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Cover Story on page - 28



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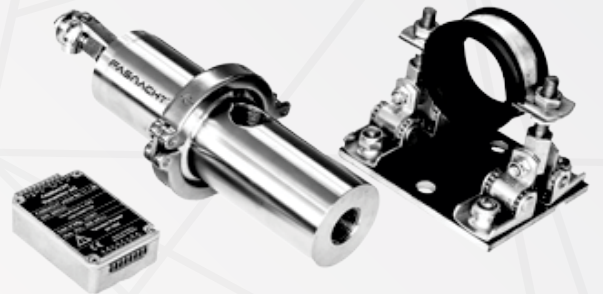
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To Readers

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

REBUILDING THE INDUSTRY HAS BEGUN!

Though the rebuilding efforts of the regulatory body - Chartered Institute of Professional Printers of Nigeria (CIPPON) began last year with stakeholders' agitation for change in leadership, the concerted efforts by all leading to this **July 10th Council Election** that will usher in a new dawn for the printing industry in Nigeria. While the **Interim Caretaker Committee** has done all it could according to the mandate of Court Judgement dated 18th December 2018 on **CIPPON SUIT NO: FHC/L/CS/362/2018**, the onus now lies on all stakeholders to rally round the in-coming CIPPON Council that will strategically deal with mirage of issues affecting our dear industry. They should not however be left alone – your support is required at this very moment in our industry rebuilding!

Meanwhile, this edition is devoted to positive industry



reports, that not only highlight the importance of innovations, technological breakthroughs and in-depth analysis of our printing industry, but importantly they showcase, essential and fact-finding articles with commensurate figures (for business intelligence) on the strengths of the print and allied industries to nation's building. Check out: **PRINTING INKS MARKET SET TO DELIVER MAJOR REVENUE SHARES DURING THE FORECAST PERIOD 2025** (on pages 14 and 15); **SLEEVE LABELS MARKET IS ANTICIPATED TO GROW AT A CAGR OF MORE THAN 5%** (on pages 20 and 21); **THE GLOBAL HEAVY DUTY CORRUGATED PACKAGING MARKET SIZE**

IN 2019 IS ESTIMATED TO BE OVER US\$ 17 BILLION (on pages 24 and 26); **GLOBAL 3D PRINT MATERIALS MARKET FOR HEALTHCARE INDUSTRY SET FOR QUANTUM CHANGE AND 20.3% CAGR GROWTH FROM 2018 TO 2025** (on pages 30 and 38); and lastly, **PAPER CUPS: A RESPONSIBLE CONSUMER CHOICE** (on pages 46 and 50).

Quite significantly also is the fact that the No. 1 trade fair for printing technologies is less than a year away from now! Check out our **SPECIAL FEATURE on: 365 DAYS COUNTDOWN TO DRUPA 2020 STARTS** which beams light on the **11-day event themed: "Embrace The Future"**, that focuses on education, engagement and entertainment in an inspiring atmosphere. Read all on pages 18 and 19. We also have you covered on all industry news (both local and international) to keep you



abreast with latest development in the industry. Check out **PRINT IMPACT AROUND NIGERIA** (from page 10) and **PRINT IMPACT AROUND THE WORLD** (from page 12) respectively.

The only interview to your

Continued on page 10 >>

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From page 9 >>

reading delight is captioned: **"NIGERIA HAS TAUGHT ME TO LIVE LIFE, FULL SIZE"** by the unassuming but inspiring, hardworking goal-getter - **Mr. Subramanian Pillai** (popularly called Subra) the hitherto Marketing Manager at one of the nation's biggest print and allied conglomerate - **Vista International LTD.** Jump to pages 40 and 41 to know how he helped position Vista to the position of priority in print consumables marketing within 13years.

Lastly, our **COVER STORY**

deals with how can packaging fight the war against fake goods thereby ensuring healthy living. Open to pages 28 and 29 to read: **THE NEW POWER OF PACKAGING - IN WAR AGAINST FAKE GOODS & PROMOTION OF HEALTHY LIFESTYLE.**

Once again, do note that 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!

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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

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

Stories by Precious Ajuonuma & Joju Adekanbi

UP PLC CALLS FOR GOVERNMENT SUPPORT



Dr. Lalekan Are – Chairman, Board of Directors, University Press Plc has called on the Federal and other tiers of Government to make concrete efforts towards supporting the publishing industry especially in the area of copyright protection.

Dr. Are made this call during his opening remarks at the celebration of UP Plc's 70 years of excellent publishing where he regretted that despite the contributions of the publishing industry to the nation's economy,



many, especially those at the helm of affairs, do not appreciate their efforts which has seriously affected the continuous flow of intellectual and developmental ideas from the minds of intellectuals that abound in the country.

Are who is of the view that the future of Nigerian children should be of utmost importance to all, also enjoined government to initiate efforts towards improving reading culture in the country.

To do that, governments and individuals should establish functional community libraries across the country and maintain them for people to read.

The event which coincidentally took place along with the yearly Authors' Forum afforded authors across the country the opportunity to celebrate themselves and reflect on their roles as nation builders, took a different form as a result of UP Plc celebration with renowned scholar, Prof. Niyi Osundare delivering the anniversary lecture.

Speaking on the topic: African Diaspora, Brain Flight and Our Republic of Letters, the guest lecturer, an erudite professor of English at the University of New Orleans, USA and social commentator, Professor Niyi Osundare, urged Africans to think well before jetting out of their country.

Osundare who described publishing as one of the intellectual instruments of self liberation, commended the foremost publishers for their role in the advancement of scholarship

in the country in the past 70 years, pointing out that they were able to actualise that because they were successful in the galaxy of leaders from the first manager, to the present.

On the topic, Osundare started with what he tagged the voices of Africans in various fields that featured quotes from many African authors about their views of Africans in diaspora and the need for them to come home and develop their land.

Osundare who has seen it all having transverse many parts of the world and seen the plight of many Africans in diaspora, posits that despite what they feel they gain over there, there is no place like home as suffering afflicts strangers in foreign land.

He enumerated some of the challenges of Africans over there and the issues that force them to leave their land which include some writers believing their dreams can never come to reality if they remain in Africa, the unconducive environment in Africa, the vision of African leaders who have no plan for

Continued on page 16 >>



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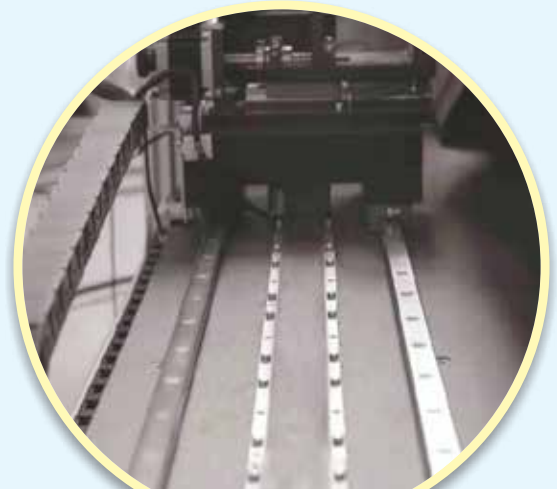
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Print Impact Around the World

FESPA LAUNCHES 2020 AWARDS WITH FOUR NEW CATEGORIES

...NEW PRINTERIORS CATEGORY HIGHLIGHTS GROWTH IN PRINTED DÉCOR MARKET



The FESPA Awards 2020 are now open to print service providers (PSPs) and sign-makers

looking to highlight their outstanding examples of print. For 2020 Awards however, FESPA has added four new

categories, including a Printeriors Award to reflect the growth in this market area.

Neil Felton, CEO, FESPA comments: "Since we launched Printeriors in 2015, demand for printed décor has risen within the speciality print community and was also highlighted

as a key trend in both our 2015 and 2018 Print Census reports. Over the last five years we have developed our Printeriors proposition to reflect the demands in the industry. We can see from our exhibitions and events that printed décor plays a big part for a number of manufacturers and PSPs. By introducing the Printeriors Award we want to share the creative examples of printed décor that our global community is producing." The Printeriors Award will feature five sub-categories: Public spaces (e.g. museums, hospitals); Hotels and restaurants; Events and pop-up experiences; Offices and workplaces; and Retail.

FESPA has also introduced three other application-focused categories for its 2020 Awards:

- . Packaging on Paper & Board
- . Packaging on Plastics
- . Wrapping - wrapping of vehicles (commercial, fleet or private) and other items such as furniture and accessories

In addition to the new Awards, PSPs and sign-makers can also enter projects in the established categories:

- . Display and POP on Paper and

Board

- . Display and POP on Plastic
- . Posters
- . Serigraphies and Fine Art
- . Decals and Printed Labels
- . Creative Special Effects - Paper Board and Plastics
- . Special Effects on T-shirts, Garments and Other Textiles
- . Printed Garments
- . Roll-to-Roll Printed Textiles
- . Glass, Ceramic, Metal and Wood Products
- . Direct Printing on Three Dimensional Products
- . Non-Printed Signage
- . Functional Printing - Fascias, Dials, Name plates

Separate from the main award categories is the **Young Star Award**, which is marked across all categories and can be entered by 16 to 25 year olds working as a junior employee, trainee or student in a print-related discipline. In addition, there are three Awards which cannot be entered directly and are voted for by the FESPA community and judges:

- . **The People's Choice Award**, is voted for by FESPA's online community across all categories. Voting for this award will be open from 8 November 2019 to 9 December 2019.

Continued on page 34 >>

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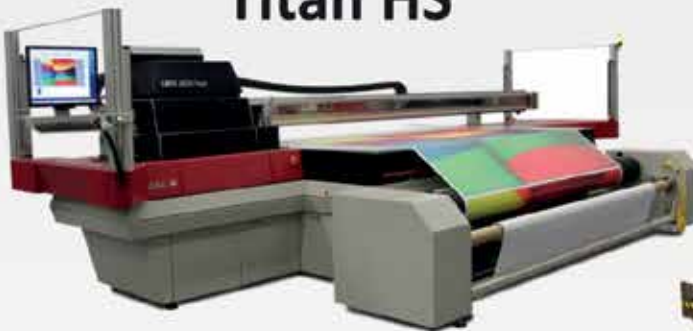


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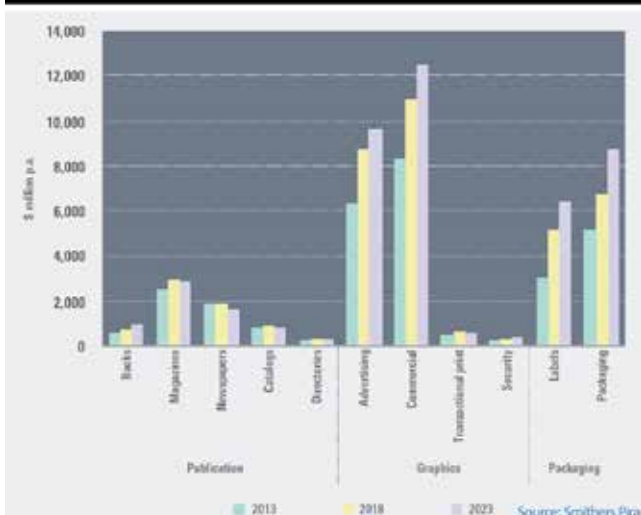
PRINTING INKS MARKET SET TO DELIVER MAJOR REVENUE SHARES DURING THE FORECAST PERIOD 2025

Printing inks are employed in thin films on a lot of substrates, for example, paperboard, paper, metallic foil and metal sheets, moulded plastic articles and plastic films, glass and textiles. It may be intended to have communicative, protective, or decorative functions.

In several cases, mixtures of these functions are achieved. It is a form of an ink which dries quickly, flows smoothly as well as consistency to hold adequate colour to arrive at legibly printed matters utilised to transferred printing

surface. The various functionalities of the ink include effective printability by an applied process, visual characteristics, drying in set conditions, resistance properties by means of the end user requirements and adhesion to the given substrate.

FIGURE E.3 Ink consumption by end application (\$ million, constant 2017 prices and exchange rates)



According to a latest market study published by Mindaspire Market Research (MAMR) on the global market for printing inks is expected to account for a market value of close to US\$ 18,000 Million during the year 2017 as well as is likely to reach a market value of around US\$ 27,500 Million through the end of the predicted year 2025. The overall market is expected to exhibit a 5.5% Compound Annual Growth Rate (CAGR) all through the calculated period. However, in volume terms, the worldwide market is anticipated to record a 4.7% CAGR all through the estimated period.

WHAT FACTORS AFFECT GLOSSINESS OR DRYING?

