 May 2019).

Introducing a new print mode and an extra printhead, the JFX200-2513 EX boasts substantial productivity which is an increase on previous JFX models – 280% faster in new draft mode when printing in four colours plus white, and 100% faster for all other print modes. This entry-level printer also uses Mimaki's 2.5D Texture Maker to enable smooth embossed print at the touch of a button. For the first time, this allows print service providers to offer large format digital print with enticing-to-touch dimensional textured effects without lengthy file preparation.

Opening new and valuable application opportunities for customers, the new Mimaki layering technology has been designed for supreme simplicity and ease of use. Eradicating the previous time-consuming and skilled process of creating multiple Photoshop files featuring stacked stepped layers for smooth expression, Mimaki's genuine RIP software 'RaterLink6Plus' completes the process in seconds. It achieves that by adding a greyscale image of the original coloured file in the RIP.

This feature was originally developed for Mimaki's 3D printing technology and is unique to Mimaki in sign and graphics printing. Taking large format print applications to a different dimension, Mimaki print houses can now offer exceptional printed textures such as simulated woodgrain, oil painting on canvas, as well as raised, high-visibility lettering for more traditional signage applications.

Danna Drion, Senior Marketing Manager EMEA, Mimaki Europe, comments: "In a market where competition is fierce and margins have been squeezed, we're excited to launch the new Mimaki JFX200-2513 EX. In terms of offering new profitable services, our new product represents an important business differentiator for customers. If that wasn't enough, the productivity gains that the JFX200-2513 EX represents makes it a very compelling proposition. No matter the size of your business,

it's important that when you enter a new market, you do so with a technology and partner you can trust. Offering Japanese product quality and a culture built around customer service excellence, this is certainly assured with Mimaki."

Seen for the first time in Europe on the Mimaki booth at FESPA 2019 (stand B6-A30), the new Mimaki JFX200-2513 EX is the successor of the JFX200-2513 large flatbed UV inkjet printer. Since its launch six years ago, the JFX200-2513 has enjoyed excellent commercial success and a global install base. The new Mimaki JFX200-2513 EX builds on this legacy, pushing innovation further with its increased productivity and value-added print proposition.

Ideal for demanding production workflows, the JFX200-2513 EX prints on substrates up to 2,500mm

x 1,300mm (98.4 x 51.2), in a wide variety of materials including white board, transparent/coloured board, wood, cardboard and metal – commonly used for applications including sign panels, furniture displays, building materials and much more. Usability has been improved with a vacuum-controlling foot switch, for when the user has no hands free and needs the media to be held stable on the print bed. An ethernet connection is now also provided, improving the functionality for I.o.T. connections. Another interface has been added to connect external safety devices such as a safety curtain. Additionally, the system includes Mimaki Core Technologies, Nozzle Check Unit (NCU) and Nozzle Recovery System (NRS), for uninterrupted printing with no loss to quality if print nozzles become clogged or unproductive.

EUROPEAN DIGITAL PRESS ASSOCIATION (EDP) REWARDS AGFA'S JETI TAURO H3300 LED LARGE-FORMAT PRINTER FOR SETTING NEW STANDARDS



for one of its large-format printing solutions.

According to the EDP's Technical Committee, the Jeti Tauro H3300 LED "combines print quality, low ink consumption and productivity with short make-ready times" and "sets new standards". It added: "Thanks to the rapid UV LED curing of Agfa's signature high-pigmented UV inks and the Asanti software, the hybrid UV inkjet workhorse exceeds expectations every time. It is a rugged hybrid printer for high utilization and round-the-clock printing in multiple shifts. This is what industrial printing means."

AGFA

Agfa's multi-award-winning Jeti Tauro H3300 LED inkjet printer adds another award to its already impressive track record. At FESPA 2019, it received the EDP Award in the 'Large & Wide Format Printing Systems' category for 'Best Flatbed/Hybrid Printer >250m²/h'.

The European Digital Press Association reviews products introduced to the European market, evaluating quality as well as value to the user, support and service. It grants the EDP Awards to the best products of the year. This is the seventh time the European Digital Press Association recognizes Agfa

Since its introduction last year, the Jeti Tauro H3300 LED has proven to be a global sales success. Previously, Agfa's flagship also gained the highest honours at the American Specialty Graphic Imaging Association (SGIA) trade fair and at the prestigious Canadian Printing Awards. "We are proud to have our printing solutions marked with this label of excellence," states Reinilde Alaert, Product Manager Sign & Display – High End. "We are committed to providing end-to-end, complete printing solutions. The EDP Award bears witness to the added value we provide to our customers."

Print Impact Around the World

The Jeti Tauro H3300 LED truly embodies 'Extreme productivity. Extreme quality'. Vibrant, smooth and detailed images and graphics printed in six colours with optional white or primer at exceptional speeds characterize this hybrid workhorse. In addition, the Jeti Tauro H3300 LED delivers the best cost-of-ownership thanks to its ink consumption levels, which are the lowest in the industry. Its LED curing technology offers numerous economical and ecological benefits too.