The factors that might be affecting the glossiness of ink

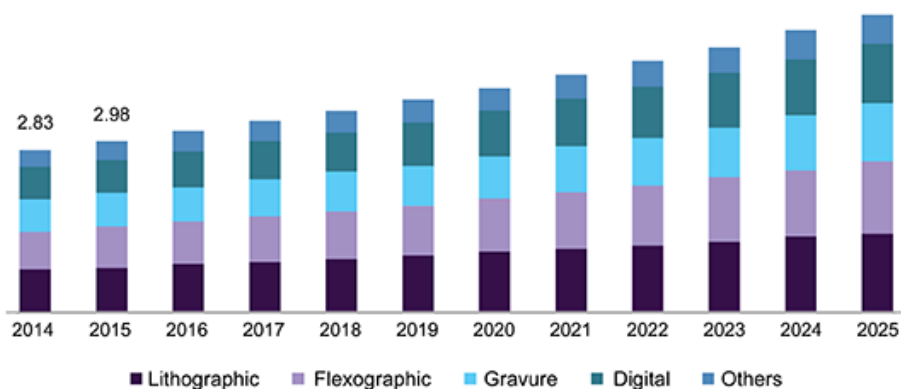
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PRINTING INKS MARKET SET TO DELIVER MAJOR REVENUE SHARES DURING THE FORECAST PERIOD 2025

Printing Inks Market - CAGR by Region, 2019-2024



U.S. printing inks market revenue by product, 2014 - 2025 (USD Billion)



are: particle shape and size, nature of the colourant, surface characteristics, quantity and nature of resins, nature of solvent and degree of dispersion. However, the factors affecting the drying characteristics are oxidation drying, absorption drying, radiation stimulated absorption and drying, and oxidation drying combined.

FORMULATION AND TYPES OF PRINTING INK

The basis of the formulation can be oil based, water based, solvent based and others. There are various types of printing ink, such as letterpress inks, flexographic inks, lithographic inks, digital inks, gravure inks and others. These varied varieties are applicable in publications, commercial printing, label printing along with others. Printing inks employed in printing applications comprise of pigments of the demanded colour moreover they are blended with varnishes and oil. A number of pigments are employed so as to develop new colour blends. Furthermore, such forms of inks are employed in diverse applications.

Some instances of printing ink application are reading a magazine or a book a newspaper which may possibly be executed exclusively all the way through (printing ink), as a result of printing ink, the brand name in addition to the content of a packet may possibly be displayed and knowledge of a product to the people is brought all through the printing ink.

Printing is not only used in publishing print products for example magazines, newspapers and books but also in the packaging of e-commerce products.

KEY PLAYERS: This report profiles some of the key players operating in the global printing inks market such as DIC Corporation, Flint Group, Toyo Inks SC Holdings Co., Ltd, Sakata INX, Siegwark Druckfarben AG & Co. KGaA, Huber Group, T&K TOKA CO., LTD., ALTANA AG, TOKYO PRINTING INK MFG Co Ltd, Wikoff Color Corporation, Royal Dutch Printing Inks Factories Van Son and Dainichiseika Color & Chemicals Mfg. Co.,Ltd.



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Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi

the masses amongst others. According to him, the result is the migration of the best brains and worse still, when they leave, they never return and he asked if all the children of Africa leave, who will develop Africa? He further stated that as far as the continent remains like this, the diaspora move must continue unless something is done, if not, it will get worse. He then tasked the government to do the needful, provide the enabling environment for its citizens to excel.

The erudite scholar who is always critical of government's inaction urged the masses to ask African rulers why they make the home uninhabitable. Do they know what is happening and take responsibility, how can a continent so richly endowed with the needed resources be poor? He concluded by saying that Africans must get it right and the only way is to take interest in people who govern us. The world, they say, is ruled by people who think, until we get the enlightened minds in power, Africans will continue to jet out.

Professor Akachi Ezeigbo who made the toast for the anniversary cake commended the company for its 70 years success story. According to her: "When it comes to publishing, there are words we use for UP Plc, they are dependable, competent, reliable and loyal. They are the only company that pays royalties and dividends to its shareholders."

On his part, Dr. Are commended the authors, former staff, customers and shareholders for their contributions with special tribute to Chief Oladipo Yemitan, the first author of Oxford University Press in Nigeria who was present in the house and also paid tribute to all the fallen heroes of the company.

Present at this year's event were prominent writers and educationists including Eze Prof Chukwuemeka Ike, Dr Lalekan Are, Mr Sam Kolawole, Emeritus Professor Ayo Banjo; Professors Niyi Osundare, Akachi Adimora-Ezeigbo, Chief Oladipo Yemitan, among others.

SUPER FLUX BOSS BECOMES SSC, OGUN STATE



The former Chief Executive Officer of Superflux International Limited - **MR. OLATOKUNBO JOSEPH TALABI** has been appointed as the Secretary to the State Government, Ogun State – South West, Nigeria.

According to a statement issued by Kunle Somorin, the Chief Press Secretary to the State Governor - Dapo Abiodun, the appointment takes immediate effect.

Mr. Talabi as the Secretary to the State Government comes with a rich private sector background as a business development



professional, printer, banker and entrepreneur. At 57, Mr. Talabi holds a 1987 Masters degree in Business Administration from the University of Lagos with countless number of certifications from reputable local and international training institutes such as the Citibank School of Banking, Long Island, New York to up his career.

It would be recalled that the former Superflux boss was a pioneer staff of the Guarantee Trust Bank and the Nigerian Economist gaining insight on performance, marketing and financial management.

DOMINION PUBLISHING BRINGS FOREIGN DIRECT INVESTMENT INTO NIGERIA



Dr. Copeland and associate with Bishop Oyedepo.

Though established as a not-for-profit publishing ministry of Bishop (Dr.) David Oyedepo Ministry International to produce and flood the market with quality books that would be within the reach of the average reader, the Dominion Publishing House is expected to contribute to the nation's gross domestic product with expected patronage of Kenneth Copeland Ministry from the United States of America.

With the visit of one of the world's most renowned televangelist – Dr. Kenneth Max Copeland to the ultra-modern Dominion Publishing House situated at the World Headquarters of Living faith Church Worldwide a.k.a. Winners Chapel International, Canaanland,



Ota in Ogun State, observers believe that the multiplier effects on the Nigerian economy cannot be overemphasized.

Hosted by Bishop Oyedepo, Dr. Copeland who was accompanied by his associates attested to the quality of prints produced at Dominion Publishing as he commended the management and staff for their professionalism and great work. WHERE To Print brings you exclusive pictures from the visit...



Continued on page 17 >>



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365 DAYS COUNTDOWN TO DRUPA 2020 STARTS

In 365 days, drupa 2020, No. 1 for printing technologies, will start at 10:00 am at the fairgrounds in Düsseldorf, Germany from June 16 through to 26, 2020.



The trade fair once again confirms its position as the world's leading trade fair for the industry - the current exhibitor registration status already exceeds the figures of the same period for drupa 2016. With **1,800 exhibitors** from more than **50 nations**, drupa underscores that it is the most relevant and important platform for the global print industry in **2020**. The top exhibitor nations are Germany, Italy, Japan, China, Great Britain and the Netherlands. Currently, there are **33%**



new exhibitors along the entire value-chain and various cross-sectional technologies. The motto for the **11-day event** is **"embrace the future"**, focusing on education, engagement and entertainment in an inspiring atmosphere.

WHAT CAN YOU EXPECT @ 2020 EDITION?

Drupa 2020 will be accompanied by a high-caliber ancillary program with renowned international speakers: the special forums drupa cube, drupa DNA, touchpoint packaging and



“

“In a time of continuous change and transformation, drupa 2020 is the industry's must-attend event: the trade fair provides guidance, provides decisive impetus for sustainable and future-oriented business models and offers a unique setting for networking and excellent new business contacts”

”

Continued on page 19 >>

365 DAYS COUNTDOWN TO DRUPA 2020 STARTS



touchpoint 3D fab+print will provide high-quality knowledge transfer and inspiration.

Sabine Geldermann, Director of drupa & Global Head of Print Technologies, stated: "Messe Düsseldorf looks forward to welcoming exhibitors and visitors to experience the spirit of drupa, the innovative power and dynamics of the market and the unique charisma that only drupa offers. We look forward to a unique, successful and unforgettable experience."

International key players confirm that they are adapting their technological innovations precisely to the drupa cycle. In a time of continuous change and transformation, drupa 2020 is the industry's must-attend event: the trade fair provides guidance, provides decisive impetus for sustainable and future-oriented business models and

offers a unique setting for networking and excellent new business contacts.

The city of Düsseldorf will again become drupacity. Together with restaurants, hotels and retailers an impressive hospitality concept will be implemented to ensure a good balance between busy trade fair days and entertainment in the city.

In addition to investments in the positioning of drupa, investments are also being made in infrastructure and new services for customers: a new trade fair app, a new matchmaking tool and a new online order system for exhibitors. For the first time, a wayfinding tool to improve navigation on the fairgrounds will be available. The online ticket shop opens in September 2019 at www.drupa.com



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

Sleeve label is a full body label for containers covering it from top to bottom. In other words, such labelling can be defined as colourful wraparounds over containers creating a greater aesthetic appeal.

INTRODUCTION

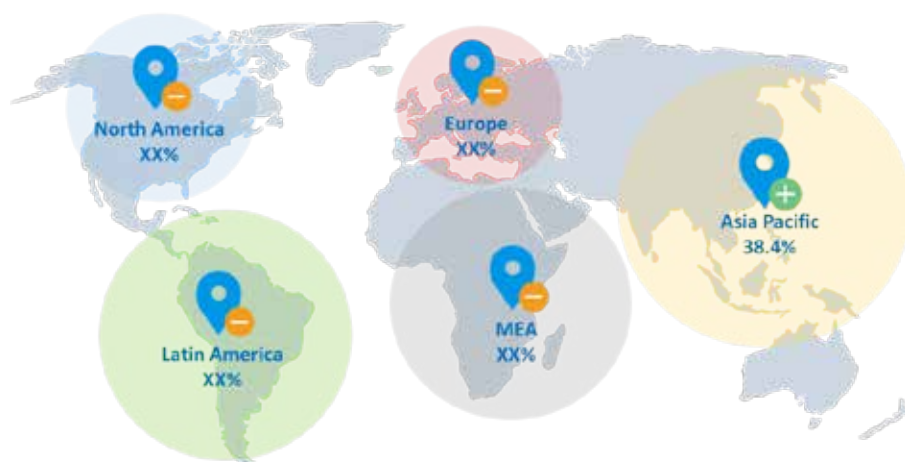
Labelling is one of the key elements of modern marketing. In the recent past, labelling and packaging industry has witnessed extensive product innovation. Sleeve label is one such innovative product that has steadily gained traction in the packaging landscape.

In addition, expanding application base of Sleeve Labels Market over the past few decades has led to a healthy growth of the global sleeve label market. Food and beverage packaging is considered as the predominant end-use segment that’s ramping up demand for sleeve labelling. Further, the demand for the product is also



being supplemented by its rapid adoption in healthcare and personal care packaging solutions.

Global Sleeve Labels Market Value Share, by Geography, 2016 E



Source: PMR Analysis, 2016

TYPES OF SLEEVE LABELS MARKET

There are two types of Sleeve Labels Market available in the packaging industry - Shrink Sleeve Labels Market and Stretch Sleeve Labels Market.

Shrink Sleeve Labels are popular in the market and have been well embraced by the packaging industry. Shrink Sleeve Labels Market comfortably adapt to the shape of the

Continued on page 21 >>

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



container giving a higher product visibility and consumer appeal. In addition, shrink sleeve labelling is common in milk, soda, and juice containers. The market share of sleeve labels is assessed to be 12% of the worldwide naming market in 2016 and is anticipated to grow at a Compound Annual Growth Rate (CAGR) of more than 5% all through the estimate time frame.

Stretch Sleeve labelling is ready-to-use and can be used on containers of different shapes. Apart



from the characteristics of providing a greater aesthetic appeal, it is also eco-friendly. Such labels come with zero adhesiveness or heat and only rely on its elasticity to hold the shape of the container. Compared to the stander Shrink Sleeve Technology, Stretch Sleeve Labels Market are more cost-effective in nature and this factor is expected to positively impact its demand in the future.

TRENDS

The present day marketing landscape

require manufacturers to exercise flexible, quick, and non-conventional techniques of labelling along with creating safe and successful concepts. It has been observed that the labelling industry registered a two-fold growth over the last decade. Particularly, the sleeve label segment, which has exhibited significant growth rate owing to factors such as cost efficiency, greater on-shelf appeal, and increasing brand competitiveness.

Manufacturers are prioritizing consumer expectation and construct better end-use engagement. Various brands, especially in the food and beverage industry, are concentrating on advanced labelling of their products to maintain a competitive edge. For example, recently, a well-known label manufacturing company - Overnight Labels. Inc. - introduced a range of craft beer labels comprising of shrink sleeves offering enhanced substrates, varnish and graphics. A few years ago Coca-Cola Co., developed a sleeve label made from a polyolefin mix that was more eco-friendly.

KEY PLAYERS

Globally, the leading players in sleeve labels include CCL Industries, Fuji Seal International, Inc., DOW Chemicals, Berry Plastics Group, Inc., Macfarlane Group PLC, Huhtamaki Oyj and Klockner Pentaplast. These companies operate in different regions and account for a substantial share of the market. Moreover, the industry, particularly in emerging market, also houses a large number of small-scale players, which operate in profitability margins.

CONCLUSION

The global sleeves labelling market is expected to register a healthy growth in the coming years. Shrink Sleeve Labels Market are expected to maintain its dominance over the market. As of now, stretch sleeve label is only effective in small scale labelling solutions, however, manufacturers are highly focusing on Research and Development (R&D) programs to offer glue-less, thinner, and eco-friendly labelling.



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WHAT CHALLENGES DO YOU ENCOUNTER IN YOUR DAY-TO-DAY ACTIVITIES AS A PRINTER AND HOW DO YOU OVERCOME THEM?

As entrepreneurs, we face mirage of challenges that will want us to quit. This is because being an entrepreneur (and one in this part of the world in an industry that has much to be desired) - can be quite overwhelming indeed. For one thing, the printing industry is both demanding and strenuous, for the other, it takes a resilient and focused individual to navigate the challenges therein to be a successful print entrepreneur. For this, **WHERE To Print VOX POP Crew** went to town to speak with some print business stakeholders on their business challenges and how they overcome - daily. Read excerpt below:

One of the challenges we face is trying to meet too many customers' demands almost at the same time with limited operators.

- **OLAYINKA**
- **KWICKWOX PRINTS**



One of the challenges I face is understanding new features on the machines. To overcome that I need to learn and practice more to make my job easier.

- **FAMODUN AUSTINE** - **QUICKPRINT**



In printing, we are expected to face some difficulties like working machines developing faults at any point in time and sometimes the printing ink would fail to give us the exact and required colour but we sure do overcome these challenges by fixing the problems appropriately.

- **MALEEQ** - **SHO-DOLA CONCEPTS**



Most tasking challenges we face in the business is when the machines are giving problems such as the image setter and processor but we have engineers we usually call to fix these problems.

- **GODSWILL OKPOLOKPO** - **DAMOND PRINT NIG LTD**



The challenge I am facing now is the hike in price of printing materials and also trying to balance it with the cost of service rendered to clients. Another issue is with power and also competitors around.

- **JEGEDE RASAQ** - **ROSCOJAY ART PRODUCTION**



The current challenge I have while operating the machines is the roller. It becomes dirty easily which requires me to clean (it) like every hour.

- **IBITAYO EPHRAIM** - **1ST POINT**



We face pressure from customers and I make sure I remain focus and avoid getting carried away during this period and with God on our side, we have less challenges.

- **ADEWALE YINUSA** - **TAECYREE**



The only challenge I face in carrying out my job is having to attend to a lot of customers within a short period of time.

- **USMAN** - **FOCUS PRINTS**



Continued on page 23>>

WHAT CHALLENGES DO YOU ENCOUNTER IN YOUR DAY-TO-DAY ACTIVITIES AS A PRINTER AND HOW DO YOU OVERCOME THEM?



One of the challenges I face daily as a printer is with the issue of lack of power to run our activities which makes me spend more on diesel to run generators. Another challenge we face is limited machine for our job. We need funds to grow and expand the business.

• **BIODUN**
- **DF PRINTERS NIG LTD**



We face quite some challenges on our day-to-day activities but the most challenging one is with the print head, where we call in our engineers to help fix the problem.

• **BAKARE QORZEEM**
- **REAL IMAGE LARGE FORMAT**



Continued on page 42>>

We spend more on diesel to run generator for our day-to-day operations due to lack of power, which is a major challenge but we also bring in engineers to work on our machines when they are faulty.

• **FABIAN MICHAEL**
- **FABIAN PRINTS**

Some of the challenges we face are; printing errors, system virus which makes printing job stops halfway into printing. We usually bring in engineers to help solve the problems.

• **OPEYEMI BALOGUN**
- **RISOHAB PRINTS**



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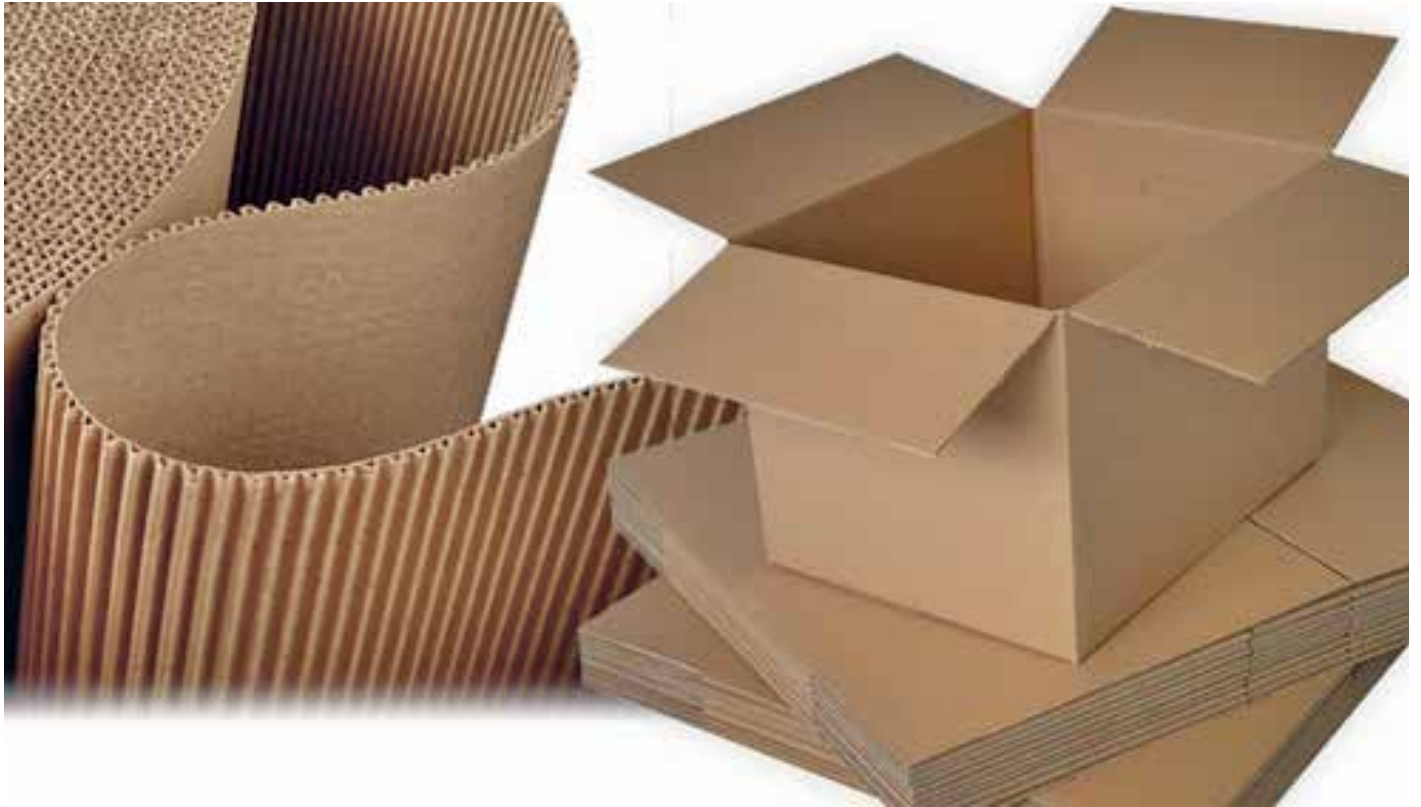
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THE GLOBAL HEAVY DUTY CORRUGATED PACKAGING MARKET SIZE IN 2019 IS ESTIMATED TO BE OVER US\$ 17 BILLION

Future Market Insights (FMI) delivers vital insights on the heavy duty corrugated packaging market, in its published report titled, 'Heavy Duty Corrugated Packaging Market: Global Industry Analysis 2014-2018 and Opportunity Assessment 2019-2029'. In terms of revenue, the global heavy duty corrugated packaging market is projected to expand at an approximate Compound Annual Growth Rate (CAGR) of 5% during the forecast period, owing to numerous factors, regarding which, FMI offers thorough insights and forecasts in this report.

Heavy duty corrugated packaging products are frequently used as shipping containers. These are extensively used to package goods such as food items, beverages, cosmetics, pharmaceuticals, hazardous chemicals, and other materials.

Heavy duty corrugated packaging products provide product protection by themselves, but often require an inner component for cushioning such as corrugated inserts and edge protectors, which help ensure the safety of fragile products.

“expanding middle class in emerging economies of Latin America such as Mexico & Brazil, is creating demand for protective packaging solutions such as heavy duty corrugated packaging, and subsequently driving the market.”

Heavy duty corrugated packaging products such as boxes provide crush resistance and adequate strength for stacking in warehouses. They are

Continued on page 26>>

Global Heavy Duty Corrugated Packaging Market (2019)



By Region

- North America
- Latin America
- Europe
- East Asia
- South Asia
- Oceania
- Middle East & Africa

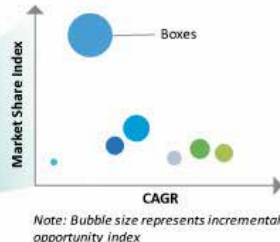


Value Share (East Asia)

~ US\$ 4 Bn (2019)



By Product Type



Source: Future Market Insights, 2019

Note: Market shares are not depicted as per the actual scale and are only for illustration purposes.

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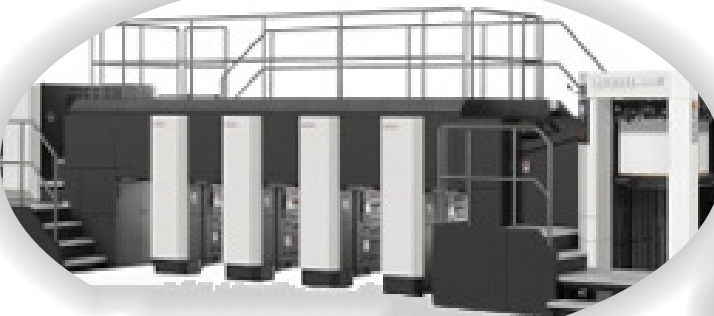
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LITHRONE G37 offset / UV printing press



Impremia IS 29 - 29-inch Sheetfed UV Inkjet Digital Printing System



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THE GLOBAL HEAVY DUTY CORRUGATED PACKAGING MARKET SIZE IN 2019 IS ESTIMATED TO BE OVER US\$ 17 BILLION



environment-friendly, biodegradable, and can be recycled. Products such as octabins, also have high durability, are lightweight, and offer significant cost benefits to the buyer. Thus, heavy duty corrugated packaging products are being increasingly used in secondary packaging of goods, across a wide range of industries.

ONLINE RETAIL BOOM FAVOURING HEAVY DUTY CORRUGATED PACKAGING SALES

FMI analyses that E-commerce and the growing retail industry plays a crucial role in driving the heavy duty corrugated packaging demand. In addition to this, the stringent rules and regulations on the use of plastic-based packaging products will also push the usage of recycled paper packaging products such as heavy duty corrugated packaging, in the near future.

The global market for heavy duty corrugated boxes has witnessed unprecedented price increase in the last one and a half year. The heavy duty corrugated packaging industry is still struggling with the supply of raw material i.e. containerboard. Paper packaging markets in countries such as China, India, and Brazil, are growing at a fast rate and the demand has increased several folds in the last 10 years, which will support the growth of the heavy duty corrugated packaging market during the forecast period.

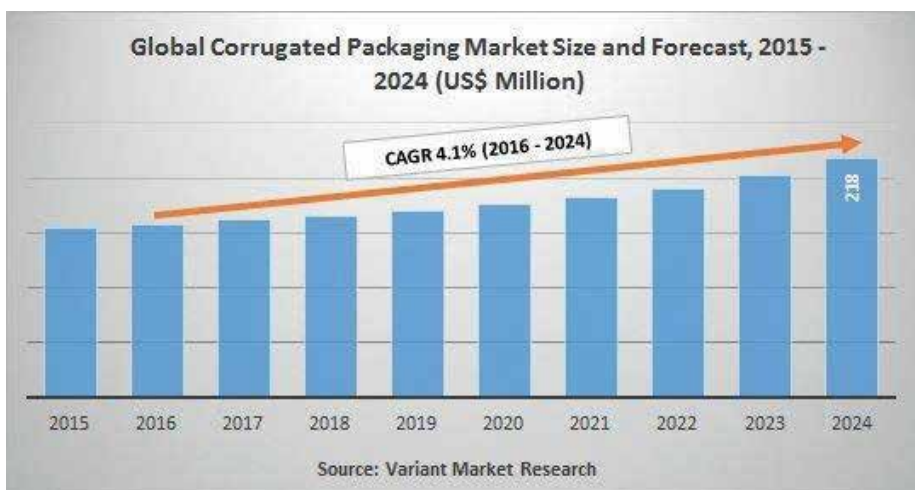
Despite being a fragmented market, Europe represents one-fourth of the global heavy duty corrugated packaging market. The United States heavy duty corrugated packaging market is anticipated to expand at a progressive CAGR due to highest number of convenience

and superstores in the region. Moreover, the expanding middle class in emerging economies of Latin America such as Mexico and Brazil, is creating demand for protective packaging solutions such as heavy duty corrugated packaging, and subsequently driving the market. Considering the Asia Pacific region, the organized retail industry and the growing Fast Moving Consumer Goods (FMCG) sector are escalating the growth of the heavy duty corrugated packaging market in China, India, etc. China is anticipated to represent a healthy CAGR of above 6% in the global heavy duty corrugated packaging market.