Next to the manual loading and unloading, semi-automation, and full automation modes, the Jeti Tauro H3300 LED offers a master roll-to-roll option, which enables the combination of roll and board applications in a single high-volume UV LED wide-format press. Featuring an outstanding default resolution in all print modes, the engine produces prints of up to 3.3m wide at speeds up to 453 m²/h and fast white printing. It is the only UV LED inkjet solution to support single and dual master rolls for uninterrupted operations.

EFI DELIVERS UP TO 2X FASTER PROCESSING SPEED FOR SUPERWIDE-FORMAT PRINTERS WITH LATEST FIERY RELEASE



Users can now also benefit from a host of new capabilities in EFI's latest Fiery superwide-format printing software update, which features:

- Enhanced control over tile positioning for optimal substrate consumption, with the ability to enable rotation, positioning, and alignment of split tiles for maximum flexibility;
- Improved finishing integration capabilities, including cutting barcodes for Colex cutters;

A new rendering intent for dynamic gamut mapping that produces superior color results automatically. The new Fiery solutions for superwide-format printing also deliver better data capabilities, communicating advanced device information from EFI printers including ink type, dot size, print

mode and halftoning. Customers can further streamline their production workflows by directly importing that data into upcoming versions of the EFI Midmarket Print Suite ERP workflow and EFI MarketDirect StoreFront web-to-print/eCommerce software.

Print professionals can also benefit from using the latest-version EFI Fiery Command WorkStation software to access all Fiery Driven™ printers from a single, user-friendly interface. The updated Fiery Command WorkStation is a native 64-bit application and features HiDPI monitor support, as well as support for Konica Minolta® FD-9 and Barbieri Spectro LFB qb spectrophotometers.

The newly launched Fiery products for superwide-format printing are commercially available now on a worldwide basis. For more information, visit: www.efi.com

AGFA INSPIRES EUROPEAN PRINTERS AT EXCLUSIVE VALUE CONFERENCE



On March 19, Agfa welcomed representatives from printing companies across Europe as well as printing industry opinion leaders to an exclusive Value Conference to get inspirational ideas to grow their businesses and improve their profitability.

The Value Conference consisted of a mix of sessions covering a variety of topics. Agfa experts elaborated on how the company's most recent innovations respond to current and future market trends and reduce a printer's costs of operations. Early adaptors from printing companies serving different industries shared their real-life experiences of Agfa's ECO³ solutions, enabling attendees



to take away practical approaches to increasing efficiency, improving their bottom line and growing their business. In addition, a number of inspirational talks transgressing the world of printing let participants look at their businesses with fresh eyes. There was also plenty of opportunity to network and exchange experiences and knowhow with the technology experts, colleagues and influencers present.

FOCUS ON VALUE

"Agfa continuously invests in sustainable and market-driven innovation. Our ECO³ program is the prime exponent of this strategy," said Joan Vermeersch, Chief Innovation Officer Agfa. "The Value Conference enables printing companies to find out how they can get more value for money for their entire business."

KOMORI AMERICA SHARES LATEST INNOVATIONS IN UV PRINTING AS A PLATINUM SPONSOR OF PRINT UV 2019



Komori America was the Platinum Sponsor at Print UV 2019 held from March 27 to 29 at the Encore by Wynn Resort in Las Vegas, Nevada USA.

Print UV is the premier event for printers and suppliers leading the global UV printing industry. This intimate, peer-oriented conference offers commercial, packaging and specialty printers the opportunity to expand their understanding of the trends that are increasing the demand for UV printing technology, in addition to uncovering new ideas and growth opportunities through discussions of successful UV print initiatives.

Komori America presented a session, "Making the Leap! Jumping into the Deep Blue of UV and LED Printing," with Komori customers, Christine Bitner, Director of Operations, Southeastern Printing, and Charlie Cox, Vice President Operations, Wallace Carlson Printing, in which

the session explored why, as first-time LED and UV converts, Bitner and Cox decided to make the switch and how this technology is changing their markets. This presentation was an opportunity for printers who are on the fence to determine which ink curing technology is the right move for them.

"We see PRINT UV 2019 as an outstanding opportunity for printing professionals to learn about all the variety of ink curing technologies to satisfy their value added printing requirements," said Mark Milbourn, Vice President of sales for Komori America. "Komori's customers operate presses with a wide variety of curing possibilities options that offer increased productivity and print quality, including UV, LED-UV and Komori's H-UV curing systems. We are fortunate to have the opportunity to discuss both the advantages and the possibilities of UV printing at this event."



notebook, for one. Committing to using a notebook for certain aspects of your life - say, your to-do list - can help wean you from your smartphone addiction. Overusing your phone can lead to sleep issues, anxiety, decreased productivity, and other issues, and experts recommend putting away your phone periodically during the day to break the cycle of checking and rechecking your notifications every few minutes.

Outsourcing a few of your digital tasks to a physical notebook can make it easier to stay away from the screen. If you don't know what you would fill a paper notebook with, try starting with something easy like a planner, where you can keep track of your goals, to-do list, and appointments in an organized fashion.