STRATEGIC M&A ENABLING MARKET PLAYERS TO EXPAND IN DEVELOPING REGIONS

Vendor landscape remains highly splintered in the global heavy duty corrugated packaging market. Key players in the heavy duty corrugated packaging market such as Mondi Group, Smurfit Kappa Group, and DS Smith are the most active acquirers in the corrugated industry. The companies are focusing on expanding their footprint in developing countries of Asia Pacific and Latin America regions through mergers and acquisitions in the heavy duty corrugated packaging market.

Key market players that have been profiled in the report on the heavy duty corrugated packaging market include Mondi Group, VPK Packaging Group, International Paper Company, WestRock Company, Georgia Pacific, LLC, Pratt Industries, Inc., Oji Holdings Corporation, Smurfit Kappa Group Plc., DS Smith Packaging Limited, Sonoco Products Company, Smurfit Kappa Group Plc, Elsons International, SCG Packaging Public Company Limited, GWP Group Limited, Packaging Corporation of America, U.S. Corrugated, Inc., Quadwall Ltd., Cheng Loong Corporation, Felbro, Inc. & Menasha Packaging Company, LLC. Several unorganized and regional market players are expected to contribute to the global heavy duty corrugated packaging market during 2019-2029.





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- IN WAR AGAINST FAKE GOODS & PROMOTION OF HEALTHY LIFESTYLE

With the global market for anti-counterfeit packaging growing to \$9.4bn by 2023, ensuring your customers are buying the real thing is big business. So how can packaging fight the war against fake goods thereby ensuring healthy living?

The online retail world may be booming across the globe, but it currently faces a problem that's causing it to lose billions of dollars every year. Whether its clothes, bags, watches, jewellery, perfume or food, the internet is rife with sites selling counterfeit goods. Last year, over 31,000 UK sites were closed down by the City of London Police's Intellectual Property Crime Unit in just one month.

As the quality of counterfeit goods increases, so does the difficulty in telling them apart, so one of the main ways genuine brands are combating fake goods is through their packaging. With new printing technology and enhanced security features, packaging is quickly becoming the best way to ensure that consumers are buying the genuine item, rather than poorly made and, in the case of food, toys and electronic goods, unsafe counterfeits.

According to recent research by Markets and Markets, the global market for anti-counterfeit packaging will grow from \$5.3bn in 2018 to \$9.4bn by 2023. This increase is driven by factors such as the growing number of counterfeit products, increasing brand awareness amongst buyers, the expansion of the e-commerce industry, concerns regarding brand image and developments in printing technologies.

EFFECTIVE EFFECTS

Many brands, particularly in the food and drinks market, are taking advantage of the range of print effects to not only provide brand protection in the global market, but give their products real stand-out value on the shelf. For example, Fresnels have developed a carton that features foil-printed embossing, as well as covert security features that can only be detected via a hand-held device.

Not only do such elements provide a quick way to identify the genuine article, but they give designers an extra dimension in creating eye-catching packaging. "We are seeing mechanically produced Fresnel lens effects as fascinating additions to packaging," said Glenn Wood, Chief Operating Officer of Fresnels. "However, the real prize is digitally produced images offering graphic designers much greater

scope for creativity."

CHIPS WITH EVERYTHING

One of the major developments in packaging security is RFID, which is predicted to be the fastest-growing technology in the area. Radio Frequency Identification, to give it its full name, is the use of an electronic chip – or tag – embedded within packaging, which holds information that can be read by an electronic device. That information could be anything from which country the product was made in to the name of the individual who made it.

As well as a guarantee of authenticity, RFID gives a business the ability to track and trace every individual product, as well as provide another marketing platform to reach out to customers. With RFID technology starting to incorporate Near-Field Communication (NFC), as well as the well-established UHF frequency, customers can now use the packaging to connect to the brand's website just by tapping their smartphone on the label. As well as general information about the product, you could also access information about the individual product in your hand, such as its expiry date. It could even help combat food and packaging waste.

"One major cause of food waste in the developed world is consumer confusion about the labelling of food," says Gillian Ewers, Vice President of Marketing at electronics company PragmatIC. "A low-cost RFID/NFC inlay embedded into food packaging can be used not only for coupons and recipes; it can also be used to give consumers information about food storage, cooking and safety. Also, as each item can be uniquely identified, the consumer can be given location-specific information about recycling both food and packaging waste, improving the chances of recovery rather than landfill."

THE SMART PACKAGING REVOLUTION

Whether it's reducing waste, attracting new customers or fighting fraud, embedded smart technology is quickly becoming the next big

Continued on page 29 >>



thing in packaging.

For the vast majority of the packaging industry, the use of smart technology in the supply chain is nothing new. After decades of the barcode and later, the QR Code, RFID tags and electronic chips are used throughout the industry to track products as they move from manufacturer to retail outlet. But their use beyond the supply chain has been limited to scannable codes that give access to product information and one-off marketing campaigns.

But with the development of new and more cost-effective technology, those codes and campaigns are about to become a lot more available and useful to both customer and producer, improving both the value and the sustainability of packaging.

52BN AND COUNTING

In the past few years, the area of smart packaging has become a multi-billion dollar industry. According to a report by Accuray Research, the global smart packaging market is set to grow by 5.4% over the next decade to reach \$52bn by 2025.

A significant portion of that value will be in food traceability, which is expected to be worth more than \$18.5bn by 2023 (Allied Market Research, 2017), driven by the concern people have about where their food comes from. Using electronic chips embedded within the packaging, customers can use their smartphones to trace exactly which farm their food was grown on, as well as how far it's travelled and how long it's been stored for.

Such technology is also useful for food producers concerned about their products being copied and sold as counterfeits. In the extra virgin olive oil market, as much as 70% of the product sold is thought to be fake, a group of extra virgin olive oil producers asked Norwegian firm ThinFilm to develop an NFC (near-field communication) chip that could be used within the packaging of their premium products. Customers could then use their phones to connect with this chip to ensure they had the genuine product.

EMBEDDED INFORMATION

As well as details on provenance, a number of firms are looking into embedding practical information into their packaging, such as operating instructions or recipe ideas. "There's absolutely no reason why you can't scan your ready meal and have that tell the microwave what setting to put it on," said Andy Hobsbawm, co-founder of smart products company EVERYTHING.

Of course, once you start being able to embed information and content into packaging, then it's only a matter of time before the marketing departments start to advertise through this new communications channel, offering videos, competitions and ads for other products that pop up on your smartphone. Indeed, this is already happening. For evidence, see the McDonald's 'Track My Macca' campaign in Australia, which invited customers to scan

their burger box with their phone to receive exclusive AR content.

ENVIRONMENTAL IMPACT

But perhaps the most useful application of smart packaging is in helping the environment. With smart technology able to detect whether certain foods are still safe to eat, it could extend the shelf life of a product, reducing food waste and providing greater efficiency in the supply chain.

Not only that, embedded information could provide the customer with detailed information about how the packaging can be recycled and even directions to the nearest recycling centre. "Solutions are now being implemented to help combat waste and prevent food waste," said Eef de Ferrante, Director of the World Congress on Active & Intelligent Packaging. "The environmental issues we face can be solved by advancements in technology and implementation in the packaging industry. I strongly believe active and intelligent packaging will make great changes to these issues."

SMART PACKAGING IN ACTION

SMART VIAL KIT - Schreiner MediPharm

The international medical labelling and packaging company based in Germany has created a cardboard medicine box that tracks and monitors the medication it holds, providing a patient or doctor with information on which medication was removed from which compartment. The packaging contains an integrated electronic circuit that connects to a smartphone using NFC technology, and can even provide information on the temperature inside the packaging.

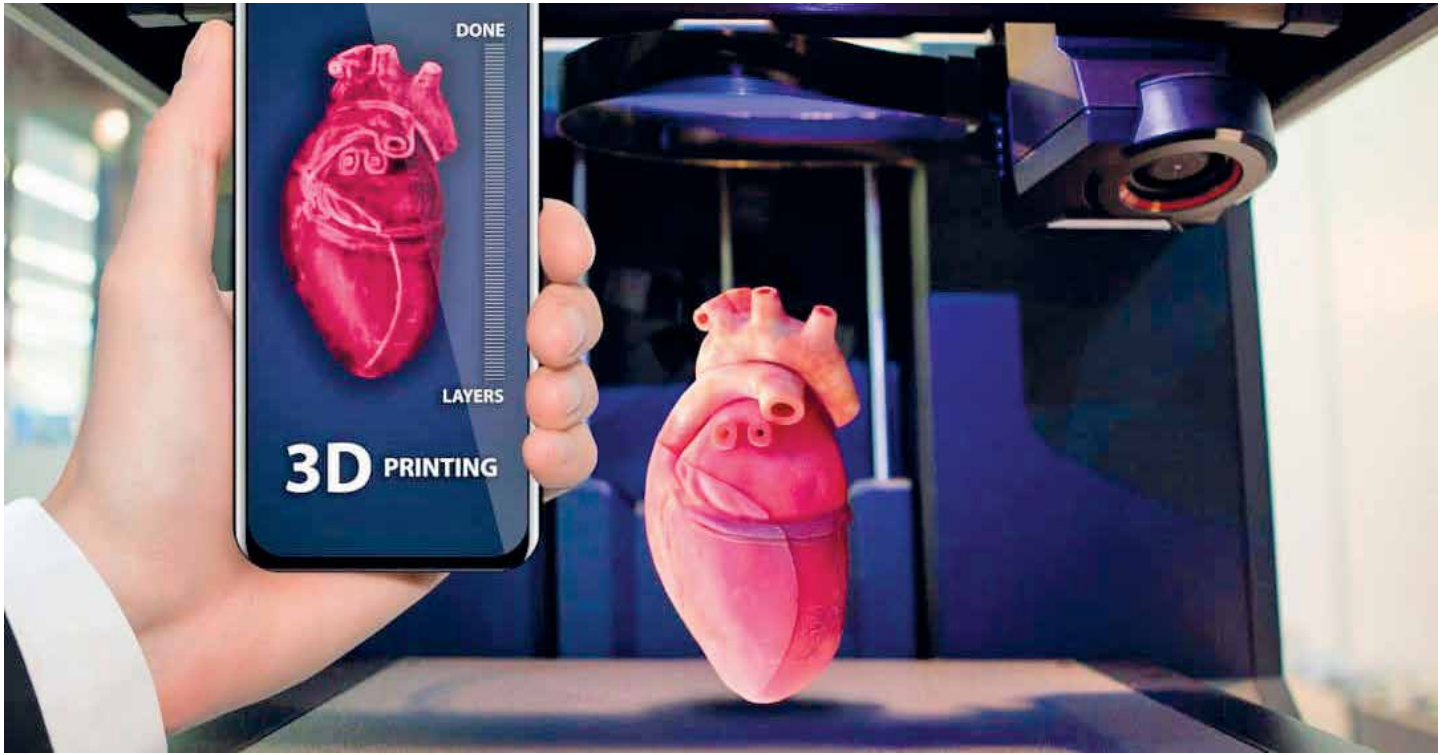
THE BOX - LivingPackets

Swiss startup LivingPackets has launched a sustainable and trackable shipping box that, according to the makers, generates almost zero packaging waste. Simply called 'THE BOX', it features real-time environmental monitoring (location, temperature, humidity, shocks, opening), as well as an integrated camera for remote viewing of the contents. THE BOX targets the booming ecommerce sector and allows customers to either pay for or return an item simply by pressing a button on the packaging.

MERAY MUESLI DISPLAY - Fresh Nuts GmbH

Display packaging is ideal for smart connectivity, allowing brands to provide customers with in-store content and communication to draw them towards the product and encourage purchase. To launch their new range of mueslis, German food brand Fresh Nuts used a display that featured images with digital watermarks, which can be read using a free app on a smartphone. By pointing their phones at the display images, customers can access video content, encouraging them to try the new breakfast cereal.

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GLOBAL 3D PRINT MATERIALS MARKET FOR HEALTHCARE INDUSTRY SET FOR QUANTUM CHANGE AND 20.3% CAGR GROWTH FROM 2018 TO 2025

Enormous growth opportunities for material manufacturers as the medical industry ramps up production of prosthetics through additive manufacturing.

The healthcare industry is rapidly adopting 3D printing solutions due to benefits such as unmatched flexibility of design and low-cost production of prosthetics, implants, medical devices, and anatomical models.

With technology progression and regulatory issues becoming clearer, this market will witness quantum change in terms of healthcare service possibilities. Frost & Sullivan forecasts the global 3D printing materials market for the healthcare industry to account for \$568.5 million by 2024, with an impressive Compound Annual Growth Rate (CAGR) of 20.3% between 2018 and 2025. Material manufacturers with industry-qualified and regulated products have immense opportunity to cash in on double-digit growth opportunities.

“Global 3D printing materials market for the healthcare industry to account for \$568.5 million by 2024, with an impressive CAGR of 20.3% between 2018 and 2025”

“The increasing penetration of 3D printing technology among medical, dental, and the wearable devices sectors is set to augment growth with tissue and organ fabrication, one of the most exciting opportunities on the table,” said Dr. Leonidas Dokos, Global Director, Chemicals & Materials in Infrastructure & Mobility. “Lightweight and strong materials led by titanium, aluminum, and plastic filaments are likely to witness sharp uptake in the healthcare industry, where having high strength and being lightweight are two critical cornerstones.”

The market presents enormous opportunities for material manufacturers, as it is currently in a development stage. However, material manufacturers must engage in high-level research and development to iron out inefficiencies.

Dokos recommends vendors provide additional services as players are not acquainted with process flow required to adhere to FDA regulations at an industrial scale. Further growth opportunities vendors can take advantage of, include:

- **Building economies** of scope to achieve better innovation and performance metrics to aid the healthcare industry.

Continued on page 38 >>





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- ⊖ CTCF –UV- PRINTING PLATES
- ⊖ CTP PHOTO POLIMER PLATES
- ⊖ FUJI CTP THERMAL PLATES
- ⊖ ENOVA GLOSS PRINTING INKS
- ⊖ FUJI CTP MACHINE
- ⊖ PLATINUM PRINTING INKS
- ⊖ WEB OFFSET PRINTING INKS
- ⊖ EGGEN CTP THERMAL PLATE DEVELOPER
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Kodak's plate technology experts, Adrian Shuttleworth and Nick Sawyer, in partnership with Printweek, shared how:

- **Printers are saving more than just chemistry.** Printers who have switched to SONORA Plates are saving big money in the pressroom and opening up opportunities for additional revenue
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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.

VISIT THE FC GROUP AT STAND S12

To learn more about new technologies / thermal plates and how they can help you to confidently say 'yes' to more business.

Kodak
Sonora X
Process Free Plates



Continued on page 36 >>



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Print Impact Around the World

The Best in Show Award is chosen by the FESPA Awards judges from all categories.

New for this year is the Judges Award for Innovation, which is selected by the FESPA Judges across all categories for the most innovative piece of work.

It would be recalled that 2019 FESPA Awards received 173 entries from 50 countries, reinforcing the status of the competition within the speciality print industry and the prestige of winning an award. David Gray, MD at VGL comments about winning the Posters and Best In Show categories in the 2019 FESPA Awards: "Winning a FESPA Award for not just our entered category but also Best in Show has been a fantastic experience. We've always invested in innovation, from the latest print technology to new finishing methods, so to be recognised by FESPA has not only reinforced our commitment to

establishing new techniques to offer our clients but has also motivated our teams across the company to work on future innovative concepts. "We see the Awards as formal recognition of the drive, energy and creativity of the fantastic people that work within our company. Without them we would not be in a position to enter in the first place."

For PSPs and sign-makers looking to enter the 2020 Awards, entries must be submitted by Friday 1 November 2019. The shortlisted entries will be announced on 9 December 2019 and will be displayed at FESPA Global Print Expo 2020, which takes place from 24 to 27 March at IFEMA Exhibition Centre, Madrid, Spain. Winners of the FESPA Awards 2020 will be announced at the FESPA Gala Night in Madrid on 25 March 2020.

For more information on the FESPA Awards 2020 and how to participate, visit www.fespaawards.com

HEIDELBERG'S VERSAFIRE PROVIDES WEDDING KIT INSPIRATION



Your printed products for weddings can look this beautiful too – produced using the Wedding Kit on the Versafire from Heidelberg.

HEIDELBERG

- Print shops get a tool for opening a dialog with their customers
- Integrated wedding concept with seven different printing applications
- Available to order free of charge at www.heidelberg.com/en/weddingkit

Engaged couples invest a lot of time, money, and emotion to have the most beautiful day of their lives. Weddings are extremely emotional occasions with unforgettable moments. The couple is counting on quality, individuality, and their story being told. Before, on, and after the special day, the printed products need to be very

special. Print shops that act as a one-stop shop are the preferred go-to here. And they can get inspiration from the new Versafire Wedding Kit courtesy Heidelberg Druckmaschinen AG (Heidelberg).

The print sample folder from Heidelberg illustrates the diverse applications of the Versafire digital printing system for weddings with seven sample products. The Versafire Wedding Kit is available to order free of charge at www.heidelberg.com/en/weddingkit. "We want to show our customers who use a Versafire EV or EP digital printing system the kind of products they can offer to serve the event market. Both for the end consumer

and for the wedding market", explains Manuela Gomez, General Manager Versafire at Heidelberg. "All products can be appropriately personalized with the Versafire, which increases their intrinsic value."

A wedding package with lots to offer

Everything is included in the Versafire Wedding Kit: from the sticker for the bachelor party, to the invitations and menus, to the name cards and thank-you card. Using finished products, the kit illustrates the wide variety of sophisticated substrates such as self-adhesive and transparent materials or trendy natural paper with texture. Weddings are a time for refinement – as illustrated by the thank-you card on metalized paper. With white as a fifth color before the primary colors, parts of the card are covered to make the other parts of the metallic effect really pop. The copper-colored gift box, which the bride and groom can fill with a chocolate, is pre-cut and easy to put together. The Versafire EP can process grammages of up to 470 g/m2. The landing page on the website lists the partners that worked with

Heidelberg on the wedding kit; the various materials are available to order from them if interested.

Know-how transfer through partnership

The Versafire Wedding Kit is actually the second themed sample folder. Last year's Winter Kit with samples around the theme of winter sales was very well received by the print shops. "We see ourselves as our customers' partner, and together want to contribute to their success. That's why we set up the first digital print forum in March of this year to open a dialog on the possibilities offered by our products", says Manuela Gomez.

In the segment of short and variable color runs in A3 format, the Versafire family has been an eight-year success story with many satisfied customers. This is underlined by over 1,500 systems installed worldwide. Versafire users produce short and increasingly also customized color runs such as mailings, brochures, preliminary runs, and much more, mostly in the classic commercial sector.

AGFA SETS A NEW STANDARD IN HEATSET AND COLDSET PRINTING WITH SPIR@L TECHNOLOGY



AGFA Agfa

Agfa launches SPIR@L, its latest patented screening technology that replaces traditional dots with alternative shapes to increase quality and reduce production cost. It's the latest addition to Agfa's ECO3 program, which focuses on economy, ecology and extra convenience.

SPIR@L – the screening innovation for heat-set and cold-set

SPIR@L is Agfa's latest patented screening technology. Applicable to both commercial and newspaper

printing, it makes it possible to hold dots from press to paper ranging from 1 to 99% without any additional effort, guaranteeing vibrant colors and sharp images. Due to the shape of the screen, print artifacts such as image slurr or smaller CtP imaging artifacts become invisible. As confirmed by several early adopters, this new screen avoids color contamination in the blue color range, yielding a higher quality reproduction. Due to the nature of the dot shape, the ink layer is reduced, which positively impacts drying time or energy

Continued on page 39 >>



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KODAK PRINERGY WORKFLOW MARKS 20TH ANNIVERSARY TRANSFORMING HOW PRINTERS OPERATE

Over 150 Printers, industry partners and media from around the world convened in New Orleans at the 2019 GUA Conference to mark the 20th anniversary of the print industry's leading prepress automation software, KODAK PRINERGY Workflow.

The two-day forum celebrated twenty years of collaboration between print service providers and Kodak that has transformed the way prepress departments operate, while also fostering lively discussions on the latest technology innovations shaping the future.

At the event, some of the very first printers to introduce PRINERGY into their production workflow were among the attendees. For all these printers, a common theme emerged about the impact of PRINERGY on the industry. The relentless march to be more flexible and efficient has meant that printers of all sizes need to integrate solutions that optimize their workflow and throughput while managing their overall costs. In the forum's opening address by Todd Bigger, who was recently appointed to lead the company's software division, he set out a clear vision for how Kodak and PRINERGY will continue to provide printers with the innovative tools and close collaboration to remain competitive and profitable.

"For twenty years, PRINERGY has helped thousands of printers all over the world focus on what matters most, building a thriving business" said Todd Bigger, President, Kodak Software Division. "Our customer-focused and customer-driven approach continues to guide us today as we invest in PRINERGY to make the most powerful tool in the industry even better. While the demands on printers become more complex with opportunities to grow into new markets, PRINERGY aims

to eliminate complexity for printers with comprehensive automation that drives costs down and is easily expandable, so you can add capabilities as your needs change, and your business evolves."

PRINERGY Solutions offer customers maximum value and flexibility to remain competitive because they are a sustainable investment. The portfolio of solutions supports all major printing processes across commercial and packaging; offset, flexo, digital, and gravure. PRINERGY manages a broad range of digital printing systems including the KODAK NEXPRESS and NEXFINITY Press platform, KODAK PROSPER Presses and is compatible with nearly all 3rd party solutions and equipment. PRINERGY also provides customizable automation capabilities as well as access to innovative cloud based and decision analytics-based tools. In the lead-up to drupa 2020, PRINERGY will announce several exciting new developments for the PRINERGY platform, including the upcoming release of PRINERGY Managed Services.

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.

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(T-shirt Printing)



Roll to Roll Direct to Textile printing
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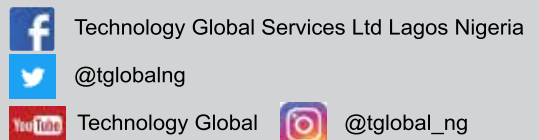
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GLOBAL 3D PRINT MATERIALS MARKET FOR HEALTHCARE INDUSTRY SET FOR QUANTUM CHANGE AND 20.3% CAGR GROWTH FROM 2018 TO 2025

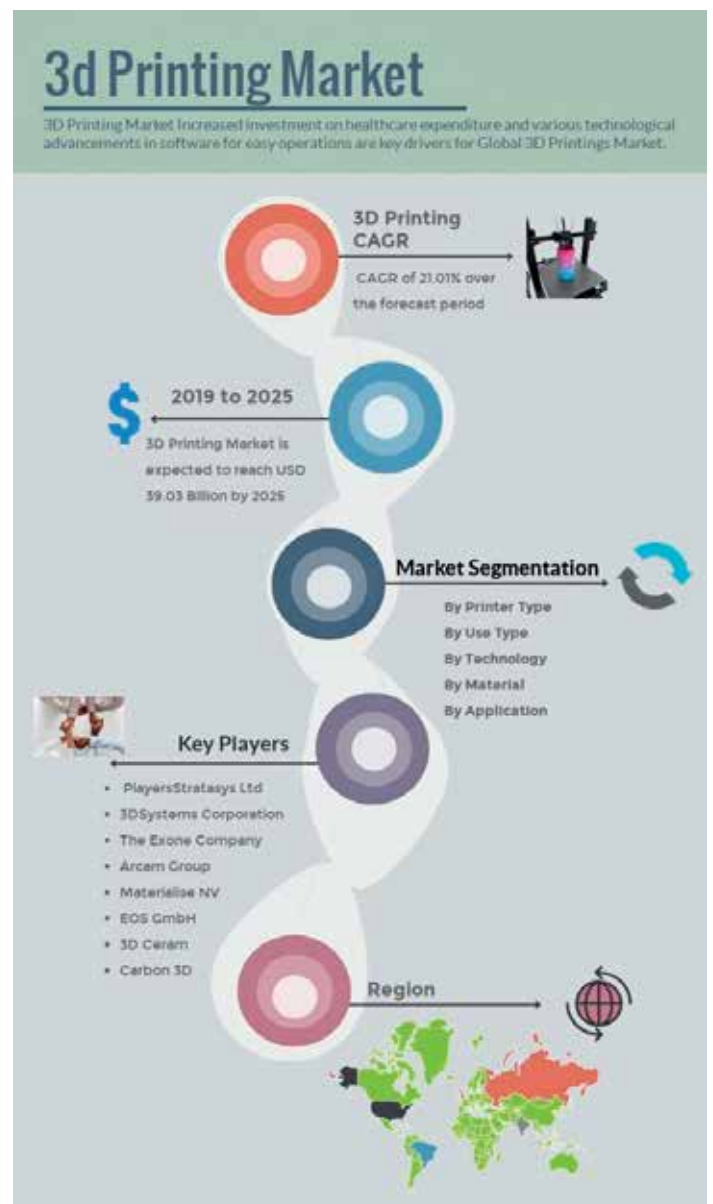


- **Potentially redesigning the supply chain** for existing products and leveraging both to pursue new business models.
- **Forming collaborative partnerships** between material manufacturers and machinery manufacturers to develop materials suitable for the needs of healthcare 3D printing. Machinery for bio-printing is still not 100% accurate, which leaves room for improvement.
- **Building strategic partnerships** between material developers for additive manufacturing and machinery manufacturers.