2. YOU CAN USE IT FOR EVERYTHING.

Notebooks trump apps when it comes to versatility. They aren't just for journaling, though they're great for that, too. A notebook can be a repository for all the odds and ends you want to remember, from your monthly budget to your grocery list to your list of all the great restaurants you've visited or coffees you've enjoyed drinking. Nor do you need to use it solely for writing. It's also a great place for your sketches, doodles, and diagrams.

3. HANDWRITING TOPS TYPING.

Writing by hand has numerous advantages compared to typing, and keeping a notebook on hand is a great way to keep your script skills sharp. Studies find that writing by hand helps you process information better, remember more, and think faster compared to typing. Plus, it improves your spelling. Since you likely don't spend a lot of time writing out information longhand at work, your handwriting skills have probably atrophied since you left school. Occasionally jotting down thoughts in a notebook is a handy way to reinvigorate the parts of your brain (and hand) that don't get a workout when you type on a computer or a smartphone.

4. YOUR MEMORY IS UNRELIABLE.

A notebook is the perfect place to jot down a quick thought before you forget it. While you may think in the moment that the memory will stick with you, chances are, that little tidbit of information or spark of an idea won't stick. Not only is memory fleeting, but it's incredibly fallible. Eyewitness testimony in court cases has been found to be highly unreliable, and researchers have found that even people with so-called Highly Superior Autobiographical Memories - super-memory skills that allow them to remember just about every detail from their lives - are susceptible to false memories. Even when we believe we remember events vividly, our recollections can be wrong. Is it any surprise, then, that we struggle to remember phone numbers and grocery lists?

Carrying pen and paper makes it easy to write down information on the fly, providing a more accurate snapshot of the day when you go back to your notebook. Writing down events and thoughts during the day is a good way to bolster your memory, but a notebook can be used for less lofty purposes, too, like writing down where you got that amazing slice of pizza.

5. WRITING CAN BE GOOD FOR YOUR MENTAL HEALTH.

Journaling is an established technique doctors recommend to combat mental health issues like anxiety and depression. Keeping some sort of diary helps people express inner thoughts and fears, identify negative thought patterns, and track symptoms. Even if you don't have anxiety, keeping a journal can help clarify your feelings and get to know yourself. You may think you don't have time to dedicate to writing every day, but if you carry around a notebook, your diary will always be on hand to write in while you're killing time during your daily life.

6. YOU NEVER KNOW WHEN INSPIRATION WILL STRIKE.

Carrying a notebook has been an essential part of the creative process for centuries. Ludwig van Beethoven didn't go anywhere without one, just in case inspiration struck while he was out. Benjamin Franklin carried a pocket notebook to chart his moral progress on his "13 virtues" character development plan. Mark Twain took notebooks with him wherever he traveled to write down observations and book ideas. The same goes for today. Modern authors and artists know that their best ideas probably won't come to them when they're sitting down at their desks, ready to work. They carry notebooks to make sure that they are always ready when a brilliant thought comes to mind. Even if you aren't planning on becoming a famous writer or composer, you no doubt have flashes of brilliance during your everyday life, and a notebook will allow you to remember them.

7. A NOTEBOOK WILL NEVER RUN OUT OF BATTERIES.

Digital planners and apps are convenient and useful - until your phone goes dead. Paper and pen don't require any charging and are always ready to use. Even if you use your phone or computer for most writing tasks, it's great to keep a notebook on hand for when your digital devices run out of juice. Even if your phone isn't yet dead, using a notebook can help you save that battery life for something more important, like getting directions or playing games.

A notebook may seem like a simple thing, but it can unlock a world of possibilities for you.



Print impact

Stories by Precious Ajuonuma & Joju Adekanbi



SERIES 2 took place at one of the nation's top printers – TTK Press LTD in Shomolu – the home of printing.

Starting from topics such as design & preparing file for Print, CTP/CTCP Usage and Operations Management, participants from across the spectrum of the industry like the commercial, publishing, and newspaper production were in awe of the impact the highly intensive and practical-oriented training did to further their skills with commensurate positive impact on their companies' bottom-line.

In a related development, Print Academy

Consulting LTD has concluded plans to take the highly successful MASTER SERIES Training out of Lagos to other States of the Federation starting with the nation's Federal Capital Territory – Abuja (where interested participants from adjoining States such as Kaduna will also be participating); then to Rivers State capital Port Harcourt that will also host participants from adjoining States. Scheduled for end of June and July 2019, topical courses for the MASTER SERIES include Design+CorelDraw+PDF, Photo Editing, Colour Management, Value-driven Costing & Estimation, CTP/ CTCP Business Operations, Leadership Development and Marketing Print, among others before

culminating into intensive practical sessions.

Be that as it may, WHERE To Print was at the April MASTER SERIES 2 – CTP/ CTCP Training in Lagos and presents the event in pictures...



CTP/ CTCP Facilitator - Mr. Shoaga



Design Facilitator - Mr. Adeniyi



Marketing Facilitator - Mr. Adekanbi



...cross section of participants during theoretical session



TTK Press Manager - Mr. Salau explaining a point at the CTCP Room



KOMORI Engr. - Mr. Adetayo reveals cost-effectiveness of KOMORI machine



...group photograph after practical section @ TTK Press



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