“One of the biggest challenges facing 3D-printed healthcare product manufacturers has been the scarcity of qualified and compliant materials fit to be deployed on the human body. Adherence to stringent FDA regulations pertaining to 3D-printed healthcare products is a major challenge faced across the value chain,” noted Dokos. “Furthermore, the market has witnessed slow adoption rates owing to the lack of technical understanding and clarity among end users regarding the medium-and long-term benefits.”

Frost & Sullivan’s recent analysis, Global 3D Printing Materials Market for Healthcare Applications, Forecast to 2025, analyzes major market drivers and restraints, regional demand outlooks, sector growth trends, and product trends. The main segments covered by product type are plastic powders, plastic filaments, photopolymers, hydrogel, and metals and ceramics. In terms of healthcare sectors, the market is fragmented into medical, dental, and wearable devices. Healthcare product segments are represented by tissue and organ fabrication, prosthetics and implants, equipment and anatomical models.

Global 3D Printing Materials Market for Healthcare Applications, Forecast to 2025 is part of Frost & Sullivan’s Chemicals & Materials in Infrastructure and Mobility research and analyses available through the Frost & Sullivan Leadership Council, which helps organisations identify a continuous flow of growth opportunities to succeed in an unpredictable future.



Print Impact Around the World

consumption.

“The concept behind SPIR@L is simply brilliant,” explains Erik Peeters, Market Manager Commercial Print at Agfa. “We replaced the traditional dot used in printing with a more efficient spiral shape. That way, print jobs require less ink to fill in the exact same space, resulting in a crystal-clear image and a higher press efficiency every time.” SPIR@L requires no hardware additions to existing press and workflow setups.

Agfa’s ECO³ program

SPIR@L is a crucial element of Agfa’s ECO³ program. In designing and creating solutions based on hardware, software and consumables, Agfa focuses on ecology, economy, and extra convenience (ECO³) to make prepress and printing operations cleaner, more cost-effective and easier to manage and maintain. “SPIR@L adheres to Agfa’s ECO³ philosophy by improving quality and saving our customers time and money”, says Guy Desmet, Head of Marketing Offset Solutions at Agfa.

CALDERA RIP SOFTWARE INTEGRATES ADOBE TEXTILE DESIGNER



Caldera and Adobe are pleased to announce the integration of the Adobe Textile Designer plugin for Adobe Photoshop with Caldera’s award-winning RIP software version 12.1.

Adobe Textile Designer is a set of tools for fashion and décor artists to streamline the design process and optimise for print. Integration with Caldera V12.1 ensures accurate pattern repeatability, and correct and consistent color management through the design to production lifecycle.

The integration workflow starts with the Caldera RIP extracting geometric information from the exported Adobe PSD file, such as the drop type, to ensure that the correcting settings are applied for printing. Colorway information is extracted for accurate color management – both spot channels and meta-data specifying the colorant name are exported from Adobe Textile Designer.

As Caldera V12.1 has advanced

spot color management, each spot channel is colorized according to the information provided by Adobe Textile Designer. This allows for the use of embedded Pantone or other color libraries in Caldera, including custom defined or CXF import. Furthermore, each spot channel can also be remapped to any LAB or output device colors using static rules or dynamic output conditions, which also allows the use of Caldera’s color-book module to fine-tune output results.

According to Sébastien Hanssens, Caldera’s VP Marketing, Operations and IT, “Adobe Textile Designer exported files can be perfectly integrated into a Caldera automation environment using a simple hot folder process, or can be pushed as part of a larger ecosystem using Caldera’s Nexio automation module, to streamline production. The combination of these two cutting-edge products results in a completely integrated process for textile designers to accurately translate their

Photoshop designs into printed textiles.”

Adobe Textile Designer gives fashion and décor artists a comprehensive set of tools for designing prints for fabrics. Working within Photoshop, it keeps every element editable until the user is ready to send

it to the printer. Patterns can be previewed, separations defined, and colorways adjusted. Integration with Caldera gives designers the confidence that their creations can be printed in production with results that remain accurate and consistent with the original.

QUARKXPRESS NOW AVAILABLE IN MAC APP STORE WITH SUBSCRIPTION OPTIONS



Quark Software has announced that QuarkXPress, the award-winning graphic design software, is now available with monthly and yearly subscription pricing options through the Mac App Store. Quark introduced QuarkXPress to the Mac App Store in 2018 and, in response to customer requests, further expands purchasing options to include two subscription options.

The new subscription pricing for QuarkXPress in the Mac App Store is \$29.99 paid monthly or \$299.99 paid annually.

The Power of Choice

The introduction of subscription options through the Mac

App Store adds to the choice designers have when purchasing QuarkXPress. Designers can choose to:

- **Subscribe to QuarkXPress:** Purchase a monthly or yearly subscription to QuarkXPress exclusively in the Mac App Store to ensure continual access to the most current version of QuarkXPress throughout duration of the subscription.
- **Own QuarkXPress:** Purchase a lifetime license of QuarkXPress through the QuarkXPress Advantage program through a dedicated Quark sales rep, through the Quark eStore, or from an Authorized QuarkXPress Reseller, to ensure perpetual ownership of the last version of QuarkXPress downloaded by the user.

CANON’S IMAGERUNNER ADVANCE C5500 III SERIES AND 4500 III SERIES EARN AWARDS



In a time of disruptive innovation within enterprises, Canon U.S.A., a leader in digital imaging solutions, achieves recognition from Better Buys, earning two Editor’s Choice Awards, one for the imageRUNNER ADVANCE C5500 III series in the color MFP category and one for the imageRUNNER ADVANCE 4500 III series in the

Continued on page 43 >>



...Mr. Subra Pillai with a customer

“NIGERIA HAS TAUGHT ME TO LIVE LIFE, FULL SIZE”

MR. SUBRAMANIAN PILLAI,
FORMER MARKETING MANAGER -
VISTA INTERNATIONAL LTD



Not many Nigerians have had the opportunity to transverse the length and breadth of this great country – Nigeria like the unassuming but inspiring, hardworking goal-getter - Mr. Subramanian Pillai (popularly called Subra) the hitherto Marketing Manager at one of the nation’s biggest print and allied conglomerate – Vista International LTD.

Subra came into Nigeria about 13 years ago armed with prerequisite print education and opportunity aptly given by Vista International LTD with the mission of putting Vista in an active position of priority print consumables marketing. Looking back, after 13years, one can rightly say that the aim has been largely met. What must have contributed to this great stride? Before Mr. Pillai left Nigeria on a well deserve retirement to India, WHERE To Print caught up with him to share some of his experiences and trade secrets while in Nigeria with tips on how to be a successful consumables marketer. His invaluable counsel is excerpted below:

WHAT CAN YOU SAY ABOUT NIGERIANS - FROM THE SOUTH, THE EAST, THE WEST AND THE NORTH?

They are great human beings with whom I have interacted with on a day-to-day basis from all over Nigeria and I’ve learnt a lot from them.

WHAT ARE THE CHALLENGES YOU FACED DURING YOUR JOURNEY ACROSS NIGERIA AND HOW DID YOU COPE?

The expectations were high from everybody when I was new to this great country and I lived a genuine life to my valuable customers providing them with solutions and quality products. I also made them to understand our responsibility and commitment to them. These made the journey easier throughout my stay in Nigeria.

WHAT HAS NIGERIA AND NIGERIANS TAUGHT YOU?

Nigeria has taught me to live life, full size by helping each other and growing together.

WHAT IS THE ONE THING YOU THINK

“ Looking back, I wish I had had the opportunity to come to work in Nigeria a little earlier in my life. ”

Continued on page 41 >>

“NIGERIA HAS TAUGHT ME TO LIVE LIFE, FULL SIZE”

NIGERIAN DON'T JOKE WITH?

Love for Nigeria.

WHY IS THAT?

Because they trust you are the savior and through you their dreams come true. So it is very important to live up to their trust.

WHAT ARE THE OPPORTUNITIES IN THE NIGERIAN PRINT MARKET?

It's a very dynamic market and everyone is being innovative in his or her own possible way. I foresee within 10 years that Nigeria will lead in all modern technologies in printing. People are open to new ideas and they are aggressive to achieve new milestones in their areas of businesses.

WHERE DO YOU THINK THE FUTURE OF PRINT BUSINESS IN NIGERIA TENDS TOWARDS?

The future of print business is only for those who delivers quality and strive to achieve customers delight.

WHICH CORE BUSINESS

“ ‘The Industry is moving towards high-tech, over-coating and finishing process which will take Nigeria printing to a new height’ ”

AREA(S) DO YOU THINK THE INDUSTRY IS MOVING TOWARDS?

Apart from quality printing, the Industry is moving towards high-tech, over-coating and finishing process which will take Nigeria printing to a new height.

HOW CAN PRINT CONSUMABLES SUPPLIERS BE SUCCESSFUL?

By bringing world class quality products and making adequate awareness in the industry. These will make you successful in consumables business.

WHAT ADVICE CAN YOU GIVE YOUR COLLEAGUE TAKING OVER FROM YOU IN TERMS OF CUSTOMER SERVICE?

Customers are very sensitive when it

comes to quality and the pricing. By making constant relationship with your customers – with that you are assuring them that you are growing together.

WHICH NIGERIAN DELICACIES DO YOU LOVE MOST?

Bitterleaf soup with chicken

CAN YOU TELL US YOUR MOST EMBARRASSING MOMENT IN NIGERIA?

We went to a boutique to buy something. The shop owner underestimated our simplicity as in the way we dressed up and laughed at us as if we can't afford to buy things from his shop. We left without saying anything.

LOOKING BACK, WHAT WILL YOU HAVE DONE DIFFERENTLY?

Thank God and Vista for the opportunity given to me to interact with great Nigerians in Printing Industry. Looking back, I wish I had had the opportunity to come to work in Nigeria a little earlier in my life.

THANK YOU FOR YOUR TIME SIR.

Thanks for honouring me. God bless Nigeria forever!



...Mr. Subra Pillai



Print impact around Nigeria

Stories by Precious Ajuonuma & Joju Adekanbi

WHAT CHALLENGES DO YOU ENCOUNTER IN YOUR DAY-TO-DAY ACTIVITIES AS A PRINTER AND HOW DO YOU OVERCOME THEM?

As entrepreneurs, we face mirage of challenges that will want us to quit. This is because being an entrepreneur (and one in this part of the world in an industry that has much to be desired) - can be quite overwhelming indeed. For one thing, the printing industry is both demanding and strenuous, for the other, it takes a resilient and focused individual to navigate the challenges therein to be a successful print entrepreneur. For this, **WHERE To Print VOX POP Crew** went to town to speak with some print business stakeholders on their business challenges and how they overcome - daily.

Read excerpt below:

We printers face different challenges such as not giving our customers good jobs when our machines such as DI, Large format, Spot Lamination, Hot glue etc develop various faults. But, we try as much as possible to fix these problems to deliver quality jobs to our customers.



• **TAIWO OLALEKAN – CRYSTAL DANAK**

I have challenges with printing papers; the papers that are being imported most times are very light and of low quality. Secondly, is the issue of dot and spot CTP but I utilize my experience as an operator to manage these challenges.



• **ALFA GANIYU – PRINT SQUARE LTD**

The problems I encounter most times as a printer has to do with machines that involves printing on plate of different sizes. I encounter issues while washing the plate because it has to be out well and especially when it is being taken to press for job. So, I have to work on the chemical and also regulate the temperature to get what I want. I also ensure optimum carefulness in order to avoid waste plates.



• **ARMA OYINDAMOLA – DAMOND PRINTS**

A lot of challenges we face as printers, one of them is finance for the job at hand. Second; the need for latest and updated machines; and lastly, the necessary skills needed to carry out a quality job. I try as much as possible to manage this part by investing in trainings and workshops or seminars for my operators. The finance and machine aspect still lives with us.



• **OWA TOLORUNLEKE – AGELESS HOUSE**

OUR VERDICT

Without mincing words, *WHERE To Print* captures from the *VOX POP* possible ways to overcome challenges or obstacles or limitations as an entrepreneur. These are: moving with positive thinkers; going back to your roots (stay focus on your first love/ reason/ mission for establishing the business in the first place); never give up, keep trying and be persistent on that breakthrough; change your thought and thought-process (meditate on the right things. Thoughts determine how far you'll go); change your perception towards challenges (they're stepping stones to greatness): don't overwork yourself – outsource your weaknesses; be tenacious (where there's a will, there's a way): think BIG so that the universe will be part of it; work SMARTer and not harder!

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Print Impact Around the World



black-and-white MFP category. Both series are part of the latest edition of the award-winning third generation imageRUNNER ADVANCE lineup, which focuses on providing enterprise users with enhancements that allow for efficient activity monitoring and threat detection¹ that extend beyond traditional MFP security features.

"Canon's imageRUNNER ADVANCE C5500 III series and imageRUNNER ADVANCE 4500 III series are designed to help businesses streamline workflow operations while providing features that can help users keep information safe," says Melissa-Pardo Bunte, Editor, Better Buys.

"The two solutions come with security features designed to help protect against intrusion." These models are equipped with upgraded security features such as the capability to integrate with Security Information Event Management (SIEM)² systems so that customers can gain insights to potential threats to their infrastructure. Additional features like improved OCR accuracy for better data records and an organized, easy-to-use home screen help these solutions create an intuitive user experience for customers that streamline workflow efficiency. "Canon is honored to be recognized by Better Buys for these imageRUNNER ADVANCE models, as well as for its dedication to creating solutions built to meet customer needs and improve business efficiency during a time where information security is vital," says Shinichi Yoshida, executive vice president and general manager, Canon U.S.A., Inc. "As security vulnerabilities pose a risk to an enterprise's confidential information, it is crucial to develop products equipped to help protect data."

IMI EUROPE ANNOUNCES NEW CENTRAL EUROPEAN LOCATION FOR 20TH ANNIVERSARY DIGITAL PRINT EUROPE EVENT



IMI Europe announces a new location for its 20th Anniversary Digital Print Europe event, with a move to Berlin, Germany. The event is being held from 7 to 10 October 2019, built around its strategic Digital Printing Conference, and including a Mergers & Acquisitions forum, Market Reports Live sessions and the Inkjet Academy.

Digital Printing Conference 2019: 9 - 10 October 2019

IMI Europe's flagship strategic industry conference returns for its 20th anniversary. The conference is for those wishing to understand the direction of the industry over the coming years, with topics including a Drupa 2020 preview,

industry consolidation and applications including packaging, direct-to-shape and many more. The conference will include market updates from leading analysts, views from industry pacesetters, perspectives from key end users and new technology introductions from inkjet innovators. As well as formal presentations, the conference programme will include panel sessions covering key topics.

The Conference programme is determined by a Strategic Advisory Board of industry luminaries whose expertise covers a wide range of technology and applications in digital printing. The Strategic Advisory Board comprises Martin Schoeppler, CEO of Fujifilm Dimatix, Marco Boer, Vice President at IT Strategies, Pete Saunders, Global

Director – Digital Businesses at Sun Chemical, Kenneth Stack, President of Proximus LLC and Mike Willis, Managing Director of Pivotal Resources.

Mergers & Acquisitions Forum: 8 October 2019

After its debut in 2017 the Mergers & Acquisitions Forum returns for 2019. This session will cover perspectives from both the buy side and sell side of key transactions. Leading analysts and experts will give an overview of the industry M&A scene, review key transactions as case studies, and give advice and experiences. The forum will be chaired by Kenneth D. Stack, President of Proximus LLC.

Market Reports Live: 8 October 2019

Leading analysts and experts present sessions covering important strategic applications, with digital packaging printing covered by Keypoint Intelligence-Infotrends.

Inkjet Academy: 7 - 8 October 2019

The world-famous Inkjet Academy is aimed at people wishing to understand the essential aspects of the technology. The event is delivered by Dr Alan Hudd of Alchemie Technology and Mike Willis of Pivotal Resources, the founders of the Inkjet Academy, who have been presenting this course since 1998. "Digital Print Europe 2019 has a new central European venue, with our first ever visit to Berlin" comments Tim Phillips, Managing Director IMI Europe. "The event focuses on the strategic direction of the industry, with the main conference supported by a Mergers & Acquisitions forum and Market Reports Live sessions. IMI and IMI Europe conferences are the forum where the industry meets to discuss its future, and we are preparing an excellent programme for attendees. We will announce more about the event in the coming months and look forward to hosting a lively and informative debate."

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APTECH INTRODUCES NEW LEARNING PROGRAM TO SECURE THE FUTURE OF PRINT

...THE PRINT INNOVATION EXCHANGE FEATURED DYNAMIC SPEAKERS AND UNPARALLELED NETWORKING OPPORTUNITIES



The Association for PRINT Technologies (APTech) brought the print community together for lively discussions dynamic speakers and high impact networking in late June at the PRINT Innovation Exchange at the Millennium Hotel in Minneapolis MN.

Launched in December 2018 to rave reviews the program has now expanded into an on-going series of learning sessions as part of the enterprising new curricula being developed by APTech for print professionals. These learning experiences are designed to deliver relevant and timely content to the innovators and creators in the industry who are focusing on how to be solution providers and partners and looking to "change their game."

Innovation – not just part of the name – it was the entire game. Feedback from attendees highlighted that the material shared during this interactive event was

very focused on what is innovative, exciting and intriguing about the future opportunities within the industry. "I found the discussion at the PRINT Innovation Exchange to be very informative. It was a good mix of conversations and really answered two very important questions; how to improve our business in the current state of the industry, as well as what new technologies and changes to expect in the future," said Paul Bailey, VP of Operations & Executive Vice President, More Vang.

Tom Edwards keynote was a look at the future and the technologies that will impact print industry professional's day-to-day lives. Tom reiterated that tactile experiences will be very relevant and important in our technology-driven world. Additional sessions brought insightful and innovative perspectives on the future of the print industry. The session presented by Alan Smithson showed the potential uses for augmented reality in business that will go far beyond its current uses. This could include how marketing

Continued on page 44 >>



services use it as well as how support services leverage the technology bringing the print world closer to digital.

“Daniel Dejan’s (Print and Creative Manager, Sappi North America) presentation on haptics influencing consumers and the new opportunities for packaging and direct mail printers was proof positive that print, while ever-changing, is still exciting and extremely relevant,” said Deirdre Ryder, President VITS International. “The samples shared during this session were incredible examples of how print touches us as humans and creates connections, unlike any electronic device, ever will.”

Beyond the innovative and

thought-provoking sessions, the networking event on Thursday evening brought the presenters, panelists and event attendees together to network and learn from one another. The opportunity to make personal connections was incredibly appropriate, given that many of the speakers emphasized the importance of face to face interactions to building and growing your business.

For more information on the educational opportunities being presented by the Association for PRINT Technologies, check out PRINTevent.com for the full schedule of speakers at the Learning Experience at PRINT 19, October 3 to 5 in Chicago, IL. © www.PRINTtechnologies.org

FOREST PRODUCTS MANUFACTURERS APPLAUD NEW EPA PERMIT STREAMLINING RULE



American Wood Council President and CEO Robert Glowinski and American Forest & Paper Association President and CEO Donna Harman issued the following statement regarding the Environmental Protection Agency’s (EPA) issuance of a new rule to reclassify certain

major sources as area sources under the Clean Air Act. EPA Administrator Andrew Wheeler announced the proposed rule on “Once In, Always In” on June 25, 2019.

To Robert Glowinski, President and CEO of AWC: “The old ‘Once In, Always In’ policy arbitrarily put a manufacturing facility into a

regulatory time warp from which it could never escape. In contrast, EPA’s proposed rule would allow mills that are able to reduce their emissions below Clean Air Act thresholds to be free of onerous additional reporting, monitoring and recordkeeping requirements as long as they operate to stay below the cutoffs.

“Reducing the burdens of complying with these standards creates strong incentives for reducing emissions, while boosting the competitiveness of U.S. manufacturers, especially smaller mills. We are pleased that EPA has returned to a plain reading of the Clean Air Act for these area source regulations. Codifying the January 2018 Air Office memo that eliminated the old ‘Once In, Always In’ policy is an important step in reforming the cumbersome environmental permit system. Sensible regulations, such as this proposed rule, can provide the protection of health and the environment, while encouraging industry air emissions improvements.”

Donna Harman, President and CEO of AF&PA says: “We

applaud the EPA for continuing its comprehensive efforts to ‘right size’ the permitting process to align with common sense and the law by removing the ‘Once In, Always In’ policy. This action will help reduce costly and complex regulatory burdens to the forest products industry. Moreover, the measure eliminates disincentives to voluntary efforts and technical innovations that could reduce emissions.

“Historically, some agency interpretations that are not consistent with the meaning of the Clean Air Act served to create an overly bureaucratic, slow and outdated system. The ‘Once In, Always In’ approach contradicted both the law and common sense by treating a source as major even if production process changes or controls permanently reduced emissions levels to the minor source level. The new rule is consistent with our 2017 recommendations to the EPA and Department of Commerce to streamline permitting programs that will support industry’s ability to innovate, invest and create American manufacturing jobs. That’s a goal worth fighting for.”

INAUGURAL COLORUP DIGITAL BOOT CAMP AN OVERWHELMING SUCCESS



Color Ink, Inc. and its Printing Industries of America Affiliate partners recently hosted a one-of-a-kind digital boot camp on June 2-5, 2019 at the Color Ink facility in Sussex, WI. Nineteen individuals from print facilities from across the country participated in the event with attendees rating their overall experience a five out of five.

Tearing a page from the success Color Ink has experienced with digital production print over the past decade, the event showcased

a variety of digital printing and finishing platforms in a “real world” production environment. The boot camp helped industry professionals understand digital production print, make choices on purchasing equipment, implement it in their facility and sell it in the marketplace.

Some of the most progressive vendors and suppliers in the digital print market sponsored and actively participated in the event. This included FujiFilm, Komori America, North American

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BEE Printing Mechanical Company



HEIDELBERG SM102 -4



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PAPER CUPS: A RESPONSIBLE CONSUMER CHOICE

Enjoying a cup of coffee or tea on the go can help make our busy lifestyles a little more tolerable. It affords busy parents a moment of nirvana as they rush to deliver kids to school and get to work on time, and provides everyone the option to enjoy their beverage of choice even if they don't have time to finish it in store.

These facts support a compelling case that the makers of paper cups – the paper and wood products industry – have a long commitment to sustainable business practices that protect the environment, spur innovation and advance recycling.

WHY PAPER CUP?

The first thing that sets paper cups apart from other cups: They are made from sustainably managed, renewable materials whose cultivation benefits the environment. Paper products, like cups and paper-based packaging, are made with wood fiber from sustainably-managed forests, which is a 100 percent renewable resource.

The wood fiber used to make paper products like cups comes from forests that are managed using sustainable management practices. In fact, adhering to such practices is a condition of AF&PA membership. The U.S. currently grows more wood than it harvests, and there are an estimated 20 percent more trees in the U.S. now than in 1970.

The market for wood fiber to make products like paper cups ultimately has a beneficial environmental impact. The need for working forests to supply wood fibre incentivizes the planting and replanting of trees after harvest and keeping land in forests. Working forests also capture and store carbon dioxide and

“Paper cups offer consumers a convenient, clean and hygienic product made with sustainable manufacturing practices from a renewable resource which can be recycled”

”

produce oxygen. In 2016 alone, U.S. forests and wood products captured and stored an estimated 12.6 percent of all carbon dioxide emitted by fossil fuel consumption in the U.S.

PAPER CUP SUSTAINABILITY

Paper cups not only come from a sustainable raw material, they are made using sustainable manufacturing practices. Through an initiative called Better Practices, Better Planet 2020, the paper and wood products industry has committed to utilizing sustainable manufacturing practices to protect the environment and ensure our resources will be as available for future

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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. Metalfire (now GreenBlue), 2006. 6. Jaakko Pöyry, 2015. 7. Engel and Moore, 2013.

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Print Impact Around the World

Plastics, Zünd USA, GPA Specialty Substrate Solutions, Konica Minolta Business Solutions/MGI, Agfa, Neenah Paper, Precision Graphics and CWT Worktools USA. Several Printing Industries of America Affiliates also partnered on the ColorUp Digital Bootcamp, including the Florida Graphics Alliance, Great Lakes Graphics Association, Graphic Arts Association, PIA MidAmerica, Printing Industries Alliance and Printing Industries Midwest.

The idea for a digital boot camp sprang from a lunch meeting between Todd Meissner, president of Color Ink and Joe Lyman, president of the Great Lakes Graphics Association this past fall. Both believed an event hosted in a print facility where attendees experience a "deep dive" to learn from a seasoned print owner could be a huge success. This idea is confirmed by Joe Olivo, president and co-owner of Perfect Communications, who attended the event. Olivo said, "Attending the ColorUp Digital Bootcamp was a great investment. Being able to see a variety of digital production processes under one roof coupled with the open discussions among participants and presenters

allowed me to gain perspective that would be almost impossible to obtain in any other setting." Vance Kapalczynski, president of American Printing also agreed, saying, "The extremely open approach of Color Ink and their staff offered attendees an unfiltered opportunity to have questions answered and further build on a resource network to assist in making the best decisions for their respective companies." Finally, boot camp attendee Joey Dixon, vice president of operations at GM Direct Marketing, said, "Most conferences you get to see equipment or software run in a controlled environment. However, we were able to hear and see both sides of the equation, the supplier side and the in-shop, day-to-day real-world side. The ability to see and ask questions of Color Ink operators and staff as they go through the set-up and running projects was priceless." Meissner and Lyman both agree based on the success of the first boot camp, more ColorUp Digital Boot Camps will be held in the future. Meissner says, "We are already looking to hold another in May 2020. Make sure to mark your calendar!"

DESIGN' N' BUY LAUNCHES BRAND NEW ALL-IN-ONE DESIGNER V3.3



In a continued effort to be a leading web-to-print solutions provider, Design'N'Buy is excited to announce the launch of its brand new All-In-One Designer V3.3. Ideal for commercial printing companies, print brokers, and distributors, the All-In-One Designer offers a simplified ordering process for customers to buy and sell customized merchandise online.

The third version of AIOD not only has a revamped look and feel but also is decked up with a long list of exciting features. For starters, AIOD V3.3 is highly responsive and straightforward, yet has a significant website theme. The users can preview upsell and related products in detail in the design studio and enjoy imposition settings for print-ready products. More keyboard options have also

been added in the new version for user convenience. "We have upgraded the design studio interface, given the Smart Fill option to automatically fill data in the templates, and assigned different page layouts for every template. We want our product to be a delight to use by everyone," says Nidhi Agarwal, CEO of Design'N'Buy.

Just like previous versions, the All-In-One Designer V3.3 will continue to enjoy integrations with multiple third-party applications and tools such as Microsoft

Dynamics, Zoho, SAP, Salesforce, Google Cloud Platform, Fotolia, QuickBooks, Flickr and more. "The solution is apt for any B2B or B2C printing eCommerce store that wants to offer its customers more than just a dynamic design tool, live 3D preview, and a friendly mobile UI for customizing products while on-the-go," adds Agarwal.

As per business requirements, the printing companies can easily configure AIOD V3.3, scale it up, and customize it for a perfect end-user experience.

XAAR HOSTS LEADING TECHNOLOGY BUSINESSES AT MANUFACTURING FLEXIBILITY WORKSHOP



Xaar hosted members of the NMI including Diodes, Ultra CEMS, SPTS Technologies and Newport Wafer Fab at its workshop on 'Learning and Development for Manufacturing Flexibility' at Xaar's Huntingdon site on 18th June. The interactive session highlighted the importance of focusing on people in the overall process, with discussion groups working to define key learning points for the implementation of Manufacturing Flexibility initiatives.

NMI champions the role of its member companies in the UK electronics sector, facilitating knowledge exchange. Member workshops are key to the role and as part of this program Xaar shared its experiences from the processes and changes made in its progression from a single product site to manufacturing a variety of different products.

As a world-leader in industrial

inkjet printing, Xaar recognized that in order to grow its business it needed to find ways to broaden its portfolio of products and as a result compete in previously untapped markets. The workshop reviewed the concepts traditionally discussed within Manufacturing Flexibility and asked attendees to work together on the challenge of ensuring people have the skills to adapt according to the constantly changing business needs. Leader of the workshop and Continuous Improvement Manager at Xaar, Mark Lamb said, "As a business, developing our Manufacturing Flexibility was fundamental to building our ability to deal with an increasing number of new product variants and enhancing the way people worked. Our workshop has hopefully helped participants define what Manufacturing Flexibility really means, and

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through our collaboration today, create a collection of ideas and strategies that each organization can take back for potential progression."

Chris Bennett, NMI's Director of Manufacturing Services added, "The strength of NMI is its membership and today's workshop held by Xaar was truly indicative of this. Everyone

attending was able to learn about a more holistic approach to Manufacturing Flexibility and share their ideas and strategies as part of a wider group. "I would like to thank Xaar for hosting this invaluable day of learning and look forward to hearing how our members take this information back to their organizations as part of their own development."

PRINTING UNITED'S PDAA PRO TEAM RELAY TO SHOWCASE INSTALLERS' SKILLS



The show-floor excitement at PRINTING United (October 23 - 25, Dallas) will extend beyond the 600-plus exhibitors when installers put their skills to the test in the PDAA Pro Team Relay at booth 7250. The two-day (October 23 and 24) special event will see two-person installer teams competing in a series of testing stations in hopes of ultimately winning \$2,000.

"The 2018 SGIA Expo's Wrap Team Challenge was a really exciting event — for the competitors and judges as well as the crowds it drew in," said the competition's head judge Jeremy Conner, Owner, Who Did That Inc. "Building off of that momentum for PRINTING United, the Specialty Graphic Imaging Association's (SGIA) PDAA Installers Committee has changed up the competition to make for an even more intense event showing what these skilled installers are really capable of."

In the PDAA Pro Team Relay at PRINTING United — the

latest iteration of the SGIA Expo produced by SGIA and NAPCO Media — each team must complete four stations in a relay-style format. The first two stations will include a car's quarter panel and a rivet wall. The third station will challenge installers with a two-panel graphic on a rough texture surface, while the last station will test alignment skills with two-color vinyl on acrylic. Judges will monitor the competition at each station both days and determine which three teams will go head-to-head at the end of the second day based on time and quality. The two individuals on the winning team will receive \$1,000 each.

And there's another twist: the teams. Participants register individually, with teams randomly drawn* and notified prior to PRINTING United. The first 10 registrants will be paired with a "superstar" installer. Along with the competition, PDAA's booth will include the Wrap Quest area, an interactive experience for practicing different surface applications with materials from some of PRINTING United's

exhibiting companies. "PDAA's PRINTING United booth is all about showcasing what's happening now and what's in store for the installer community in terms of applications and opportunities," said Ray Weiss, Director of Digital Print Programs, SGIA. "This is a growing market, and SGIA and the PDAA Installers Committee look forward to

continuing to help educate and enhance the skills of this community."

PDAA Pro Team Relay participation is \$50 per individual, and can be added while registering for PRINTING United, which is free through September 10. To learn more and register, visit PRINTINGUnited.com.

FUJIFILM AND INCA DIGITAL ANNOUNCE THE ONSETX HS, THE WORLD'S FASTEST HIGH QUALITY FLATBED PRINTER



FUJIFILM

FUJIFILM North America Corporation, Graphic Systems Division along with strategic partner Inca Digital introduce a powerful new addition to the market-leading OnsetX UV flatbed series — the OnsetX HS (High Speed) range. Featuring two new machines, the Onset X2 HS and the Onset X3 HS, the new range offers a dramatic increase in speed and productivity — now printing up to 15,597 square feet per hour, utilizing a new single cycle mode.

Compatible with Inca's range of application specific robotic handling systems, and incorporating '30 second' job set up and 'single cycle' printing mode, the new HS range is set to deliver another 'step change' in inkjet printing — something Inca Digital and Fujifilm have become renowned for.

The OnsetX HS launch is partnered with a new Fujifilm inkjet range, Uvijet OX. Uvijet OX features a brand new, unique, patented ink technology developed and manufactured at Fujifilm Speciality Ink Systems in the UK, designed specifically for the Onset family of printers to achieve exceptional adhesion on rigid plastic media, specifically those commonly used in North

America, at the highest speeds. "We believe the launch of this new generation of OnsetX machines positions Inca Digital firmly at the forefront of the high-end inkjet market," said Stephen Tunnicliffe-Wilson, CEO, Inca Digital. "Inca Digital has always been focused on pushing the boundaries of what is possible in print. The dramatic increases in overall productivity, made possible by the further integration of robotics and great advances in printing speeds, print quality and substrate compatibility, all mean print businesses and entrepreneurs have the capability and capacity to grow market share and confidently move into new markets."

Increased productivity
The addition of the new 'single cycle' print mode to the OnsetX HS, made possible by the optimization of the print jetting profiles and jetting frequencies, means the new HS range can print at speeds up to 15,597 square feet per hour — more than 50 percent higher than previously published throughput figures. The intelligent bonding properties of the new Uvijet OX ink also ensure maximum adhesion to a much wider range of media, even at these new highest printing speeds.

New inks mean new levels of versatility and new markets

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generations as they are today.

By-products of manufacturing, such as chips, barks and sticks, are actually used to generate bioenergy that powers mills. Altogether, about two-thirds of the power used to make paper cups and other wood and paper products comes from renewable, carbon-neutral biomass and not from fossil fuels.

The commitment to efficiency extends to energy and water usage as well. Paper and wood products manufacturers have improved their purchased energy efficiency by 11.6 percent from 2005 to 2016 and utilise renewable, carbon-neutral biomass to provide much of the power for their facilities.

The industry also meets a high standard for water usage. Approximately 90 percent of the water used in manufacturing paper products is returned to the waterway

after being treated. Before it is returned, pulp and paper mills reuse the water they withdraw at least 10 times. Finally, all water discharged from paper mills must meet stringent requirements of the Clean Water Act as well as state water quality standards.

BENEFITS TO CONSUMERS

Paper cups offer consumers a convenient, clean and hygienic product made with sustainable manufacturing practices from a renewable resource which can be recycled. Technological innovations are continuously allowing the industry to access and recycle more paper-based products and turn them into new products. Used paper cups are accepted by mills that have the capability to repulp them. The fiber from recycled cups and containers is then used to make tissue, de-inked market pulp (which goes into a number of paper products) and recycled paperboard.

Paper does not pose a threat to wildlife and human health and is not among the top 10 materials found in beach litter. According to the Environmental Protect Agency, "one-third to two-thirds of the debris we catalogue on beaches comes from single-use, disposable plastic packaging..." In short, paper is not the cause of the litter and marine debris problem communities are trying to solve.

Paper products, including paper cups, do a lot more than hold food and beverages or package other materials. Paper products keep lands forested, store carbon, are manufactured with renewable, carbon-neutral energy and support our nation's recycling system. Consumers should enjoy their moment of nirvana from a paper cup guilt-free.

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Print Impact Around the World

The OnsetX's scalable architecture and multi-substrate printing capability has helped to make it the machine of choice of many print businesses for whom maximum productivity and flexibility are key. The new OnsetX HS, combined with the robust adhesion qualities of Fujifilm's Uvijet OX ink, further builds on this reputation.

Together, the OnsetX HS and Uvijet OX inks open up an extensive new range of applications and possibilities in markets where the

demand is growing for shorter run but the highest quality printing on corrugated board, packaging and non-PVC rigid plastics. "We are very proud of this new range of OnsetX HS machines; they are the latest example of Inca Digital's proud tradition of launching inkjet machines that have a transformative effect on the industry, says Tunnicliffe-Wilson. "To secure such a significant increase in the headline speeds and overall productivity of the OnsetX series is an outstanding achievement."

LECTA'S NEW COATED PAPERBOARD DESIGNED FOR CREATIVE GRAPHIC ARTS PROJECTS AND LUXURY PACKAGING

Diva Art DUO is Lecta's new two-side coated paperboard with an outstanding silk finish noteworthy for its printability and rich color reproduction in offset

and digital printing, in addition to its perfect folding characteristics and exceptional resistance to cracking.



The new Diva Art DUO complements the current one-side coated Diva Art paperboard range. Both products offer outstanding finishing and converting properties, and are ideal for a wide range of end users such as book covers, folders, labels, postcards and greeting cards, as well as packaging for cosmetics, perfumes, premium beverages and chocolates or confectionery.

The Diva Art DUO range is available from 250 to 380 g/m 2

and Diva Art range from 220 to 350 g/m 2.

In keeping with the "Reveal your inner talent" concept, for the launch of this new product Lecta has created unique illustrations representing eminent creative women who have revolutionized art history with their work and personalities. Printed on Diva Art DUO and Diva Art paperboard using fluorescent ink, gold foil stamping and a metallic finish, these portraits reveal hidden details of the artists.



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- ▶ High ROI-focused Costing & Estimation: growing and sustaining print and allied businesses.
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- ▶ Succession planning - practical and time-tested procedures.
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Date	Venue	Time
July 30th, 31st & , August 1st, 2019.	Sharon Ultimate Hotel Abuja.	10:00AM - 3:00PM Daily

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